

<b>Kurtis Lowe - Book Travelers West</b>
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<b>Publisher List w/Current Terms and Specials</b>
<b>WORKMAN PUBLISHING COMPANY</b>
<b>10+ Books = 50% Free Freight net 90 on every order w/ code: SHOW thru 10/31/21</b>
<b>HOUGHTON MIFFLIN HARCOURT - Mariner, Clarion</b>
<b>10+ units earns Free Freight every order</b>
<b>2021 backlist promo: +4% any order of 10+ units. Code: TRDATT repeats thru 2021</b>
<b>BAKER &amp; TAYLOR PUBLISHER SERVICES - BTPS</b>
<b>10+ assorted books = 45% FF returnable (or 50% FF nonret through rep only)</b>
<b>New account promo: 50% and free freight on first order, through rep</b>
<b>CAPSTONE</b>
<b>20+ FL/BL earns +3% Free Freight net 60 CODE: FALL21BK exp 10/31/21</b>
<b>CHOOSECO (Choose Your Own Adventure books)</b>
<b>10+ = 50%FF returnable (Nonret: 25+ = 55%FF)</b>
<b>Fall promos: 25+ assorted = 53% w/Promo code <u>Fall21A</u></b>
<b>Orders of 15+ books receive one free copy of board book of choice <u>Fall21B</u></b>
<b>Order of 25+ books receive either free 4-book set of choice OR 3 bestselling Dragonlarks (Your Very Own Robot, Haunted House, Mermaid Island) code <u>Fall21C</u></b>
<b>Repeatable - These specials repeatable thru 10/31/2021</b>
<b>CIDER MILL PRESS (Print and Edelweiss)</b>
<b>10+ = 50% &amp; free freight every order through rep.</b>
<b>CAXTON PRESS</b>
<b>Show Special: 15+ = 47%Free Freight (Returnable or Nonreturnable Accounts)</b>
<b>MERRYMAKERS</b>
<b>55% discount off of all retail prices through 2021</b>
<b>12+ units = flat \$10 shipping charge, backorders allowed and encouraged!</b>
<b>MICROCOSM PUBLISHING</b>
<b>Code: FALL2021 earns net 90 and +2% on all orders over 10 units</b>
<b>Special Discounts: 10-14 = 47%. 15-49 = 48%. 50-74 = 52%. 75-99 = 51%, 100+ 54%</b>
<b>10+ units = Free Freight. Zines and non-book items DO count toward minimums.</b>
<b>MITCHELL GEOGRAPHY</b>
<b>FREE SHIPPING for orders net \$340.00+ See rep for details</b>

<b>OREGON STATE UNIVERSITY PRESS</b>
<b>15+ 50% Free Freight - One order before 10/31</b>
<b>QUARTO PUBLISHING GROUP USA</b>
<b>20+ units = + 5% on all backlist titles (no Smart Lab Toys) Code: INDBLF21</b>
<b>Offer live and repeatable through 2021</b>
<b>Backlist = titles that published prior to 6/1/21</b>
<b>STERLING PUBLISHING</b>
<b>10+ = 50% and free freight, every order, repeatable. Net 30.</b>
<b>THEO CHOCOLATE</b>
<b>\$175+ net of any combination of products earns Free Freight. ½ Shipping paid to Alaska</b>
<b>UNIVERSITY OF WASHINGTON PRESS</b>
<b>WSHIP21: Free Freight on orders of 10+ FL/BL all orders through 2021</b>
<b>WASHINGTON STATE UNIVERSITY PRESS (WSU PRESS)</b>
<b>All rep orders earn free freight. 1-9 units = 40%FF; 10-99 = 43%FF; 100+ = 44% Free Freight - Show Special 10+ backlist = 50% Free Freight through rep exp 11/12/21</b>
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