

ABRAHAM ASSOCIATES

PUBLISHERS' REPRESENTATIVES

(Updated May 31, 2011)

OUR PUBLISHERS

Adventure Publications
Albert Whitman & Co.
§ Amber Lotus Publishing
ART BOOK | D.A.P.
(Distributed Art Publishers)
Book Sales
Candlewick Press
Career Press & New Page Press
Chronicle Books
Consortium Book Sales &
Distribution
Continuum
Crabtree Publishing
Creative Publishing International
(Part of Quayside Publishing Group)
Indiana University Press
Inner Traditions
I.P.M.
(International Publishers Marketing)
Large Print Press
(Part of Cengage Learning)
Lerner Publishing Group
Liturgical Press
Lonely Planet
LSU Press
Moleskine
(Distributed by Chronicle Books)

Motorbooks Inc.
(Part of Quayside Publishing Group)
Oxford University Press
Peter Pauper Press
§ Pomegranate
Potomac Books
Princeton University Press
Quayside Publishing Group
Red Wheel / Weiser
(Including Hampton Roads)
Rutgers University Press
SCB Distributors
Sleeping Bear Press
(Part of Cengage Learning)
§ Tide-mark
Unbridled Books
University of Arizona Press
University of California Press
University of Illinois Press
University of New Mexico Press
University of North Carolina Press
UPNE
(University Press of New England)
Videohound
(Part of Cengage Learning)
† W.W. Norton & Co.

SALES REPS

Stu Abraham
(accounts in MI & MN)
Roy Schonfeld
(OH, MI, IN, KY)
Steve Horwitz
(IA, MN, ND, SD, NE, KS)
John Mesjak
(IL, IN, MI, MO, WI)

OFFICE STAFF

Juliet Patterson
Ted Seykora

HOW TO CONTACT US

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† = to selected accounts
§ = especially calendars

ABRAHAM ASSOCIATES

Fall 2011 – Retail Terms

NEW = NEW PUBLISHER THIS SEASON

FF = FREE FREIGHT IS OFFERED BY THIS PUBLISHER, THOUGH A MINIMUM QUALIFYING ORDER MAY BE REQUIRED.

1 – 9 units.....	40%
10+ units	50%
500+ copies (single title only).....	55%

SHORT DISCOUNT / NON-RETURNABLE TITLES

20%, 30%, 40%, 50% depending upon the title

STANDING ORDERS – RETURNABLE:

3+ units	45%
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STANDING ORDERS – NON-RETURNABLE:

1 – 9 units.....	40%
10+ units	50%

ADVENTURE PUBLICATIONS

Fall 2011 Special Offer

REP SPECIAL: 45% & FF

Offer good one 1 order per season. No minimum, order must be placed through rep. Non-returnable = 50% & FF.

RETURNABLE:

1+ units	20%
5+ units	40%
10+ units	45%

NON-RETURNABLE:

5+ units.....	50%
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CALENDARS:

Returnable.....	50%
Non-returnable.....	55%

NOTECARDS:

Non-returnable.....	50%
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ALBERT WHITMAN & CO.

FF

New Terms, as of Jan. 1, 2010.

RETURNABLE

1 – 9 units.....	40%
10+ units.....	45% & FF

AMBER LOTUS

Books, Journals, Decks

1+ units	50% NR or 45% Ret
5 – 99 units	50% NR or 47% Ret
100+ units.....	53% NR or 50% Ret
STOP orders.....	20%

Calendars

1 – 47 units	50% NR
48 – 95 units	53% NR or 45% Ret
96 – 191 units.....	55% NR or 50% Ret
192 – 479 units.....	58% NR or 55% Ret
480+ units.....	60% NR or 55% Ret

Cards & Box Sets

Non-returnable.....	50%
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ART BOOK | D.A.P.

DISTRIBUTED ART PUBLISHERS

RETAIL RETURNABLE:

1 – 4 units.....	20%
5+ units.....	45%

SPECIALTY NON-RETURNABLE:

BOOK SALES

ALL ORDERS ARE NON-RETURNABLE:

\$200 net minimum order	50%
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CANDLEWICK PRESS

FF

Fall 2011 Special Offers

CHIRP! PROGRAM: 20+ UNITS ACROSS FALL 2011 REP PICKS = 50% & 90 DAYS DATING.

