

Special Terms for Booksellers (funded by the Department of Canadian Heritage through the Support for Distribution program)

Revised Feb 8, 2021

Brunswick Books: All orders from independent Canadian Booksellers placed on or after December 1 2020 until at least March 31 2021 will receive an additional 10% discount for a total of 50% off trade discounted titles. PLUS FREE SHIPPING

This applies only to Canadian Authored books published by our Canadian Publishers:

- Between the Lines
- Demeter Press
- Fernwood Publishing
- Inanna Publications

Canada Book Distributors: Offering 20% rebate to all accounts.

Firefly Books: Firefly Books offers independent bookstores a discount of 55% off retail, for orders of 20 books or more. Backlist may be mixed with frontlist. Stores may order as many times as they like. However, the sale must go through a Firefly sales rep to qualify for the extra discount.

Formac Lorimer: 55% off all orders of 12+ units. Coop available for all participants. Now until 31 March 2021.

Goose Lane: For titles published by Goose Lane Editions and its agency presses for orders from independent, Canadian-owned retailers.

- 50% off all orders of 20 units or more (applies to mixed title orders, front and backlist) Promo code: SP50
- 45% off all single title orders of 3 units or more (applies to front and backlist) Promo code: S21

Period: 1 January – 31 March 2021

Terms: Accounts must be in good standing. Orders must be submitted through Hornblower sales reps; co-op must be approved in advance by the sales rep. Fulfilment by UTP or Goose Lane Editions

Harbour Publishing: Offering an extra 20% credit on orders, with co-op opportunities.

Heritage Distribution Group:

HGD SPRING 2021 INDIE BOOKSELLER "SEASONAL" SPECIALS

Frontlist —> 10+ units @ an additional 20% off net invoices (returnable)
Backlist —> 20+ units @ an additional 40% off net invoices (non-returnable)
Overstock —> 80+ units @ an additional 80% off net invoices (non-returnable)

* Offer runs FEBRUARY 1, 2021 — MARCH 31, 2021 *
* Use code "S21SS" on PO *

* Frontlist applies to all books with a release date after February 1, 2021 *
* Backlist applies to all books with a release date before January 1, 2021 *
* Overstock information and title lists are available from your Sales Rep *
* Orders must be submitted as a separate PO to qualify for discount *
* Does not apply to current backorders or consignment accounts *
* Cannot be combined with other promotional discounts *
* Applies to titles published by HH, RMB, TW *
* Books must be authored by a Canadian *
* Retailers must be Canadian owned *
* Offer available while funding lasts *
* Shipping and taxes extra *

2) SPRING 2021 BOOKSELLER "SEASONAL" SPECIALS

Frontlist —> 10+ units @ 20% off net invoices (returnable)
Backlist —> 20+ units @ 40% off net invoices (non-returnable)
Overstock —> 80+ units @ 80% off net invoices (non-returnable)

Offer runs FEBRUARY 1, 2021 — MARCH 31, 2021
Excludes Greystone (UTP) & Agency titles
Contact your HGD Sales Rep for details
Offer available while funding lasts

Use code "S21SS" on PO

Irwin Law: Offering 45% off on books that normally carry a 20% and 55% off books that regularly go out at 40%.

LitDistCo.:

CANADIAN INDEPENDENT BOOKSELLERS: Rebate of 30%, up to cap.

LPG AND MEMBER PUBLISHERS: Funding for ads and publisher-organized coops to benefit booksellers.

Nimbus: Offering 15% additional discount, with co-op available.

Raincoast: Offering 20% extra discount to Canadian retailers on Canadian-authored titles published by Canadian publishers. Lists posted on Book Manager and Catalist. No promo codes need to be or can be combined with this: the special discount will apply to all orders that do not have promo codes on them. This DCH discount expires Jan 22.

University of Toronto Press: An outline of the UTP program is as follows:

Eligible retailers: Canadian-owned retailers. Such eligible retailers accounts must be “in good standing” to qualify for UTP rebates. Qualifying retailers include independent booksellers, college bookstores, gift stores, library wholesalers, and Indigo Books & Music.

Eligible titles: Canadian-authored books (as defined by the Canada Book Fund) published by Canadian-owned publishers.

Terms of the rebate: invoices that are paid within 60 days of the statement date will receive a 15% rebate in the form of a credit. For example, invoices issued from August 1, if paid by October 31, will qualify for a rebate. The amount of the credit will be net of eligible purchases and eligible returns. Credits may only be used to apply against future purchases.

Period of the program: the program will be effective for purchases made in August 2020 (due October 2020) and will continue through 2021 until the funds are exhausted. Rebate credits will be issued following each month-end.

Example: value of eligible sales invoice lines due from 60 days, \$10,000; value of eligible returns credit note lines during same period, \$2,000; credit issued, \$800.

Please note that the program may change at UTP's discretion and is subject to audit by the DCH. Questions? Contact Hamish Cameron, UTP

This project has been made possible the Government of Canada