

# CHESAPEAKE & HUDSON, INC.

## Publishers Representatives

**NAIBA 2020**  
**September 21 – September 25, 2020**  
[www.naiba.com](http://www.naiba.com)

### Abrams:

- **Frontlist Promo: 25+ = +4% and FF. One order only. Code: FALL20AB.**
- **Backlist Special: 15 – 59 = +4%; 60+ = +6%. 120 days dating. All books published before 5/27/20 qualify. Code: INDIBK20. Returnable and Non-Returnable accounts are eligible. EXP: 12/31/20**
- **Diary of a Wimpy Kid Backlist Special: 15+ of any of the below titles = 50% RET/ 52% N/R. FF. <https://www.edelweiss.plus/#catalogID=3973446&page=1> Shipping minimums waived. Multiple orders ok. Code: WIMPY20. EXP: 11/15/20**

### ACC Publishing (formerly Antique Collectors Club):

- **15+ = +5% (52% discount on trade titles) and FF. Published titles only. No NYP titles. No back orders. Code: ACCBL20FF**
- **For accounts that want to include NYP titles: 45% discount and FF. Code: ACCRTS20FF**

### Amber Lotus:

- **Rep Special: +10% on orders of \$200 NET on all dated product. +5% on everything else. 90 days dating. Different product can combine for \$200 NET. Code: 20REP. EXP: 10/15/20**
- **Calendar Rack Program: 16-Pocket floor display, white (Ht. 64"/Dia. 22"): \$115 + shipping; offset = 12 free calendars (single title, your choice) with a minimum purchase of 96 calendars.**

### ArtBook/DAP:

**10+ = 50% RET or 52% N/R. Includes NYP's, backlist, and backorders. Excludes short discount titles. Multiple orders ok. Code: F20P. Valid: 6/22/20-10/31/20**

### Arte:

**Rep Special: Order a minimum of 5 books and receive a 46% discount. Order a minimum of 10 books and receive Free Freight on that order. Orders must be marked "Rep Free Freight Offer." One order only.**

### Beckett:

**New Incentive Program: 44% and FF with minimum of 5 books, any book.  
47% and FF with a minimum of 10 books, any book.**

### Candlewick:

**15+ = +5% and 90 days. Returnable retailers only. One order only. Valid 9/1/20 - 10/15/20. Reason Code: EC1 (Promo code: RCP001)**

### Chronicle:

**Indie Special: 10+ = +5% and Net 90. All orders ship FF. Code: INDIES. No future ships. Multiple orders ok. Returnable & Non-Returnable Accounts. Valid for all titles published through January 2021. EXP: 10/31/20**

### Cottage Door:

**+5% on all orders of \$300 NET or more. Code: INDIE2020. Valid 6/1/2020-12/31/2020**

### Dissent Pins:

**10% off orders of \$500 beginning 9/7/2020**

### Gibbs-Smith:

**\$150 net = +2%, FF (Code: GIBBS+2); \$250 net = +5%, FF and 90 day dating (Code: GIBBS+5). Returnable accounts only. Gift product does not qualify for extra discount but does contribute to FF. Non-Returnable Accounts: \$150 net = +2%, FF, 60 days dating (Code: GSPGift+2). Multiple orders ok.**

**HMH:**

- Retail Stock Offer: +4% on 10+ assorted units. In stock titles only. No backorders. Multiple orders ok. Returnable accounts only. Excludes author event orders. Code: TRDATT (for +4% option). EXP: 12/31/20
- Extended Dating on Current and Future Invoices for Indie Bookstores: 120-day dating on current open invoices. This applies to invoices issued 1/1/20 through 6/9/20. 120-day dating on future invoices, through December 31, 2020. These terms have been automatically applied to your account.
- Best Americans Series: Order the 32-copy assorted display (9780358424222) and get +5% on all 32 books and any additional series inventory ordered. Use code TRDFAD.

**IPG:**

50% on all regular trade discount product through 12/31/20. FL and BL. Good for 3 orders. \$100 NET minimum. Code: IPGF20

**Kent State:**

Rep override to 40% on short discount titles.

**Kumon:**

Extra 5% discount off 25 or more mixed frontlist and backlist titles from July 2020. Through December 2020. Code: FALL20

**Llewellyn:**

50%, FF on 10+ units. Valid 9/21/20 - 10/31/20

**Magination Press:**

- 47% and FF for frontlist: Promo Code MPS20
- 52% and FF for 10 or more backlist units: Promo Code MPBL20
- 52% and FF on front and backlist orders of 10 units. Promo Code READMP20

**Merry Makers:**

60% off all wholesale orders placed now to ship by 10/31/20. Order must include any item from their new Fall line.

**Moleskine:**

Moleskine Limited Edition Under Minimum Promo: 12+ units of select titles = 50%. See your rep for a list of titles. Code: MSLEUM

**Pearson IT:**

Pearson 2020 Advantage Program: Retail accounts who order directly from Pearson are eligible to place up to 12 separate orders for up to 25 unique ISBN's. They will receive a one-time additional 5% discount on the list price of the eligible ISBN's they order. Proposal must be submitted to Pearson for approval. See your rep for additional details.

**Quarto:**

+5% on 12+ units. Excludes Smart Lab. Code: SHOW20. EXP: 12/31/20.

**Red Wheel/Weiser:**

52%, FF on all trade show orders (open to frontlist and backlist). No minimum. Code: IR2020

**SCB Distributors:**

50%, FF on 10+ frontlist and backlist units

**Schiffer:**

- 5+ = 45%, FF. EXP: 12/31/20
- 10+ = 50%, NET 60. All orders ship FF. Valid for titles published prior to 8/1/20. Code: SCHIFF20. EXP: 10/31/20

**Sleeping Bear Press:**

5+ = 50% FF (RET) or 55% FF (N/R). EXP: 12/31/20

**Sophia Institute Press:**

Rep Special: Extra 3% on 5+

**Wiley:**

Free Freight Frontlist/Backlist Special 2020: FF for 12 months. Trade = 50%, Demand Trade = 50%, CT or TD (Branded & Technology) = 52%, ST (Blackwell General Interest) = 40%, BT (Blackwell Academic) = 40%, TC (Tax Titles) = 50%, P (Professional) = 32%, DP (Demand Professional) = 40%. No minimum. Returnable and Non-Returnable Accounts. Promo code: WFF19

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