



U N I V E R S I T Y O F  
**SOUTH CAROLINA**

AMENDMENT NO. 2

**TO:** ALL VENDORS

**FROM:** Bruce Breedlove, CPPB

**SUBJECT:** USC-RFP-0672-BB  
PROVIDE BOOKSTORE OPERATIONS FOR THE UNIVERSITY OF SOUTH  
CAROLINA

**DATE:** September 20, 2005

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This Amendment No. 2 modifies the Request for Proposals only in the manner and to the extent as stated herein.

- 1. Attached are answers to questions submitted.**
- 2. The deadline for the receipt of responses remains at September 26, 2005 at 2:30 PM.**

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OFFERORS SHALL ACKNOWLEDGE RECEIPT OF THIS AMENDMENT IN THE SPACE PROVIDED BELOW AND RETURN IT WITH THEIR RESPONSE.

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Date

**ANSWERS TO QUESTIONS**  
**USC-RFP-0672-BB**  
**PROVIDE BOOKSTORE OPERATIONS FOR**  
**THE UNIVERSITY OF SOUTH CAROLINA**

**BARNES & NOBLE (Lancaster Bookstore)**

**1. (RFP Section 2, Part 4.2-e(5), Page 31)**

**The contractor shall be responsible for the disposition of any and all surplus books or other distressed merchandise acquired by the Bookstore prior to the contract or subsequently by the Contractor, regardless of the cause.**

Barnes & Noble will be pleased to purchase your bookstore inventory under the following standard industry guidelines.

**New Textbooks**

All new textbooks (in quantities not exceeding normal course requirements) formally adopted for the following term and on hand at the time of inventory will be purchased by Barnes & Noble at cost.

All excess textbooks not accepted for return will be purchased by Barnes & Noble at the current wholesale price.

In determining overstock for adopted textbooks, new textbooks will take preference over used. For example, if the adoption for the ensuing term calls for 40 texts and the bookstore has 30 used texts on hand and 15 new texts on hand, then five of the used texts would be considered overstock.

**Used Textbooks**

At the time of inventory, all used textbooks on hand that are formally adopted for the next term (in quantities not exceeding normal course requirements) will be purchased at cost.

All excess adopted used textbooks will be purchased by Barnes & Noble at the current wholesale price.

**Trade, Paperback, Technical, and Reference Books**

All trade, paperback, technical, and reference books in clean and saleable condition, less than 6 months old, will be purchased by Barnes & Noble at cost.

Books not in clean and saleable condition or more than 6 months old will be set aside and purchased by Barnes & Noble at a mutually agreeable price.

**School Supplies and General Merchandise**

This category includes all items not previously mentioned including soft goods, art supplies, office supplies, general supplies, greeting cards, stationary, etc.

All of the above supplies and merchandise in clean and saleable condition, up to a 6-month supply, will be purchased by Barnes & Noble at cost. (Greeting cards in the excess of a 6-month inventory will be purchased at 50% of cost.)

Items not in clean and saleable condition or more than 6 months old will be set aside and purchased by Barnes & Noble at a mutually agreeable price.

## **Repurchase of Inventory**

Should the University of South Carolina Lancaster terminate the bookstore operations contract, then the University of South Carolina Lancaster shall repurchase (or require a new contractor to repurchase) the bookstore inventory under the same terms as purchased by Barnes & Noble.

## **Payment of Inventory**

Barnes & Noble is pleased to pay the University of South Carolina Lancaster for all inventory in two equal payments:

50% within 60 days after the completion of a physical inventory, and  
50% within 120 days after the completion of that inventory.

## **Answer:**

**USC Lancaster will agree to Contractor's stipulations under (RFP Section 2, Part 4.2-e(5), Page 31) with the following exceptions. USC Lancaster will be notified of excess book inventories above the normal course requirements in a timely manner to allow for the return of books to the bookseller without penalty. In the event of the termination of the contract by USC Lancaster, before the end of the contract period, USC Lancaster will agree to purchase inventory in an amount equal to the inventory purchased by the contractor at the beginning of the contract period plus an amount equal to the annual increase in the Producer Price Index for Book Publishers: Textbooks, or require a new contractor to purchase bookstore inventory. Cost, as specified by contractor in above statements, refers to USC Lancaster's cost.**

## **2. (RFP Section 2, Part 4.2-h(1), Page 31)**

**If the book is to be used by the University course(s) the following academic term, the buy back amount paid for a book in saleable condition must be a least 50% of the retail price of a new book.**

We have developed a buyback strategy that meets the national industry standard and has been well embraced by students across the country. Based on this proven strategy, Barnes & Noble will be happy to buy books back from your students under the following terms:

At 50% of the selling price, if the bookstore has been notified that the book will be used the following term and if the store is not overstocked.

