



CONTRACT RENEWAL LETTER

Date: November 17, 2023
Contract #: UCPJMU5842
Service: Monographic Services
Renewal Period: 1/29/2024 to 1/28/2027
Renewal #: 1 of 2 Three-Yr
Issued By: James Madison University
Dana Simmers, Buyer Senior Ph: 540-568-5113
Fx: 540-568-7935

Contractor: Yankee Book Peddler, Inc. dba GOBI Library
Solutions from EBSCO
Attn: Kate Hartnett
999 Maple Street
Contoocook, NH 03229

Contract Administrator: Sarah Pritchard, Libraries & Educational
Technologies

Description of Renewal Notice:

In accordance with the renewal provision of the original contract all terms, conditions, and specifications of the original contract remain the same during the contract renewal period, along with any modifications that have been incorporated up until this point.

Pursuant to this renewal agreement, the language in Section 2(C)(iv) of the contract pricing schedule is hereby replaced with the language below:

*“A transportation surcharge will apply. The surcharge will be assessed on the total book invoice per shipment (excluding cataloging and processing fees as well as electronic content). Yankee Book Peddler, Inc. dba GOBI Library Solutions from EBSCO will continue to evaluate this policy as market conditions change. Current surcharge information will be updated on Yankee Book Peddler, Inc. dba GOBI Library Solutions from EBSCO’s website, www.gobi3.com. The minimum transportation surcharge will be \$1.00, and the maximum transportation surcharge shall be \$75.00 per invoice. **The surcharge will not apply on any sub-account being charged freight.**”*

The updated contract pricing schedule is attached to this renewal.

Vendor will provide a list of any orders placed by member libraries that are still pending within 60 days of this renewal’s expiration date of 1/28/2027.

Return one executed renewal notice to my attention within ten days.

Yankee Book Peddler, Inc. dba GOBI Library
Solutions from EBSCO

James Madison University

By:



Kate Hartnett

Name (print)

Vice President, Finance and Accounting 11/21/23

Title

Date Signed

By:



Dana Simmers, CUPO

Name (print)

Buyer Senior

Title

11/17/23

Date Signed

Contract #: UCPJMU5842

Contractor: Yankee Book Peddler, Inc. dba GOBI Library Solutions from EBSCO

Renewal Period: 1/29/2024 – 1/28/2027

Commodity: Monographic Services

1. Contract Pricing: Contractor shall extend the following pricing and discounts to VASCUPP schools and all Virginia higher education institutions that elect to use this contract cooperatively.
 - a. The first annual period of the contract (January 29, 2021- January 28, 2022) shall have a discount structure based on an expenditure level of \$5,000,000 -\$6,999,999. For each subsequent annual period of the contract, the discount structure shall be determined by the collective expenditures of all Virginia higher education institutions accessing this contract during the previous calendar year (January 1-December 31). The Contractor shall provide a report to James Madison University at the end of each calendar year that provides detail on the previous calendar year's total contract sales broken down by institution and resource category.

Expenditures up to \$ 1,999,999	Discount off Publisher's List Price
Approval Plan US and UK (print)	17% US/ 7% UK plus freight
Firm Orders US and UK (print)	17% US/ 7% UK plus freight
Standing Orders (print)	8% US/ 5% UK plus freight
E-books- exempt from regular discounts. All e-books are sold at publisher's list price without markup	0% (1% credit incentive*)
Expenditures of \$ 2,000,000-\$3,999,999	Discount off Publisher's List Price
Approval Plan US and UK (print)	18% US/ 8% UK plus freight
Firm Orders US and UK (print)	18% US/ 8% UK plus freight
Standing Orders (print)	9% US/ 6% UK plus freight
E-books- exempt from regular discounts. All e-books are sold at publisher's list price without markup	0% (1.5% credit incentive*)
Expenditures of \$4,000,000-\$4,999,999	Discount off Publisher's List Price
Approval Plan US and UK (print)	19% US/ 9% UK plus freight
Firm Orders US and UK (print)	19% US/ 9% UK plus freight
Standing Orders (print)	10% US/ 7% UK plus freight
E-books- exempt from regular discounts. All e-books are sold at publisher's list price without markup	0% (2% credit incentive*)
Expenditures of \$5,000,000-\$6,999,999	Discount off Publisher's List Price
Approval Plan US and UK (print)	20% US/ 11% UK plus freight
Firm Orders US and UK (print)	20% US/ 11% UK plus freight
Standing Orders (print)	11% US/ 9% UK plus freight
E-books- exempt from regular discounts. All e-books are sold at publisher's list price without markup	0% (2.5% credit incentive*)
Expenditures of \$7,000,000+	Discount off Publisher's List Price

