

OFFER AND ACCEPTANCE

By signing and submitting this Proposal, the Vendor certifies that:

- a) It is under no legal prohibition on contracting with the City of Mesa
- b) It has read, understands, and is in compliance with the specifications, terms and conditions stated herein, as well as its attachments, and any referenced documents
- c) It has no known, undisclosed conflicts of interest
- d) The prices offered were independently developed without consultation or collusion with any of the other respondents or potential respondents or any other anti-competitive practices
- e) No offer of gifts, payments or other consideration were made to any City employee, officer, elected official, or consultant who has or may have had a role in the procurement process for the services and or goods/materials covered by this contract
- f) It grants the City of Mesa permission to copy all parts of this response, including without limitation any documents and/or materials copyrighted by the respondent, for Mesa's internal use in evaluating respondent's offer, or in response to a public records request under Arizona's public records law (A.R.S. §39-121 et. seq.) or other applicable law, subpoena, or other judicial process, provided that Mesa agrees not to change or delete any copyright or proprietary notices
- g) Under the provisions of A.R.S. §41-4401, respondent hereby warrants to the City that the respondent and each of its subcontractors ("Subcontractors") will comply with, and are contractually obligated to comply with, all Federal Immigration laws and regulations that relate to their employees and A.R.S. §23-214(A) (hereinafter "Contractor Immigration Warranty")
- h) Under the provisions of A.R.S. §35-392, respondent certifies that they are not in violation of section 6(j) of the Federal Export Administration Act and barred by the State of Arizona from selling to the City
- i) Under the provision of A.R.S. §35-391 and §35-393, respondent certifies that they do not have Scrutinized Business Operations in Sudan or Iran
- j) It will provide the materials or services specified in compliance with all Federal, State, and Local Statutes and Rules if awarded by the City
- k) It is current in all obligations due to the City
- l) It will accept such terms and conditions in a resulting contract if awarded by the City
- m) The signatory is an officer or duly authorized agent of the respondent with full power and authority to submit binding offers for the goods or services as specified herein

ACCEPTED AND AGREED TO:

Company Name Baker & Taylor, Inc

Signature *Lee Ann Queen* Lee Ann Queen

Printed Name Lee Ann Queen

Title Director of Pricing Services

Date July 18, 2013

ACCEPTANCE OF OFFER:

The offer is hereby accepted. The Contractor is now bound to sell the materials or services specified in the Contract, including all terms and conditions, specifications, addenda, etc. This contract shall henceforth be referred to as Contract Number #2013139.

Term (if different than stated in the Milestones) 9/1/13 through 8/31/14

Awarded this 3rd day of February, 2014

Edward Quedens
Edward Quedens, CPPO, C P M
As Business Services Director

Business Information Report as issued by Dun & Bradstreet

We have attached the BIR as requested. Please note, Baker & Taylor, Inc. is a privately-held corporation and does not provide reporting or source information to Dun & Bradstreet. As a result, many information items contained in this report are no longer current.



Decide with Confidence

BAKER & TAYLOR, INC

D-U-N-S® 78-772-4772
 Headquarters (Subsidiary)
 2550 W Tivola Rd
 Ste 300
 Charlotte, NC 28217
 Website www.btai.com

Phone 704-998-3100
 Fax 704-998-3316

Comprehensive Report

Purchase Date 04/30/2013
 Last Update Date 04/12/2013
 Attention to

Executive Summary

Company Info

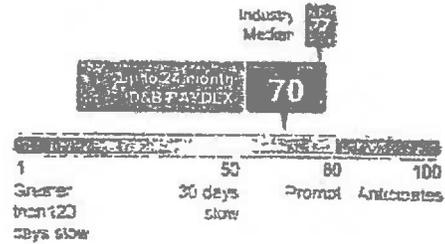
Year Started	1992	Employees	3,250
Control Year	1992	Employees Here	125 at this location
CEO	M ARNIE WIGHT CEO	Trade Styles	(SUBSIDIARY OF BAKER & TAYLOR CORPORATION, CHARLOTTE, NC)

D&B Rating

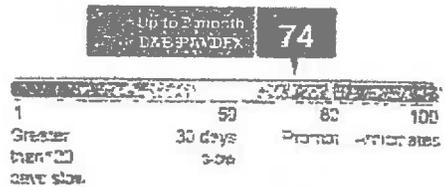
D&B Rating

D&B PAYDEX®

Up to 24 month D&B PAYDEX



Up to 3 month D&B PAYDEX



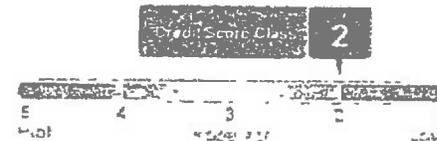
Predictive Analytics

Financial Stress Class



The Financial Stress Class of 4 for this company shows that firms with this class had a failure rate of 0.84% (84 per 10,000)

Credit Score Class



The Credit Score class of 2 for this company shows that 10.60% of firms with this classification paid one or more bills severely delinquent

Financial Stress Class	4	Credit Score Class	2
Financial Stress Score	1,446	Credit Score	453
Highest Risk	1,001	Highest Risk	101
Lowest Risk	1,875	Lowest Risk	670

7-A



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Credit Limit Recommendation

Risk Category

Risk Category	
High	Low
Moderate	

Conservative Credit Limit \$1,000,000

Aggressive Credit Limit \$1,000,000

Business Information

Business Summary

Branch & Division YES

Financing SECURED

SIC 5192
Whol books/newspapers, motion pict/tape distr, whol electronic parts, whol computer/peripheral

NAICS 424920
Book, Periodical and Newspaper Merchant Wholesalers

History Status CLEAR

Credit Capacity Summary

D&B Rating

Prior D&B Rating -

Rating Date 07/25/2006

Payment Activity (based on 208 experiences) USD

Average High Credit \$382,459

Highest Credit 30,000,000

Total Highest Credit 67,423,550

Business History

Officers M ARNIE WIGHT, CEO,
ARNIE WIGHT, PRES,
BRADLEY D MURCHISON, SR V PRES,
MATTHEW CARROLL, CIO,
GEORGE COE, EXE V PRES

Directors The officers identified by (+) and Daniel A DAniello, Patrick W Gross, Joseph R Wright Jr, Philip Dolan

As of 04/12/2013

The North Carolina Secretary of State's business registrations file showed that Baker & Taylor Inc was registered as a Corporation on January 23, 1992

Business started 1992 by the officers 100% of capital stock is owned by the parent company

RECENT EVENTS

On September 13, 2012, sources stated that Follett Corporation, River Grove, IL, has announced the sale of certain assets of Book Wholesalers Inc Mchenry, IL, to Baker & Taylor Inc, Charlotte, NC, on September 5, 2012 This transaction is the result of a strategic decision by the Follett School & Library Group to concentrate on the PreK-12 market Terms of the transaction were not disclosed Further details are unavailable

On March 21, 2007, Baker & Taylor Inc, Charlotte, NC, acquired the assets of Advanced Marketing Services Inc, A Delaware Corporation, San Diego CA Assets include the following locations and the related personnel Indianapolis IN, Woodland CA, Brecester England and Naucalpan, Mexico The headquarters location was also acquired in San Diego, CA

Alternate Telephone Number
704 998-3190

M ARNIE WIGHT born 1951 1980 present active here

ARNIE WIGHT Antecedents are unknown

BRADLEY D MURCHISON Antecedents are unknown



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MATTHEW CARROLL Antecedents are unknown

GEORGE COE Antecedents are unknown

Government Activity Summary

Activity Summary	Possible candidate for socioeconomic program consideration		
Borrower	No	Labor Surplus Area	YES (2013)
Administrative Dept	No	Small Business	N/A
Grantee	No	Women Owned	N/A
Party Excluded from Federal Programs	No	Minority Owned	N/A
Public Company	N/A		
Contractor	Yes		
Importer/Exporter	Importer		

