

# 2010 OHIONET Member Library

## Product Contract Discounts

It's time to update you on our contracts with Brodart, Demco, Gaylord, Highsmith, Kapco, Staples, The Library Store and Vernon.

An alphabetical listing of the contract discounts OHIONET has arranged for our membership is listed below. Please follow the order instructions each catalog vendor has requested. Although some discount programs have an expiration date of December, 2010, you may still use the contract numbers to receive your discounts until a new agreement letter is in place.

### New This Year

**Brodart** has an expanded line of Carpets and Audio Visual Cases; New Furniture and expanded line of Classroom Equipment.

**Demco** There is no longer a minimum order requirement for the discounts however, in order to receive free shipping on stock items; the order must meet a \$50.00 minimum requirement. There is a 7% increase on Learning Materials making it 17% on Learning Materials (pages 288-441 of the 2009 full line catalog. The 2010 catalog is not available at the time of this announcement).

**The Library Store** Bid Number has changed to OHIONET10.

If you have questions regarding any of the discount programs that OHIONET has negotiated for your library, please contact Pam Rossman, at 1-800-686-8975 x10 or <mailto:pamr@ohionet.org>.

### Brodart Discount to OHIONET Members

#### Member Discount:

A 15% discount\* will apply to prices from all pages and sections of the current Brodart Supplies and Furnishings Catalog.

#### Exclusions:

Offer Excludes: Security Systems/Accessories, ImageMouse, ScanPro, Books & Automation Division Products and Solutions Furniture Line.

\*This discount cannot be used in conjunction with written bid pricing or other promotions, including sale flyers or coupons offered by Brodart.

#### Expiration:

This offer is effective through December 31, 2010.

#### To Order:

To obtain your special discount, please refer to this code (or enter in the Internet Promo Code Box) when placing your order: "**DOHIOS**". Please include the name of a contact person and phone number. If you phone in your order, be sure to tell Brodart's sales staff that you are eligible for this discount and provide your tax-exempt number.

#### Note:

Credits will not be issued for pricing errors unless the discount name has been referenced on the order.

#### Payment Terms:

Net 30 days from date of invoice.

#### Shipping:

Please give complete shipping address with your account number and indicate if it is different from your billing address. See catalog for details.

- Supplies: Free shipping on supply orders over \$100.00. No transportation charges on warehoused items that are temporarily out of stock.
- Furniture & Equipment: Transportation charges are prepaid and added to invoice.
- Minimum shipping charges will apply for all orders less than \$100.00.

**Same Day Guarantee:**

Brodart guarantees same-day shipment of warehouse-stocked products. See catalog for details.

**Orders, Catalog Requests and Customer Service:**

Phone: 1-888-820-4377

Fax: 1-800-283-6087 (ATTN: Supply Orders)

Mail: Brodart Supply Division, Clinton County Industrial Park, 100 North Road, P.O. Box 300, McElhattan, PA 17748

Email: [supplies.cutomerservice@brodart.com](mailto:supplies.cutomerservice@brodart.com) Web: [www.shopbrodart.com](http://www.shopbrodart.com)

**DEMCO Discount to OHIONET Members****Discount:**

- No minimum order required for discounts.
- 17% discount on library, office and technology supplies (consumables)
- 17% discount on Learning Materials (pages 288-441 of the 2009 full line catalog, 2010 not available at this time).
- 10% discount on furniture and equipment (non-consumable)

**Exclusions:** (pages from 2009 DEMCO Full Line Catalog, 2010 not available at this time)

- Security products shown on pages 78-81
- Subscription program products on pages 440-441
- Licensed products including but not limited to: Garfield, Eric Carle, Arthur, Clifford

Discounts under this agreement cannot be used in conjunction with bids, sale catalogs or other promotions and specials. In the event a sale price is lower than your discounted price, you will be given the best price.

**Expiration:**

This offer is effective through December 31, 2010.

**To Order:**

Please mention **Discount #C87106** on all orders whether by phone, mail, fax or web orders to ensure you receive your special discount.

**Note:**

Discounts shown are based on prices listed on DEMCO's website at [www.demco.com](http://www.demco.com). Discount levels will remain the same, through the course of this agreement.

**Payment Terms:**

Net 30 Days

**Shipping:**

\$50.00 Minimum order after discounts for shipping terms to apply.

