

<b>Publisher/Imprint</b>	<b>Promotion Name</b>	<b>Promotion Details</b>	<b>Promo Code</b>
Harper Collins Publishers	W16 Best Teen Books You May Have Missed	Terms: plus 5% and equivalent pos rebate option Order Dates 8/1/15 to 12/31/15, Min. 5 units	Promo Code W16FL+5
HarperCollins Publishers	W16 Board Book Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 8/1/15 to 12/31/15, Min. 5 units	Promo Code W16FL+5
HarperCollins Publishers	W16 First in the Series Teen & Middle Grade Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 8/1/15 to 12/31/15, Min. 5 units	Promo Code W16FL+5
HarperCollins Publishers	W16 Make Books Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 8/1/15 to 12/31/15, Min. 5 units	Promo Code W16FL+5
HarperCollins Publishers	W16 Middle Grade Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 8/1/15 to 12/31/15, Min. 5 units	Promo Code W16FL+5
HarperCollins Publishers	W16 New Voices Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 8/1/15 to 12/31/15, Min. 5 units	Promo Code W16FL+5
HarperCollins Publishers	W16 Warriors New Editions Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 8/1/15 to 12/31/15, Min. 5 units	Promo Code W16FL+5
HarperCollins Publishers	W16 Amelia Bedelia Chapter Book Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 12/1/15 to 5/31/16, Min. 5 units	Promo Code W16BL+5
HarperCollins Publishers	W16 Byron Barton Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 12/1/15 to 5/31/16, Min. 5 units	W16BL+5
HarperCollins Publishers	W16 Kevin Henkes Backlist Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 12/1/15 to 5/31/16, Min. 5 units	Promo Code W16BL+5
HarperCollins Publishers	W16 Lauren Oliver Backlist Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 12/1/15 to 5/31/16, Min. 5 units	Promo Code W16BL+5
HarperCollins Publishers	W16 Michael Grant Backlist Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 12/1/15 to 5/31/16, Min. 5 units	Promo Code W16BL+5
HarperCollins Publishers	W16 Michael Hall Backlist Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 12/1/15 to 5/31/16, Min. 5 units	Promo Code W16BL+5
HarperCollins Publishers	W16 Pinkalicious Backlist Promotion	Terms: plus 5% and equivalent pos rebate option Order Dates 12/1/15 to 5/31/16, Min. 5 units	Promo Code W16BL+5

OPTION 1:

- Discount Terms: +5%; applies to initial order only; free freight
- Minimum order: 5 copies of any of the titles below per ship to location
- One order only, orders will ship upon release
- Order must be placed between 12/1/15 and 4/30/16
- Retailers must promote for at least 4 weeks between 4/1/16 and 8/31/16
- PO must reference PROMO CODE: S16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold.
- Retailers must promote for any 4 weeks between 4/1/16 and 8/31/16
- POS must be submitted within 45 days after the promotion runs

HarperCollins  
Children's Books

S16 Best Teen  
Books You May  
Have Missed  
Promotion

S16FL5

OPTION 1:

- Discount Terms: +5%; applies to initial order only; free freight
- Minimum order: 5 copies of any of the titles below per ship to location
- One order only, orders will ship upon release
- Order must be placed between 12/1/15 and 4/30/16
- Retailers must promote for at least 4 weeks between 4/1/16 and 8/31/16
- PO must reference PROMO CODE: S16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold
- Retailers must promote for any 4 weeks between 4/1/16 and 8/31/16
- POS must be submitted within 45 days after the promotion runs

HarperCollins  
Children's Books

S16 Board Books  
Promotion

S16FL5

OPTION 1:

- Discount Terms: +5%; applies to initial order only; free freight
- Minimum order: 5 copies of any of the titles below per ship to location
- One order only, orders will ship upon release
- Order must be placed between 12/1/15 and 4/30/16
- Retailers must promote for at least 4 weeks between 4/1/16 and 8/31/16
- PO must reference PROMO CODE: S16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold.
- Retailers must promote for any 4 weeks between 4/1/16 and 8/31/16
- EOS must be submitted within 45 days after the promotion runs