Reason code: EC8, Promo Code RCP008 for EDI

RETAIL BACKLIST OFFER: 50+ BL UNITS ACROSS AT LEAST 10 TITLES = 50% & 90 DAYS DATING.

Offer good on 1 order only invoiced between 6/1/11 and 11/15/11.

Reason code: EC1. Promo code: RCP001

FALL 2011 DISPLAY OFFER

50% and 90 days dating on Fall '11 displays. Reason Code: ECP
Promo Code: RCP012

CAOLYN MACKLER BACKLIST SPECIAL

5+ units of eligible titles earns +5% or \$0.50 per book placement allowance. Good for one order between 09/15/2011 and 11/30/2011. Reason code: ECF, Promotion Code: RCP019

Eligible Titles:

- The Earth, My Butt, and Other Big Rounds Things (HC)9780763619589
- The Earth, My Butt, and Other Big Rounds Things (PB)9780763620912
- Guyaholig (HC)..... 9780763625375
- Guyaholig (PB)..... 9780763628017
- Vegan, Virgin, Valentine (HC)..... 9780763621551
- Vegan, Virgin, Valentine (PB)..... 9780763626136

HOT LIST MONTHLY OFFER: ORDER 25+ BOOKS FROM MONTHLY TOP 100 POS BESTSELLER LIST = 48%

RETURNABLE:

1+ units	46% & FF
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CALENDARS:

Returnable	55%
Non-returnable	60%

\$100 retail value minimum order

CAREER PRESS/NEW PAGE BOOKS

FF

Fall 2011 Special Offer

FALL SPECIAL: 20+ UNITS = 50% & FF

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Fall 2011 – Retail Terms

Good through end of August. Make sure order has the note "Fall Special."

RETURNABLE:

1 – 9 units 40%
10 – 19 units 43% & FF
20+ units 47% & FF

CENGAGE LEARNING

FF

INCLUDING: SLEEPING BEAR PRESS, LARGE PRINT PRESS, CHRISTIAN LARGE PRINT, VIDEOHOUND

Fall 2011 Special Offers

RETAIL STOCK OFFER: 25+ BL UNITS = 50%

Order 25+ assorted backlist units (SBP, LPP or Walker titles released before) and receive 50% discount. Orders must be for backlist only. POs combining frontlist and backlist will not be accepted. Orders must be sent to Scott Rogers. Offer available 06/01/2011 – 10/31/2011

* Order must use Source Code **SBP04311** as PO prefix.

RETURNABLE:

No minimum 47% & FF

NON-RETURNABLE:

No minimum 50% & FF

BLACKBIRCH PRESS TITLES:

No minimum 55% Returnable

CHRONICLE BOOKS

FF

Fall 2011 Special Offers

FRONTLIST DISPLAY QUANTITY SPECIAL

Order 5+ of eligible title and receive +3%. Titles can combine with non-eligible titles on a single PO, however, a minimum of 24 non-eligible units are required for discount minimums. Use promo code:

FALL11

Eligible titles:

INCLUDING: BLUE APPLE, LAURENCE KING, PRINCETON ARCHITECTURAL PRESS & CREATIVE PUBLICATIONS

All product combines for same discount except Moleskine and Calendars (see below for special terms).

RETURNABLE:

1 – 23 units 25% & FF
24+ units 46% & FF

NON-RETURNABLE:

1 – 23 units 25% & FF
24 – 99 units 48% & FF
100+ units 50% & FF

AUTHOR EVENT ORDERS:

24+ units 50% & FF
Author event orders are returnable for all accounts, regardless of account returnable/nonreturnable status.

Calendars

RETURNABLE:

1 – 23 units 25% & FF

24+ units 48% & FF

NON-RETURNABLE:

1 – 23 units 25% & FF
24+ units 53% & FF

Moleskine

Must use separate PO and meet 24-unit minimum per PO. Moleskine products do NOT ship FF (FOB Lebanon, IN) and are always non-returnable.

MOLESKINE 2012 PLANNERS SPECIAL

Order Moleskine 2012 Planners by February 28, 2011 to receive +2% and extended dating to December 1, 2011. Promo code: MSPLAN

MOLESKINE 2011 PLANNERS SPECIAL

POs for remaining stock of 2011 Moleskine Planners will receive +10%. Promo code: MSPL11. Order must meet 24 unit minimum. Offer is valid until planners are sold out.

