2008-2010 Library Supplies Vendor Proposal Summaries

We received thirteen proposals. Summaries for the recommended vendors are as follows:

**Arcon Resources, Inc.**

**Summary:**
Arcon Resources, Inc. specializes in providing library furnishings, planning, and design. Through their relationship with Revolution Products, Arcon Resources offers library tables, study carrels, information technology stations, PAC stations, cantilevered steel shelving, wood shelving, circulation and reference desk components, end panels, book carts, lounge seating, reading chairs, office seating, computer chairs, office desks, computer tables, and meeting room tables and chairs. Additional services include interior design and planning, budgeting and installation as well as book moving services. Information about their products is available through the website. Discounts offered include 50.25% off of list price on delivered items and 42.25% discount on delivered and installed items.

**Brodart Company**

**Summary:**
Brodart has been in business for over 67 years and carries over 49,000 products. They guarantee 100% satisfaction and provide easy ordering with their website and same day shipping. Free samples as well as custom products are also available. In order to qualify for the SWING contract discounts, please reference discount code Quote #DSWING. All in-stock library supplies are shipped within 7 to 10 days with orders over $100.00 shipping free of charge. Brodart offers 20% off of library, audiovisual, and archival supplies and a 15% discount on furniture and equipment.

**CBA/Charlotte Inc.**

**Summary:**
CBA/Charlotte Inc provides furniture, shelving, and seating for libraries and has been in business for over 30 years. Services include budgeting, planning, layout, delivery, and installation. The manufacturers they represent include Blanton & Moore Library Furniture, Library Bureau Steel Shelving, MTS Seating, Leleand International, FW Lombard Library Furniture & Seating, and American Atelier Dormitory Furniture and Seating. Discounts are up to 38% off for delivered and installed items and 41% off for tailgate delivery.

**DEMCO Inc**

**Summary:**
DEMCO has been providing libraries with goods and services for over 100 years and is considered a full service supplier of library products. They offer standard or inside delivery, and service and installation as required. Other services include new design or remodeling, space management, or assistance with book repair workshops. They even
offer a magazine subscription service (although this is not covered under SWING’s serial’s subscription contracts). In order to qualify for the SWING contract discounts, you must reference discount code C7A084 on all orders. All in-stock products are shipped free of charge. DEMCO offers 15% off of consumables and 10% off of furniture and equipment.

**ErgoGenesis – Small Business**

**Summary:**
ErgoGenesis manufactures high-quality, ergonomic seating and sells to such well-known companies as Intuit, Cardinal Health, Microsoft, and Boeing Corporation. Their product line, BodyBilt, offers a broad range of solutions to workplace ergonomics including: mid-back, task seating, high-back and conference room chairs as well as seating for extra tall workers, big and tall, and multiple shift seating. ErgoGenesis will provide a 3% to 8% volume discount, in addition to the 55% discount off list price.

**Gaylord Bros, Inc.**

**Summary:**
Gaylord Bros Inc. has been providing supplies to libraries worldwide for over 110 years. They offer a broad range of products including book trucks, labels, bar codes, signage, archival, and book repair supplies as well as library furniture and shelving. A list of their products and services can be obtained through their website or through their general reference catalog. There is no service fee but shipping is calculated based on package size, quantity and shipping distance, with supply orders over $100.00 receiving free shipping. Consumables, furniture, and equipment will receive a 15% discount.

**General Binding Corporation**

**Summary:**
General Binding Corporation has been in business for 60 years and is the manufacturer and distributor of laminating and binding equipment and supplies as well as shredders and three-ring binders. Information about the company’s products may be obtained through the GBC Guidebook and through its websites. A $25.00 minimum order is required and shipping is approximately 6% of the total cost of the order. A 30% discount is offered on all supplies and equipment. On-site maintenance is provided as an additional service.

**Pitney Bowes**

**Summary:**
Pitney Bowes offers office automation equipment and supplies that assist libraries with the flow of information, mail, documentation, and packages. Member libraries may obtain product information via the website, catalog or through direct sales and service support. Standard shipping is applied to orders. A 5-15% discount is available on consumables, 25% discount on furniture, and 25% discount on equipment with the exception of GSA contract items. Pitney Bowes also offers printer maintenance by A+ certified technicians.
Roanoke Stamp & Seal Co. – Small Business

Summary:
Roanoke Stamp & Seal Co. manufactures custom-made rubber stamps, daters, notary supplies, embossing seals, name badges and plates, signs, plaques, metal photo plates and banners. This DMBE-certified SWAM vendor has been in business since 1917 and is family-owned. Product information may be obtained through the company’s website and through catalogs. Discounts range from 37% to 84.7%, depending upon the type of product.

Superior Global Solutions – Small, Minority-owned Business

Summary:
Superior Global Solutions is a SWAM (small, minority owned business) vendor that offers PC consumables, software, office furniture, library supplies, AV equipment, and accessories. Standard delivery for requested items is 7 to 15 days. A quote may be obtained through email, fax or phone and information about the company’s available products is available through the website. Discounts range from 5 to 15% and shipping is charged.

The Library Store, Inc. – Small Business

Summary:
The Library Store, Inc. has been in business for over 25 years and provides libraries with a variety of supplies including A/V supplies and equipment, archival supplies, office products, library automation, library security, displays, signage, furniture, reference materials, and reading enhancements. A 10-30% discount is offered on catalog items; however, a minimum order of $50.00 is required in order to be eligible for bid pricing. You must reference BID07SP on all orders and correspondence to receive the SWING discounts.

*The RFP Committee recommends rejecting the following proposals:
  1. Arrington Commercial Interiors – no discount information provided/offered to SWING members.
  2. Sunrise Packaging, Inc. – catalog/list price, prices guaranteed only through 12/31/2008.