



DISTRICT SCHOOL BOARD OF PASCO COUNTY

Kurt S. Browning, Superintendent of Schools

7227 Land O' Lakes Boulevard • Land O' Lakes, Florida 34638

Department of Purchasing
Michael J. Woodall, CPPO, Purchasing Agent
813/794-2221 Fax: 813/794-2111
727/774-2221 TDD: 813/794-2484
352/524-2221 email: mwoodall@pasco.k12.fl.us

April 16, 2013

MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent *MJW*

RE: Third Year Renewal of Three-Year Contracts
Bid # 11-075-DR: Books – District Wide
Barnes & Noble, Inc.
Direct Negotiation #11-075-DN: Books – District Wide
Itz Books

On April 5, 2011, official action was taken to award the above-referenced bid to Barnes & Noble, Incorporated. On September 13, 2011 official action was taken to award Direct Negotiation: 11-075-DN to Itz Books. These bids are three-year contracts, renewable annually based upon mutual consent of both parties. Subsequently, the second year of the contracts was awarded on March 20, 2012. The second year of the contracts will expire on May 6, 2013.

Considering services have been satisfactory, Sarah DiFrancesco, Director of Community Relations, Barnes & Noble, Incorporated, and Jane DePagter, President, Itz Books, were contacted to verify their willingness to enter into the third year of the contracts. As such, Sarah DiFrancesco and Jane DePagter have agreed in writing to enter into the third year of the contracts.

At this time, it is my recommendation to enter into the third year of the contracts with Barnes & Noble, Incorporated and Itz Books. The third year of the contracts will cover the period May 7, 2013 through May 6, 2014. The anticipated amount for the next term is \$250,000 paid out of general funds.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

MJW/dr

Attachments

Date/Time: April 10, 2013 08:39:00



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BID RENEWAL REQUEST

BID #11-075-DR

BID TITLE: Books (In-Print, Out-of-Print, Hard Back, Soft Back, Etc.) – District Wide

Yes, I agree to renew Bid #11-075-DR under the same terms and conditions as the existing bid. The third year period shall be from **May 7, 2013 through May 6, 2014.**

No, I do not agree to renew Bid #11-075-DR.

COMPANY NAME: Barnes & Noble, Inc.

SIGNATURE: 

TYPED NAME AND TITLE: Sarah DiFrancesco, Director of Community Relations

TELEPHONE (WITH AREA CODE): 651-636-6032

FAX NUMBER (WITH AREA CODE): 651-636-5024

E-MAIL: sdifrancesco@bn.com

DATE: 3/5/2013

The prospective bidder certifies, by submission and signature of this bid renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE EMAIL BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY

ATTENTION: Debra Reaves, Buyer Assistant

PURCHASING DEPARTMENT

20430 GATOR LANE

LAND O' LAKES, FL 34638

(813) 794-2219 (PHONE)

(813) 794-2111 (FAX)



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352/ 524-2221 e-mail: mwoodall@pasco.k12.fl.us

DIRECT NEGOTIATION RENEWAL REQUEST DIRECT NEGOTIATION #11-075-DN

DIRECT NEGOTIATION TITLE: Books (In-Print, Out-of-Print, Hard Back, Soft Back, Etc.) - District Wide

 X

Yes, I agree to renew Direct Negotiation #11-075-DN under the same terms and conditions as the existing direct negotiation. The third year period shall be from May 7, 2013 through May 6, 2014.

No, I do not agree to renew Direct Negotiation #11-075-DN.

COMPANY NAME: Itz Books

SIGNATURE: *Jane DePagter*

TYPED NAME AND TITLE: Jane DePagter, President

TELEPHONE (WITH AREA CODE): 813-294-2135

FAX NUMBER (WITH AREA CODE): 813-388-4561

E-MAIL: ddepagter@yahoo.com

DATE: 3/3/13

The prospective vendor certifies, by submission and signature of this direct negotiation renewal form, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction per the provisions of Florida Statute 287.133(2)(a).

PLEASE EMAIL BACK TO: DISTRICT SCHOOL BOARD OF PASCO COUNTY
ATTENTION: Debra Reaves, Buyer Assistant
PURCHASING DEPARTMENT
20430 GATOR LANE
LAND O' LAKES, FL 34638
(813) 794-2219 (PHONE)
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District Wide Accreditation • Southern Association of Colleges and Schools



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March 5, 2013

MEMORANDUM

TO: Honorable School Board Members

FROM: Michael J. Woodall, CPPO, Purchasing Agent *MJW*

RE: Request Dollar Approval for Additional Expenditures
Bid 11-075-DR: Books (In-Print, Out-of-Print, Hard Back, Soft Back, etc.) District -Wide
Barnes & Noble, Incorporated and Direct Negotiation 11-075-DN
Itz Books

On March 20, 2012, official action (attached) was taken to enter into the second year of Bid #11-075-DR, with Barnes & Noble, Incorporated and Direct Negotiation #11-075-DN, with Itz Books for the period May 7, 2012 - May 6, 2013. The recommendation stated that anticipated expenditures under both solicitations was approximately \$90,000.

