

PARTNERS **WEST** is ready to serve the CANADIAN WEST!

- Great discounts off US prices
- 85,000 title selection
- Fast & hassle-free delivery via Purolator
- Friendly and knowledgeable staff
- Up-to-date price and availability on BookManager's PubStock!

"Partners/West has been our U.S. wholesaler of choice for quite a while now. Their reliable, personal and personable service, along with better discounts than the big guys offer, keep us coming back for more."

*Ian Cochran
Munro's Books – Victoria, BC*

"Partners/West reinforces that they are on our bookstore's team – which is a refreshing feeling. From their reliable and accurate shipping to their consistent and friendly customer service, they have been the easiest wholesaler to work with as a book buyer. Thank you, PWest!"

*Danny Reeves
Title Wave Books – Anchorage, AK*

PARTNERS **WEST**

Book Distributing, Inc.



www.partners-west.com

PERSONAL SERVICE NEVER GOES OUT OF STYLE

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TO THE WEST ...*

SAVINGS ——— **SERVICE** ——— **SELECTION**

1901 Raymond Ave SW | Renton, WA 98057 | 800.563.2385 | www.partners-west.com

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Book Distributing, Inc.

1901 Raymond Ave SW | Renton, WA 98057 | Tel: 800.563.2385 | Fax: 800.391.3491 | orders@partners-west.com

WHO & WHAT... is Partners/West?

A full service, general book wholesaler, based in Seattle, with over 85,000 titles from over 2,000 publishers ranging from major houses to independent and university presses. We have the books to meet your store's needs — frontlist, backlist, best-sellers, children's, regional, new age, graphic novels / manga, travel, select DVDs, sidelines, and more.

Large enough to fill your specific needs — small enough to provide outstanding service. We understand the needs of independent bookstores, which make up the vast majority of our customer-base.

What we can offer:

- ◆ Partners/West (PWD) is a participating PubStock vendor and is fully compliant with BookManager and all other point of sale systems.
- ◆ The Partners/West Book Blog (www.partners-west.com/blog) is dedicated to our customers with the intention of providing amusing and informative commentary about the business of selling books.
- ◆ Weekly mailing of the Partners/Pages newsletter. Two issues a month covering select, general interest titles, one issue focusing on body, mind and spirit publishing and a fourth covering regional, nature and gardening titles.
- ◆ Monthly graphic novel email covering new releases, trends and associated media tie-ins.
- ◆ Backorder releases shipped with next order or as requested by customer.
- ◆ Personal Service - We are flexible, listen well, and can offer title suggestions.
- ◆ Vendor-managed programs are also available. Ask us for details.

RETAIL DISCOUNT SCHEDULE

Minimum Order for 40% discount is just \$150 retail

Smaller orders will be shipped at a 30% discount

Quantity Incentive Discounts

41%: orders of 50 assorted books, or 25 of a single title

42%: 100 copies of a single title

Electronic Ordering

42%: 25 plus confirmed books

40%: fewer than 25 books confirmed

Audio Titles: 45%

University/Academic Press Titles: 40% (unless short discount)

Partners/West Preferred Program — Electronic Orders

Customers ordering at least \$50,000 per year, or new customers maintaining an order rate of \$5,000 per month are eligible for **43% discount** on electronic orders of more than 25 books confirmed.

This discount is for customers in good credit standing only.

Purolator Shipping Schedule — Ordering Deadlines

11:00 am PST order cutoff deadline for Tuesday, Friday shipments with delivery to:

British Columbia – on Thursday, Tuesday.

Alberta and Saskatchewan – on Friday, Tuesday.

Manitoba – on Monday, Wednesday.

Freight Charges — Prompt Payment Incentive

6.5% of net invoice flat shipping charge.

No additional charges for customs clearance, etc.

1% prompt payment incentive, 15 days EOM.

Payment in U.S. Funds Only (credit cards and electronic fund transfers accepted)