CHESAPEAKE & HUDSON, INC.

# Publishers Representatives

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**NAIBA 2022**

**August 8 – August 12, 2022**

**1517 Media:**

* ***Rep Special:* 10+ units = 50%, FF. NET 30. Includes all titles published before 1/1/23. Can be used twice per ship-to. Must open an account. Code: 1517FALLSPECIAL. EXP: 12/15/22.**

**Abrams:**

* ***Indie Bookstore Special:* 15+ = +4%; 60+ = +6%. Includes all Abrams FL and BL titles. Multiple orders ok. RET and N/R accounts. Indie bookstores only. Code: INDILOVE.**

**ACC Art Books:**

* ***Fall 2022 Promo Returnable:***

***Free Freight*** 10+ assorted units, new and backlist = 45%, FF. **Code: ACCRTS22FF (RET)**

***Extra Discount:*** 10+ assorted units, new and backlist = +5% discount. **Code: ACC2022B (N/R)**

* ***Fall 2022 Promo Non-Returnable:***

***Free Freight*** 10+ assorted units, new and backlist = 48%, FF. **Code ACCNRS22FF (N/R)**

**Amber Lotus:**

* ***Calendar Rack Program:*** 16-Pocket floor display, white (Ht. 64”/Dia. 22”): $126 + shipping; offset = 12 free calendars (single title, your choice) with a minimum purchase of 96 calendars.

**APG Sales & Distribution:**

* 10 – 20 units = 45%, FF. 21+ units = 50%, FF.

**ArtBook|D.A.P:**

* ***Fall 2022 Rep Special:*** Order 10+ backlist units and receive +3% (RET) or +2% (N/R). Trade titles only. **Code FR22 (RET) or FN22 (N/R).**

**Arte:**

* ***Rep Special:*** 5+ = 46%. 10+ = 46% and Free Freight.

One time only.  **Code:  Rep Free Freight Offer**

**Barefoot Books:**

* **+5% over $250. Code: SHOW55**
* **+10% over $400. Code: SHOW60**

**Brown Books:**

* 52%, FF. Net 90 on orders placed the day of the show. Orders must be received by 8/9/22. Code: NVNRBB22.

**Candlewick:**

* 10+ assorted backlist\* units earns +5% discount. PRH dating terms apply. Offer good from 9/1/22 to 10/31/22.  **Reason Code is EC0 (the number zero**). **(For EDI orders, use promo code RCP011.)** \*Backlist titles are books on sale prior to September 2022.

**Cardinal:**

* **Rep Special: 10+ = 52%, FF**
* **All About Series: 12+ = 60%, FF**

**Chronicle:**

* ***Indies First Special:*** 10+ = +5%, NET 90. Can be used multiple times. Valid on all product released through F22 season. CDU’s count as one unit. RET and N/R accounts. Includes museums. **Code:INDIES22**. Valid 8/8/22 – 12/2/22.

**Continental Sales, Inc.:**

* ***Fall Special:*** Free Freight on orders placed through 1/7/23. **Code: CSI22RFF (RET), CSI22NRFF** **(N/R).**

**Cottage Door:**

* **+5% of Net on all orders of $150 or more. 24 unit minimum order. Code: IndyFall22. EXP: 12/31/22**

**Crabtree Publishing:**

* **12 assorted – 50% & FF – use TOS on the order**

**Discovery Books, LLC:**

* **Free Display with 20 Discovery journals** (any assortment excluding Ciak journals)

\*\*\*\***NOTE:** The ISBN for the free counter display (9781946412218) must be added to your order. No separate code required.

 See CSI/NBN

**Dissent Pins:**

* Non-Returnable: $80 minimum opening order (wholesale order cost). Minimum re-order $80. FF on orders over $80. NET 60

**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.

**Goldhawk International:**

* Chicago Distribution Center now offers free freight on 15 or more books across all CDC publishers. 15 books must ship together in order to earn the free freight.

**Greenleaf Book Group:**

* 10+ units – 50% and free freight

\*Note rep name or cheshud on order with the special terms

**Kent:**

* ***Backlist Promo:*** +2% on backlist trade titles through 12/31/22 (published 2021 or earlier).
* ***Short Discount Special:*** 40% on all short discount titles.

**Kumon:**

* ***Fall 2022 Special:***Extra 5% discount off 25 or more mixed frontlist and backlist units from July 2022 through Dec 2022. One order only. **Code: FALL22**

 **Free spinner rack with fill.**

**Lerner:**

* **50%, Free Freight, 10+ frontlist or backlist. (Regional Shows – month of show). Promo Code: BOOKSHOW**

**Llewellyn:**

* **12-24 = 46%, FF (Code: 2022REP46FF). 25+ = 50%, FF (Code: 2022REP50FF).**

**Magination Press:**

* 52%, FF on FL and BL orders of 10 units. **Code: F22**

**Merry Makers:**

* Free Freight on any NET order of $250 or more. Offer valid on orders placed at the show or within two weeks.