District usage of these contracts has been greater than forecasted. We are therefore advising the Board for its information that anticipated expenditures are expected to be approximately \$250,000 through May 6, 2013.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

MJW/dr

Attachment

District School Board
of Pasco County

MAR 05 2013

Date/Time: February 27, 2013 08:33:00

Board Approved

District School Board of Pasco County

Bid Recommendation

Bid Title	Books (In Print, Out-Of-Print, hard Back, Soft Back, etc.) District Wide	Number of Vendors Notified	66
Bid Number	11-075-DR	Number of Bids Distributed	42
Date Solicited	1/15/2011	Number of Vendors Bidding	12
Date Opened	3/11/2011	Number of Formal "No Bid" Responses	0
Date Board Presentation	4/5/2011	Funding Source	General Fund
Total Savings	\$ 17,800.00	Grand Total of Bid	\$ 90,000.00 (First year estimate)

Recommendation: Recommend acceptance of bid from Barnes & Noble, Incorporated, as noted on attached bid tabulation sheet as lowest and best responsive, responsible bid meeting written specifications.

Term of Contract: This bid is for purchasing miscellaneous supplemental Books (In Print, Out-Of-Print, Hard Back, Soft Back, etc.) District wide. These book purchases are not textbooks or library book purchases. They are supplemental reading materials for curriculum or professional development use. This is the first year of a three-year agreement, renewable annually by written consent of both parties. The first year of the contract is effective May 7, 2011, through May 6, 2012.

Notations and Exceptions: Due to the nature of this District's requirements to have multiple vendors available, up to five (5), permission is requested to negotiate with other interested parties. This will allow the variety of books needed by the District. Although only one bid is being recommended, prices are competitive based upon past awarded book bids.

The intent of this bid is to establish a minimum fixed percentage discount off list prices for book stores with a "local" (Tampa Bay Area) physical presence retail store and on-line ordering. Local store requirements enable the staff to physically peruse and purchase books, CD's, and audio tapes on an "as needed" basis.

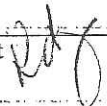
The following vendors are disqualified as they did not meet bid specifications for having a store location within the Tampa Bay Area: Bound to Stay Bound Books, Incorporated, Encyclopedia Britannica, Children's Plus, Inc., Davidson Titles, Incorporated, Follett Educational Services, Incorporated, Follett Educational Services, Incorporated, Learning Links, Incorporated, Marco Products, Incorporated, Perma-Bound Books, Itz Books, Rosen Publishing Group, Incorporated, and Gareth Stevens Publishing, L.L.L.P.

Total savings were based on past usage.

Offers from the vendors listed herein are the only offers received timely as of the above opening date and time. All others submitted in response to the solicitation, if any, are here by rejected as late.

Bids Evaluated By: Wendy Spriggs, Director for Instructional Media and Tech Services

Bids Prepared By: Debra Reaves, Buyer Assistant

Reviewed and Authorized By: Kendra D. Goodman, CPPO, CPPB, Purchasing Agent 

District School Board
of Pasco County

District School Board
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MAR 20 2011