The details provided in the Government Activity section are as reported to Dun & Braostreet by the federal government and other sources

Operations Data

As of 04/12/2013

Description Subsidiary of BAKER & TAYLOR CORPORATION, CHARLOTTE NC started 1990 which operates as a holding company Parent company owns 100% of capital stock

As noted, this company is a subsidiary of Baker & Taylor Corporation, D-U-N-S number 08-071-0481, and reference is made to that report for background information on the parent company and its management

Wholesales books, periodicals or newspapers, specializing in books Engaged in motion picture or video tape distribution, specializing in television tape distribution Wholesales electronic parts and equipment, specializing in audio or video recording tapes Wholesales software

Terms are Net 30 days Sells to libranes, bookstores, video rental stores, mass merchandisers, supermarkets Territory International

Nonseasonal

Employees 3 250 which includes officer(s) 125 employeo here

Facilities Rents 35,000 sq ft on 5th floor of a multi story a building

Location Suburban business section on side street

Special Events

As of 04/12/2013

The Chief Executive Officer is now M Arnie Wight, CEO

Industry Data

SIC		NAICS	
Code	Description	Code	Description
51929901	Books	424920	Book, Periodical and Newspaper Merchant Wholesalers
78220401	Television tape distribution	512120	Motion Picture and Video Distribution
50659904	Tapes, audio and video recording	423690	Other Electronic Parts and Equipment Merchant Wholesalers
50459903	Computer software	423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers

Family Tree

Parent	Domestic Ultimate
BAKER & TAYLOR CORPORATION,	HARLAN CASTLE INC (D-U-N-S® 16-361-6937)

7-C



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(D-U-N-S® 08-071-0481)
AKA BAKER & TAYLOR
MARKETING SERVICE
2550 W TYVOLA RD STE 300
CHARLOTTE, NC 28217-4579

150 E 58TH ST FL 3B,
NEW YORK, NY 10155-0017

Branches Domestic

BAKER & TAYLOR,
INC
(D-U-N-S® 00-142-
3040)
1209 W TULANE DR,
TEMPE, AZ 85283-
1658

BAKER & TAYLOR,
INC
(D-U-N-S® 00-284-
7445)
AKA PAGES
MAGAZINE
5501 VEGAS DR
LAS VEGAS, NV
89108-7732

BAKER & TAYLOR,
INC
(D-U-N-S® 01-398-
6861)
2150 BOGGS RD STE
640,
DULUTH, GA 30096-
5815

BAKER & TAYLOR,
INC
(D-U-N-S® 02-201-
8126)
1020 AIRPORT 100
WAY,
HANOVER, MD 21076-
1113

BAKER & TAYLOR,
INC
(D-U-N-S® 04-500-
8488)
AKA BAKER &
TAYLOR
ENTERTAINMENT
4120 SE
INTERNATIONAL
WAY,
PORTLAND, OR
97222-6071

BAKER & TAYLOR,
INC
(D-U-N-S® 07-247-
5635)
AKA BAKER &
TAYLOR BOOKS
251 MOUNT OLIVE
CHURCH RD,
COMMERCE, GA
30589-0001

BAKER & TAYLOR,
INC
(D-U-N-S® 11-710-
6436)
5045 W 79TH ST,
INDIANAPOLIS, IN
46288-1602

BAKER & TAYLOR,
INC
(D-U-N-S® 12-081-
1703)
501 GLADIOLUS ST,
MOMENCE IL 60954-
1715

BAKER & TAYLOR INC
(D-U-N-S® 12-081-
1778)
AKA AMAZON COM
8291 MT OLIVE RD ,
COMMERCE, GA
30589-0001

BAKER & TAYLOR,
INC
(D-U-N-S® 12-081-
1838)
AKA AMAZON COM
1120 US HIGHWAY 22
DEPT E,
BRIDGEWATER, NJ
08807-2944

BAKER & TAYLOR,
INC
(D-U-N-S® 12-081-
1877)
AKA AMAZON COM
1160 TRADEMARK DR
STE 111,
RENO, NV 89521-2956

BAKER & TAYLOR INC
(D-U-N-S® 12-977-
9385)
DEPT 4160,
LOS ANGELES, CA
90066

BAKER & TAYLOR INC
(D-U-N-S® 13-178-
3917)
PHILADELPHIA, PA
19170-0001

BAKER & TAYLOR,
INC
(D-U-N-S® 14-831-
4851)
AKA BAKER &
TAYLOR
ENTERTAINMENT
1111 N PLAZA DR STE
680,
SCHAUMBURG, IL
60173-4982

BAKER & TAYLOR,
INC
(D-U-N-S® 17-690-
2088)
AKA BAKER AND
TAYLOR
ENTERTAINMENT
RIDC W 1000
COMMERCE DR
PARKRIDGE 1 STE
400,
PITTSBURGH, PA
15275

BAKER & TAYLOR,
INC
(D-U-N-S® 61-150-
1508)
AKA BEST BUY
1401 LAKEWAY DR,
LEWISVILLE, TX
75057-8001

BAKER & TAYLOR
INC
(D-U-N-S® 78-062-
2726)
AKA BAKER &
TAYLOR BOOKS
2550 W TYVOLA RD
STE 300,
CHARLOTTE, NC
28217-4579

BAKER & TAYLOR INC
(D-U-N-S® 78-087-
9571)
PHILADELPHIA, PA
19170-0001

BAKER & TAYLOR,
INC
(D-U-N-S® 79-310-
7830)
1809 W FRANKFORD
RD STE 160,
CARROLLTON, TX
75007-4645

BAKER & TAYLOR,
INC
(D-U-N-S® 80-204-
9122)
AKA PUBLISHERS
OUTLET
1328 LUM RD,
CENTRALIA, WA
98531-1618

BAKER & TAYLOR INC
(D-U-N-S® 80-204-
0113)
AKA BAKER &
TAYLOR BOOKS
CAROL STREAM, IL
60197

BAKER & TAYLOR INC
(D-U-N-S® 82-508-
9527)
AKA BAKER &
TAYLOR SOFTWARE
CAROL STREAM, IL
60197

BAKER & TAYLOR,
INC
(D-U-N-S® 00-185-
3050)
AKA BAKER &
TAYLOR BOOKS
134 W END AVE,
SOMERVILLE, NJ
08875-1615

BAKER & TAYLOR,
INC
(D-U-N-S® 79-705-
0882)
10350 BARNES
CANYON RD STE 100,
SAN DIEGO, CA
92121-2716

BAKER & TAYLOR,
INC
(D-U-N-S® 96-351-
2707)
AKA MARKETING
SERVICES
DEPARTMENT
2550 W TYVOLA RD
STE 300,
CHARLOTTE, NC
28217-4579

Subsidiaries Domestic

PROFESSIONAL
MEDIA SERVICE
CORP
(D-U-N-S® 06-431-
1988)
1160 TRADEMARK DR

YANKEE BOOK
PEDDLER, INC
(D-U-N-S® 06-674-
6454)
AKA YBP LIBRARY
SERVICES

YBP LIBRARY
SERVICES, INC
(D-U-N-S® 98-817-
6886)
999 MAPLE ST,
CONTODCOOK, NH



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STE 111,
RENO, NV 89521-
2956

999 MAPLE ST,
CONTOOCOOK, NH
03229-3374

03229-3374

Affiliates Domestic

J A MAJORS
COMPANY I, LTD,
(D-U-N-S® 00-586-
9854)
530 E CORPORATE
DR STE 600,
LEWISVILLE, TX
75057-6454

This list is limited to the first 25 branches, subsidiaries, divisions and affiliates, both domestic and international. Please use the Global Family Linkage Link above to view the full listing.

