

BEACON PRESS

SPECIAL SALES DISCOUNT SCHEDULE

To order, please contact:

Sales Department

Beacon Press, 25 Beacon Street, Boston, MA 02108-2892

Phone: 617-948-6573, Fax: 617-742-2290, E-mail:sales@beacon.org.

Be sure to indicate that you are a special sales customer.

DISCOUNT SCHEDULE*

<u>Number of copies:</u>	<u>Discount Prepaid:</u>	<u>Discount Invoiced:</u>
10-24	46%	N/A
25-99	50%	46%
100-249	52%	50%
250-499	55%	53%
500-999999	60% (free shipping)**	60%

- discounts apply per order
- books sold on a non-returnable basis
- terms are net 30 days
- credit application may be required if you want to be invoiced

The discount offered on all short discount (tx) titles is as follows. These titles will, however, combine with trade books to determine your trade discount.

<u>Number of copies:</u>	<u>Discount Prepaid:</u>	<u>Discount Invoiced:</u>
10-24	32%	N/A
25-99	34%	32%
100-249	36%	34%
250-499	39%	37%
500-999999	46% (free shipping)**	46%

* Please contact Broche Fabian for discount information for print-on-demand titles.

** Free shipping on prepaid orders over 500 copies only applies to standard motor freight. Customers will pay for shipping on rush orders.

SHIPPING & HANDLING

Books are shipped FOB Random House Warehouse, Indiana. Standard shipping provides delivery by UPS or FedEx Ground service within approximately 10 days following receipt of your order.

Shipping charges are 5% of your net invoice total after discount. Additional charges may apply for rush orders.

The minimum shipping charge is \$5.00.