CITY OF EL PASO, TEXAS
AGENDA ITEM DEPARTMENT HEAD'S SUMMARY FORM

DEPARTMENT: LIBRARIES

AGENDA DATE: SEPTEMBER 11, 2012

CONTACT PERSON/PHONE: DIONNE L. MACK, DIRECTOR OF LIBRARIES, 541-5413
BRUCE D. COLLINS, PURCHASING MANAGER, 541-4313

DISTRICT (S) AFFECTED: ALL

SUBJECT:

The award of solicitation 2012-269-Spanish Language Library Materials to Brodart Co., for the purchase of Spanish language library materials for an estimated 3 year total award of $375,000.00

BACKGROUND / DISCUSSION:

The Library has reviewed solicitation 2012-269 and recommends the contract for Spanish Language Library Materials be awarded to Brodart Co. for an estimated annual amount of $125,000.00 as the sole responsive, responsible bidder. The initial term of the contract shall be for thirty-six (36) months and is estimated at a three year total of $375,000.00.

SELECTION SUMMARY:

This solicitation was advertised on June 19, 2012 and opened on July 12, 2012. The solicitation was posted on the City's website on June 19, 2012, and the email (Purmail) notification was sent out. Five local bidders were solicited and two local bidders responded.

PRIOR COUNCIL ACTION:

Council awarded Contract No. 2008-148 Spanish language library materials to Brodart Co., on August 12, 2008, item 8A.

AMOUNT AND SOURCE OF FUNDING:

Department: Libraries
Amount: $375,000.00 (3 Years)
Funds Available: Dept. # 53010202-Acct.# 503103-Fund # 01101
Funds Source: Library Materials-General Fund

BOARD / COMMISSION ACTION:
Enter appropriate comments or N/A

N/A

**********REQUIRED AUTHORIZATION**********

DEPARTMENT HEAD: _____
Name Signature Date

COUNCIL PROJECT FORM
(ONE-TIME BID)

**********POSTING LANGUAGE BELOW**********

Please place the following item on the **CONSENT** agenda for the Council Meeting of **SEPTEMBER 11, 2012**.

The award of Solicitation No. 2012-269 Spanish Language Library Materials (Re-Bid) to Brodart CO., for a total initial term amount of $375.00.00.

Department:	Library
Award to:	Brodart Company Williamsport, PA
Item(s):	All
Option:	Two (2) Years
Payment Terms:	Net 30
Annual Estimated Award:	$125,000.00
Initial Term Estimated Award:	$375,000.00
Total Estimated Award:	$625,000.00
Account:	53010202-503103-01101
Funding Source:	Library Materials – General Fund
District(s):	All

This is a Best Value supply contract.

The Financial Services - Purchasing Division and Library Department recommend award as indicated to Brodart Company, the bidder offering the best value bid.

**********ADDITIONAL INFO BELOW**********

COMMITTEE SCORE SHEET

SOLICITATION NO: 2010-269

SOLICITATION TITLE: SPANISH LANGUAGE LIBRARY MATERIALS RE-BID

Criteria	Maximum Points	**Baker & Taylor, Inc.** Charlotte, NC	**Book Wholesalers, Inc.** McHenry, IL	**Brodart Co.** Williamsport, PA	**BUSCA, INC.** Hector, NY	**Latin America Book Source, Inc.** Chula Vista, CA
Cost (Total)	60	**56.90** (10 - 46.9% disc. weighted avg 28.45%)	**42.00** (0 - 42% disc. weighted avg 21%)	**60.00** (20 - 40% disc. weighted avg 30%)	**21.00** (10 - 12% disc. weighted avg 10.5%)	**45.20** (21 - 25% disc. weighted avg 22.60%)
Reputation and Quality of the Bidder's Service	25	21.33	16.33	25	16.67	0.00
Quality of Product (5%)	5	4.00	3.50	4.00	3.00	3.00
Past Relationship (Performance with the City)	5	4.00	2.00	5.00	0.00	0.00
(Maximum 95 Points) GRAND TOTAL		86.23	63.83	94.00	40.67	48.20