NON-RETURNABLE ONLY:

24+ units 50%

PER TITLE MINIMUMS:

Blank Notebooks 4 piece / ISBN
City Planners 1 piece / ISBN
Folio Notebooks 2 piece / ISBN
Moleskine Passions 1 piece / ISBN

CONSORTIUM

FF

CONSORTIUM BOOK SALES & DISTRIBUTION

Fall 2011 Special Offer

REP PICKS SPECIAL

5+ copies of eligible title: 50% and FREE FREIGHT. Order must be submitted via email to Perseus with rberger@cbsd.com copied. Use promo code CRPF11

•The Recipe Project 9781936787005
•Trick of the Dark 9781932859829
•Country of the Bad Wolves 9781935955030
•Los Angeles Stories 9780872865198
•50 Things Not Supposed Know: Religion .. 9781934708699
•This is US: The New All-American 9781935259343
•The Taste of Molecules 9781558617520
•The Liminal People 9781931520331
•Inflight Science: Guide Airplane Window . 9781848312418
•Broken Irish 9781933527505

THEATRE COMMUNICATIONS GROUP 50TH ANNIVERSARY SPECIAL

10+ assorted, eligible titles receives 50% discount. Offer good for returnable retailers. Place qualifying order on stand-alone PO, marked with promo code: **CTCG50**, and CC: Ruth Berger. Offer good 06/01/2011 to 08/31/2011

Eligible titles:

The American Theatre Reader: Essays and Conversations .. 9781559363464
Angels in America, Part One: Millennium Approaches 9781559360616
August Wilson Century Cycle 9781559363075
August: Osage County 9781559363303
The Clean House and Other Plays 9781559362665
Doubt 9781559362764
Dramatists Sourcebook 26th Edition 9781559363778
Into the Woods 9780930452933
Next to Normal 9781559363709

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Fall 2011 – Retail Terms

Ruined.....	9781559363556
Statements	9780930452612
Swimming to Cambodia.....	9781559362542
The Viewpoints Book: Practical Guide to Viewpoints and Composition	9781559362412

CHILDREN'S TITLES SPECIAL

20+ assorted, eligible titles receives 50% discount. Place qualifying order on stand-alone PO, marked with promo code: **CKFW11**, and CC: Ruther Berger. Offer good: 06/01/2011 to 08/31/2011

Eligible Titles:

Easy Alphabet! / ¡Abecedario fácil!	9788493727307
Jungle Animals /Animales de la selva	9788493727314
Marina and the Little Green Boy / Marina y el niño verde ..	9788493727345
Sea Animals / Animales del mar	9788493727321
The Chicken Thief	9781592700929
Fox and Hen Together	9781592701094
People.....	9781592701100
Rooster's Revenge	9781592701124
Seasons.....	9781592700950
Riding on Duke's Train	9781935248064

RETURNABLE:

Trade Books.....	44% & FF
Short "X"	20% & FF
Library editions.....	20% & FF
Professional.....	35% & FF
CBSD Short Paper	35% & FF
Limited Editions (NR only)	40% & FF
Children's Merchandise.....	48% & FF
CBSD Arthouse (NR only).....	50% & FF

20+ unit order minimum on all POs. Titles from Perseus, PGW & Consortium combine for minimum. Consortium ships when \$100 net ship minimum is met. Unshipped orders combine with each weekly new title release to reach shipment minimum.

Whitelines, Blank Books & Notecards

RETURNABLE:

1 – 9 units	(General Trade) 44% & FF
10 – 99 units	48% & FF
100 – 249 units	50% & FF
250+ units.....	53% & FF

NON-RETURNABLE:

1+ units.....	54% & FF
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Calendars

1 – 99 units	53% & FF
100+ units.....	58% & FF

CONTINUUM

TRADE TITLES:

No minimum.....	47%
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ACADEMIC TITLES:

Paperback on dual editions	40%, no min
Hardcover on standalone editions	40%, no min
1-3 Hardcover on dual editions	40%
4+ Hardcover on dual editions	20%

CRABTREE

FF

Fall 2011 Special Offer

SPRING 2011 BUY EARLY AND SAVE

12+ titles receives 50% and Free Freight. Offer good through August 15, 2011 and must be placed through rep.

