



Perseus Books Group & PGW Wholesale Terms of Sale (Returnable)

Effective August 1, 2007



Participating Publishers	Wholesale Discounts																																				
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 .	All discounts are off the invoiced list price.																																				
How To Order	<table border="0"> <tr> <td>Adult Formats</td> <td></td> </tr> <tr> <td>Hardcover</td> <td>49%</td> </tr> <tr> <td>Trade Paperback</td> <td>50%</td> </tr> <tr> <td>Mass Market</td> <td>54%</td> </tr> </table>	Adult Formats		Hardcover	49%	Trade Paperback	50%	Mass Market	54%																												
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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	<table border="0"> <tr> <td>Children's Formats</td> <td></td> </tr> <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>	Children's Formats		Hardcover	50%	Paperback	50%	Merch	55%																												
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EDI Perseus supports EDI ordering and is a PUBNET partner. Contact the Perseus Customer Service Department for more information about EDI ordering.	<table border="0"> <tr> <td>Other Formats</td> <td></td> </tr> <tr> <td>Computer Titles</td> <td>55%</td> </tr> <tr> <td>Mini Editions</td> <td>55%</td> </tr> <tr> <td>Audiobooks</td> <td>55%</td> </tr> <tr> <td>Courage</td> <td>54%</td> </tr> <tr> <td>Video</td> <td>55%</td> </tr> <tr> <td>Journal</td> <td>55%</td> </tr> <tr> <td>Test Prep</td> <td>55%</td> </tr> <tr> <td>Blank Book/Notecards</td> <td>55%</td> </tr> <tr> <td>Calendar</td> <td>60%</td> </tr> <tr> <td>Promotional</td> <td>55%</td> </tr> <tr> <td>Library Editions</td> <td>35%</td> </tr> <tr> <td>Short Discount</td> <td>25%</td> </tr> <tr> <td>Professional</td> <td>35%</td> </tr> <tr> <td>Limited Editions</td> <td>40%</td> </tr> <tr> <td>Maps</td> <td>60%</td> </tr> <tr> <td>Christmas Cards</td> <td>50%</td> </tr> <tr> <td>Agency</td> <td>25%</td> </tr> </table>	Other Formats		Computer Titles	55%	Mini Editions	55%	Audiobooks	55%	Courage	54%	Video	55%	Journal	55%	Test Prep	55%	Blank Book/Notecards	55%	Calendar	60%	Promotional	55%	Library Editions	35%	Short Discount	25%	Professional	35%	Limited Editions	40%	Maps	60%	Christmas Cards	50%	Agency	25%
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Order Minimum	Coop Advertising																																				
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.	Perseus and PGW offer coop advertising. Contact your Perseus-PGW Account Manager for details.																																				
Freight Policy	Nonreturnable Terms																																				
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.	Perseus and PGW offer a nonreturnable wholesale discount. Contact your Perseus-PGW Account Manager for details.																																				
Payment Terms	Vendor Compliance Chargebacks																																				
Net 90 Days, based on date of shipment. Title passes at point of shipment.	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.																																				
Claims																																					
All claims involving a shipment must be filed within 60 days of receipt of that shipment.																																					
Credit																																					
Shipments will be made to all accounts in good credit standing, as determined by the Perseus Accounts Receivable Department.																																					
Return Address, Conditions																																					
All returns should be sent to: Perseus Distribution, 193 Edwards Drive, Jackson, TN 38301. Returns must include a packing list with full title and ISBN for each shipment.																																					
Returns must be in clean, saleable condition (e.g. no stickers, tears, bent jackets, scuffs, discolorations, etc.). For books returned in an unsaleable condition, Perseus reserves the right to refuse credit for the returned product, send back at the customer's expense, or Perseus may, at its discretion, issue credit subject to a \$.50 per unit chargeback. Perseus is not responsible for items returned in error.																																					
Active titles are returnable 90 days after publication date, or 90 days after the invoice date. Once titles are declared out of print by public notice, accounts have 180 days to return. Out of print returns will not be accepted.																																					
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