



Perseus Books Group & PGW Wholesale 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. Contact the Perseus Customer Service Department for more information about EDI ordering.</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 90 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>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"> 1. The decision to change your returnable status for the following year must be announced by the end of October in the current year. 2. That election will remain in effect for the entire calendar year. 3. If no change in status is announced by the deadline, orders will continue to be processed on the same terms for the following year. 4. Nonreturnable accounts agree NOT to return to another wholesaler any and all product purchased directly from Perseus. 5. Violating this policy will result in a loss of the nonreturnable discount. 6. 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. 7. Returns beyond that level will not be credited. 	<p>Wholesale Discounts All discounts are off the invoiced list price.</p> <p>Adult Formats</p> <table style="width: 100%; border: none;"> <tr><td>Hardcover</td><td style="text-align: right;">55%</td></tr> <tr><td>Trade Paperback</td><td style="text-align: right;">55%</td></tr> <tr><td>Mass Market</td><td style="text-align: right;">55%</td></tr> </table> <p>Children's Formats</p> <table style="width: 100%; border: none;"> <tr><td>Hardcover</td><td style="text-align: right;">55%</td></tr> <tr><td>Paperback</td><td style="text-align: right;">55%</td></tr> <tr><td>Merch</td><td style="text-align: right;">60%</td></tr> </table> <p>Other Formats</p> <table style="width: 100%; border: none;"> <tr><td>Computer Titles</td><td style="text-align: right;">55%</td></tr> <tr><td>Mini Editions</td><td style="text-align: right;">57%</td></tr> <tr><td>Audiobooks</td><td style="text-align: right;">55%</td></tr> <tr><td>Courage</td><td style="text-align: right;">57%</td></tr> <tr><td>Video</td><td style="text-align: right;">55%</td></tr> <tr><td>Journal</td><td style="text-align: right;">57%</td></tr> <tr><td>Test Prep</td><td style="text-align: right;">60%</td></tr> <tr><td>Blank Book/Notecards</td><td style="text-align: right;">55%</td></tr> <tr><td>Calendar</td><td style="text-align: right;">60%</td></tr> <tr><td>Promotional</td><td style="text-align: right;">60%</td></tr> <tr><td>Library Editions</td><td style="text-align: right;">35%</td></tr> <tr><td>Short Discount</td><td style="text-align: right;">25%</td></tr> <tr><td>Professional</td><td style="text-align: right;">35%</td></tr> <tr><td>Limited Editions</td><td style="text-align: right;">40%</td></tr> <tr><td>Maps</td><td style="text-align: right;">60%</td></tr> <tr><td>Christmas Cards</td><td style="text-align: right;">50%</td></tr> <tr><td>Agency</td><td style="text-align: right;">25%</td></tr> </table> <p>Coop Advertising Perseus and PGW offer coop advertising. Contact your Perseus-PGW Account Manager for details.</p> <p>Returnable Terms Perseus and PGW offer a returnable wholesale discount. 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	55%	Trade Paperback	55%	Mass Market	55%	Hardcover	55%	Paperback	55%	Merch	60%	Computer Titles	55%	Mini Editions	57%	Audiobooks	55%	Courage	57%	Video	55%	Journal	57%	Test Prep	60%	Blank Book/Notecards	55%	Calendar	60%	Promotional	60%	Library Editions	35%	Short Discount	25%	Professional	35%	Limited Editions	40%	Maps	60%	Christmas Cards	50%	Agency	25%
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