



Store Members, Vendors to Gather for NEBC Annual Meeting

The New England Buying Consortium's (NEBC's) Annual Bid Review and Business Meeting takes place Feb. 10-12, 2012, at the Holiday Inn Manchester Airport in Manchester, N.H.

Ed Burda, NEBC president and director of campus services, Alderson-Broaddus College in Philippi, W. Va., said that he expects directors/buyers from more than 30 member stores to attend, as well as approximately 40 vendors representing categories including school supplies, apparel, electronics, store supplies and textbooks.

"Store attendees participate in the process of selecting the vendors, which is always beneficial," he explained. "You get more involved; you get a hands-on approach to how we do it. You can actually see ahead of time what the deals are going to be.

"As far as vendors, they get to interact with store members, and they are able to present their products to us in a given timeframe."

NEBC pays expenses for the hotel and meals for the first 40 members to attend. As an added incentive, their \$75 yearly membership dues are waived for 2012 for attending the meeting.

BID REVIEW FORMAT

NEBC sends out between 150-200 bid requests to vendors each year, and vendors who want to submit proposals are encouraged to do so in a timely fashion.

Burda noted that vendors must submit their proposals to him by 4 p.m. ET on Friday, Jan. 27, for a price of \$300. Vendors who submit their proposals by the early-bird deadline of Jan. 13 will only pay \$200 for the bid, a savings of \$100. He expects an estimated 70 proposals to be submitted by the end of January.

Although it is not required, any vendors that would like to make presentations before the committee are invited to do so on Saturday, Feb. 11, to attending NEBC members.

For the third straight year, buyers will attend an eight-minute presentation from every vendor responding to the request for proposals (RFPs).

"We tell the vendors they have eight minutes to make their presentations, they get up and explain to us what they're offering, the benefit to the membership vs. to the non-membership, that's really what we're looking for," Burda explained. "It's not so much a presentation of the product, but what the benefit of their product is to the membership.

"Whether a store wants to buy from an NEBC-approved vendor, that's up to the store.

We just want to make sure they have an opportunity to buy at a lower price or at a substantial savings."

Following lunch, at least 30 tabletop displays will be set up in the hotel. Vendors will be able to speak directly to bookstore directors/buyers about their products during the one-hour forum.

"It's a great way to see new stuff," Burda noted. "Members can actually talk to the vendors and the vendors can tell them about their products."

Once the tabletop display session concludes, the catalog review process gets under-

way and runs from Saturday evening through Sunday morning, Feb. 12.

NEBC members are broken down into committees, based on what their product category interests are, and they review every RFP submitted.

"They weigh the benefits to the membership vs. to the non-membership," Burda said.

At the conclusion of bid reviews, each committee presents its recommendations, to the entire membership in attendance, to accept or reject a vendor. Finally, a vote takes place that Sunday morning on whether or not to accept the company as an NEBC vendor partner.

—CSE



Tabletop display presentations at NEBC's annual meeting will allow potential vendor partners to talk about their products.

(PHOTO COURTESY OF NEBC)

New England Buying Consortium

NEBC ANNUAL BID REVIEW AND BUSINESS MEETING: IN MANCHESTER,
NEW HAMPSHIRE, FEB. 10-12, 2012

2012 HIGHLIGHTS

Board of Directors: 12 seats (plus two non-voting members, past-president and president emeritus)

Members: 315 institutionally operated stores

States: 37 and District of Columbia

Participating Vendors: 60 (for period from March 1, 2011, through Feb. 28, 2012)

Founded: 1992 by 13 institutional stores throughout New England

Expansion: 1994, membership opens to other states

Fees: \$75 for store membership; \$200 (before Jan. 13)/\$300 for vendors to submit a proposal for consideration by members at the February meeting

Website: www.nebc1.org

President: Ed Burda, director of campus services, Alderson-Broaddus College, Philippi, W. Va.

President-Elect: Dianne Holmes, merchandise manager, The University of Maine Bookstore in Orono