RETURNABLE:

12+ units	45% & FF
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INDIANA UNIVERSITY PRESS

Fall 2011 Special Offer

SEASONAL SPECIAL:

47% and Free Freight on a single order per season. No minimum. Good for trade and short discount titles, front and back list.

SPRING 2011 RETAILER BACKLIST PROMOTION:

20+ Backlist = 50%, Free Freight

Valid on all books published prior to 4/30/2011. Order must ship by 6/30/2011. Use source code: SBL11

RETURNABLE:

Trade (T).....	45%, no min
Short (S)	40%, no min
Library (L)	25%, no min
Text (X)	20%, no min
POD books.....	20%, no min

NON-RETURNABLE:

Trade (T).....	50%, no min
Short (S)	45%, no min
Library (L)	25%, no min
Text (X)	20%, no min
POD books.....	20%, no min

INNER TRADITIONS

Fall 2011 Special Offer

REP SPECIAL: 10+ UNITS FL & BL = 45% & FF

RETURNABLE:

1 – 4 units.....	20%
5 – 24 units.....	40%
25 – 49 units.....	42%
50 – 149 units.....	43%
150 – 249 units.....	44%
250 – 499 units.....	46%
500+ units	50%

AUDIO:

5+ units	50%
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DISPLAYS:

No minimum	50% & FF
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I.P.M.

INTERNATIONAL PUBLISHERS MARKETING

QT = TRADE DISCOUNT

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Fall 2011 – Retail Terms

1 – 4 units	43%
5 – 249 units	47%
250+ units	48%

AC = AUC CALENDARS

Returnable	60%, no min
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AU = AUC SHORT/ACADEMIC

Retail, no minimum	35%
Universities, no minimum	25%

DW = DUCKWORTH / SHORT DISCOUNT

Retail & Libraries	20%
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MW = MUSICAL TIMES

No minimum	20%
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LOUISIANA STATE UNIVERSITY PRESS

Fall 2011 Special Offer

FIRST ORDER OF SEASON: 45% TRADE; 40% SHORT + FF
Use source code: **04REPOFFER**.

RETURNABLE:

Trade, no minimum	45%
Academic Trade (AT), no minimum	35%
Short (S) and Super-Short, no minimum	20%

Trade accounts receive 40% on Short and academic trade titles when ordered through sales rep.

OXFORD UNIVERSITY PRESS

INCLUDING: KODANSHA, FORDHAM UNIVERSITY PRESS

Fall 2011 Special Offers

REP PICKS

Order 4+ copies of eligible titles to receive +3% discount. Offer available to all retail accounts.

The Great Sea	9780195323344
Collision Course	9780199836789
Hollywood Left and Right	9780195181722
Battle of Midway	9780195397932
Empire of Liberty (PB)	9780199832460
Empire of Liberty (HC)	9780195039146
Oxford Companion to Beer	9780195367133

VALID ON ALL BOOKS PUBLISHED TRADE (CODED 02,03,11):

1 – 24 units	40%
25 – 999 units	45%
1000+ units	47%

LEXICAL REFERENCE (CODED 12 & 13):

No minimum	48%
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AUDIO (CODED 10):

No minimum	52%
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All above categories combine for discount.

TRADE BIBLES (CODED 21):

1 – 4 units	40%
5 – 24 units	45%
25+ units	50%

SHORT DISCOUNT:

Law Titles (coded 07 or 17)	20%
Titles (coded 01, 04, 05, 5T, 06, 22, 41, 43)	20%
Sheet Music (coded 32)	33.3%
Scholarly Ref (coded 08)	15%
Net priced titles are coded 09	

AUTHOR EVENT DISCOUNT

10+ units	50%
Normal return status is not affected. Author must be present at event.	

Oxford Plan Details

TITLES CODED 01, 5T & 43:

1 – 9 units	40%
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LERNER PUBLICATIONS

FF

INCLUDING: KAR-BEN, ANDERSEN PRESS USA

Fall 2011 Special Offer

REP SPECIAL: 10+ UNITS = 45% & FF

RETURNABLE:

10+ units	43% & FF
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NON-RETURNABLE:

10+ units	47% & FF
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CALENDARS:

55% NR

LITURGICAL PRESS

RETURNABLE:

0 – \$99.99 retail	20%
\$100 – \$499.99	40%
\$500 – \$999.99	43%
\$1000 +	45%

LONELY PLANET

FF

Fall 2011 Frontlist Special

SPECIAL DISCOUNT FOR MULTIPLE ITEMS ON FRONTLIST TITLES

Order multiple copies of any frontlist title, and receive a special discount on that title.