HarperCollins  
Children's Books

S16 First in the  
Series Teen and  
Middle Grade PB  
Promotion

S16FL5

OPTION 1:

- Discount Terms: +5%; applies to initial order only; free freight
- Minimum order: 5 copies of any of the titles below per ship to location
- One order only, orders will ship upon release
- Order must be placed between 12/1/15 and 4/30/16
- Retailers must promote for at least 4 weeks between 4/1/16 and 8/31/16
- PO must reference PROMO CODE: S16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold
- Retailers must promote for any 4 weeks between 4/1/16 and 8/31/16
- EOS must be submitted within 45 days after the promotion runs

HarperCollins  
Children's Books

S16 Make Books  
Promotion

S16FL5

OPTION 1:

- Discount Terms: extra 5%
- One order only, orders will ship upon receipt; minimum order 5 units
- Order must be placed between 12/1/15 and 4/30/16
- Retailers must promote for at least 4 weeks between 4/1/16 and 8/31/16
- PO must reference PROMO CODE: S16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold.
- Retailers must promote for any 4 weeks between 4/1/16 and 8/31/16
- POS must be submitted within 45 days after the promotion runs.

HarperCollins  
Children's Books

S16 Middle Grade  
Building Series  
Promotion

S16FL5

OPTION 1:

- Discount Terms: +5%; applies to initial order only; free freight
- Minimum order: 5 copies of any of the titles below per ship to location
- One order only, orders will ship upon release
- Order must be placed between 12/1/15 and 4/30/16
- Retailers must promote for at least 4 weeks between 4/1/16 and 8/31/16
- PO must reference PROMO CODE: S16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold
- Retailers must promote for any 4 weeks between 4/1/16 and 8/31/16
- POS must be submitted within 45 days after the promotion runs

HarperCollins  
Children's Books

S16 New Voices  
Promotion

S16FL5

OPTION 1:

- Discount Terms: extra 5%
- One order only, orders will ship upon receipt; minimum order 5 units
- Order must be placed between 12/1/15 and 4/30/16
- Retailers must promote for at least 4 weeks between 4/1/16 and 8/31/16
- PO must reference PROMO CODE: S16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold.
- Retailers must promote for any 4 weeks between 4/1/16 and 8/31/16
- POS must be submitted within 45 days after the promotion runs.

S16FL5

HarperCollins  
Children's Books      S16 Summer  
Reading Middle  
Grade Promotion

OPTION 1:

- Discount Terms: extra 5%
- One order only, orders will ship upon receipt; minimum order 5 units
- Order must be placed between 12/1/15 and 4/30/16
- Retailers must promote for at least 4 weeks between 4/1/16 and 8/31/16
- PO must reference PROMO CODE: S16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold.
- Retailers must promote for any 4 weeks between 4/1/16 and 8/31/16
- POS must be submitted within 45 days after the promotion runs.

S16FL5

HarperCollins  
Children's Books      S16 Summer  
Reading Teen  
Promotion

OPTION 1:

- Discount Terms: extra 5%
- One order only, orders will ship upon receipt; minimum order 5 units
- Order must be placed between 12/1/15 and 4/30/16
- Retailers must promote for at least 4 weeks between 4/1/16 and 8/31/16
- PO must reference PROMO CODE: S16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold.
  - Retailers must promote for any 4 weeks between 4/1/16 and 8/31/16
  - EOS must be submitted within 45 days after the promotion runs.
- (Fiction) All International Thrillers, by G.A. Chamberlin  
and,  
(Non Fiction) Kathleen The War Years, by G.A.Chamberlin, a diplomatic account of America in WWII

S16FL5

10% discount on all books by G.A.Chamberlin when ordered from Ingram, September - December, 2015

HarperCollins Children's Books  
S16 Teen Lauren Oliver/ Maureen Johnsons Reissue Promotion