Financial Statements

Key Business Ratios (Based on 24 establishments)

D&B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance. To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

	This Business	Industry Median	Industry Quartile
Profitability			
Return on Sales	UN	11	UN
Return on Net Worth	UN	10.0	UN
Short Term Solvency			
Current Ratio	UN	1.6	UN
Quick Ratio	UN	0.7	UN
Efficiency			
Assets Sales	UN	30.0	UN
Sales / Net Working Capital	UN	13.1	UN
Utilization			
Total Liabs / Net Worth	UN	162.4	UN

Most Recent Financial Statement

As of 04/12/2013

As of April 12 2013 attempts to contact the management of this business have been unsuccessful. Outside sources confirmed operation and location of the captioned business.

Dun & Bradstreet's usual practice is not to Rate a Subsidiary higher than its Parent. The Tangible Net Worth and financial condition of the Parent have been used as one factor in rating this business. A copy of the report on the Parent is available if further information is required.

Indicators

Public Filings Summary

Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	No. of Records	Most Recent Filing Date
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Judgment	0	
Lien	0	
Suit	1	01/17/2012
UCC	98	10/31/2012



Bankruptcy Judgment Lien Suit UCC

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

Full Filings

Suits

Status	Pending	Latest info Received	07/24/2012
Where Filed	FRANKLIN COUNTY COMMON PLEAS COURT COLUMBUS, OH	DOCKET NO	12CV000623
Plaintiff	TRANSCONTINENTAL PRINTING INC	Status Attained	01/17/2012
Defendant	BAKER & TAYLOR INC AND OTHERS	Date Filed	01/17/2012

If it is indicated that there are cosdefendants other than the report subject, the lawsuit may be an action to clear title to property and does not necessarily imply a claim for money against the subject.

UCC Filings

Collateral	All Assets	Latest info Received	10/25/2012
Filing No.	2012 3782267	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	10/01/2012
Secured Party	THE BANK OF NEW YORK MELLON, AS COLLATERAL AGENT IRVING, TX		
Debtor	BAKER & TAYLOR, INC		
Collateral	All Assets	Latest info Received	10/25/2012
Filing No.	2012 3781913	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	10/01/2012
Secured Party	THE BANK OF NEW YORK MELLON, AS COLLATERAL AGENT, IRVING, TX		
Debtor	BAKER & TAYLOR ACQUISITIONS CORP, SCHAUMBURG, IL		
Collateral	All Assets	Latest info Received	10/25/2012
Filing No.	2012 3759554	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	09/28/2012
Secured Party	THE BANK OF NEW YORK MELLON TRUST COMPANY N A AS SECOND LIEN COLLATERAL AGENT, JACKSONVILLE, FL		
Debtor	BAKER & TAYLOR ACQUISITIONS CORP, SCHAUMBURG IL		
Collateral	All Assets	Latest info Received	10/25/2012
Filing No.	2012 3759521	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	09/28/2012
Secured Party	GENERAL ELECTRIC CAPITAL CORPORATION, AS FIRST LIEN COLLATERAL AGENT, NEW YORK, NY		
Debtor	BAKER & TAYLOR ACQUISITIONS CORP SCHAUMBURG, IL		
Collateral	All Assets	Latest info Received	10/25/2012
Filing No.	2012 3759489	Type	Original



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Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	09/28/2012
Secured Party	THE BANK OF NEW YORK MELLON TRUST COMPANY N.A., AS SECOND LIEN COLLATERAL AGENT, JACKSONVILLE, FL		
Debtor	BAKER & TAYLOR, INC		
Collateral	All Assets	Latest Info Received	10/25/2012
Filing No	2012 3759448	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	09/28/2012
Secured Party	GENERAL ELECTRIC CAPITAL CORPORATION, AS FIRST LIEN COLLATERAL AGENT, NEW YORK, NY		
Debtor	BAKER & TAYLOR, INC		
Collateral	All Assets	Latest Info Received	05/26/2004
Filing No	4125566 1	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	05/06/2004
Secured Party	LASALLE BUSINESS CREDIT, LLC, AS ADMINISTRATIVE AND COLLATERAL AGENT, CHICAGO, IL		
Debtor	BAKER & TAYLOR, INC		
Collateral	All Assets	Latest Info Received	05/26/2004
Filing No	4126560 4	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	05/06/2004
Secured Party	LASALLE BUSINESS CREDIT, LLC, AS ADMINISTRATIVE AND COLLATERAL AGENT, CHICAGO, IL		
Debtor	BAKER & TAYLOR ACQUISITION CORP		
Collateral	All Assets	Latest Info Received	05/26/2004
Filing No.	4126551 3	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	05/06/2004
Secured Party	LASALLE BUSINESS CREDIT, LLC, AS ADMINISTRATIVE AND COLLATERAL AGENT, CHICAGO, IL		
Debtor	BAKER & TAYLOR FULFILLMENT, INC		
Collateral	All Assets	Latest Info Received	05/26/2004
Filing No	4126522 4	Type	Original
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	05/06/2004
Secured Party	JP MORGAN CHASE BANK, AS ADMINISTRATIVE AND COLLATERAL AGENT ATTN LIEN PERFECTION DEPT , HOUSTON, TX		
Debtor	BAKER & TAYLOR, INC		
Filing No	2008 4287452	Latest Info Received	01/29/2009
Original UCC Filed Date	05/06/2004	Type	Continuation
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	12/29/2008
Secured Party	JPMORGAN CHASE BANK, HOUSTON TX	Original Filing No	4126522 4
Debtor	BAKER & TAYLOR INC		
Filing No	2009 0040110	Latest Info Received	02/05/2009
Original UCC Filed Date	05/05/2004	Type	Amendment
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	01/07/2009
Secured Party	JPMORGAN CHASE BANK, N A, HOUSTON, TX	Original Filing No	4126522 4
Debtor	BAKER & TAYLOR, INC		



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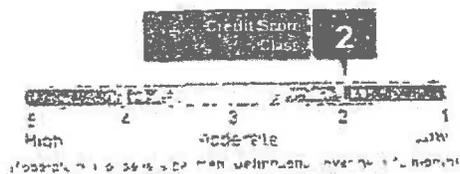
Filing No.	2012 4191286	Latest Info Received	02/22/2013
Original UCC Filed Date	05/06/2004	Type	Termination
Where Filed	SECRETARY OF STATE/UCC DIVISION, DOVER, DE	Date Filed	10/31/2012
Secured Party	JP MORGAN CHASE BANK, HOUSTON, TX	Original Filing No	4126522 4
Debtor	BAKER & TAYLOR, INC		

The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this report was printed. Additional UCC and SLJ filings for this company can be found by conducting a more detailed search in our Public Records Database.

