



# Imprint Group

## PUBLISHERS' TERMS & SPECIAL OFFERS SPRING 2018

Special offers must go through rep (in bold) (FF = Free Freight)

### *New Publishers This Season*

Angel City Press

Bower House

Cottage Door Press

Peachtree Publishers

### *No Longer Represented by Imprint Group*

Fur Trade Press

Proseyr Publishing

### **ADVENTURE/KEEN** [select accounts only]

*edelweiss and print catalog*

- **Rep Special: FF on 1 Order Per Season**
- Books Returnable: 1–4 = 20%, 5–9 = 40%, 10+ = 45%  
Books Non-returnable: 5+ = 50%
- Calendars Returnable = 50%, Non-returnable = 55%
- Notecards = 50% Non-returnable Only

### **ANGEL CITY PRESS**

*print catalog*

- Returnable: 5+ Books = 45%, 10+ (\$200) = 45% + FF
- Non-returnable: 5+ Books = 45%, 10+ (\$200) = 45% + FF

### **BOWER HOUSE**

*print catalog*

- **Rep Special: 10 Books = +2% + FF**
- **Opening Order Special: 10 Books = 50% Returnable, 55% Non-returnable + FF**
- Returnable: 5–9 Books = 45%, 10+ = 45% + FF
- Non-returnable: 5–9 Books = 50%, 10+ = 50% + FF

### **BROWN BOOKS**

*edelweiss and print catalog*

- Returnable = 50% + FF, Non-returnable = 55% + FF

### **CANDLEWICK**

*edelweiss and print catalog*

- **Backlist Offer: Order 35+ Books (Min. 10 Titles) = 50%, 90-Day Dating + FF on One Order Between 1/2/2018 – 5/15/18, Code: ECJ (EDI: RCP023)**
- **CHIRP: Minimum 20 CHIRP Books (Min. 8 Titles) = 50%, 90-Day Dating + FF, Code: ECB (EDI: RCP016)**
- **CHIRP Evergreen: Ask Rep**
- Returnable = 46% + FF, Minimum \$100 Order
- Non-returnable = 50% + FF, Minimum \$100

### **COTTAGE DOOR PRESS**

*edelweiss and print catalog*

- Returnable: 24+ = 48% + FF
- Non-returnable: 24+ = 52% + FF

### **EDC / USBORNE / KANE MILLER**

*edelweiss and print catalog*

- **Order 100 Books:**  
**Extra 2% Discount + FF + 90 Day Dating. Ends 3/31**
- **The Preferred Dealer Program:**  
**Requires \$2,400 annual Orders - Ask Rep**
- Standard Terms:  
Returnable: 15–49 = 45%, 50–74 = 45% + \$10 Freight  
Credit, 75+ = 45% + FF  
Non-Returnable: 15–49 = 48%, 50–74 = 48% + \$10 Freight  
Credit, 75–99 = 48% + FF, 100+ = 50% + FF

### **FIREFLY**

*edelweiss and print catalog*

- **Backlist Special: 20 books = 50% + FF**
- **50% + FF on Certain Titles: See Catalog Insert**
- Standard Terms (FF on \$100/net):  
Returnable 10–99 = 40%, 100–199 = 44%, 200 = 45%;  
Non-returnable: 25+ = 50%
- Calendars (Non-returnable, FF on \$50/net):  
5–99 = 50%, 100–499 = 55%, 500+ = 60%

## JOHN FIELDER

*print catalog*

- FF on 5+ Books or 10+ Calendars
- Books: Returnable = 44%; Non-returnable = 50%
- Calendars: Returnable = 45%, Non-returnable = 50%

## GRAND CANYON ASSOCIATION

*print catalog*

- **Rep Special = 5+ Copies = 50% + FF, Returnable**
- Returnable: 1 - 4 = 40%; 5+ = 45% + FF  
Non-returnable: 5+ = 50% + FF

## KAREN RITZ CARDS

*print catalog*

- **6 Minimum per Individual Card = 50%, Non-returnable**

## LOST & BOUND DESIGNS

*print catalog*

- **Min. 10 Assort. / 6 Per Design = 50%, Non-returnable**

## MIDPOINT TRADE BOOKS

*edelweiss and print catalog*

- **No Minimum Order**  
Returnable = 45% (FF Minimum = 15)  
Non-returnable = 55% (No FF Option)

## MOUNTAIN PRESS

*print catalog*

- **Rep Special: 15 Books = 50% + FF**
- Returnable: 2-14 Books = 40%, Flat \$3.00 Freight Charge;  
15+ Books = 45% + FF; Non-returnable: 50% + FF

## NORWOOD HOUSE PRESS

*edelweiss and print catalog*

- **Rep Special: 10+ Books = 50% + FF - 1 Per Season**
- Standard Terms: Returnable = 50%; Non-returnable = 55%

## PEACHTREE PUBLISHERS

*edelweiss and print catalog*

- **Rep Special: 20+ Books = +3%, 30+ = +4%, FF  
Code: S18REP**
- Returnable: 10+ = 45% + FF, +5% for Non-returnable

## PETER PAUPER

*print catalog*

*(minimum of 3 per item) (bookmarks & bags min. = 6)*

- **FF on All Orders of \$400 Net**
- Books & Everyday Boxed Cards: 47% Returnable;  
50% Non-returnable
- Boxed Holiday Cards & Calendars: 60% Non-Returnable

## SCHOLASTIC LIBRARY

*edelweiss and print catalog*

- **Paperback Special:**  
**15 = 53% + FF, Returnable, Code: ZCK-Spring 2018  
Special. One Order. Must Be Received by 6/30/18**
- Standard Terms (FF)  
10+ = 46% Returnable; 50% Non-returnable

## SLEEPING BEAR PRESS

*edelweiss and print catalog*

- **Rep Special:**  
**Addl. 3% + FF on 10+ Through Mar. 31**
- Standard Terms (FF)  
10+ = 45% Returnable, 48% Non-returnable

## SOURCEBOOKS

*edelweiss and print catalog*

- **Backlist Special: 15 Books = 50% + FF**
- **Jabberwocky, Fire, & Landmark Imprints:  
3 Copies of Any New Title = 50% + FF**
- Standard Terms (FF):  
Books: 15+ = 45% Returnable; 50% Non-returnable  
Calendars: 1-11 = 40% (no FF), 12+ = 52% Returnable;  
1-11 = 45% (no FF), 12+ = 55% Non-returnable:

## TREASURE BAY

*print catalog*

- Returnable: 10-24 = 44%, 25-49 = 44% + FF, 50+ = 47%  
Non-returnable: 10 - 49 = 50%, 50+ = 50% + FF  
*All With 60 Day Dating. 120 Days on Opening Orders*

## WILEY

*edelweiss catalog*

- **Rep Special: Up to 50% - ask rep for details.  
Codes: BS15 & BS15F (FF accounts)**
- Standard Terms (FF accounts):  
Trade: 10+ = 44%  
Branded/Computer: 10+ = 46%  
Professional: 29%