Crown Eagle Publishing  
Pilgrim Harvest Special Backlist Offer  
Sourcebooks  
Jabberwocky /Fire imprint offer

See <www.gachamberlin.com>  
See attached brochure.  
15 + Backlist Books = 50% Free Freight  
Jabberwocky/Fire Imprint  
+3 books + 50% Free Freight

N/A

Workman Publishing (Workman, Algonquin, Artisan, Black Dog & Leventhal, The Experiment, HighBridge Audio, Storey and Timber)  
Holiday Quick Picks 2014

All books on the attached list are discounted 50% (55% for non-returnable accounts). There's NO minimum order and shipping is free. In addition, orders in by 3:00pm will ship by 3:00pm the next business day. In addition, you can add any other Workman book to you Holiday Quick Picks order and it will receive the same terms and expedited shipping. Here is a link to the HQP14 Edelweiss Collection:  
<http://edelweiss.abovethetreeline.com/CatalogOverview.aspx?catalogID=880984>

HQP14

OR  
DELAYED BILLING - NO PAYMENT UNTIL  
MAY 15, 2016

Place your Scholastic backlist order between  
January 15, 2016 and  
March 31, 2016 and you may choose to  
receive either 2% extra discount or delayed  
billing.

All Hunger Games titles are eligible for this  
promotion. This is a great opportunity to  
stock up on the rest of our bestselling  
backlist titles and series including: Harry  
Potter, Captain Underpants, Minecraft, Spirit  
Animals, I Survived, Amulet, Clifford, Fly  
Guy, Geronimo Stilton, and BOB Books in  
addition to any other Scholastic backlist  
books.

Remember to reorder titles for upcoming  
holidays such as Easter and Passover. Here  
are the details:

**SCHOLASTIC BACKLIST OFFER**

1. All Scholastic backlist titles, hardcover  
and paperback in store by December 15,  
2015 are eligible.
2. Audio titles in store by August 31, 2015  
are eligible.

3. Minimum order of 50 assorted books.
4. All qualifying orders must be placed  
between January 15, 2016 and March 31,  
10 + assorted books, 45%, free freight

**OPTION 1:**

- Discount Terms: extra 5%
- One order only, orders will ship upon  
receipt; minimum order 5 units
- Order must be placed between 12/1/15 and  
4/30/16
- Retailers must promote for at least 4 weeks  
between 4/1/16 and 8/3/16

**OR:**

**OPTION 2: \***

- Retailers will be issued a credit for the  
amount listed below for every book sold.
- Retailers must promote for any 4 weeks  
between 4/1/16 and 8/31/16
- POS must be submitted within 45 days after  
the promotion runs.

When placing  
order, customer  
MUST include the  
appropriate  
promotion code.  
This is a EITHER  
/ OR -- NOT  
BOTH offer. See  
Promo Codes  
BELOW:

\*

Delayed billing  
promotion code:  
S00113

\* Extra

2% discount  
promotion code:  
S00112  
SS16

SCHOLASTIC  
Lone Pine

SPRING 2016  
RETAIL BACKLIST  
OFFER  
Spring Bookstore

HarperCollins  
Publishers

S16 Teen Lauren  
Oliver/ Maureen  
Johnsons Reissue  
Promotion

S16FL5

OPTION 1:

- Discount Terms: +5%; all orders receive free freight
  - One order only, orders will ship upon receipt; minimum order 5 units
  - Order must be placed between 12/1/15 and 5/31/16
  - Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16
- PO must reference PROMO CODE

OR:

OPTION 2:

- Retailers will be issued a credit for the amount listed below for every book sold
- Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16

HarperCollins  
Publishers

W16 Baseball Fever  
Promotion

- POS must be submitted within 45 days after the promotion runs

BL+5W16

OPTION 1:

- Discount Terms: +5%; all orders receive free freight
  - One order only, orders will ship upon receipt; minimum order 5 units
  - Order must be placed between 12/1/15 and 5/31/16
  - Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16
- PO must reference PROMO CODE