Commercial Credit Score

Summary

Credit Score Class



Incidence of Delinquent Payment

Among Companies with This Class	10 60%
Average Compared to All Businesses	23 50%
Credit Score Percentile	81
Credit Score	463
Number of Payment Experiences	208

Key Factors

- Most recent amount past due
- High proportion of past due balances to total amount owing
- Insufficient number of payment experiences
- Low proportion of satisfactory payment experiences to total payment experiences

Notes

- The Credit Score Class indicates that this firm shares some of the same business and payment characteristics of other companies with this classification. It does not mean the firm will necessarily experience delinquency.
- The Incidence of Delinquent Payment is the percentage of companies with this classification that were reported 90 days past due or more by creditors. The calculation of this value is based on an inquiry weighted sample.
- The Percentile ranks this firm relative to other businesses. For example, a firm in the 80th percentile has a lower risk of paying in a severely delinquent manner than 79% of all scorable companies in D&B's files.
- The Credit Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Credit Score Percentile Norms Comparison

BAKER & TAYLOR, INC	81
Region (SOUTH ATLANTIC)	41
Industry (WHOLESALE)	57
Employee Range (300-)	85
Years in Business (11-25)	75

- Lower risk than other companies in the same region
- Lower risk than other companies in the same industry
- Higher risk than other companies in the same employee size range
- Lower risk than other companies with a comparable number of years in business

Financial Stress Score



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Summary

Financial Stress Class



Financial Stress Score Percentile

Financial Stress National Percentile	32
Financial Stress Score	1446
Probability of Failure with This Score	0.84%
Failure per 10K	84/10,000
Average Failure Rate within D&B database	0.48%
Failure per 10K	48/10,000
Number of Payment Experiences	208

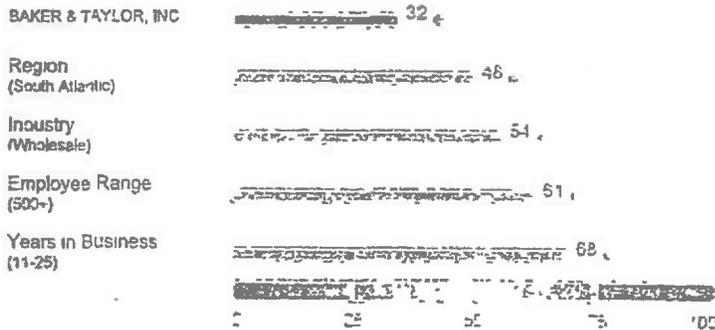
Key Factors

- UCC Filings reported
- High proportion of past due balances to total amount owing
- Low proportion of satisfactory payment experiences to total payment experiences
- High number of inquiries to D&B over last 12 months

Notes

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The probability of failure shows the percentage of firms in a given percentile that discontinue operations with loss to creditors. The average probability of failure is based on businesses in D&B's database and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&B's file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.

Financial Stress Percentile Comparison



- Higher risk than other companies in the same region
- Higher risk than other companies in the same industry
- Higher risk than other companies in the same employee size range
- Higher risk than other companies with a comparable number of years in business

Advanced Paydex + CLR

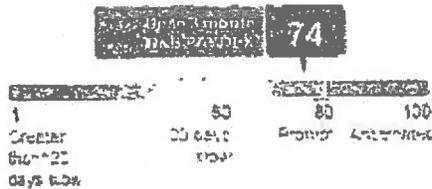
D&B PAYDEX®



Decide with Confidence

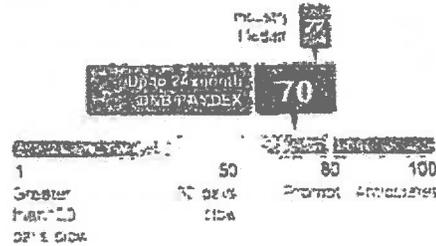
Shows the D&B PAYDEX scores as calculated up to 3 months and up to 24 months of payment experiences

Up to 3 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 8 Days Beyond Terms Based on payments collected over last 3 months

Up to 24 month D&B PAYDEX



When weighted by dollar amount, payments to suppliers average 15 days beyond terms Based on payments collected up to 24 months

When weighted by dollar amount, the industry average is 5 DAYS BEYOND terms

High risk of late payment (average 30 to 120 days beyond terms)

Medium risk of late payment (average 30 days or less beyond terms)

Low risk of late payment (average prompt to 30+ days sooner)

Payment Trend	unchanged*	Total Payment Experiences for the HQ	208	Highest Now Owing	\$30,000,000
Payments Within Terms	79%	Total Placed for Collection	0	Highest Past Due	\$4,000,000
Average High Credit	\$382,459	Largest High Credit	\$30,000,000		

* compared to payments three months ago

Credit Limit Recommendation

Risk Category	Recommendation Date	04/30/2013
	Conservative Credit Limit	\$1,000,000
	Aggressive Credit Limit	\$1,000,000

Key Factor

Risk is assessed using D&B's scoring methodology and is one factor used to create the recommended limits

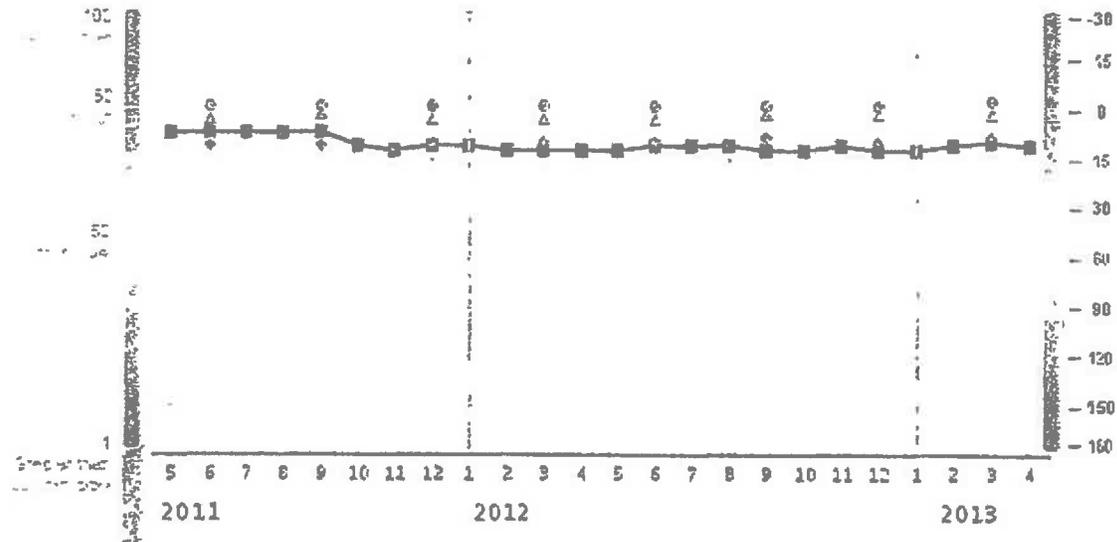
PAYDEX Yearly Trend

Shows PAYDEX scores of this Business compared to the Primary Industry from each of the last four quarters

The Primary Industry is Whol books/newspapers, motion pict/tape distr, whol electronic parts, whol computer/peripheral, based on SIC code 5192



Decide with Confidence



	■ This Business	◀ Upper	△ Median	→ Lower
This Business	73	73	73	73
Industry Quartiles				
Upper	76	79	79	80
Median	76	77	76	77
Lower	70	70	71	72

Note

- Current PAYDEX® for this Business is 70, or equal to 15 days beyond terms
- The 24 month high paydex is 73 0, or equal to 11 DAYS BEYOND terms
- The 24 month low paydex is 69 0, or equal to 16 DAYS BEYOND terms
- Industry upper quartile represents the performance of the payers in the 75th percentile
- Industry lower quartile represents the performance of the payers in the 25th percentile

Payment Habits

Credit Extended	% of Payments Within Terms	No of Payment Experiences	Total Amount USD
Over \$100,000	76%	22	\$65,950,000
50,000-100,000	77%	8	495,000
15,000-49,999	60%	23	590,000
5,000-14,999	81%	28	185,000
1,000-4,999	85%	43	77,500
Under 1,000	79%	52	15,400

Based on up to 24 months of payments

Payment Summary

The Payment Summary section reflects payment information in D&B's file as of the date of this report

There are 208 payment experiences in D&B's file, with 135 experiences reported during the last three month period
 The highest Now Owes on file is \$30,000,000 The highest Past Due on file is \$4,000,000

