

## **ABRAHAM ASSOCIATES FALL 2011 GLIBA SHOW SPECIALS**

**Adventure** : FF on one order per account

**Artbook | DAP:** 10+ units received 50%. No backorders or NYP. Offer available September 17 to October 29.

**Candlewick:** 25+ backlist receives 50% and 90 days' dating. Offer good Sept. 15 through November 15. Reason Code: **ECL**.

**Career Press:** 20+ assorted titles=50%, FF

**Chronicle:** 24+ units = +2% and net 90. Offer good for active titles. Valid Sept. 12-October 31<sup>st</sup>. Must Use Promo Code **REGL11**. Does not include Moleskine products.

**Moleskine:** 40+ units receives Free Freight and Net 90. Must use promo code: **MSRE11**. Valid Sept. 12-October 31<sup>st</sup>

**Moleskine New Collections:** Place an order of Moleskine New Collection product and receive Free Freight and Net 90 on all product and on all New Moleskine Collection displays. Must use promo code: **MSBC11**. Product must be ordered in case pack quantities. Check for eligible displays. Valid Sept. 12-October 31<sup>st</sup>

**Consortium:** +3 % on titles published before 4/1/11. Valid September 1<sup>st</sup> to November 1st. All orders must include Promo Code: **CBLF11**. No minimum order, no backorders. \$100 NET minimum.

**Consortium:** 15+ copies of Go The Fuck To Sleep (9781617750250) receives +5%. Offer good September 1 through November 15. Promo code: GTFT11

**Crabtree:** 50% and free freight for one order.

**Lerner** : 10+ BL=50% FF on orders of 10+ backlist titles  
Applicable for one month surrounding the show. Please note "**Regional Trade Show Special**" on orders.

**LSU** : 45% for trade discount titles. 40% for short discount titles. Free freight. Available on all titles published June, 2011 and later. Order must be placed through rep, before October 31<sup>st</sup> to qualify. Source code: **04GLBAFF**

**Lonely Planet:** 10 + BL=50% FF. Offer good September 15th through October 15<sup>th</sup>.

**Peter Pauper Press:** Returnable accounts receive 50%, Non-returnable accounts receive 55%, 36+ assorted titles receives Free Freight.

**Rutgers University Press:** 50% for trade discount titles. 45% for short discount titles. Free freight. Available for orders taken at the show. Use Promo Code: 02AA2011

**SCB Distributors:** 10+ backlist receives 50%. 1 order per ship-to. No backorders.

**Sleeping Bear Press:** Retailers (Returnable) who order 12+ assorted backlist titles (published before August 1, 2011) receive 50% discount - **please use source code: SBP01012**. Non-Returnable accounts receive 53% discount - **please use source code: SBP01112**. One order per location. Offer valid Sept. 1 – Oct. 31, 2010.

**W.W. Norton:** 15+ backlist units = +2%, Free Freight and 90 days dating. Available on titles 6 or more months old. Order must say: **WINTER BACKLIST OFFER**. Available until October 31.

**University of California Press:** 10+ backlist units receives 48% (9 unit maximum per title). No backorders. Offer good from day of show to October 31. Order must be sent to Berkley, attn: Don McIlraith. Good on titles publishes through Spring 2011.

**Princeton University Press:** 10+ units = 47% and free freight. Good on all except, "J," discounted titles. No BO or NYP. Valid until October 31<sup>st</sup>.

**University of New Mexico Press:** 50% discount on all titles excluding POD. Offer available through November 30, 2011. Promo Code: **GLBA11**

**University Press of New England:** 50% discount on all published backlist. No minimum.

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