



Sales Client  
Returnable Discount Schedule  
**Wholesale Accounts (US only)**  
Current as of July 1, 2011

**\*PBG Discount Schedule**

A&E Home Entertainment  
Architecture/Interiors Press  
Bella Distribution (Beanpole Books, Bella Books,  
Bold Strokes Books, Brisk Press, Enlightenment  
Press, Hillside Press, Intaglio Publications, Magnus  
Books, Spinsters Ink & Tiny Satchel Press )  
BenBella Books  
Black Dog Publishing UK  
Bowtie Press  
Easton Studio Press  
Encounter Books  
Geddes Group  
Hoberman Collection  
Innova Publishing  
Joy Berry Enterprises  
Kennel Club Books  
Interweave Press  
Lifetime Media  
Magic Carpet Books  
Newmarket Press  
Pear Press, PVG & Pearson Venture Group  
Plata Publishing  
Publications International (Field & Gift Accounts  
Only)  
Rat Press  
Rich Press  
Seven Publishing  
The New Press  
The Story Plant  
Waterside Publishing  
Worldmedia  
WS Publishing Group  
\*See PBG website for Retail and Wholesale Terms of Sale

**55% FOB**

Gambit

**50% FREE FREIGHT**

Harvard Business Review Press (pb only)

**55% FREE FREIGHT**

AudioGO (formerly BBC Audiobooks America)

**47% FOB**

Burlyman Entertainment  
Delano Greenidge Editions

**49% FOB**

Harvard Business Review Press (hc only)

**50% FOB**

Abbeville Press  
Food First Books  
Planeta Publishing  
Regnery Publishing

**52% FOB**

Firebrand Books  
Park Avenue Publishing (CA)  
Revolution Publishing  
Rugged Land  
Sensei Publications  
Skills For Life  
Warwick Publishing

**How to Order**

Email: [orderentry@perseusbooks.com](mailto:orderentry@perseusbooks.com)  
EDI: Perseus supports EDI and PUBNET ordering.  
Fax: (800) 351-5073 Phone: (800) 343-4499  
Mail: 1094 Flex Drive, Jackson, TN 38301  
Hours: Monday-Friday 7:30AM-4:00PM CST

**Minimum Shipment Value**

Perseus Client titles combine with PBG imprint titles to reach \$100 (invoice value) shipment minimum. Orders will be held until minimum is reached.

**Payment Terms**

Net 90 Days, based on date of shipment. Title passes at point of shipment.

**Claims**

All claims involving a shipment must be filed within 60 days of receipt of that shipment.

**Credit**

Shipments will be made to all accounts in good credit standing, as determined by the Accounts Receivable Department.

**Freight Policy**

If your account is set up with freight collect terms, you are not eligible to receive free freight.

**Return Address, Conditions**

All returns should be sent to: Perseus Distribution, 193 Edwards Drive, Jackson, TN 38301. Returns must include a packing list with full title and ISBN for each shipment. Returns must be in clean, saleable condition. Perseus reserves the right to refuse credit for returned product in unsaleable condition. Active titles are returnable for 90 days after publication date or invoice date. Contact our Customer Service Department for a complete returns policy.

**Coop**

Coop is available for per title consideration. Contact your rep for info.