

ABRAHAM ASSOCIATES

Fall 2011 – Wholesale Terms

ADVENTURE PUBLICATIONS

RETURNABLE:

1 – 9 units	20%
10 – 49 units	40%
50 – 149 units	50%
150+ units	50% & FF

NON-RETURNABLE:

50 – 149 units	55%
150+ units	55% & FF

ALBERT WHITMAN & CO.

HARDCOVER RETURNABLE:

1 – 24 units	40%
25 – 99 units	48%
100+ units	50%

PAPERBACK RETURNABLE:

1 – 24 units	40%
25 – 99 units	48%
100 – 499 units	50% & FF
500 – 999 units	52% & FF
1000+ units	54% & FF

Hardcover & Paperback units combine for maximum discount

AMBER LOTUS

FF

BOOKS & CARDS:

No minimum	50% & FF, Net 90
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SPECIAL CATEGORIES:

Foreign Wholesale/Distributors	60% ff/fwd Net 90
Libraries / Schools / Hospitals	40% NR

BOOK SALES

Returnable	52%
Non-Returnable	55%

Order minimum: \$200. Net 90 days

CANDLEWICK PRESS

FF

BASIC TERMS:

1+ unit	50% & FF
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DISTRIBUTION CENTER:

1 – 249 units	standard retail (46% & FF)
250+ units	48% & FF

RACK/JOBBER:

Paperbacks / Board	55% & FF
(50% +5% rack allowance)	

CAREER PRESS/NEW PAGE PRESS

FF

RETURNABLE:

1+ units	50% & FF
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CENGAGE LEARNING

FF

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

Fall 2011 Special Offer

WHOLESALE STOCK OFFER: 100+ BL UNITS (SBP, LPP, OR WALKER TITLES RELEASED BEFORE 5/1/2011)=53%

Orders must be backlist only. POs combining frontlist and backlist will not be accepted. Offer available 06/01/2011 – 10/31/2011

* Orders must use Source Code **SBP04411** as PO prefix. Orders must be sent to Scott Rogers.

CHRONICLE BOOKS

FF

INCLUDING: BLUE APPLE, LAURENCE KING, MOLESKINE, PRINCETON ARCHITECTURAL PRESS & QUIRK BOOKS

All Merchandise (except Calendars & Moleskine)

RETURNABLE ACCOUNTS

1 – 49 units	40% & FF
50+ units	48% & FF

Carton Quantities* +1%
(unopened full carton quantities)

NON-RETURNABLE ACCOUNTS

100+ units	54% & FF
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FOR BOTH RETURNABLE & NON-RETURNABLE:

Library Editions	33% & FF
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Calendars

RETURNABLE:

1 – 99 units	42% & FF
100 + units	55% & FF

Carton Quantities +1%

NON-RETURNABLE:

1 – 99 units	42% & FF
100+ units	58% & FF

Carton Quantities +1%

CALENDAR RETURNS:

Front cover stripped returns by 03/31.

Moleskine

NON-RETURNABLE ONLY:

100+ units minimum	55%
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PER TITLE MINIMUMS:

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

CONSORTIUM

FF

CONSORTIUM BOOK SALES & DISTRIBUTION

ADULT FORMATS:

Hardcover.....	49%
Trade Paperback.....	50%
Mass Market.....	55%

CHILDREN'S FORMATS:

Hardcover.....	50%
Trade Paperback.....	50%
Mass Market.....	55%

OTHER FORMATS:

Computer Titles.....	55%
Mini Editions.....	55%
Whitelines, Blank books, notecards	55%
Calendars.....	60%
Library Editions.....	35%
Short Discount.....	25%
Professional.....	35%
Limited Editions (NR).....	40%
Agency	25%
CBSD Short Paper	35%
CBSD Arthouse (NR)	50%

All orders ship FF. Orders on single PO combine to meet 20 copy minimum. Orders for Perseus, PGD, PD & Consortium can combine to meet minimum. Consortium will ship when \$100 net ship minimum is met. Unshipped orders combined with each weekly new title release to reach shipment minimum.

CONTINUUM

RETURNABLE:

Trade Titles (T).....	50%
Short/Text (X).....	33%

CRABTREE

FF

No minimum.....	50% & FF
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D.A.P.

DISTRIBUTED ART PUBLISHERS

RETURNABLE:

1+ units.....	40%
25 units.....	50%

DISTRIBUTION CENTER (DC):

1+ units.....	47%
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For accounts with 5+ stores and single shipping address

NO WHOLESALE NON-RETURNABLE OPTION

INDIANA UNIVERSITY PRESS

RETURNABLE:

Trade (T).....	50%
Short Paperback (S).....	45%
Short Hardcover (S).....	25%
Library (L)	25%
Text (X)	20%
POD	25%

NON-RETURNABLE:

Trade (T).....	55%
Short Paperback (S).....	50%
Short Hardcover (S).....	30%
Library (L)	30%
Text (X)	25%
POD	25%

INNER TRADITIONS

RETURNABLE:

35+ units	50%
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I.P.M.

