

LOT 1 - IN-PRINT PUBLICATIONS

	Item 1	Item 2	Item 3	Item 4	Item 5	Item 6	Item 7	Item 8	Item 9	Item 10	Item 11	Item 12	Item 13	Item 14	Item 15	Item 16	Item 17 a.	Item 17 b.	Item 17 c.	Item 18
	Trade	Non-Trade	Scientific/ Medical	Technical	Law	Business/ Economics/ Financial	Social Science/ Humanities	Governmental	Text Books	Reference/ Encyclopedia	Braille	Handbooks	University Press Publications	Society or Association Publications	Foreign Publications	Out of Print Books	Other: _____	Other: _____	Other: _____	Net Handling Charge
<b>A. CLOTH BINDING</b>																				
Discount per copy	3.00%	3.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0-30%	N/A	0-30%	0-30%	0-30%	N/A	N/A	N/A	N/A	N/A	\$0.00
Volume Pricing-Price Breaks for Single Title:																				
100	5.00%	5.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00
1000	10.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00
<b>B. LIBRARY BINDING</b>																				
Discount per copy	3.00%	3.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0-30%	N/A	0-30%	0-30%	0-30%	N/A	N/A	N/A	N/A	N/A	\$0.00
Volume Pricing-Price Breaks for Single Title:																				
100	5.00%	5.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00
1000	10.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00
<b>C. PAPERBACKS, QUALITY</b>																				
Discount per copy	3.00%	3.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0-30%	N/A	0-30%	0-30%	0-30%	N/A	N/A	N/A	N/A	N/A	\$0.00
Volume Pricing-Price Breaks for Single Title:																				
100	5.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00
1000	10.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00
<b>D. PAPERBACKS, MASS MARKET</b>																				
Discount per copy	3.00%	3.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0-30%	N/A	0-30%	0-30%	0-30%	N/A	N/A	N/A	N/A	N/A	\$0.00
Volume Pricing-Price Breaks for Single Title:																				
_____ copies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00
_____ copies	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00
<b>E. PREBOUND HARDBACKS</b>																				
Discount per copy	3.00%	3.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00
Volume Pricing-Price Breaks for Single Title:																				
100	5.00%	5.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00
1000	10.00%	10.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$0.00

**Additional Information**  
 Delaney Educational distributes quality PreK-14 materials from over 150 publishers. The pricing provided to Delaney Educational by these publishers determines the discount we are able to offer to the State of New York in the IFB. Discounts are applied to the publisher's current list price at the time of order entry. Since the categories Trade, Non-Trade, etc. include materials from these many publishers, our discounts will vary. Prices listed in Delaney Educational publications and on our website reflect an up to 30% discount off the publisher's current list price at time of order entry. Given that there are too many publishers to quantify each discount that schools receive, we will invoice NYS for the discounted price of 0-30% plus the %ge discount identified above. Under this New York State Contract, the authorized users will take an additional 3% off the publication/website prices on any materials they order.  
 \*\*\*Please note that our discounts are off of publishers lowest available prices. Please note that publishers and distributors will provide discounts off of their list price which will make it appear that they are giving larger discounts.\*\*\*

LOT 2 - NON-PRINT & OTHER

	Item 1	Item 2	Item 3	Item 4	Item 5	Item 6	Item 7	Item 8	Item 9	Item 10	Item 11	Item 12	Item 13	Item 14	Item 15	Item 16	Item 17 a.	Item 17 b.	Item 17 c.	Item 18
	Trade	Non-Trade	Scientific/ Medical	Technical	Law	Business/ Economics/ Financial	Social Science/ Humanities	Governmental	Text Books	Reference/ Encyclopedia	Braille	Handbooks	University Press Publications	Society or Association Publications	Foreign Publications	Out of Print Books	Other:	Other:	Other:	Net Handling Charge
<b>DISCOUNT FOR SINGLE UNIT</b>																				
Audio Cassettes (music, educational, etc.)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Audio Visual Materials	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Audio Books Abridged - Tape/CD/DVD/MP3/MP4 Format	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Audio Books Unabridged - Tape/CD/DVD/MP3/MP4 Format	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Books on DVD (Digital Files)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CD-ROM (fixed price only -- no online services)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
CDs (music, audio, etc.)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
eBooks (non-subscription based)		3.00%	3.00%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Encyclopedias (Digital Versions)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Laser Disc	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Maps, Globes, Atlases Charts	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Microcomputer Software (educational)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Microform (microfiche and microfilm)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Slides	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Video Tapes (feature film, educational, etc.)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
DVD's	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Video Games	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Sheet Music	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Musical Scores	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Other (please specify):	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