All Industries



Decide with Confidence

Industries	Total Received	Total Amounts	Largest High Credit	Within Terms (%)	Days Slow (%)			
					0-30	31-60	61-90	90+
Nonclassified	20	\$193,250	\$50,000	81	9	7	3	0
Telephone communictns	10	63,050	20,000	100	0	0	0	0
Whol service paper	6	38,100	20,000	100	0	0	0	0
Books-print/publshn	7	43,220,000	30,000,000	85	4	11	0	0
Arrange cargo transpt	7	340,000	200,000	66	1	3	30	0
Help supply service	7	44,500	20,000	78	0	11	11	0
Gravure printing	6	1,310,000	400,000	50	42	8	0	0
Whol electrical equip	6	9,500	5,000	87	13	0	0	0
Mfg photograph equip	6	11,500	5,000	100	0	0	0	0
Trucking non-local	5	786,250	750,000	97	1	2	0	0
Mfg medical instrmnt	5	275,500	100,000	50	36	0	0	14
Mfg computers	5	265,000	100,000	81	19	0	0	0
Short-tn busn credit	5	100,050	60,000	100	0	0	0	0
Mfg conveyors	5	15,000	10,000	100	0	0	0	0
Misc business credit	5	13,350	7,500	100	0	0	0	0
Whol computers/softwr	5	8,750	5,000	96	0	4	0	0
Whol books/newspapers	4	4,007,500	3,000,000	100	0	0	0	0
Misc equipment rental	4	43,500	35,000	100	0	0	0	0
Whol industrial suppl	4	3,800	2,500	100	0	0	0	0
Misc publishing	3	725,750	700,000	48	52	0	0	0
Paper mill	3	86,000	55,000	65	0	35	0	0
Radiotelephone commun	3	26,750	25,000	100	0	0	0	0
Whol office equipment	3	13,500	10,000	100	0	0	0	0
Whol industrial equip	3	4,500	2,500	78	22	0	0	0
Whol durable goods	3	600	250	79	0	21	0	0
Ret mail-order house	3	750	250	67	33	0	0	0
Paperboard mill	2	70,000	70,000	100	0	0	0	0
Whol office supplies	2	52,500	50,000	50	2	48	0	0
Whol groceries	2	10,000	5,000	75	25	0	0	0
Electric services	2	5,100	5,000	100	0	0	0	0
Security broker/deal	2	3,500	2,500	100	0	0	0	0
Data processing svcs	2	1,050	1,000	52	48	0	0	0
Newspaper-print/publ	2	500	500	100	0	0	0	0
Coating/engrave svcs	2	300	250	41	42	17	0	0
Mfg comp peripherals	1	15,000,000	15,000,000	50	0	0	50	0
Ret books	1	250,000	250,000	50	0	50	0	0
Air courier service	1	200,000	200,000	100	0	0	0	0
Computer system desgn	1	45,000	45,000	0	0	0	50	50
Mfg nonwd fixtures	1	35,000	35,000	0	100	0	0	0
Whol nonourable goods	1	20,000	20,000	100	0	0	0	0
Mfg relays/controls	1	5,000	5,000	100	0	0	0	0



Decide with Confidence

Misc investor	1	2 500	2,500	100	0	0	0	0
Mfg remg/heat equip	1	1 000	1,000	100	0	0	0	0
Investment advice	1	1,000	1 000	50	50	0	0	0
Local truck w/storage	1	1,000	1,000	0	0	0	100	0
Mfg prepared flour	1	1 000	1,000	0	50	50	0	0
Mfg hand/edge tools	1	500	500	100	0	0	0	0
Whol auto parts	1	500	500	100	0	0	0	0
Whol chemicals	1	250	250	100	0	0	0	0
Photocopying service	1	250	250	100	0	0	0	0
Mfg cleaning products	1	250	250	100	0	0	0	0
Mfg signs/ao spectlys	1	100	100	100	0	0	0	0
Whol metal	1	100	100	100	0	0	0	0
Lithographic printing	1	50	50	100	0	0	0	0

Other Payment Categories

Category	Total Received	Total Dollar Amounts	Largest High Credit
Cash expenences	17	\$2,700	\$750
Payment record unknown	10	107,950	55,000
Unfavorable comments	0	0	0
Placed for Collection	0	0	0

Detailed Payment History

Date Reported	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last Sale within(months)
April 2013	Ppt	\$25,000	\$0	\$0	N/A	6-12
	Ppt	500	50	0	N/A	1
	Ppt	250	250	0	N/A	1
	Ppt	250	0	0	N/A	6-12
	Ppt	50	0	0	N/A	4-5
	Ppt-Slow 30	3,000,000	900,000	55,000	N/A	1
	Ppt-Slow 30	100,000	30,000	30,000	N/A	2-3
	Ppt-Slow 30	100 000	15,000	0	N/A	1
March 2013	Disc	55,000	35,000	0	N/A	1
	Disc	1,000	0	0	N/A	4-5
	Ppt	30,000,000	30,000 000	0	N/A	1
	Ppt	3 000 000	3,000 000	50,000	N/A	1
	Ppt	750,000	300,000	2,500	N/A	1
	Ppt	400,000	250 000	0	N/A	1
	Ppt	250,000	200 000	0	N/A	1
	Ppt	60,000	5,000	0	N/A	1
	Ppt	40,000	0	0	N/A	6-12
	Ppt	20,000	10,000	0	N/A	1
	Ppt	20,000	5,000	0	N/A	1
	Ppt	20,000	0	0	N/A	6-12
	Ppt	15,000	0	0	N/A	4-5
	Ppt	10 000	7,500	0	N/A	1
Ppt	7 500	7,500	0	N/A	1	



Decide with Confidence

Ppt	7,500	7,500	0	N/A	1
Ppt	5,000	50	50	N30	1
Ppt	5,000	5,000	0	N/A	1
Ppt	5,000	0	0	N/A	6-12
Ppt	5,000	1,000	0	N/A	1
Ppt	5,000	2,500	0	N/A	1
Ppt	2,500	250	0	N/A	1
Ppt	2,500	1,000	0	N/A	1
Ppt	2,500	0	0	N/A	2-3
Ppt	2,500	2,500	0	Lease Agreement	1
Ppt	2,500	1,000	0	N/A	1
Ppt	2,500	0	0	N/A	2-3
Ppt	2,500	2,500	0	N30	1
Ppt	2,500	1,000	0	N/A	1
Ppt	2,500	0	0	N/A	1
Ppt	2,500	2,500	0	N/A	1
Ppt	2,500	750	0	N/A	1
Ppt	2,500	2,500	0	N/A	1
Ppt	1,000	1,000	0	N/A	1
Ppt	1,000	1,000	0	N30	1
Ppt	1,000	750	0	Lease Agreement	1
Ppt	1,000	0	0	N30	4-5
Ppt	1,000	250	0	N/A	1
Ppt	750	750	0	N/A	1
Ppt	500	250	0	N/A	2-3
Ppt	500	0	0	N/A	4-5
Ppt	500	500	0	N/A	1
Ppt	500	250	0	N/A	2-3
Ppt	500	0	0	N/A	4-5
Ppt	250	0	0	N/A	6-12
Ppt	250	100	0	N/A	1
Ppt	250	0	0	N/A	1
Ppt	250	250	0	N/A	2-3
Ppt	100	0	0	N/A	6-12
Ppt	50	0	0	N/A	1
Ppt	0	0	0	N30	2-3
Ppt	0	0	0	N30	2-3
Ppt-Slow 15	30,000	0	0	N/A	6-12
Ppt-Slow 15	5,000	0	0	N/A	4-5
Ppt-Slow 30	1,000	500	0	N30	1
Ppt-Slow 30	1,000	1,000	1,000	N30	1
Ppt-Slow 30	1,000	1,000	500	N/A	1
Ppt-Slow 30	1,000	0	0	N/A	4-5
Ppt-Slow 30	100	100	100	N/A	1
Ppt-Slow 60	15,000	5,000	0	N/A	1
Ppt-Slow 60	15,000	0	0	N/A	2-3
Ppt-Slow 60	1,000	100	100	N/A	6-12
Slow 30	50,000	0	0	N/A	6-12
Slow 30	45,000	35,000	20,000	N/A	1



