

WORKMAN PUBLISHING

RETAIL TERMS & KEY PROMOTIONS AT-A-GLANCE

Attractive Retail Terms, Every Day

| | Returnable | Non-Returnable |
|-------------|---------------------------|---------------------------|
| 10–23 books | 45%, Workman pays freight | 49%, Workman pays freight |
| 24–99 books | 46%, Workman pays freight | 50%, Workman pays freight |
| 100+ books | 47%, Workman pays freight | 52%, Workman pays freight |

or

| | Returnable | Non-Returnable |
|-----------|----------------------------|----------------------------|
| 24+ units | 49%, customer pays freight | 54%, customer pays freight |

For both returnable and nonreturnable accounts, all orders fewer than 10 books receive the following terms:
1–9 BOOKS: 40% discount, customer pays freight.

All orders receive net 60 days payment terms.

How to Open an Account

Fill out the New Account form on our website, and indicate that you are an independent bookstore. Someone will reach out to you, usually within the same business day. Once we receive credit references and your retail certificate, we offer an expedited credit approval process.

New Account Form URL: <https://www.workman.com/retailer-information/ordering#newaccount>

New Store Special Offer

55% returnable, Free Freight and 120-day dating on First Order—no minimum! To qualify, set up a new account (or a new location of an existing account), and use promo code ACNNEW on opening order to receive these terms. Promo code can only be used once.

Book Retail 2019 Promotional Terms

Face-Out 50 Frontlist Offer:

Accounts can earn 50% discount (55% NR) for ordering face-out quantities of frontlist books when using Promo code PPK. If a display is available for a new title, the face-out quantity is the # of books in the display. If no display is available, the default face-out quantity is 3 books. See current season's catalog or Edelweiss for all displays.

The “Best in the Business” Backlist Offer:

THE LOWEST MINIMUM

Order 50–74 units and earn 50%
Plus free freight • Net 120

Promo code BK1

THE HAPPY MEDIUM

Order 75–99 units and earn 51%
Plus free freight • Net 120

Promo code BK2

THE HIGHEST DISCOUNT

Order 100+ units and earn 52%
Plus free freight • Net 120

Promo code BK3

CONDITIONS: Retail only. Frontlist titles become backlist 90 days after the on-sale date. Retailers may place an unlimited number of qualifying backlist orders. You must use your promo codes when placing your order to receive these special terms.

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