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**OPTIONAL ANCILLARY SERVICES**

Service	Amount Charged	Description
Catalog Kits	N/A	
Cataloging & Processing (including shelf-ready books)	Free Processing as described for this contract	Electronic Processing Kit: Include MARC data disc with one spine label, one barcode label with label protectors, one free reading program label--Labels NOT ATTACHED to item (\$ .40) and ATTACHED to item (\$ .69). Standard Processing Kit: Shelf list, main entry, title & subject cards, date due slip, peel & stick pocket, spine label & label protector, and one free reading program label--Labels NOT ATTACHED to item (\$ .40) and ATTACHED to item (\$ .69).
Machine Readable Cataloging (MARC) Records	\$25.00	MARC records purchased separately without labels or processing. Can be sent by disc or web-download.
Rebinding of Paperbacks	\$7.50	Rebinding.
Customized Reports	\$0.00	Free quotes and collection analysis--process of analyzing a school's library collection, using the information in their MARC records. Customized, leveled bookrooms, core collections for new schools, curriculum solutions.
Bibliographic Records	N/A	
Security Tape	\$ .39-.79	3M Tattle Tape--NOT ATTACHED to item (\$ .39) and ATTACHED to item (\$ .49). Check point tags (including pocket)--NOT ATTACHED to item (\$ .49) and ATTACHED to item (\$ .79).
Barcode Label	\$ .015-.30	Barcode labels and other labels (spine labels, reading programs, dots, etc.)--NOT ATTACHED to item (\$ .015) and ATTACHED to item (\$ .30)
Other: Ala carte curriculum materials	\$ .20-10.00	Book bins (one bin per 50 books): \$10.50. Polybags: small (8x10)--\$.20, medium (10x13)--\$.30 large (12x15)--\$.40.
Other: Miscellaneous processing items	\$ .15/.30	Date due card with label, book pocket with label, book pocket set--NOT ATTACHED to item (\$ .15) and ATTACHED to item (\$ .30)
Other: Additional book covers	\$1.00/2.50	Mylar covers--polyester adjustable book jacket cover (\$1.00 per item) KAPCO covers--clear, polyester cover with a non-yellowing, permanent adhesive (\$2.50) attached to paperback.
Other: Curriculum order processing	\$ .081/.69	Electronic curriculum kit includes: bag, MARC data disc, one barcode and one reading program (GRL/Lexile, etc.) label PER BAG--attached to bag (\$ .69 per 6-pack or \$.115 per book) Standard curriculum kit includes: bag, MARC data disc, one reading program (GRL/Lexile, etc.) label PER BAG--attached to bag (\$ .40 per 6-pack or \$.081 per book.
Other: N/A		

**Additional Information**

**ADDITIONAL DISCOUNTS**

	<b>Percentage Discount</b>
<b>Volume Price Breaks</b>	
\$5,000.00 - \$9,999.99	3.00%
\$10,000.00 - \$14,999.99	3.00%
\$15,000.00 - \$22,499.99	3.00%
\$23,500.00 - \$29,999.99	3.00%
\$30,000.00 - \$39,999.99	3.00%
\$40,000.00 - \$49,999.99	3.00%
\$50,000.00 - \$62,499.99	3.00%
\$62,500.00 - \$75,999.99	3.00%
\$76,000.00 - and above	3.00%

	<b>Percentage Discount</b>
<b>Other Discounts</b>	
Electronic Access Ordering	N/A
Prepayment Plan Discount	N/A
Deposit Account Discount	N/A
Approval Plan Discount	N/A
Please Explain:	

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