



Perseus Books Group & PGW Retail Terms of Sale (Nonreturnable)

Effective August 1, 2007



<p>Participating Publishers Basic Books, Basic Civitas, Da Capo Press, Perseus Books, PublicAffairs, Westview Press, Running Press, Running Press Mini Editions, Running Press Kids, Courage Books, Avalon Travel, Seal Press, Nation Books and all the PGW client publishers. For a list of the PGW client publisher list, please visit www.pgw.com.</p> <p>How To Order Phone: Perseus (800) 343-4499 / PGW (800) 788-3123 Fax: (800) 351-5073 Email: orderentry@perseusbooks.com Mail: 1094 Flex Drive, Jackson, TN 38301 Hours: Monday-Friday 7:30 AM – 4:00 PM CST</p> <p>EDI Perseus supports EDI ordering and is a PUBNET partner.</p> <p>Order Minimum You will need to order 20 combined units per order to achieve full discounts. An order less than 20 combined units will receive a 40% discount. All active titles from the publishers listed on this document combine. Short discount titles will receive their applicable discount, but will also combine to meet minimums.</p> <p>Freight Policy All formats and publishers listed on this document ship free freight on outgoing orders, with the carrier and standard routing controlled by Perseus. Those customers who request orders ship via any other delivery method will pay the full freight charges.</p> <p>Payment Terms Net 30 Days, based on date of shipment. Title passes at point of shipment.</p> <p>Claims All claims involving a shipment must be filed within 60 days of receipt of that shipment.</p> <p>Credit Shipments will be made to all accounts in good credit standing, as determined by the Perseus Accounts Receivable Department.</p>	<p>Retail Discounts All discounts are off the invoiced list price.</p> <p>Adult Formats</p> <table border="0"> <tr><td>Hardcover</td><td>50%</td></tr> <tr><td>Trade Paperback</td><td>50%</td></tr> <tr><td>Mass Market</td><td>50%</td></tr> </table> <p>Children's Formats</p> <table border="0"> <tr><td>Hardcover</td><td>50%</td></tr> <tr><td>Paperback</td><td>50%</td></tr> <tr><td>Merch</td><td>55%</td></tr> </table> <p>Other Formats</p> <table border="0"> <tr><td>Computer Titles</td><td>52%</td></tr> <tr><td>Mini Editions</td><td>52%</td></tr> <tr><td>Audiobooks</td><td>50%</td></tr> <tr><td>Courage</td><td>55%</td></tr> <tr><td>Video</td><td>52%</td></tr> <tr><td>Journal</td><td>52%</td></tr> <tr><td>Test Prep</td><td>55%</td></tr> <tr><td>Blank Book/Notecards</td><td>54%</td></tr> <tr><td>Calendar</td><td>60%</td></tr> <tr><td>Promotional</td><td>55%</td></tr> <tr><td>Library Editions</td><td>20%</td></tr> <tr><td>Short Discount</td><td>20%</td></tr> <tr><td>Professional</td><td>35%</td></tr> <tr><td>Limited Editions</td><td>40%</td></tr> <tr><td>Maps</td><td>55%</td></tr> <tr><td>Christmas Cards</td><td>65%</td></tr> </table> <p>Agency</p> <table border="0"> <tr><td>1-4 Units</td><td>40%</td></tr> <tr><td>5 Units or More</td><td>20%</td></tr> </table> <p>Coop Advertising Perseus and PGW offer coop advertising. Contact your Perseus-PGW Account Manager for details.</p> <p>Vendor Compliance Chargebacks Perseus will not pay nor accept vendor non compliance fee's, assessments, allowances, etc. related to fulfillment processing, returns processing or shipping, etc. All purchase orders are accepted and shipped subject to the terms and conditions of the Perseus Terms of Sale.</p>	Hardcover	50%	Trade Paperback	50%	Mass Market	50%	Hardcover	50%	Paperback	50%	Merch	55%	Computer Titles	52%	Mini Editions	52%	Audiobooks	50%	Courage	55%	Video	52%	Journal	52%	Test Prep	55%	Blank Book/Notecards	54%	Calendar	60%	Promotional	55%	Library Editions	20%	Short Discount	20%	Professional	35%	Limited Editions	40%	Maps	55%	Christmas Cards	65%	1-4 Units	40%	5 Units or More	20%	<p>Returnable Status Accounts may elect to change their returnable status and buy on a nonreturnable or returnable basis from Perseus every calendar year if they follow these stipulations:</p> <ol style="list-style-type: none"> The decision to change your returnable status for the following year must be announced by the end of October in the current year. That election will remain in effect for the entire calendar year. If no change in status is announced by the deadline, orders will continue to be processed on the same terms for the following year. Nonreturnable accounts agree NOT to return to a wholesaler any and all product purchased directly from Perseus. Violating this policy will result in a loss of the nonreturnable discount. For those nonreturnable accounts electing to change their status to returnable, Perseus will allow a maximum return rate of 30% of the prior year's gross purchases in the first year. Returns beyond that level will not be credited.
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