Decide with Confidence

	Slow 30	25,000	10,000	2,500	N/A	1
	Slow 30	750	0	0	N/A	4-5
	Slow 5-30	250	0	0	N30	2-3
	Slow 30	250	0	0	N/A	5-12
	Slow 40	250	0	0	N/A	5-12
	Slow 60-90	10,000	7,500	7,500	N/A	1
November 2012	Slow 60-90	5,000	0	0	N/A	6-12
August 2012	Ppt-Slow 120+	50	0	0	N/A	5-12

Lines shown in red are 30 or more days beyond terms

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

PRICING AND COMPENSATION

Pursuant to all the contract specifications enumerated and described in this solicitation, we agree to furnish Library Books, Spoken Word, DVDs & Digital Media to the City of Mesa at the price(s) stated below

* Large Print Editions These titles may fall under several categories as listed on Attachment A-1, depending on the binding type and publisher associated with the work

Category Description	** Percent Discount
Please see Attachment A-1 for book/spoken word audio discounts Attachment A-2 for Music/DVD terms * Standing Order Plans	%
Please see Attachment A-1 for book/spoken word audio discounts, Attachment A-2 for Music/DVD terms * Non-Standing Order Titles	%
Damaged, defective or mis-shipped product is replaced free of charge Replacement Costs	Please see Tab 3-Attachment D for details %
Shipping Costs	Free of Charge %

The City is Exempt from sales tax or use tax on library materials Sales/Use taxes should not be included in the proposal prices Vendors who will be charging a Mesa Transaction Privilege Tax (TPT) will have 1.75% removed from the taxable item(s) for the purpose of award evaluation (1.25) Comply

FOB Destination Comply

Freight Costs Unit prices should include all Shipping and Transportation Costs

No fuel surcharges will be accepted Comply

Delivery, as stated in Detailed Specifications, can be met Yes No

If no, specify number of days for delivery _____

Payment terms (not less than net 30 days) Baker & Taylor terms are net 30 days from the invoice date

Prompt Payment Discount of 1.0 % if invoices are paid within 15 days of receipt date of invoice
(Available for payments made via EFT or check)

Does Respondent agree to honor the prices, terms and conditions to other agencies as specified in section S 38?

Yes No (A "no" answer will not disqualify your bid)

Will you allow payment of invoices using a Procurement Card? Yes No

Discount for Procurement Card Purchases? 0.0 %

Respondent complies with S 9 "Compliance With Applicable Law"? Yes No

ADDENDA

Proposers are responsible for verifying receipt of any addenda issued by checking the City's website at www.mesaaz.gov/purchasing prior to the bid opening (see 1.2) Failure to acknowledge any addenda issued may result in a response being deemed non-responsive

Acknowledgement of Receipt of Addenda (initial for each addenda received, if applicable).

Addenda #1 _____

Addenda #2 _____

Vendor Name Baker & Taylor, Inc

Lee Ann Queen
Lee Ann Queen

Date July 18 2013

Baker & Taylor, Inc.
Discount Terms and Conditions of Sale (Firm Order Book & Continuation Services)
City of Mesa / Mesa Public Library
Mesa, AZ

Baker & Taylor, Inc. is pleased to offer the discount terms and conditions contained in this Attachment A. The pricing grid below provides discounts for each product category offered by Baker & Taylor.

Product Category	Category Definition *	Price Indicator	Discount	
I.	Adult Trade Hardcover Editions (Popular Fiction & Non-Fiction)	0 (zero) (Hardcover Trade Editions) C (Hardcover Computer Books)	46.5 %	
II.	Juvenile Trade Hardcover Editions (Popular Fiction & Non-Fiction)	J	46.5 %	
III.	Adult Quality Paperback Editions (Popular Fiction & Non-Fiction)	B (Paperback Trade Editions) C (Paperback Computer Books)	41.0 %	
IV.	Juvenile Quality Paperback Editions (Popular Fiction & Non-Fiction)	G	41.0 %	
V.	Mass Market Paperback Editions	P	41.0 %	
VI.	Single Edition Reinforced (Juvenile)	R	23.5 %	
VII.	Publisher's Library Edition (Juvenile)	Z	23.5 %	
VIII.	University Press Trade Editions	A	13.1 %	
IX.	Text, Technical, Reference, Small Press, and/or Titles of Limited Demand (May be of any binding and includes non-trade University Press titles and some spoken word audio)	S/X/N (Text, Technical, or Reference Editions) L (Hardcover Editions from Small, Specialty Publishers and/or Titles of Limited Demand) M (Paperback Editions from Small, Specialty Publishers and/or Titles of Limited Demand) T/U/V/W/4/7/Letter O (Specialty Textbooks) 5/6/8 (Professional Medical Titles)	S = 13.1 % X = 13.1 % N = 0.0 %** L = 13.1 % *** M = 13.1 % *** T = 0.0 % U = 0.0 % V = 0.0 % W = 0.0 %	4 = 13.1% 7 = 13.1% Letter O = 13.1 % 5 = 0.0 % 6 = 13.1% 8 = 13.1%
X.	Imported English and Non-English Language Editions	F/K/1/3	F = 0.0 % K = 13.1 % 1 = 0.0 % 3 = 0.0 %	
XI.	Enhanced Service Program	Y / Q	0.0 % ****	
XII.	Spoken Word Audio	H	45.0%	
XIII.	Board Books	I	41.0 %	
XIV.	Novelty Items/Activity Books	I	41.0 %	
XV.	Special Programs, such as: - PawPrints Editions - Turtleback Editions - Playaway Audio Editions	D E All Playaway Audio editions	D = 0.0 % E = 13.1 % 25.0 %	

* Please see Attachment B for full category definitions, which are attached hereto and incorporated herein by reference. Materials produced for TextStream print-on-demand services may fall into any category, depending upon the relationship established with the individual content suppliers.

** Titles which receive minimal publisher discount will be invoiced at publisher's list price.

*** Represents publishers with limited sales volume, based upon a semi-annual review and individual titles which qualify for preferred stock status, but have limited demand (calculated over a rolling 12 month period). Also represents individual titles which do not qualify for preferred stock status, based upon quarterly review. These titles may be of any binding type or publisher of origin.

**** Titles where Baker & Taylor receives no discount from the publisher or prepayment is required by the publisher or publishers whose titles have limited demand and/or non-commercial publishers will be invoiced at list price.

Baker & Taylor, Inc.
Discount Terms and Conditions of Sale

Also, please note that:

- Publisher's list price is subject to change without notice.
- Except where otherwise noted, book discounts are applied to current publisher's list price at the time of shipment.
- Baker & Taylor reserves the sole right to be the final determinant of product categories, category definitions and price indicators. The discounts vary based on this determination.
- Titles are categorized by Baker & Taylor for pricing purposes by considering the binding, general marketing categories, demand for certain titles, preferred stock status, cost of acquisition, cost of distribution, and the size or type of publisher, as well as factors related to relationships with publishers such as shipping terms, payment terms, publisher's discount, returnability to publishers and other factors.
- Product categories, category definitions and price indicators are subject to change at Baker & Taylor's sole discretion, without notice, based upon the above-described factors for categorizing titles.
- For domestic titles where no publisher list price is assigned by the publisher, Baker & Taylor will assign such titles a price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- For imported titles where no publisher list price is assigned by the publisher for the U.S. market, Baker & Taylor will assign such titles a U.S. dollar price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- For PawPrints editions, Baker & Taylor will assign such titles a price in its electronic catalog which is based upon Baker & Taylor's estimate of market conditions.
- Titles of limited demand or from small or specialty publishers generally are included in Product Category IX or Product Category XI.
- The discount terms and conditions in this Attachment A do not apply to Baker & Taylor's Continuation Services or Approval Programs.
- Baker & Taylor provides an invoice that identifies the publisher's current list price, the discount offered, and the exact price charged for each title ordered.