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DATE OF OPENING: March 11, 2011 @ 2:30 PM		Barnes & Noble, Inc.	Bound to Stay Bound Books, Inc.	Encyclopedia Britannica	Children's Plus, Inc.
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) - DISTRICT WIDE		2100 N. Snelling	1880 West Morton	331 N. LaSalle St.	1387 Dutch American Way
BID #: 11-075-DR		Roseville, MN 55113	Jacksonville, IL 62650	Chicago, IL 60654	Beecher, IL 60401
Board Meeting 4/5/2010					
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
	BOOKS				
1	Internet Books				
	Discount off list price Delivery Discount	*0 - 30% off	NB	Average 20%	25%
	Discount off list price Pick-up Discount	*0 - 30% off	NB	NB	No pick up available
2	Hard-Back Books				
	Discount off list price Delivery Discount	*0 - 30% off	*30%	Average 20%	25%
	Discount off list price Pick-up Discount	*0 - 30% off	*30%	NB	No pick up available
3	Soft-Back Books				
	Discount off list price Delivery Discount	*0 - 30% off	NB	Average 20%	25%
	Discount off list price Pick-up Discount	*0 - 30% off	NB	NB	No pick up available
4	Audio Books				
	Discount off list price Delivery Discount	*0 - 25% off	NB	Average 20%	25%
	Discount off list price Pick-up Discount	*0 - 25% off	NB	NB	No pick up available
5	Balance of Line Product Line Minimum Discount	0 - 25%	*30%	Average 20%	NA
6	Estimated Delivery Time after receipt of purchase order:	4 - 15 Days	15 Days	Average 20 Days	30 Days
		*Normal Rate is: \$0 - \$4,999 is 20% off, \$5,000 and above is 25% off. But on bids, best available price will be submitted.	* 30% discount from publisher list price in effect at time of shipment plus prebinding charge of \$6.90 per book firm through May 6, 2014. Short discount titles are reduced by 10%. (BTBS Catalog price reflects discount.)		*Note: Above discounts are already applied to current prices and do not apply to short discount items.
	SAMPLE LIST:				
	Hard Cover Books Sample List:				
1	Webster's Intermediate Thesaurus	17.95	19.07	NB	17.95
2	Tuesdays with Morrie	23.95	23.27	NB	19.95

District School Board
of Pasco County

MAR 20 2012

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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 11, 2011 @ 2:30 PM		Barnes & Noble, Inc.	Bound to Stay Bound Books, Inc.	Encyclopedia Britannica	Children's Plus, Inc.
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) -- DISTRICT WIDE		2100 N. Snelling	1880 West Morton	331 N. LaSalle St.	1387 Dutch American Way
BID #: 11-075-DR		Roseville, MN 55113	Jacksonville, IL 62650	Chicago, IL 60654	Beecher, IL 60401
Board Meeting 4/5/2010					
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
	Soft-Back Books Sample List:				
1	A Child Called It	11.95	NB	NB	11.95
2	Webster's Intermediate Thesaurus	Out of stock	NB	NB	Out of Print
	Audio Books Sample Lists:				
1	Charlotte's Web	27.00	NB	NB	27.00
2	The Last Battle	Unavailable from Publisher	NB	NB	Out of Stock Indefinitely
		*List price is full retail value of books listed. Discounts vary per title.			
	Local Store Front?	Yes		No	

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MAR 20 2012

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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 11, 2011 @ 2:30 PM		Davidson Titles, Inc.	Follett Educational Services, Inc.	Learning Links Inc.	Marco Products, Inc.
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		P. O. Box 3538	1433 Internationale Parkway	2300 Marcus Ave.	1443 Old York Rd.
BID #: 11-075-DR		Jackson, TN 38303-3538	Woodridge, IL 60517	New Hyde Park, NY 11042	Warmins, PA 18974
Board Meeting 4/5/2010					
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
BOOKS					
1	Internet Books				
	Discount off list price Delivery Discount	15%	NA	20%	* 5 -15 %
	Discount off list price Pick-up Discount	15%	NA	NA	NA
2	Hard-Back Books				
	Discount off list price Delivery Discount	20%	30%	20%	* 5 -15 %
	Discount off list price Pick-up Discount	20%	NA	NA	NA
3	Soft-Back Books				
	Discount off list price Delivery Discount	30%	30%	20%	* 5 -15 %
	Discount off list price Pick-up Discount	30%	NA	NA	NA
4	Audio Books				
	Discount off list price Delivery Discount	20%	NA	20%	* 5 -15 %
	Discount off list price Pick-up Discount	20%	NA	NA	NA
5	Balance of Line Product Line Minimum Discount	15%	30%	20%	* 5 -15 %
6	Estimated Delivery Time after receipt of purchase order:	30 - 45 Days	5 - 10 Business Days	15 Days	7 - 10 Days
		*Catalog and internet prices, www.davisontitles.com, reflect discounted prices from list prices.			* Discount starts at \$500 and above. \$500 - \$749 = 5%; \$750 - \$999 = 10%; \$1,000+ = 15%
SAMPLE LIST:					
Hard Cover Books Sample List:					
1	Webster's Intermediate Thesaurus	17.95	17.95	NB	Do not supply these books
2	Tuesdays with Morrie	23.95	23.95	NB	Do not supply these books

