

Books and Cataloging and Processing Services Bid Response Pricing/Discount Evaluation
RFP #20-031

Discount & Pricing Comparison for Books and Cataloging & Processing Costs for Common Formats

	B&T	Ingram	Ingram Primary
Trade Editions (Hardcover -Adult)			
Discount	45.5%	43.0%	47.0%
Cataloging, Item Holdings & Processing	\$4.85	\$4.54	\$4.54
Average Item Price	\$29.92	\$29.92	\$29.92
Total Unit Cost	\$21.16	\$21.59	\$20.40
Trade Editions (Hardcover - Juvenile)			
Discount	45.5%	43.0%	47.0%
Cataloging, Item Holdings & Processing	\$4.85	\$4.54	\$4.54
Average Item Price	\$17.13	\$17.13	\$17.13
Total Unit Cost	\$14.19	\$14.30	\$13.62
Quality Paperbacks (Adult)		*	*
Discount	40%	40%	40%
Cataloging, Item Holdings & Processing	\$4.85	\$4.54	\$4.54
Average Item Price	\$20.99	\$20.99	\$20.99
Total Unit Cost	\$17.44	\$17.13	\$17.13
Mass Market Paperbacks		*	*
Discount	40%	25%	25%
Cataloging, Item Holdings & Processing	\$4.85	\$4.54	\$4.54
Average Item Price	\$8.70	\$8.70	\$8.70
Total Unit Cost	\$10.07	\$11.07	\$11.07
Mylar Jacket Only (Adult)			
Discount	45.5%	43.0%	47.0%
Mylar Jacket Only Processing	\$0.99	\$1.10	\$1.10
Average Item Price	\$29.92	\$29.92	\$29.92
Total Unit Cost	\$17.30	\$18.15	\$16.96
Mylar Jacket Only (Juvenile)			
Discount	45.5%	43.0%	47.0%
Mylar Jacket Only Processing	\$0.99	\$1.10	\$1.10
Average Item Price	\$17.13	\$17.13	\$17.13
Total Unit Cost	\$10.33	\$10.86	\$10.18
Cost Comparison using Estimated Order Volume FY21			
Category	Estimated Annual Order Volume**		
Trade Editions (Hardcover -Adult)	16,500	\$349,080.60	\$356,307.60
Trade Editions (Hardcover - Juvenile)	8,500	\$120,579.73	\$121,584.85
Quality Paperbacks (Adult)	7,907	\$137,933.20	\$135,481.96
Mass Market Paperbacks	2,451	\$24,683.58	\$27,122.53
Mylar Jacket Only (Adult)	4,000	\$69,185.60	\$72,617.60
Mylar Jacket Only (Juvenile)	1,000	\$10,325.85	\$10,864.10
Total		\$711,788.56	\$723,978.64

* no spine tape

** Estimated Annual Order Volume calculated based on order records created from August 1, 2019 - October 31, 2019 and then reduced to 80%
Average Item Prices from SLJ 2023 Average Book prices (averaged fiction and nonfiction within categories)<https://www.schoollibraryjournal.com/story/slj-average-book-prices-2023-follett-baker-taylor>

Pricing Comparison for Database and Customized Selection Lists

	B&T	Ingram
Bibliographic Database/Reviews	\$ 2,595.00	\$ 386.00
Customized Selection Lists/Cataloging Fee	\$ -	\$ 3,000.00
Total	\$ 2,595.00	\$ 3,386.00