The Library is a subscriber to our Title Source bibliographic database product. We also have provided separate trial access, per the bid request. Title Source will display title and pricing information for any item in our database; please use the trial id to assist in the evaluation of our proposal.

Audiovisual materials ordered through Baker & Taylor will receive the following terms:

	<u>Discounts from Manufacturer's Current List Price</u>
CD Music	..26.0%
DVD / Blu-Ray	.30.5 %
Playaway View	... 0.0%

List prices are manufacturers' suggested list price, where available. Where no list price is supplied by the manufacturer, a list price will be assigned by Baker & Taylor.

Titles receiving minimal supplier discount, or which are under supplier restriction, or titles produced by small, specialty vendors will be invoiced at Manufacturer's Suggested Retail Price.

2017-05

252,700.00

Attachment A-3

Processing Prices

Book Material

Mylar Jacket \$0.69 / unit
Spine Label \$0.15 / label
Barcode \$0.15 / barcode

MARC \$0.30 / record
(for any book cataloged through the Library of Congress)

Spoken Word Audio \$3.40 / unit
Case, Manufacturer artwork insert, Barcode
(repackage provided for every unit)

DVD / Blu-Ray \$1.29 / unit
Remove Shrink-wrap and manufacturer security, replace case as necessary, and attach a barcode.

Additional processing components are available through Baker & Taylor; available options are outlined in the enclosed specification booklets. Please contact your Sales Consultant, Jane Herb for assistance.

Contract#	Commodity	Vendor Name	Expiration Date	Renewals Remaining	Status	Originator	Proc Officer
2016037	Judicial Survey Services	LeCroy & Milligan Associates, Inc.	03/31/2019	2 One-Year	Active	Mesa	Kristy
2014251	Juniper Network Technical Support and E	Enterprise Networks Solutions	06/30/2017	2 One-Year	Active	Mesa	Kristy
2016294	Laboratory Equipment and Medical Suppl	Fisher Scientific Co, LLC	04/01/2017	None	Active	State of AZ	Kristy
2016004	Laboratory Services, Water and Wastewa	Aquatic Consulting & Testing Inc	08/26/2017	2 Two-Year	Active	Tempe	Kristy
		Eurofins Eaton Analytical Inc	08/26/2017	2 Two-Year	Active	Tempe	Kristy
		Legend Technical Services of Arizona Inc	08/26/2017	2 Two-Year	Active	Tempe	Kristy
		Trans West Analytical Services	08/26/2017	2 Two-Year	Active	Tempe	Kristy
		Accutest Laboratories	08/26/2017	2 Two-Year	Active	Tempe	Kristy
		TestAmerica Laboratories Inc	08/26/2017	2 Two-Year	Active	Tempe	Kristy
		Northern California, Inc.	08/26/2017	2 Two-Year	Active	Tempe	Kristy
2015277	Landia Recycle Pumps	Landia Inc.	06/30/2018	2 One-Year	Active	Mesa	Kristy
2014001	Landscape Maint-Acquatics Facilities	Artistic Land Management Inc	09/30/2016	2 One-Year	Active	Mesa	Jess
2015111	Landscape Maint-City Facilities	Environmental Earthscapes (dba The Grou	02/28/2018	2 One-Year	Under Review	Mesa	Jess
2014122	Landscape Maint-Parks Zone 1, 2, 4 and	Mariposa Horticultural Enterprises Inc	02/28/2017	2 One-Year	Active	Peoria	Jess
2015309	Landscape Maint-Parks Zone 3	Mariposa Horticultural Enterprises Inc	07/31/2018	2 One-Year	Active	Mesa	Jess
2015048	Landscape Maint-Streets Sec I	Environmental Earthscapes (dba The Grou	12/31/2017	2 One-Year	Active	Mesa	Jess
2015316	Landscape Maint-Streets Sec II	Artistic Land Management Inc	09/30/2018	2 One-Year	Active	Mesa	Jess
2014294	Landscape Maint-Streets Sec III and IV	Reyes and Sons Landscape	09/30/2017	2 One-Year	Active	Mesa	Jess
2015089	Landscape Maint-Streets Sec VI	Artistic Land Management Inc	12/31/2017	2 One-Year	Active	Mesa	Jess
2016120	Large Format Commercial Printing	Perkinson Reprographics, Inc. dba PRI Gr	05/31/2019	2 One-Year	Active	Mesa	Larry
		ARC Document Solutions	05/31/2019	2 One-Year	Active	Mesa	Larry
2016169	Larvicide Mosquito Control Chemicals	Clarke Mosquito Control Products, Inc.	04/30/2019	2 One-Year	Active	Mesa	Jess
2015075	Learning Management System	TargetSafety.Com Inc.	09/25/2017	None	Active	Mesa	Brandy
2012242	Leather Work Gloves	AZ Glove & Safety	01/31/2017	1 One-Year	Renewing	Mesa	Larry
2015079	LED Modules, Traffic Signal Control	Leotek Electronics USA Corp.	01/31/2017	2 One-Year	Active	Mesa	Brandy
2015236	Legal Process Service-Photo Safety	Hot Shot Delivery Inc. dba Hot Shot	06/30/2018	2 One-Year	Active	Mesa	Sharon
2016019	Legal Services for GRE	Ayers & Brown, P.C.	03/31/2019	2 One-Year	Active	Mesa	Larry
2013140	Library Books-Large Print	Cengage Learning	08/31/2017	None	Active	Mesa	Jess
		Center Point Inc.	08/31/2017	None	Active	Mesa	Jess
2013139	Library Books-Spoken Word, DVDs & Dig	Baker & Taylor Books	08/31/2017	None	Active	Mesa	Jess
2013138	Library Media Materials	Midwest Tape LLC	08/31/2017	None	Active	Mesa	Jess
		Recorded Books LLC	08/31/2017	None	Active	Mesa	Jess
2014260	Lids, Refuse Container	Plastic Recovery Technologies Inc. dba PR	08/31/2017	2 One-Year	Active	Mesa	Darryl
2016048	Lift Truck, Material Handling	Forklift Exchange, Inc. dba Flaska JCB	11/08/2017	None	Active	Mesa	Darryl
2016051	Lift Truck, Pneumatic Tire w/ Rotator Atta	Arnold Machinery Company	11/22/2017	None	Active	Mesa	Darryl
2015051	Lighting Maintenance, Recreational	Henry Brothers Inc dba DECA Southwest	01/31/2018	2 One-Year	Active	Mesa	Jess
		Red Mountain Lighting & Energy, Inc. dba	01/31/2018	2 One-Year	Active	Mesa	Jess



CONTRACT AMENDMENT

Contract Number: 2013139
Media

Contract Title: Library Books, Spoken Word, DVDs & Digital

Amendment Number: 1

Description of Change:

One (1) year renewal September 1, 2015 through August 31, 2016

Current contract amount: \$265,000.00

Change Amount: Increase Decrease No Change \$0.00

New contract amount: \$265,000.00

Effective Date of Change: September 1, 2015

Acceptance: On behalf of the undersigned Contractor, I have given careful consideration to this Contract Amendment and hereby agree to the change(s) and that except as amended herein, all provisions of the Contract remain in full force and effect.