2 copies = 50%, 3 copies = 52%, 5+ copies = 54%

RETURNABLE:

\$0 – \$4,999	44%
\$5,000 – \$9,999	45%
\$10,000 – \$24,999	46%
\$25,000+	47%

CALENDARS:

Returnable	55%, no min
Non-returnable	60%, no min

10+ units/order = FF. Discount based on previous year's net purchases.

LSU PRESS

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Fall 2011 – Retail Terms

10+ units 20%

TITLES CODED 06:

1 – 9 units 30%

SHEET MUSIC CODED 32 :

no minimum 40%

To qualify for the Oxford Plan you must place at least one backlist order of 25+ trade books each season. Oxford Plan accounts receive FREE FRT on their seasonal FL order if earned discount is below 47% (Use code: FFSA-478)

PETER PAUPER PRESS

FF

RETURNABLE:

1 – 35 units 47%

36+ units 47% & FF

NON-RETURNABLE:

1 – 35 units 50%

36+ units 50% & FF

HOLIDAY CARDS / CALENDARS:

24+ units 60% (NR only)

ITEM MINIMUMS:

Most products 3+ units / title

Bookmarks, gift bags, tissue paper order in 6's / title

Minimum first order: \$400 retail. New minimum reorder: \$300 retail. 36+ units earns FF.

POMEGRANATE

Calendar Terms

RETURNABLE:

24 – 249 units 45%*

250+ units 50%*

NON-RETURNABLE:

24 – 249 units 55%*

250+ units 60%*

CALENDAR TERMS DETAILS:

* Order before March 31 to receive a freight cap. Customers in CA, OR, WA, ID, WY, MT, NV, UT, AZ, NM, and CO receive a 5% freight cap. Customers in Alaska and Hawaii receive a 15% freight cap, customers in all other states receive a 7.5% freight cap.

* Net 30 (with approved credit). Pomegranate does not accept COD orders.

* Prepaid orders meeting the minimum order requirements, for customers in good standing, receive freight cap. Proof of payment must accompany order. (Accounts that we have put on Prepaid terms because of poor credit history do not qualify for freight cap.)

* Backorders must total 12 pieces or more. Backorders of less than 12 pieces are automatically canceled. Backorders receive a freight cap only if original order qualified for the freight cap.

CALENDAR RETURNS:

Returns on calendars are limited to 50% of the original invoice total. Calendar returns must be received in our warehouse by March 31. No returns will be accepted without a return authorization label. Only accounts paying within terms will be eligible for returns. Returns not adhering to the above requirements will be returned to the sender at the sender's expense.

Book Terms

NON-RETURNABLE ONLY:

1 – 12 units 50%

13 – 25 units 51%

26 – 50 units 52%

51+ units 53%

There is no minimum order on books. However, to qualify for the freight cap orders must be \$50.00 or more. Free Freight is offered on Net Orders of over \$500.

BOOK TERMS DETAILS:

* Book Freight Cap: Customers in: CA, OR, WA, ID, WY, MT, NV, UT, AZ, NM, and CO receive a 5% freight cap. Customers in Alaska and Hawaii receive a 15% freight cap, customers in all other states receive a 7.5% freight cap.

* Payment terms: "2-10-Net 30" (with approved credit). Payment is due in 30 days; 2% may be deducted if invoice is paid within 10 days. Pomegranate does not accept COD orders.

* Prepaid orders meeting the minimum order requirements, for customers in good standing, receive freight cap. Proof of payment must accompany order. Accounts that we have put on Prepaid terms because of poor credit history do not qualify for freight cap.

* Credit Card (VISA, MasterCard, Discover and American Express): No additional discounts are available for credit card orders. Credit card orders meeting the \$50.00 minimum receive a freight cap.

* Backorders: Freight charges on backorders are subject to the freight cap.

* ALL BOOKS ARE SOLD NON-RETURNABLE.