OR:

OPTION 2:

- Retailers will be issued a credit for the amount listed below for every book sold
- Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16

HarperCollins  
Publishers

W16 Big Nate  
Series Promotion

- POS must be submitted within 45 days after the promotion runs

BL+5W16

OPTION 1:

- Discount Terms: +5%; all orders receive free freight
  - One order only, orders will ship upon receipt; minimum order 5 units
  - Order must be placed between 12/1/15 and 5/31/16
  - Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16
- PO must reference PROMO CODE

OR:

OPTION 2: \*

- Retailers will be credited the amount listed below for every book sold.
- Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16

HarperCollins  
Publishers

W16 Biography  
Promotion

- POS must be submitted within 45 days after the promotion runs

BL+5W16



HarperCollins Publishers	W16 Black History Month Promotion	<p>OPTION 1:</p> <ul style="list-style-type: none"> <li>•Discount Terms: +5%; all orders receive free freight</li> <li>•One order only, orders will ship upon receipt; minimum order 5 units</li> <li>•Order must be placed between 12/1/15 and 5/31/16</li> <li>•Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16</li> <li>•PO must reference PROMO CODE</li> </ul> <p>OR:</p> <p>OPTION 2: *</p> <ul style="list-style-type: none"> <li>•Retailers will be credited the amount listed below for every book sold</li> <li>•Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16</li> <li>•POS must be submitted within 45 days after the promotion runs</li> </ul>	BL+5W16
HarperCollins Publishers	W16 Bullying Prevention Promotion	<p>OPTION 1:</p> <ul style="list-style-type: none"> <li>•Discount Terms: +5%; all orders receive free freight</li> <li>•One order only, orders will ship upon receipt; minimum order 5 units</li> <li>•Order must be placed between 12/1/15 and 5/31/16</li> <li>•Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16</li> <li>•PO must reference PROMO CODE</li> </ul> <p>OR:</p> <p>OPTION 2:</p> <ul style="list-style-type: none"> <li>•Retailers will be issued a credit for the amount listed below for every book sold</li> <li>•Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16</li> <li>•POS must be submitted within 45 days after the promotion runs</li> <li>•Discount Terms: +5%</li> <li>•Minimum order: 5 units</li> <li>•One order only; all orders receive free freight</li> <li>•Order must be placed between 12/1/15 and 5/31/16</li> <li>•Orders will ship upon receipt</li> <li>•Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16</li> <li>PO must reference PROMO CODE</li> </ul> <p>OR:</p> <p>OPTION 2: *</p> <ul style="list-style-type: none"> <li>•Retailers will be issued a credit for the amount listed below for every book sold.</li> <li>•Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16</li> <li>•POS must be submitted within 45 days after the promotion runs</li> </ul>	BL+5W16
HarperCollins Publishers	W16 Caldecott/Newbery Promotion	<ul style="list-style-type: none"> <li>•POS must be submitted within 45 days after the promotion runs</li> </ul>	BL+5W16