Baker & Taylor, LLC:
Formally Inc.

City of Mesa:

Lee Ann Queen
Signature

Edward Quedens
Digitally signed by Edward Quedens
DN: cn=Edward Quedens, o=City of
Mesa, Arizona, ou=Business Services
Department,
email=ed.quedens@mesaaz.gov,
c=US
Date: 2015.07.09 16:16:31 -07'00'

Lee Ann Queen 6-3-2015
Printed Name Director - Pricing Services Date
800-775-7930, ext. 3245
Phone Number

City Manager Designee _____ Date _____

Mail Completed Amendment to:

Baker & Taylor, LLC:
Formally Inc.

Attn: Lee Ann Queen

Email: bids@baker-taylor.com

TERM CONTRACT
RENEWAL WORKSHEET

Date: 5/20/2015 Contract: 2013139 Library Books, Spoken Word, DVDs & Digital Media

Expires: 8/31/2015 Vendor(s) Name: Baker & Taylor Books

PART TWO - TO BE COMPLETED BY THE BUYER AFTER A RENEWAL QUOTATION HAS BEEN OBTAINED.

1. Is the vendor willing to renew at last year's prices? Yes

If not, is the adjustment permitted by the specification? _____

If the pricing is different, list the average overall increase/decrease _____

2. Are the vendor's renewal prices still competitive?

Specify how this was verified:

Spot check of key items _____

Comparison against inflation _____

Competitive discount reverified _____

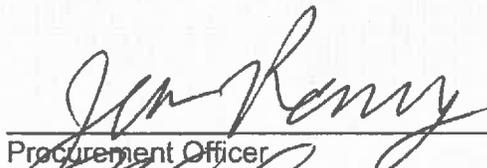
XX

3. Are you aware of any new suppliers who did not bid on the original contract and who might be competitive? No

4. Do you recommend exercising the renewal option, subject to concurrence by the using department? Yes

5. Please write a few sentences explaining why you believe your recommendation is in the City's best interest. This paragraph will be used to assist in preparation of the Council Report or memo to management.

This contract is a discount off of list. This contract has a two year term, this renewal will be for year three.


Procurement Officer


I concur, Matt Bauer

6-1-15
Date

5-1-15
Date

Jess Romney

From: Bids <Bids@baker-taylor.com>
Sent: Wednesday, May 20, 2015 11:51 AM
To: Jess Romney
Cc: Brandon Williams; Angela Spadaro; Anita Glover
Subject: RE: 2013129 Library Books, Spoken Word, DVDs & Digital Media

Hello Jess,

We would be pleased to continue the agreement with the same terms and conditions.

Please let me know if I can supply any other information.

Thanks!
Lee Ann

Lee Ann Queen
Director – Pricing Services
Baker & Taylor
2550 West Tyvola Road – Ste. 300
Charlotte, NC 28217

Telephone: 800-775-7930, ext. 3245
Fax: 704-998-3260
E-Mail: QueenL@baker-taylor.com

From: Jess Romney [Jess.Romney@MesaAZ.gov]
Sent: Wednesday, May 20, 2015 11:51 AM
To: Bids; Anita Glover
Cc: Brandon Williams; Angela Spadaro
Subject: 2013129 Library Books, Spoken Word, DVDs & Digital Media

City of Mesa Contract number 2013139 for Library Books, Spoken Word, DVDs & Digital Media will expire on August 31, 2015. Mesa is considering a one year renewal of this contract.

Would your firm be willing to renew this contract at the same terms and conditions for one additional year? (September 1, 2015 thru August 31, 2016)

Thanks
Jess Romney, CPPB
Procurement Officer
City of Mesa
Phone: 480 644-5798
Fax: 480 644-2655
Jess.romney@mesaaz.gov
Work hours: Mon. – Thu. 7 a.m. – 6 p.m.
Closed Fridays



“As of July 1st, 2014, all vendors who are not registered in Vendor Self Service (VSS) will no longer receive solicitation notifications. To register, please go to: <http://mesaaz.gov/vendor/>”

TERM CONTRACT RENEWAL WORKSHEET

Date: 3/10/2015 Contract Name: 2013139 Library Books, Spoken Word, DVDs & Digital Media

Vendor: Baker & Taylor Books Expires On: 8/31/2015 Renewal Option: one (1) Year

PART ONE - QUESTIONS FOR THE USING DEPARTMENT

Review the following questions and comment on each as it relates to the renewal option being considered:

- 1. Has the vendor provided products/services that met our specification? Yes
2. Has the vendor made timely deliveries and/or responded to our requests for service promptly? Yes
3. Are invoices accurate and timely? Yes
4. Has usage increased or decreased enough to consider rebidding? (25% is a good rule of thumb) No

Present Annual Usage \$ 95,000

Projected Annual Usage \$ 265,000

Funding Information: F410 1101 1146 3117
Page No. / Object Code and/or Line Item No. / Dept No.

- 5. Are you aware of any new suppliers who did not bid on the original contract and who might be competitive now? No

- 6. Purchasing will obtain a renewal quotation from the contractor/supplier unless you wish to rebid this contract instead. Do you wish to renew this contract? (Yes or No) Yes
(If you indicated "No", Purchasing will contact you with instructions on rebidding).

If you wish to renew this contract and the vendor requests a price increase, you will be contacted later for a second and final approval. However, do you wish to be contacted for a second and final approval even if there is no price increase and everything remains the same? (Yes or No) Yes

- 7. If the projected annual usage has increased (item 4), have you changed the quantities on the bid form to reflect the increase? If not, please do so before returning this worksheet.

Brandon Williams 4/9/2015 Date

I concur, Heather Wolf 4/9/2015 Date

I concur, Jess Romney 4-9-15 Date

VENDOR INFORMATION

Company Legal/Corporate Name Baker & Taylor Inc

Doing Business As (if different than above) _____

Address 2550 West Tyvola Road Suite 300

City Charlotte State NC Zip 28217

Phone 800-775-1800 Fax 704-998-3260

E-Mail Address bids@baker-taylor.com Website www.baker-taylor.com

Taxpayer Identification Number 56-1761729 DUNS # 78-772-4772

Remit to Address (if different than above) _____ Order from Address (if different from above) _____

Address Baker & Taylor, Inc P O Box 277930

Address Please see Attachment E for appropriate ordering addresses

City Atlanta State GA Zip 30384-7930

City _____ State _____ Zip _____

Contact for Questions about this proposal:

Name Julie Jackson Fax 704-998-3260

Phone 800-775-7930 ext 3122 E-Mail Address bids@baker-taylor.com

Day-to-Day Project Contact (if awarded)

Name Anita Glover Fax 704-775-1300

Phone 800-775-1200 ext 2767 E-Mail Address anita.glover@baker-taylor.com

Sales/Use Tax Information (check one)

Proposer is located outside Arizona and does NOT collect Arizona State Sales/Use Tax (The City will pay use tax directly to the AZ Dept of Revenue)

Proposer is located outside Arizona is authorized to collect Arizona Sales/Use Taxes (The Proposer should invoice the applicable sales tax and remit to the appropriate taxing authorities)

State Sales Tax Number _____
City Sales Tax Number _____ City of _____, AZ
Sales Tax Rate _____

Proposer is located in Arizona (The Proposer should invoice the applicable sales tax and remit to the appropriate taxing authorities)

State Sales Tax Number _____
City Sales Tax Number _____ City of _____, AZ
Sales Tax Rate _____

Certified Small Business Certifying Agency _____

Certified Minority, Woman or Disadvantaged Business Enterprise Certifying Agency _____

Lee Ann Queen *Lee Ann Queen*
Lee Ann Queen / Director of Pricing