Criteria	Maximum Points	**Lectorum Publications, Inc.** Lyndhurst, NJ	**LIBROSBOOKS LLC** El Paso, TX	**Rainbow Book Company** Lake Zurich, IL	**Southwest Industrial LLC** El Paso, TX	
Cost (Total)	60	**40.00** (20% discount weighted avg 20%)	**19.80** (8 -15% disc. weighted avg 9.9%)	**50.00** (25% discount weighted avg 25%)	**7.00** (3 - 5% disc. weighted avg 3.5%)	
Reputation and Quality of the Bidder's Service	25	24.00	0.00	5.33	16.67	
Quality of Product (5%)	5	4.00	3.00	3.00	3.00	
Past Relationship (Performance with the City)	5	2.00	0.00	0.00	0.00	
(Maximum 95 Points) GRAND TOTAL		70.00	22.80	58.33	26.67	

CITY OF EL PASO
BID TABULATION

El Paso
All-America City
2010

BID ITEM: SPANISH LANGUAGE LIBRARY MATERIALS (RE-BID)
BID DATE: JULY 11, 2012

BID # 2012-269
DEPARTMENT: LIBRARIES

BASE DISCOUNT SCHEDULES		BAKER & TAYLOR, INC. CHARLOTTE, NC	BOOK WHOLESALERS, INC. MCHENRY, IL	BRODART CO. WILLIAMSPORT, PA
# OF COPIES	RANGE	% DISCOUNT OF LIST PRICE	% DISCOUNT OF LIST PRICE	% DISCOUNT OF LIST PRICE
1--5	60% (PERCENTAGE OF TOTAL ANNUAL PURCHASES THAT WILL FALL IN THIS RANGE)	* 10-46.9% * (VENDOR PERCENTAGE)	* 0-42 %	* 20-40% * (VENDOR PERCENTAGE)
6--10	30% (PERCENTAGE OF TOTAL ANNUAL PURCHASES THAT WILL FALL IN THIS RANGE)	* 10-46.9% * (VENDOR PERCENTAGE)	* 0-42 %	* 20-40% * (VENDOR PERCENTAGE)
11+	10% (PERCENTAGE OF TOTAL ANNUAL PURCHASES THAT WILL FALL IN THIS RANGE)	* 10-46.9% * (VENDOR PERCENTAGE)	* 0-42 %	* 20-40% * (VENDOR PERCENTAGE)
		PLEASE SEE ATTACHMENT A— FOR A COMPLETE DISCOUNT OUTLINE AND ATTACHMENT B FOR CATEGORY DEFINITIONS. PLEASE NOTE, IMPORTED EDITIONS WILL BE DISCOUNTED PER CATEGORY X.	* DISCOUNT DEPENDS ON BINDING TYPE. SEE PAGE IMMEDIATELY FOLLOWING FOR DETAILED SCHEDULE.	*BRODART DISCOUNTS BY BIND, NOT BY THE NUMBER OF COPIES PURCHASED. PLEASE SEE ATTACHMENT 1 SECTION A FOR DISCOUNTS BY BIND THAT WILL BE APPLIED TO BRODART'S LIST PRICE FOR SPANISH-LANGUAGE MATERIAL. THESE DISCOUNTS APPLY TO ONE OR MORE COPIES

NOTE: This is a Best Value Procurement. Price and other factors shall be evaluated to determine an awardee.
The information contained in this bid tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED BY: /s/

DATE: 08/20/2012

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BID TABULATION

El Paso
All-America City
2010

BID ITEM: SPANISH LANGUAGE LIBRARY MATERIALS (RE-BID)
BID DATE: JULY 11, 2012

BID # 2012-269
DEPARTMENT: LIBRARIES

	BAKER & TAYLOR, INC. CHARLOTTE, NC	BOOK WHOLESALERS, INC. MCHENRY, IL	BRODART CO. WILLIAMSPORT, PA
THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.			
BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:			
ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF CONTRACT.	☐	☐	X
TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF CONTRACT.	X	X	X
NO OPTION OFFERED.	☐	☐	☐
PAYMENT TERMS:	NET - 30 DAYS FROM DATE OF INVOICE	NET - 30 DAYS	NET - 30 DAYS
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES X NO ☐ PLEASE SEE ATTACHMENT F FOR ADDITIONAL INFORMATION	YES X NO ☐	YES X NO ☐
BIDDER'S PROMISED DELIVERY: WITHIN ____ CONSECUTIVE CALENDAR DAYS	45	*SEE BELOW	30
BALANCE WITHIN _____ CALENDAR DAYS	45	90	60
		*3-5 DAYS FOR ORDERS THAT DO NOT REQUIRE PROCESSING / CATALOGING, 5-10 DAYS FOR ORDERS THAT DO.	

IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL.
A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID.
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APPROVED BY: _____

DATE: 2012

CITY OF EL PASO
BID TABULATION

El Paso
All-America City
2010

BID ITEM: SPANISH LANGUAGE LIBRARY MATERIALS (RE-BID)
BID DATE: JULY 11, 2012

BID # 2012-269
DEPARTMENT: LIBRARIES

BASE DISCOUNT SCHEDULES		BUSCA, INC. HECTOR, NY	LATIN AMERICAN BOOK SOURCE, INC. CHULA VISTA, CA	LECTORUM PUBLICATIONS, INC. LYNDHURST, NJ
# OF COPIES	RANGE	% DISCOUNT OF LIST PRICE	% DISCOUNT OF LIST PRICE	% DISCOUNT OF LIST PRICE
1--5	60% (PERCENTAGE OF TOTAL ANNUAL PURCHASES THAT WILL FALL IN THIS RANGE)	10%	21%	20* %
6--10	30% (PERCENTAGE OF TOTAL ANNUAL PURCHASES THAT WILL FALL IN THIS RANGE)	11%	25%	20* %
11+	10% (PERCENTAGE OF TOTAL ANNUAL PURCHASES THAT WILL FALL IN THIS RANGE)	12%	25%	20* %
				* 20% DISCOUNT OFF THE LOWEST US LIST PRICES FOR SPANISH-LANGUAGE IMPORTED BOOKS. WE OFFER A 30% DISCOUNT FOR ORDERS PLACED IN LIBER AND GUADALAJARA BOOK FAIRS

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APPROVED BY: [signature]
DATE: 8/20/2012

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El Paso
All-America City
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BID # 2012-269
DEPARTMENT: LIBRARIES

	BUSCA, INC. HECTOR, NY	LATIN AMERICAN BOOK SOURCE, INC. CHULA VISTA, CA	LECTORUM PUBLICATIONS, INC. LYNDHURST, NJ
THE CITY AT ITS SOLE DISCRETION, MAY EXERCISE ANY OPTION TO EXTEND THE TERM OF THE AGREEMENT, BY GIVING THE CONTRACTOR WRITTEN NOTICE WITHIN THE TIME PERIOD NOTED ON THE SELECTED OPTIONS.			
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ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF CONTRACT.	☐	X	☐
TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF CONTRACT.	X	☐	X
NO OPTION OFFERED.	☐	☐	☐
PAYMENT TERMS:	NET 30 DAYS	3% - 10 DAYS 2% - 20 DAYS 1% - 30 DAYS NET 30 DAYS	NET 30 DAYS
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES X NO ☐	YES X NO ☐	YES X NO ☐
BIDDER'S PROMISED DELIVERY: WITHIN ____ CONSECUTIVE CALENDAR DAYS	30	30	30
BALANCE WITHIN _____ CALENDAR DAYS	59	90	60

IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL.
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DATE: 2012

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El Paso
All-America City
2010

BID ITEM: SPANISH LANGUAGE LIBRARY MATERIALS (RE-BID)
BID DATE: JULY 11, 2012

BID # 2012-269
DEPARTMENT: LIBRARIES

		LIBROSBOOKS LLC EL PASO, TX	RAINBOW BOOK COMPANY LAKE ZURICH, IL	SOUTHWEST INDUSTRIAL LLC EL PASO, TX
BASE DISCOUNT SCHEDULES				
# OF COPIES	RANGE	% DISCOUNT OF LIST PRICE	% DISCOUNT OF LIST PRICE	% DISCOUNT OF LIST PRICE
1--5	60% (PERCENTAGE OF TOTAL ANNUAL PURCHASES THAT WILL FALL IN THIS RANGE)	8%	25% OFF PUBLISHERS LIST PRICE	3%
6--10	30% (PERCENTAGE OF TOTAL ANNUAL PURCHASES THAT WILL FALL IN THIS RANGE)	12%	25% OFF PUBLISHERS LIST PRICE	4%
11+	10% (PERCENTAGE OF TOTAL ANNUAL PURCHASES THAT WILL FALL IN THIS RANGE)	15%	25% OFF PUBLISHERS LIST PRICE	5%