HarperCollins Publishers	W16 Children's Shel Silverstein/Poetry Promotion	<p>OPTION 1:</p> <ul style="list-style-type: none"> <li>•Discount Terms: +5%; all orders receive free freight</li> <li>•One order only, orders will ship upon receipt; minimum order 5 units</li> <li>•Order must be placed between 12/1/15 and 5/31/16</li> <li>•Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16</li> <li>•PO must reference PROMO CODE</li> </ul> <p>OR:</p> <p>OPTION 2: *</p> <ul style="list-style-type: none"> <li>•Retailers will be credited the amount listed below for every book sold</li> <li>•Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16</li> <li>•POS must be submitted within 45 days after the promotion runs</li> </ul>	BL+5W16
HarperCollins Publishers	W16 Common Core Titles Promotion	<p>OPTION 1:</p> <ul style="list-style-type: none"> <li>•Discount Terms: +5%; all orders receive free freight</li> <li>•One order only, orders will ship upon receipt; minimum order 5 units</li> <li>•Order must be placed between 12/1/15 and 5/31/16</li> <li>•Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16</li> <li>•PO must reference PROMO CODE</li> </ul> <p>OR:</p> <p>OPTION 2*:</p> <ul style="list-style-type: none"> <li>•Retailers will be issued a credit for the amount listed below for every book sold.</li> <li>•Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16</li> <li>•POS must be submitted within 45 days after the promotion runs.</li> </ul>	BL+5W16
HarperCollins Publishers	W16 Fancy Nancy Picture Book Promotion	<p>OPTION 1:</p> <ul style="list-style-type: none"> <li>•Discount Terms: +5%; all orders receive free freight</li> <li>•One order only, orders will ship upon receipt; minimum order 5 units</li> <li>•Order must be placed between 12/1/15 and 5/31/16</li> <li>•Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16</li> <li>•PO must reference PROMO CODE</li> </ul> <p>OR:</p> <p>OPTION 2: *</p> <ul style="list-style-type: none"> <li>•Retailers will be credited the amount listed below for every book sold.</li> <li>•Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16</li> <li>•POS must be submitted within 45 days after the promotion runs</li> </ul>	BL+5W16

HarperCollins Publishers	W16 If You Like Divergent, You'll Like... Promotion	<p>OPTION 1:</p> <ul style="list-style-type: none"> <li>•Discount Terms: +5%; all orders receive free freight</li> <li>•One order only, orders will ship upon receipt; minimum order 5 units</li> <li>•Order must be placed between 12/1/15 and 5/31/16</li> <li>•Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16</li> <li>•PO must reference PROMO CODE</li> </ul> <p>OR:</p> <p>OPTION 2*:</p> <ul style="list-style-type: none"> <li>•Retailers will be issued a credit for the amount listed below for every book sold.</li> <li>•Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16</li> <li>•POS must be submitted within 45 days after the promotion runs.</li> </ul>	BL+5W16
HarperCollins Publishers	W16 Kevin Henkes Backlist Promotion	<p>OPTION 1:</p> <ul style="list-style-type: none"> <li>•Discount Terms: +5%; all orders receive free freight</li> <li>•One order only, orders will ship upon receipt; minimum order 5 units</li> <li>•Order must be placed between 12/1/15 and 5/31/16</li> <li>•Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16</li> <li>•PO must reference PROMO CODE</li> </ul> <p>OR:</p> <p>OPTION 2: *</p> <ul style="list-style-type: none"> <li>•Retailers will be credited the amount listed below for every book sold.</li> <li>•Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16</li> <li>•POS must be submitted within 45 days after the promotion runs</li> </ul>	BL+5W16
HarperCollins Publishers	W16 Kevin Henkes Backlist Promotion	<p>OPTION 1:</p> <ul style="list-style-type: none"> <li>•Discount Terms: +5%; all orders receive free freight</li> <li>•One order only, orders will ship upon receipt; minimum order 5 units</li> <li>•Order must be placed between 12/1/15 and 5/31/16</li> <li>•Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16</li> <li>•PO must reference PROMO CODE</li> </ul> <p>OR:</p> <p>OPTION 2: *</p> <ul style="list-style-type: none"> <li>•Retailers will be credited the amount listed below for every book sold.</li> <li>•Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16</li> <li>•POS must be submitted within 45 days after the promotion runs</li> </ul>	BL+5W16

OPTION 1:

- Discount Terms: +5%; all orders receive free freight
- One order only, orders will ship upon receipt; minimum order 5 units
- Order must be placed between 12/1/15 and 5/31/16
- Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16
- PO must reference PROMO CODE

OR:

OPTION 2:

- Retailers will be issued a credit for the amount listed below for every book sold
- Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16
- POS must be submitted within 45 days after the promotion runs

HarperCollins  
Publishers

W16 Lauren Oliver  
Promotion

BL+5W16

OPTION 1:

- Discount Terms: +5%; all orders receive free freight
- One order only, orders will ship upon receipt; minimum order 5 units
- Order must be placed between 12/1/15 and 5/31/16
- Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16
- PO must reference PROMO CODE

OR:

OPTION 2\*:

- Retailers will be issued a credit for the amount listed below for every book sold.
- Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16
- POS must be submitted within 45 days after the promotion runs.