INTERNATIONAL PUBLISHERS MARKETING

TRADE, RETURNABLE:

Trade Discount (QT)	50%
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SHORT DISCOUNTS, RETURNABLE:

AUC (AU)	35%
Duckworth (DW)	40%
Musical Times (MW)	40%

LEARNER PUBLICATIONS

RETURNABLE:

25 – 49 units.....	46%
50+ units	50%

NON-RETURNABLE:

25+ units	55%
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LITURGICAL PRESS

RETURNABLE:

No minimum	50%
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LONELY PLANET

RETURNABLE:

1+ units	50%
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LSU PRESS

LOUISIANA STATE UNIVERSITY PRESS

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RETURNABLE:

Trade (TR).....	50%
Academic Trade (AT)	40%
Short (S).....	25%
Super-Short (X)	25%

OXFORD UNIVERSITY PRESS

INCLUDING: KODANSHA & GETTY PUBLICATIONS

TRADE DISCOUNT:

Hardcover titles, coded 02 and 12.....	49%
Paperback and YA titles, coded 03, 11 and 13.....	50%
Audio tapes, coded 10.....	55%
EBooks, coded 14	50%

TRADE BIBLES:

Bibles, coded 21	50%
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LAW DIVISION:

Titles, all formats, coded 07	25%
Titles, all formats, coded 17	20%

SHORT DISCOUNT:

Titles, all formats, coded 01, 05, 5T and 06.....	27%
Titles coded 04, 22, 41 and 43.....	20%
Sheet Music coded 32	35%
Scholarly Reference titles and sets coded 08	15%
EBooks coded 15	27%

NO DISCOUNT ON NET PRICED TITLES, CODED 09

PETER PAUPER PRESS

RETURNABLE:

1 – 23 units	50%
24+ units.....	50% & FF

POMEGRANATE

To come

POTOMAC BOOKS

RETURNABLE:

1+ unit	50%
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NON-RETURNABLE:

1+ unit	55%
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PRINCETON UNIVERSITY PRESS

RETURNABLE:

(T) Trade – Cloth & Paper	50%
(S) Short – Paper	37%
(S) Short – Cloth	20%
(J) Cloth & Paper	10%
(X) Cloth & Paper	25%

QUAYSIDE

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

Unit Minimums apply to MBI and CPI Separately

MBI and CPI do not combine to meet minimums and must be on separate POs.

RETURNABLE:

Returnable	52%
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NON-RETURNABLE:

Non-returnable	50%
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If all titles are ordered to match carton quantity, PO will receive Free Freight

RED WHEEL WEISER

INCLUDING: HAMPTON ROADS

RETURNABLE:

1+ units	50%
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RUTGERS UNIVERSITY PRESS

RETURNABLE:

Trade (T).....	50%
Academic Trade (F)	40%
Short (S)	30% **
Supershort (SS).....	25%

* DISTRIBUTION CENTER = retailers with dist. centers receive +1% for those shipments only.

* NON-RETURNABLE = +3% to retailers who contract for NR status. This cannot be implemented on a per order basis.

SCB DISTRIBUTORS

RETURNABLE:

5+ units	50%
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NON-RETURNABLE:

5+ units	55%
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TIDE-MARK CALENDARS

Calendars & Cards:

RETURNABLE:

100+ units	55% & FF
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NON-RETURNABLE:

100+ units	60% & FF
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Minimums: 6 per calendar sku

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Books:

RETURNABLE:

10+ units (at least 5 per title) 55% & FOB

OR

10+ units (at least 5 per title) 50% & FF

UNBRIDLED BOOKS

RETURNABLE:

1 – 9 units 25% & FF

10+ units 50% & FF

UNIV. OF ARIZONA PRESS

TRADE, RETURNABLE:

1 – 9 units 40%

10 – 49 units 46%

50+ units 50%

TEXT, RETURNABLE:

1+ units 20%

UNIV. OF CALIFORNIA PRESS

RETURNABLE:

Trade titles 50%

Paper-Scholarly titles (SC) 30%

Cloth-Scholarly titles (SC) 20%

Text titles (TX) 20%

Reference titles (REF) 20%

NON-RETURNABLE:

Trade titles:

1 – 249 units 55%

250+ units 60%

Paper-Scholarly titles (SC) 30%

Cloth-Scholarly titles (SC) 20%

Text titles (TX) 20%

Reference titles (REF) 20%

UNIV. OF ILLINOIS PRESS

RETURNABLE:

Trade – cloth & paper 50%

Limited Trade (LT) 40%

Scholarly (S) 25%

Text (X) 20%

UNIV. OF NEW MEXICO PRESS

TRADE, RETURNABLE:

1+ units 45%

50+ units 50%

TEXT, RETURNABLE:

1+ units 20%

UNIV. OF NORTH CAROLINA PRESS

RETURNABLE:

(T) Trade Titles 50%

(S) Short Titles 30%

(X) Library Editions 25%

NON-RETURNABLE:

(T) Trade Titles 55%

(S) Short Titles 50%

(X) Library Editions 25%

UPNE

UNIVERSITY PRESS OF NEW ENGLAND

INCLUDING: WESLEYAN

TRADE, RETURNABLE:

100+ units 50%

SHORT:

1+ units 30%

TEXT:

1+ units 20%

\$100 minimum order.

W.W. NORTON & CO.

1 – 24 units 44%

25+ units 50%

MASS MARKET:

500+ units 52% & FF

CALENDARS (RETURNABLE):

6 – 99 units 50%

100+ units 55%