Approval Plan US and UK (print)	20.5% US/ 11.5% UK plus freight
Firm Orders US and UK (print)	20.5% US/ 11.5% UK plus freight
Standing Orders (print)	11.5% US/ 9.5% UK plus freight
E-books- exempt from regular discounts. All e-books are sold at publisher's list price without markup	0% (3% credit incentive*)
<p>* GOBI ebook Incentive – Contractor shall provide universities that purchase \$50,000+ worth of ebooks in a given contract year with a percentage credit of that total (based on the tiered discount structure) that shall be applied to that institution's subsequent purchases in the next contract year.</p>	
<p>Discount Exceptions:</p> <ul style="list-style-type: none"> • Titles from publishers on the "List Price Publisher's" list. • Titles imported directly from overseas on the library's behalf. • Titles purchased through OP Choice. • Titles where Contractor receives a short discount from the publisher. Short discount titles will have a 15% service fee added to the publisher's list price, with a \$10 minimum and \$25 maximum. 	

- b. GOBI Subscription Services- all fees waived for the initial three (3) years of the contract subject to negotiation at renewal (with the exception of Reviews).
 - i. Reviews Annual Subscription: \$570
- c. Shipping- shall be FOB Destination:
 - i. Libraries spending \$30,000 or more in the previous contract year shall have weekly domestic shipping at no cost. For the first year of the contract, spend will be determined by the estimated yearly spend.
 - ii. Libraries that spend less than \$30,000/year may elect bi-weekly shipping at no cost or weekly shipping with an additional freight charge of 5% of the book invoice (excluding cataloging fees, processing fees, and electronic content).
 - iii. Books shipped from Contractor's UK warehouse will have an additional freight charge of 6% of the book invoice (excluding cataloging fees, processing fees, and electronic content).
 - iv. A transportation surcharge will apply. The surcharge will be assessed on the total book invoice per shipment (excluding cataloging and processing fees as well as electronic content). Yankee Book Peddler, Inc. dba GOBI Library Solutions from EBSCO will continue to evaluate this policy as market conditions change. Current surcharge information will be updated on Yankee Book Peddler, Inc. dba GOBI Library Solutions from EBSCO's website, www.gobi3.com. The minimum transportation surcharge will be \$1.00, and the maximum transportation surcharge shall be \$75.00 per invoice. **The surcharge will not apply on any sub-account being charged freight.**
 - v. Rush Shipping
 - 1. Rush ground shipping placed on GOBI shall not incur additional fees.
 - 2. Rush next-day or second-day delivery fees will be passed along to the Purchasing Agency at cost.
- d. Holdings Loan Service:
 - i. Three (3) holdings loads per contract year at no cost
 - ii. Four (4) or more holdings loads per contract year- \$515/year
- e. Demand Driven Acquisition (DDA)/Patron Driven Acquisition (PDA) programs- annual subscription fees waived.

- f. BookZone Out-of-Print/Out-of-Stock Acquisitions- Publisher's list price less a 5% discount and plus a 15% service fee.
 - g. Technical Services Pricing- see attached *Schedule 1- GOBI Library Solutions Technical Services Price List*
 - h. No other fees shall apply other than those identified.
2. Invoicing shall include:
- a. Percentage discount for each item
 - b. Publisher list price for individual titles
 - c. Unit discounted price