In the absence of such notification, or if the book is not going to be used the following term, or is to be replaced shortly by a revised edition according to an announcement of the publisher, we will buy back the book at the highest national wholesale price.

At up to 25% of the selling price for pocket-sized or pre-priced paperbacks.

## **Answer:**

**USC Lancaster agrees to contractor's stipulation and is willing to change this requirement to provide as follows:**

If the book is to be used by the University course(s) the following academic term, the buy back amount paid for a book in saleable condition must be a least 50% of the selling price, if the bookstore has been notified that the book will be used the following term and if the store is not overstocked.

In the absence of such notification, or if the book is not going to be used the following term, or is to be replaced shortly by a revised edition according to an announcement of the publisher, we will buy back the book at the highest national wholesale price.

At up to 25% of the selling price for pocket-sized or pre-priced paperbacks.

**3. (RFP Section 2, Part 7-A, Page 37)**

Offeror shall provide a detailed description of its general background, experience, and qualifications to operate the USC Lancaster Bookstore. Information on relevant experience must be provided, including the total number of contracted bookstore operations at all university campuses, total sales volume for the most recent academic year by university location, and other information believed to demonstrate qualifications.

Unfortunately, it has been our policy to not release confidential sales and financial information for our college and university partners, however we encourage you to speak to our references and inquire about the upward effect a partnership with Barnes & Noble has had on their bookstore sales.

**Answer:**

USC Lancaster agrees to contractor's stipulation and is willing to change this requirement to provide as follows:

**A. Offeror shall provide a description of its general background, experience and qualifications to operate the USC Lancaster Bookstore. Information on relevant experience must be provided, including the total number of contracted bookstore operations at all university campuses.**

**4. (RFP Section 2, Part 7-B, Page 37)**

Offeror shall provide a list of five (5) university references where the offeror is currently operating bookstores on campuses similar in size to the student population of the USC Lancaster Campus. References must include name and location of university, size of student body, dates of service, total annual sales for each of the last five years of operations, and the university contact person's name, telephone number and email address.

We would be pleased to give you a list of our references; however, it has been our policy to not release confidential sales and financial information for our college and university partners, however we encourage you to speak to our references and inquire about the upward effect a partnership with Barnes & Noble has had on their bookstore sales.

**Answer:**

USC Lancaster agrees to contractor's stipulation and is willing to change this requirement to provide as follows:

**B. Offeror shall provide a list of five (5) university references where the offeror is currently operating bookstores on campuses similar in size to the student population of the USC Lancaster Campus. References must include the name and location of the University, size of the student body, dates of service, and the name, email address and telephone number of the staff person at the University who oversees the contract.**

**5. (RFP Section 2, Part 7-C, Page 37)**

**Offeror shall provide a list of all university accounts that have experienced a decrease in total annual revenues for FY 04-05 over FY 03-04, along with the total sales amounts for each of these years.**

Unfortunately, it has been our policy to not release confidential sales and financial information for our college and university partners, however we encourage you to speak to our references and inquire about the upward effect a partnership with Barnes & Noble has had on their bookstore sales.

**Answer:**

**USC Lancaster agrees to contractor's stipulation**

**6. (RFP Section 2, Part 7-I(6), Page 38)**

**Provide the average of used textbook vs. new textbook sales of the five (5) University references in PART SEVEN, B above.**

Unfortunately, it has been our policy to not release confidential sales and financial information for our college and university partners, however we encourage you to speak to our references and inquire about Barnes & Noble's successful used textbook program on each campus.

**Answer:**

**USC Lancaster agrees to contractor's stipulation and is willing to change this requirement to provide as follows:**

**Replace RFP Section 2, Part 7-I(5-8), Page 38 to read:**

**Offeror shall provide information about their access to, and sale of, used textbooks.**

- 1. Describe access to used textbooks.**
- 2. Identify the specific textbook wholesale buying guide recommended for use when determining buy back value of textbooks not being used at USC the following semester.**

**7. (RFP Section 2, Part 7-I(7), Page 38)**

**The average of used books purchased through buyback from students as a percentage of total used books purchased for the five (5) University references mentioned in PART SEVEN, B. above, if available.**

Unfortunately, it has been our policy to not release confidential sales and financial information for our college and university partners, however we encourage you to speak to our references and inquire about Barnes & Noble's successful used textbook program on each campus.

**Answer:**

**USC Lancaster agrees to contractor's stipulation, refer to answer for Question #6 above.**