DEMCO, Inc. will pay regular FedEx ground service shipping costs on all stocked Supply, Learning Materials and Net price list orders.

Transportation will be prepaid and added to all orders that are Drop Shipped, such as Furniture and Equipment items. DEMCO, Inc. will furnish good faith estimates of shipping charges as related to product orders.

Express parcel shipping is not included. Customer pays for all Drop Ship items.

**Delivery:**

In stock supply items are delivered within 7-10 days after receipt of order (ARO). Furniture and equipment items may take 4-6 weeks depending on vendor lead times. DEMCO, Inc. will furnish good faith shipping estimates on all items as requested.

**Orders, Catalog Requests and Customer Service:**

[order@demco.com](mailto:order@demco.com)

Phone: 800-356-1200

Fax: 800-245-1329

Web: [www.demco.com](http://www.demco.com)

## Gaylord Bros. Discount to OHIONET Members

### Discount:

- 15% discount on your entire order
- Free Shipping on library or archival supply orders over \$100 (does not apply to furniture purchases)

### Expiration:

This offer is effective through December 31, 2010.

### To Order:

Gaylord Bros. has extended a discount offer to OHIONET member libraries. In order to take advantage of this offer, refer to **Contract No. 5153** when placing your orders. This program is administered entirely by Gaylord Bros. OHIONET has acted on behalf of its members only to obtain this discount. All orders and requests for information on products and catalogs should be referred to Gaylord Bros.

### Exclusions:

The following items will be excluded from the discount: Security Systems and custom work. Custom work is any item not found in the Gaylord full line catalog.

These discounts cannot be combined with any other offers. Discounts will be from prevailing prices at the time of shipment.

### Orders, Catalog Requests and Customer Service:

Email: [orders@gaylord.com](mailto:orders@gaylord.com)

Phone: 800-448-6160

Fax: 800-272-3412

Web: [www.gaylord.com](http://www.gaylord.com)

## Highsmith Discount to OHIONET Members

### Discount:

Members receive a 16% discount on stock items\*, and 10% off non-stock items\* ordered from the current L21 Highsmith Library Products Catalog, S21 School Products Catalog, K21 Upstart Catalog and Upstart Books Catalog. There is a \$50.00 minimum order required. Free shipping and handling on stock orders over \$50.00 and non-stock items over \$50.00.\*

### Exclusions:

\*Not valid on bids, LibrarySparks™ magazine, 3M security products, sale catalogs, orders already in progress, Edupress, Learning Well, or with other discounts.

### Expiration:

This discount is good through December 31, 2010.

### To Order:

To receive the discount, all orders must contain Highsmith **Co-op No. 45956**. The co-op number is clearly marked on a sticker, which appears on your catalog. The catalogs are mailed directly from Highsmith. You can place your order online at [www.highsmith.com](http://www.highsmith.com). Insert your co-op number in the promotion code field and your discount will be applied automatically. When ordering on the web, use the **Keycode number 16108F**, as well as the co-op number. Simply insert the **keycode number 16108F** in the promotion code field. If you are ordering from the Upstart webpage, please put the letter "U" in front of the keycode number (**ex. U16108F**).

### Shipping:

FREE shipping and handling on stock orders over \$50.00 and non-stock items over \$50.00.

Additional charges for inside delivery, lift gate delivery or prior notification may be prepaid and added to your invoice.

Shipping and handling will be prepaid and added to your invoice on items shipped from the manufacturer. Shipping charges are excluded from the bid price.

### Orders, Catalog Requests and Customer Service:

Phone: 1-800-558-2110, Fax: 1-800-835-2329, Web: [www.highsmith.com](http://www.highsmith.com), Email: [service@highsmith.com](mailto:service@highsmith.com)

## Kapco Library Products Discount to OHIONET Members

**Discount:**

As an OHIONET member, you will receive a 10% discount off all items in Kapco's most recent Library Products catalog if you purchase a minimum \$100.00 order and mention OHIONET10% when ordering. Orders under \$100.00 will NOT receive the discount.

**To Order:**

Please refer to "**OHIONET10%**" when placing your orders.

