



newharbingerpublications

5674 Shattuck Avenue • Oakland, CA 94609 • USA

RE: New Harbinger Publications - We are Here for You!

Dear Store Manager,

When we heard the news about Baker & Taylor ending their retail distribution business, our first collective thought was ‘how can we help the indies?’. Every independent bookstore is critical to our business and we want to make sure you know that.

New Harbinger works with many independent bookstores on a direct basis and we welcome a partnership with you. Here’s what we have to offer:

- Field reps to present our titles to you and help you with your orders
 - Please contact Faherty & Associates if you’d like to see a rep for our line.
 - faherty@fahertybooks.com/503-639-3113
- A finance department that can turn new account credit applications around in no less than two business days
- *And* free freight on orders of 10 books or more.

To further entice you to partner with us, we are extending a **New Account Special Discount**. Your first order with us would receive a 49.5% discount plus free freight if you order 10 or more books.

In case you aren’t familiar with us, please see the “About Us” document attached which provides a bit of history including our mission & values. We have also enclosed one sheets on our very best-selling books. These are titles that your store should stock because they sell!

Thank you so much for considering a direct partnership with New Harbinger. We won’t let you down!

Best regards,

MARGO BEREN | Sales Manager
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