HarperCollins  
Publishers

W16 My First Book  
Club Promotion

BL+5W16

OPTION 1:

- Discount Terms: +5%; all orders receive free freight
- One order only, orders will ship upon receipt; minimum order 5 units
- Order must be placed between 12/1/15 and 5/31/16
- Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16
- PO must reference PROMO CODE

OR:

OPTION 2\*:

- Retailers will be issued a credit for the amount listed below for every book sold.
- Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16
- POS must be submitted within 45 days after the promotion runs.

HarperCollins  
Publishers

W16 Paperback  
Picture Book  
Promotion

BL+5W16

OPTION 1:

- Discount Terms: +5%; all orders receive free freight
- One order only, orders will ship upon receipt; minimum order 5 units
- Order must be placed between 12/1/15 and 5/31/16
- Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16
- PO must reference PROMO CODE

OR:

OPTION 2\*:

- Retailers will be credited the amount listed below for every book sold.
  - Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16
- POS must be submitted within 45 days after the promotion runs

BL+5W16

HarperCollins Publishers

W16 Pinkalicious 10th Anniversary Promotion

OPTION 1:

- Discount Terms: +5%; all orders receive free freight
- One order only, orders will ship upon receipt; minimum order 5 units
- Order must be placed between 12/1/15 and 5/31/16
- Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16
- PO must reference PROMO CODE

OR:

OPTION 2\*:

- Retailers will be credited the amount listed below for every book sold.
  - Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16
- POS must be submitted within 45 days after the promotion runs

BL+5W16

HarperCollins Publishers

W16 President's Day Promotion

OPTION 1:

- Discount Terms: +5%; all orders receive free freight
- Minimum order: 5 separate titles; One order only; Orders will ship upon receipt
- Order must be placed between 12/1/15 and 5/31/16
- Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16
- PO must reference PROMO CODE

OR:

OPTION 2\*:

- Retailers will be issued a credit (see below) for every book sold
- Retailers must promote for any 4 weeks between 1/1/16 and 7/30/16

•POS must be submitted within 45 days after the promotion runs

BL+5W16

HarperCollins Publishers

W16 Spring Books Promotion

OPTION 1:

- Discount Terms: +5%; all orders receive free freight
- One order only, orders will ship upon receipt; minimum order 5 units
- Order must be placed between 12/1/15 and 5/31/16
- Retailers must promote for at least 4 weeks between 1/1/16 and 7/30/16
- PO must reference PROMO CODE

OR:

OPTION 2:

- Retailers will be issued a credit for the amount listed below for every book sold
  - Retailers must promote for any 4 weeks between 1/1/15 and 7/30/15
  - POS must be submitted within 45 days after the promotion runs
- Discount Terms: 52% for retail accounts only (no RDCs)  
Offer good for one order only, placed between January 1 and April 30, 2016.  
Minimum order: a total of 20 units per ship-to, with a mix of any of the titles below.  
Must use Promo Code