POTOMAC BOOKS

RETURNABLE:

1 – 4 unit 43%

5 – 249 units 47%

250+ units 48%

NON-RETURNABLE:

No minimum 50%

PRINCETON UNIVERSITY PRESS

RETURNABLE:

(T) Trade – Cloth & Paper 46% / 46%

(S) Short – Paper 20% / 43%

(S) Short – Cloth 20% / 40%

(J) Cloth & Paper 10% / 10%

(X) Cloth & Paper 25% / 25%

RETAIL / AGENCY

RED WHEEL WEISER

FF

INCLUDING: HAMPTON ROADS

ABRAHAM ASSOCIATES

Fall 2011 – Retail Terms

Fall 2011 Special Offers

SALES REPS' SEASONAL SPECIALS

- * 10+ FL Units = 47% & FF
- * 20+ FL / BL units = 50% & FF, 90 days dating
- * 3+ units of any FL title = 50%

RETURNABLE:

5 – 99 units	47%
100+ units	50%

QUAYSIDE

FF

INCLUDING:

CPI - Creative Publishing Imprints

Creative Publishing / Fair Winds / Quarry Books / Quiver Books / Rockport / RotoVision / Walter Foster

MBI - Motorbooks Imprints

Motorbooks / MVP / Voyageur / Zenith / Quayside Dist Services

MBI and CPI now combine for unit minimums

MBI and CPI may be combined on the same POs and work toward unit minimums

FREE FREIGHT OPTION

RETURNABLE:

15+ units	46% & FF
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NON-RETURNABLE:

15+ units	50% & FF
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CUSTOMER PAYS FREIGHT OPTION

RETURNABLE:

1-14 units	30%
15+ units	48%

NON-RETURNABLE:

1-14 units	30%
15+ units	52%

Calendars

RETURNABLE:

1-9 units	25%
10-2499 units	53%

NON-RETURNABLE:

1-9 units	40%
10-2499 units	60%

RUTGERS UNIVERSITY PRESS

Fall 2011 Special Offers

REP SPECIAL: ALL ORDERS SUBMITTED BY SALES REP = 46%

TRADE (T):

No minimum	46%
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ACADEMIC TRADE (F):

No minimum	40%
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SHORT DISCOUNT (S) & SUPER SHORT (SS)

No minimum	20%
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For (S) discounted books, a 40% discount will apply as follows:

- * all author appearances/ readings/ signings
- * pre-pub orders placed prior to the initial stock, regardless of quantity

Non-returnable accounts earn +3% to above terms.

SCB DISTRIBUTORS

Fall 2011 Special Offer

REP SPECIAL: 10+ UNITS FL & BL = 50%

Offer good on 1 order per ship-to per season. NO free freight.

Order must be submitted via an SCB Sales Rep. PO must be marked "50% Rep Direct Special"

RETURNABLE:

1 – 4 units	25%
5 – 199 units	46%
200+ units	48%

NON-RETURNABLE:

10+ units	50%
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BLANK BOOKS:

No minimum	50% NR
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CALENDARS:

5+ units	50% Ret OR 60%NR
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Net 30 days.

TIDE-MARK CALENDARS

FF

Calendars

RETURNABLE:

12 – 47 units	50%
48+ units	50% & FF

NON-RETURNABLE:

12 – 47 units	60%
48+ units	60% & FF

Calendars: 12+ units = FF if prepaid.

Cards

No minimum	50% (NR ONLY)
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Books

Returnable	47%
Non-returnable	50%

RETURNS:

Calendars: Front & back cover by 03/15. Call for authorization & instructions: 800-338-2508.

Books: Eligible from 90 days after publication to OP with invoice info (50% without invoice info).

UNBRIDLED BOOKS

FF

Special Offer

Order 5+ copies each of 2 frontlist titles and receive 52% & FF on those books.

ABRAHAM ASSOCIATES

Fall 2011 – Retail Terms

RETURNABLE:

1 – 9 units 42%
10+ units 45% & FF

NON-RETURNABLE:

10+ units 50% & FF

10+ assorted frontlist units receives 45% (returnable), 52% (non-returnable). Offer available on one order per store, retail accounts only. Offer available through 12/31/2011.