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APPROVED BY:
DATE: 8/20/2012

CITY OF EL PASO
BID TABULATION

El Paso All-America City 2010

BID ITEM: SPANISH LANGUAGE LIBRARY MATERIALS (RE-BID)
BID DATE: JULY 11, 2012

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DEPARTMENT: LIBRARIES

	LIBROSBOOKS LLC EL PASO, TX	RAINBOW BOOK COMPANY LAKE ZURICH, IL	SOUTHWEST INDUSTRIAL LLC EL PASO, TX
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BIDDER OFFERS THE CITY THE OPTION OF EXTENDING THE TERM OF THE CONTRACT FOR:			
ONE (1) ADDITIONAL YEAR AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF CONTRACT.	☐	☐	☐
TWO (2) ADDITIONAL YEARS AT THE SAME UNIT PRICE(S), IF THE OPTION IS EXERCISED PRIOR TO THE EXPIRATION OF THE ORIGINAL TERM OF CONTRACT.	X	X	☐
NO OPTION OFFERED.	☐	☐	X
PAYMENT TERMS:	3% - 10 DAYS 2% - 20 DAYS NET 30 DAYS	NET 30 DAYS	1% - 10 DAYS
BIDDER AGREES TO ACCEPT PAYMENT BY PROCUREMENT CARD:	YES X NO ☐	YES X NO ☐	YES ☐ NO X
BIDDER'S PROMISED DELIVERY: WITHIN ____ CONSECUTIVE CALENDAR DAYS	30	21-28	30
BALANCE WITHIN _____ CALENDAR DAYS	60	60	60

IF BIDDER DOES NOT SPECIFY AN EARLIER DELIVERY, THE CITY'S REQUIRED DELIVERY SHALL PREVAIL.
A DELIVERY DATE LATER THAN THE CITY'S REQUIRED DELIVERY MAY BE CAUSE FOR THE REJECTION OF THE BID.

BIDS SOLICITED: 31 / BIDS RECEIVED: 9 BIDS LOCAL: 5 NO BIDS: 0

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APPROVED BY: [signature]