**Orders, Catalog Requests and Customer Service:**

Toll-free Phone: 1-800-791-8965

Local Phone: 330-678-1626

FAX: 1-800-451-3724

Web: [www.kapco.com](http://www.kapco.com)

## Staples Discount to OHIONET Members

**Discount:**

As a member of OHIONET, your library has the opportunity to place office supply orders through Staples Business Advantage (SBA). OHIONET and SBA are pleased to continue bringing you savings on your office supply purchases. Taking advantage of discount pricing and services is now easier than ever with [www.StaplesLink.com](http://www.StaplesLink.com), Staples' easy-to-use Internet ordering solution. Through the StaplesLink.com website, you will have access to over 30,000 items which you can order online at your convenience.

**Orders, Catalog Requests and Customer Service:**

To join the program, receive an account number, and access to Staples web site for ordering, please contact Kathryn Bough, Staples Account Manager, at 800-693-9900 Ext. 457 or email her at [kathryn.bough@Staples.com](mailto:kathryn.bough@Staples.com). Once you have your account number you can use OHIONET's Pricing Contract #4220 to obtain your discounts.

## The Library Store Discount to OHIONET Members

**Discount:**

- 30% discount on all "ADVANTAGE" Products (lamps, headphones and tables), 635 Book Tape, and "BEAR HUG" book ends
- 25% discount on book pockets, book jackets, book cards, catalog cards, label protectors, "BIO-FRESH" laminates
- 22% discount on book lock tape
- 20% discount on "Clearseal" laminating film
- 18% discount on "Vista Foil" laminating film
- 15% discount on all other current MAIN Catalog items not specified in the exclusions
- 10% discount on current MAIN Catalog furniture and equipment

**Exclusions:**

- Minimum order is \$50.00 per purchase from current MAIN Catalog
- 3M Security and Checkpoint Security products & supplies are EXCLUDED from any discount
- Discount does not apply to shipping charges
- Discount not valid on ANY roll laminator
- Discount cannot be combined with any other special offer, promotion or coupon

Product training, lab fees for product testing, installation of equipment/furniture and disposal of trash are not part of this bid. Standard manufacturer warranty applies upon date of receipt of items. Returns, repairs or servicing of equipment and furniture are subject to manufacturer policies.

You must reference the bid number at the time of the order to receive your discount. Credit will not be applied when the bid number is not referenced on orders.

**Expiration:**

This bid expires December 31, 2010.

**To Order:**

Please reference Bid #OHIONET10 to receive your special pricing on all orders and correspondence.

**Shipping:**

Shipping charges will be applied as listed in the MAIN Catalog. Shipping charges will be PREPAID and added to all invoices.

**Freight Quotes:**

Items that ship by truck will be figured for "End of Truck" delivery unless otherwise noted. Items from The Library Store warehouse will ship within 48 hours (ARO) arrive in 5-10 business days. Items shipped from the manufacturer have various lead times, usually shipping within one to eight weeks. The Library Store, Inc. assumes no responsibility for extended shipping dates or late fees assessed on any item.

**Inspection:**

ALL truck shipments must be inspected and signed for accordingly, otherwise compensation cannot be guaranteed.

**Orders, Catalog Requests and Customer Service:**

This program is administered entirely by The Library Store, Inc. All orders and requests for information on products and catalogs should be referred to The Library Store.

Phone: 1-800-548-7204

Fax: 1-800-320-7706

Web: [www.thelibrarystore.com](http://www.thelibrarystore.com)

Email: [bids@thelibrarystore.com](mailto:bids@thelibrarystore.com)

**Vernon Library Supplies Discount to OHIONET Members****Discount:**

As an OHIONET member, you will receive a 20% discount on all Level 2 items (consumable items/library supplies) as well as a 10% discount on Level 1 items (non-consumable items such as furniture, security systems, bar code scanners, etc.). All discounts will be taken from Vernon's web catalog at [www.vernonlibrarysupplies.com](http://www.vernonlibrarysupplies.com).

**Expiration:**

This offer will be good through December 31, 2010.

**To Order:**

Please refer to **OHIONET20%/10%** when placing your orders.

**Shipping:**

Shipping is free on Level 2 orders (consumable items) over \$50.00. On all other orders, shipping will be added at the time of the order. All items on the Vernon website are designated Level 1 or Level 2 to help you identify the amount of discount you will receive.

**Orders, Catalog Requests and Customer Service:**

Phone: 1-800-878-0253

FAX: 1-800-466-1165

E-mail: [vernon@vernlib.com](mailto:vernon@vernlib.com)

Web: [www.vernonlibrarysupplies.com](http://www.vernonlibrarysupplies.com)

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