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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 11, 2011 @ 2:30 PM		Davidson Titles, Inc.	Follett Educational Services, Inc.	Learning Links Inc.	Marcò Products, Inc.
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) – DISTRICT WIDE		P. O. Box 3538	1433 Internationale Parkway	2300 Marcus Ave.	1443 Old York Rd.
BID #: 11-075-DR		Jackson, TN 38303-3538	Woodridge, IL 60517	New Hyde Park, NY 11042	Warmins, PA 18974
Board Meeting 4/5/2010					
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
	Soft-Back Books Sample List:				
1	A Child Called It	11.95	11.95	NB	Do not supply these books
2	Webster's Intermediate Thesaurus	12.95	12.95	NB	Do not supply these books
		Random House Webster Dictionary			
	Audio Books Sample Lists:				
1	Charlotte's Web	27.00	NA	NB	Do not supply these books
2	The Last Battle	29.95	NA	NB	Do not supply these books
		Discounts vary per title.			
	Local Store Front?	No	No	No	No

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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 11, 2011 @ 2:30 PM		Perma-Bound Books	Itz Books	Rosen Publishing Group, Inc.	Gareth Stevens Publishing, LLLP
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) - DISTRICT WIDE		617 E. Vadalia Rd.	14714 Coloma Ln.	29 East 21st. Street	111 East 14th Street - Suite 349
BID #: 11-075-DR		Jacksonville, IL 62650	Odessa, FL 33556	New York, NY 10010-6209	New York, NY 10003
Board Meeting 4/5/2010					
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
	BOOKS				
1	Internet Books				
	Discount off list price Delivery Discount	0%	0 - 27%	NA	NA
	Discount off list price Pick-up Discount	NA	0 - 27%	NA	NA
2	Hard-Back Books				
	Discount off list price Delivery Discount	Additional 10% for books in Perma-Bound bindings	0 - 27%	* 25%	25%
	Discount off list price Pick-up Discount	NA	0 - 27%	NA	NA
3	Soft-Back Books				
	Discount off list price Delivery Discount	Discount included in website/catalog prices	0 - 27%	15%	15%
	Discount off list price Pick-up Discount	NA	0 - 27%	NA	NA
4	Audio Books				
	Discount off list price Delivery Discount	0%	0 - 27%	15%	NA
	Discount off list price Pick-up Discount	NA	0 - 27%	NA	NA
5	Balance of Line Product Line Minimum Discount	0%	0 - 27%	Approximately: 15%	NA
6	Estimated Delivery Time after receipt of purchase order:	30 Days	7 Days	7 - 10 days	7 - 10 days
*Encyclopedia Britannica titles in catalogs are 15% off list					
SAMPLE LIST:					
Hard Cover Books Sample List:					
1	Webster's Intermediate Thesaurus	\$18.76, 10% discount price \$16.89	\$17.95 list price, our price: \$14	No Bid - Not published by Rosen Publishing Group	No Bid - Not published by Gareth Stevens Publishing
2	Tuesdays with Morrie	\$16.92, 10% discount price \$15.23	\$23.95 list price, our price: \$18.44	No Bid - Not published by Rosen Publishing Group	No Bid - Not published by Gareth Stevens Publishing

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DISTRICT SCHOOL BOARD OF PASCO COUNTY BID TABULATION

DATE OF OPENING: March 11, 2011 @ 2:30 PM		Perma-Bound Books	Itz Books	Rosen Publishing Group, Inc.	Gareth Stevens Publishing, LLLP
BID TITLE: BOOKS (In-Out of Print, Hard Back, Soft Back, ect.) -- DISTRICT WIDE		617 E. Vadalía Rd.	14714 Coloma Ln.	29 East 21st. Street	111 East 14th Street - Suite 349
BID #: 11-075-DR		Jacksonville, IL 62650	Odessa, FL 33556	New York, NY 10010-6209	New York, NY 10003
Board Meeting 4/5/2010					
ITEM #	DESCRIPTION	UNIT PRICE	UNIT PRICE	UNIT PRICE	UNIT PRICE
	Soft-Back Books Sample List:				
1	A Child Called It	10.16	\$11.95 list price, our price: \$8.84	No Bid - Not published by Rosen Publishing Group	No Bid - Not published by Gareth Stevens Publishing
2	Webster's Intermediate Thesaurus	11.01	\$12.95 list price, Out of stock	No Bid - Not published by Rosen Publishing Group	No Bid - Not published by Gareth Stevens Publishing
	Audio Books Sample Lists:				
1	Charlotte's Web	27.00	\$27.00 list price, our price: \$20.23	No Bid - Not published by Rosen Publishing Group	No Bid - Not published by Gareth Stevens Publishing
2	The Last Battle				
		33.48	\$9.97 list price, our price: \$7.37	No Bid - Not published by Rosen Publishing Group	No Bid - Not published by Gareth Stevens Publishing
	Local Store Front?	No	Not at this time, opening in July, 2011	No	No

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