DATE: 8/20/2012

SCHOLASTIC LIBRARY PUBLISHING
ATTN: KATHY BROWN
90 OLD SHERMAN TURNPIKE
DANBURY, CT 06816

LECTORUM PUBLICATIONS, INC.
ALEX CORREA: ACORREA@LECTORUM.COM
205 CHUBB AVENUE
LYNDHURST, NJ 07071

THE BILINGUAL PUBLICATIONS CO.
LINDA GOODMAN
270 LAFAYETTE ST.,
NEW YORK, NY 10012

ADVANCED EDUCATIONAL PRODUCTS, INC
ATTN: SCOTT MEACHAM
2495 MAIN ST., STE 230
BUFFALO, NY 14214

BRODART ESPANO
LAURA BEJARANO
500 ARCH STREET
WILLIAMSPORT, PA 17701

SABINE NEUMANN
IN-HOUSE COUNSEL
THE LANGUAGE DOCTORS
500 H STREET NE, SUITE 300
WASHINGTON, DC 20002

BOWNE GLOBAL SOLUTIONS
ATTN: BARBARA WHEELER
2800 SANDY HOOK ROAD
FOREST HILL, MD 21050

BAKER & TAYLOR
JENNIFER RHYNE
SR. PRICING ANALYST
2550 WEST TYVOLA RD., SUITE 300
CHARLOTTE, NC 28217

PRIME VENDOR INC.
LAURIE MELNICK
4608 CEDAR AVENUE SUITE 106
WILMINGTON, NC 28403

INGRAM BOOK GROUP
ROBIN BROWN
ONE INGRAM BLVD.
LA VERGNE, TN 37086

ADLER'S FOREIGN BOOKS
DAVID CHMIELNICKI
915 FOSTER ST.
EVANSTON, IL
60201-3199 USA

SBD SPANISH BOOK DISTRIBUTOR, INC.
JESUS GRAS
6706 SAWMILL RD.
DALLAS, TEXAS 75252-5816

T R BOOK CO.
ATTN: TOM HOVESTADT
P O BOX 310279
NEW BAUNFELS, TX 78131

TYERA
ATTN: XAVIER ALVAREZ
P O BOX 310
KINGSVILLE, TX 78364-0310

HOLGUIN QUINTERO DISTRIBUTION CENTER
5823 NORTH MESA SUITE 336
EL PASO, TX 79912

HOWARD KARNO BOOKS, INC
BEVERLY JOY-KARNO
PO BOX 2100
VALLEY CENTER, CA 92082

MEXICO MAGAZINE DISTRIBUTION
ATTN: DENNIS ARRAS
6621 TARASCAS
EL PASO, TX 79912

VICTOR MANUEL URBINA RODRIGUEZ
413 CORTEZ
EL PASO, TX 79905

CHULAINN PUBLISHING CORP.
ALFREDO S. MARROQUIN OR EDITH FARRO
7436 INDIAN WELLS
WAY LONE TREE, CO 80124-4211

CONTINENTAL BOOK COMPANY
ANNABELLA CAPASSO
6425 WASHINGTON ST UNIT 7
DENVER, CO 80229

ATTN: FRANK GALLEGOS
LAZAR & ASSOCIATES
1516 S. BUNDY DRIVE, SUITE 311
LOS ANGELES, CA 90025

LATIN AMERICAN BOOK SOURCE, INC.
ATTN: EDGARDO MOCTEZUMA
681 ANITA STREET, SUITE 102
CHULA VISTA, CA 91911
619-426-1226

RAINBOW BOOK COMPANY
ATTN: MICHAEL SHERMAN
500 EAST IL RT 22
LAKE ZURICH, IL 60047

BOOK WHOLESALERS, INC.
ATTN: JACK BELFORD
1340 RIDGE DRIVE
MCHENRY, ILLINOIS 60050

BUSCA, INC.
ATTN: MICHAEL D. COOPER
1002 N. CAYUGA ST.
ITHACA, NEW YORK 14851

BUSINESS SERVICES
ATTN: TERRY BRUNNIG
PO BOX 8102
LONGBOAT KEY, FLORIDA 34228-8102

GARETH STEVENS PUBLISHING
ATTN: CHERI A SANDLIN
111 EAST 14TH STREET SUITE 349
NEW YORK, NY 10003

LAKE EDUCATIONAL TECHNOLOGIES, INC.
ATTN: ALMA RAMSEY
220 OLEANDER AVE.
EL PASO, TEXAS 79922

RAINBOW BOOK COMPANY
ATTN: MICHAEL SHERMAN
500 E IL RT 22
LAKE ZURICH, IL 60047

ROSEN PUBLISHING GROUP, INC.
ATTN: CHERI A SANDLIN
29 EAST 21ST STREET
NEW YORK, NY 10010

ATTN: MONICA MERCER
LANGUAGE USA
1313 HWY 620S, SUITE 100C
AUSTIN, TX 78734
(UNABLE TO FORWARD)

CONTINENTAL BOOK COMPANY
ANNABELLA CAPASSO
625 E. 70TH AVE.
DENVER, CO 80229
(CHANGE OF ADDRESS)

RUIZ SPANISH LANGUAGE MAGAZINES
ATTN: BILL JIMENEZ
P O BOX 2389
EL PASO, TX 79952
(ATTEMPTED – NOT KNOWN)

ALLEGRO BOOKS
P O BOX 012933
MIAMI, FL 33101
(UNABLE TO FORWARD)

BERNARD HAMEL SPANISH BOOKS
10977 SANTA MONICA BLVD
LOS ANGELES, CA 90025
(UNABLE TO FORWARD)

LATIN AMERICAN BOOK SOURCE INC
EDGARDO MOCTEZUMA
289 3RD AVENUE
CHULA VISTA, CA 91910
(ATTEMPTED – NOT KNOWN)
(UNABLE TO FORWARD)

MULTICULTURAL BOOKS AND VIDEOS
RAKESH KUMAR
28880 SOUTHFIELD R. #183
LATHRUP VILLAGE, MI 48076
(UNABLE TO FORWARD)

ATTN: CHARLES MARTINEZ
ADEDGE COMPUTER TRAINING CENTER
1421 LEE TREVINO STE B-2
EL PASO, TX 79936
(CHANGE OF ADDRESS)

ATTN: CHARLES MARTINEZ
ADEDGE COMPUTER TRAINING CENTER
9611 ACER AVE
EL PASO, TX 79925