**Michaelson Entertainment:**

* **New Store Special:**

Orders over 24 total units receive bonus of the league versions of the NFL titles:

1 unit of NFL Football 123 (ISBN 9781607301479)

1 unit of NFL Football ABC (ISBN 9781607301493)

1 unit of NFL Football Colors (ISBN 9781607301486)

Orders over 48 total units receive bonus of the league versions of the NFL titles:

2 units of NFL Football 123 (ISBN 9781607301479)

2 units of NFL Football ABC (ISBN 9781607301493)

2 units of NFL Football Colors (ISBN 9781607301486)

**Moleskine:**

* ***New Store Special:*** +5% (55% discount) on 24+ units. Excludes Ellipse Smart Pen (805834718889) and Smart Writing Set Ellipse (8058341718889). **Code: MSNEW22**. EXP: 12/31/22

**New Harbinger:**

* 10 units or more will receive free freight.

**North Star Editions:**

* 20 books = 46%, RET.

FF for orders over $100+ NET

 **Octane:**

* **50%, FF. Any quantity. Includes books and calendars. One order only.**

**Paperblanks:**

* 5% extra, free freight on orders of 40+ units. Includes all accessories and puzzles. Paperblanks + Paper Oh combined. **CODE: PBFALL2022**
* 7% extra, free freight on orders of 100+ units. Include all accessories and puzzles. Paperblanks + Paper Oh combined. **CODE: PBFALL100**
* 10% extra on any floor or counter POS orders – Paperblanks ONLY. **CODE: PBPOS2022**
* AVAILABLE JUNE 1 – AUGUST 31
* Future ship dating. **NO dated product**

**Pearson IT:**

* ***Pearson 2022 Advantage Program:*** Retail accounts who order directly from their Pearson sales 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. Offer valid on all trade and professional titles from the Pearson Professional Group. Discount as follows:

R = reference, 29%, FF

X = trade, 46%, FF

Y = professional, 34%, FF

Textbooks published by Pearson and Pearson Higher Education are excluded.

**Peter Pauper:**

* **Free Freight and Dec. 31st dating on orders of $1000 submitted between 7/11/22 and 8/19/22. Code: PPPDATING.**

**Pomegranate:**

* **September Stock Up**

Promo orders can be written **at any time** but need to adhere to the shipping windows.

Orders must ship between 9/1/22 and 10/15/22

*Eligible products*: all formats, excluding calendars

* **Code: HOLSTK22**
* Orders over $375 net qualify for a 55% discount and net 60 terms.
* Orders over $750 net qualify for a 55% discount, net 60, and a free freight allowance.

**Quarto:**

* ***2022 Tiered Frontlist Offer:*** 3-5 units = +3%; 6+ = +5%. Can be used multiple times. **Code: INDYFL22**. EXP: 12/31/22
* ***2022 Backlist Stock Offer:*** 20+ = +5% on all backlist titles. Excludes Smart Lab. Only books published prior to 01/01/2022 are eligible. RET and N/R accounts. Can be used multiple times. **Code: INDYREUP**. EXP: 12/31/22
* ***2023 Calendar and Planner Special:*** 7+ units = 50%, FF RET (Code: CALT23), 7+ units = 60%, FF N/R (Code: CALG23). Multiple orders ok. See your rep for a list of titles. EXP: 9/1/22

**Red Wheel:**

* 52%, FF for any orders placed during the show.

**Reycraft:**

* 46% RET, 50% NR. Free Freight at $100. NET 60

**SCB Distributors:**

* 50%, FF on 10+ frontlist and backlist units. Multiple orders ok.

**Schiffer:**

* RET:1 – 14 = 40%

 15+ = 45%

Free Freight on orders of $150 NET

* N/R:1- 14 = 40%

 15+ = 50%, FF

 Free Freight on orders of $150 NET

**Sleeping Bear*:***

* **5+ FL and BL = 50% FF (RET) or 55% FF (N/R).**

**Sophia Institute Press:**

* 5+ = 45%, FF

**Templeton Press:**

* Retail Books
1 + = 46%
* **Chicago Distribution Center now offers free freight on 15 or more books across all CDC publishers**. 15 books must ship together in order to earn the free freight.

**Time Factory Publishing:**

* Free Freight on any orders placed by 9/15/22

Dec 1 Dating upon request

24 units = 60% N/R (no minimum per sku)

**Wiley:**

* ***Free Freight Frontlist/Backlist Special 2022:*** No minimum.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) = 40%, DP (Demand Professional) = 40%. Returnable and Non-Returnable Accounts. Promo code: WFF19

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