

# Workman

## RETAIL DISCOUNT SCHEDULE 2008 CALENDARS EFFECTIVE JANUARY 1, 2007

**Accounts must choose one of the following discount options**

### Returnable

ALL CALENDARS: 53% discount  
Co-op Advertising: 3% supporting order



### Nonreturnable

ALL CALENDARS: 56% discount  
Co-op Advertising: 3% supporting order



### Early-Buy Incentive

Free Freight for commitments received by April 30, 2007  
Accounts who increase their calendar order by 2% over 2006  
will receive 2% Additional Discount



Minimum Order: 100 calendars  
Any orders below 100 calendars revert to book discounts

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## RETAIL DISCOUNT SCHEDULE • 2008 CALENDARS

### TERMS & CONDITIONS • EFFECTIVE JANUARY 1, 2007

**Effective January 1, 2007**

#### **Terms and Conditions**

References to Workman Publishing include Algonquin Books of Chapel Hill, Artisan Books, and Workman. Black Dog & Leventhal (BD&L) is an independent publisher distributed by Workman Publishing.

**Payment Terms:** December 10, 2007

**STOP:** 40% discount plus \$3.00 handling

**Terms Election:** Each January retailers may choose any of the discount options printed above. That election, once made, will remain in effect throughout the year. If no election is made, Workman will ship under the same terms as the previous year.

**Order minimums:** Minimums are based on shipping to a single location. There will be no sub-shipments (requiring separate packing or billing) within any order.

**Retail Receiving Facility (RRF):** Retailers able to accept delivery by long-distance carrier, whereby the publisher is not responsible for inside delivery charges, may open an RRF account. A letter certifying that you meet this criterion is to be mailed to the attention of Workman's Sales Department. A new account number will be assigned.

**Incentive:** The incentive deadline of April 30, 2007, will be strictly enforced.

**Free Freight Restrictions:** Workman will not accommodate an account's request for specific shipping methods if the account qualified for free freight. If an account insists on a particular freight carrier due to their company's internal requirements, they forfeit their free freight terms.

**Returnable/Nonreturnable:** Accounts may elect to buy on a returnable or nonreturnable basis. This choice will apply uniformly to all calendars published or distributed by Workman Publishing; a separate choice may be made for books. If no election is made, Workman will ship on the same terms as were in effect the previous year for Workman Publishing titles. To change from returnable to nonreturnable, or vice versa, accounts must send written notice to customer service. Contact Workman for details.

#### **Returns**

**When to return:** Stripped calendar returns are accepted no earlier than February 1, 2008. Returns should be completed by March 31, 2008. NO RETURN AUTHORIZATION IS REQUIRED. Please include your account number on charge-back and packing list to ensure that credit will be issued correctly to your account. Account numbers can be found on your statement, packing list, or any invoice. Returns will be credited at the original purchase price. Returns of more than one carton should be labeled, for example, 1 of 3, 2 of 3, etc. Send calendars along with packing slip to:

Workman Publishing Company  
c/o George Banta Company  
677 Brighton Beach Road  
Menasha, WI 54952  
Returns sent to any other location will be refused

**What to return:** Wall calendars: front and back covers stapled together. Page-A-Day® Calendars: flattened box and cover page. Page-A-Day® Gallery Calendars: sleeve and cover page. Spiral-bound diaries (*Audubon Engagement Calendar*, *Mom's Family Desk Planner™*): front and back covers stapled together. Cloth-bound diaries (*French Country Diary*) and perpetuals (*Mom's Birthday Calendar*): full book returns are required (no price stickers). Customer pays all freight and handling costs on return shipments. Full book returns are required for Galleries, diaries, Advent calendars, and perpetual calendars. Returns will be credited at the original purchase price.

**Note:** *The Book Lover's Calendar* does not combine for quantity or discount and is nonreturnable.

**Shared Markdown Program:** Retailers who buy calendars on a returnable basis may choose to participate in Workman's shared markdown program. Retailers are required to notify Workman no later than September 1, 2007, of their intention to participate in the program. For program details, contact Philip Gerace, Director of Credit.

**Co-op Advertising:** 3% of the net billing of supporting order for the titles to be promoted, not to exceed \$5,000 per title. Orders may be placed either directly or indirectly; they may not be combined. "Page-A-Day®" and "Picture-A-Day®" must appear in all ads for these calendars with the following copy: "Page-A-Day® and Picture-A-Day® designs and logos are registered trademarks of Workman Publishing Company, Inc." Use of these phrases, logos, or designs in conjunction with any other calendar is an infringement of trademark and will invalidate the co-op claim.

Retailers are free to sell titles purchased from Workman Publishing at whatever retail price they wish.

Custom stickering and other special requirements are available at additional cost. Contact Workman or your sales rep for more information.

The terms stated herein may not be modified by contrary, different, or additional terms contained in a customer's purchase order or other purchase confirmation or advice.

Workman Publishing Co., Inc. reserves the right to change its discount, returns, and co-op policies at any time.

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