Use Returnable Promo Code: 01FA11

Or non-Returnable Promo Code: 01FA11NR

TRADE TITLES:

1 – 9 units 40%
10 – 49 units 43%
50+ units 45%

SHORT TITLES (S):

No minimum 20%
Orders for trade stock sent via trade rep 40%

LIBRARY EDITIONS & PAPERBACK TEXT (X):

No minimum 20%

SINGLE TITLE ORDER PLAN (STOP):

40% prepaid discount plus shipping of \$5 for the first book, \$1 each additional book.

UNIV. OF ARIZONA PRESS

INCLUDING: OREGON STATE UNIVERSITY PRESS

TRADE TITLES:

No minimum 45%

SHORT DISCOUNT TITLES:

1 – 9 units 40%
10+ units 20%

UNIV. OF CALIFORNIA PRESS

RETURNABLE:

Trade titles, no minimum 45%
Scholarly titles (SC), no minimum 40%
Text titles (TX), no minimum 20%
Reference titles (REF), no minimum 30%

UNIV. OF ILLINOIS PRESS

Fall 2011 Special Offer

REP SPECIAL: 47%, NO MINIMUM

One order per season

TRADE TITLES:

No minimum 45%

LIMITED TRADE TITLES (LT):

No minimum 40%

SCHOLARLY (S):

1 – 10 units 40%
11+ units 25%

TEXT (X):

No minimum 20%

UNIV. OF NEW MEXICO PRESS

TRADE TITLES:

1 – 24 units 43%
25+ units 45%
> Short Discount titles earn full trade terms for "trade" orders.
> Free freight on backorders.

CALENDARS:

No minimum 50% Ret OR 55% NR

UNIV. OF NORTH CAROLINA PRESS

Fall 2011 Special Offers

FALL 2011 FRONTLIST SPECIAL OFFER

UPNE

UNIVERSITY PRESS OF NEW ENGLAND

INCLUDING: WESLEYAN

Fall 2011 Special Offer

REP SPECIAL: 10+ BL UNITS = 45% + FF

If FL is available to ship, it will also get the FF. Offer good on one order per season. Mark POs with "REP SPECIAL".

New terms, effective Jan 1, 2010

TRADE TITLES, RETURNABLE:

1 – 2 units 30%
3 – 9 units 40%
10+ units 45%

SHORT DISCOUNT TITLES (S):

1 – 2 units 20%
3+ units 40%

TEXT DISCOUNT TITLES (X):

1+ units 20%

TRADE & SHORT, NON-RETURNABLE:

12+ units 50%

STOP ORDERS (TRADE & SHORT TITLES)

1+ units 40% prepaid + \$4 postage

Orders for course adoptions receive 20% discount. Trade and short, frontlist and backlist, combine to earn best terms on a PO. 10 books per ship-to required to earn combined discount. Non-returnable discount is by customer account.

W.W. NORTON & CO.

FF

INCLUDING: COUNTRYMAN, FANTAGRAPHICS, NEW DIRECTIONS, ODYSSEY, THAMES & HUDSON, VERSO, PEGASUS, SKYHORSE

Fall 2011 Special Offers

BACKLIST ORDER OFFER - +2%, FREE FREIGHT AND 90 DAYS DATING

For returnable retail accounts only. Offer good through 08/12/11.

Unlimited reorders allowed. Trade books only, must be 6 months

ABRAHAM ASSOCIATES

Fall 2011 – Retail Terms

beyond pub date. Titles less than 6 months old will not receive extra discount, but will count towards quantity minimum.

* Orders must say "Fall Backlist Offer".

* PUBNET orders must have "FALLOFF" in the comments field.

RETURNABLE:

1 – 9 units 20%
10 – 14 units 45%
15+ units 45% & FF

NON-RETURNABLE:

1 – 5 units 20%
6 – 11 units 50%
12+ units 50% & FF

Account must remain NR for at least 2 years.

AGENCY PLAN ACCOUNTS:

Short (*) titles 40%

CRITICAL EDITION AGENCY PLAN ACCOUNTS:

Critical Editions 20% off net

PROFESSIONAL (#)

No minimum 33 1/3% or Agency 40%

Calendars

RETURNABLE:

1 – 5 units trade book discount
6 – 99 units 50% & FF
100 – 499 units 55% & FF
500+ units 60% & FF

NON-RETURNABLE:

12+ units 60% & FF