HarperCollins Publishers	W16 Stick Dog Series Promotion		BL+5W16
HARLEQUIN/TEEN RED	Summer '16 Great Reads from Harlequin Teen Promotion		H0137
WHEEL/WEISER/C ONARI/HAMPTON ROADS RED	SPRING 2016 BACKLIST SPECIAL	BUY 25 UNITS PER SHIP-TO, BOTH FRONTLIST AND BACKLIST, . AND RECEIVE 50FF	SPRING SPECIAL
WHEEL/WEISER/C ONARI/HAMPTON ROADS ALSO DISTRIBUTING HIEROPHANT PUBLISHING	THE MASTERY OF SELF BY DON MIGUEL RUIZ, JR. HIEROPHANT PUBLISHING 978-1-938289-53-8 19.95 MAY 2016	ORDER 5 UNITS (PER SHIP-TP) OF THIS MAY 2016 TITLE AND RECEIVE 50%. AUTHOR OF THE BESTSELLING THE FIVE LEVELS OF ATTACHMENT.	SPRING SPECIAL
HarperCollins Children's Publishers	2016 I Can Read/TFK Value Promotion	<ul style="list-style-type: none"> <li>•Discount Terms: 62%</li> <li>•All orders receive free freight</li> <li>•Minimum order 15 units combined of eligible titles below; one order only</li> <li>•Order must be placed between 1/22/16 and 5/1/16</li> <li>•Retailers must promote for at least 4 weeks between 1/1/16 and 5/31/16</li> <li>•Orders will ship upon receipt</li> <li>•PO must reference PROMO CODE</li> </ul>	W16ICR62

•Please note that this offer applies to all available Children's titles with an on sale date prior to 12/1/15.

•Promotional support required (e.g. e-newsletter, flyer/brochure, catalog or on-line advertising)—must be worked out with your sales representative.

•Additional 2% discount for orders of 250 – 2,499 units.

•Additional 5% discount for orders of 2,500 units or more.

•One Order Only.

•Order to be placed between January 25, 2016 and April 30, 2016.

Discount:+3%

Dating:120 days dating

Minimum:30 units

Maximum:500 units

# of Orders:2 orders per season

•Additional 2% discount for orders of 250 – 2,499 units. Use promo code W16EW+2.

•Additional 5% discount for orders of 2,500 units or more. Use promo code W16EW+5.

HarperCollins  
Children's  
Publishers

W16 Educational  
Wholesaler Offer

Winter Indie Stock Up

Effective Dates:2/1/16 – 3/18/16

Eligible Titles:All S&S wholly-owned and distributed titles on sale prior to 12/31/15 are eligible with the exception of below list of titles.

The following key titles are NOT eligible for this promotion:

Adult

9780743277709Watership

DownAdams\$14.00

9780743272933The Good

EarthBuck\$14.00

9780743273565The Great Gatsby

Fitzgerald\$14.00

9781451626650Catch-

22Heller\$16.00

9780684801469A Farewell to

ArmsHemingway\$14.00

9780684803357For Whom the Bell Tolls

Hemingway\$15.00

9780684801223The Old Man and the

SeaHemingway\$11.00

9780743297332The Sun Also

RisesHemingway\$15.00

Simon & Schuster  
ATLAS  
BOOKMASTER/  
FLAME TREE  
IMPRINT

S&S Winter Backlist  
Stock Up

SPRING OFFER

50% FF NO Minimum

Flame Tree 55% FF 20 units min on

Journals

T0108

Sounds True	counter top Book Display - 5 each Holds /10 unites = Retail value \$179.50 GOODNIGHT YOGA / GOOD MORNING YOGA	Buy the display - get 60% off you entire order FL & BL Receive a 46% discount on a selection of more than 40 coloring books from a variety of publishers. Offer valid on orders placed through April 1.	ORDER MUST COME TO REP TO RECEIVE the offer siraksirak@aol.co m Lisa Sirak NPR
Baker & Taylor	Sale: Adult Coloring Books	Participating titles: <a href="http://indie.baker-taylor.com/Portals/43/documents/promotions/SALE-AdultColoring.pdf">http://indie.baker-taylor.com/Portals/43/documents/promotions/SALE-AdultColoring.pdf</a> Love Changes (ISBN 978-0991-48921-3). Retail Price \$21.95 Weaver (ISBN 978-0991-48920-6). Retail Price \$16.95	NA
Earthatone Books, a subsidiary of Earthatone Enterprises	Women's History Month Special	50% off SPECIAL through March 31, 2016. To order, email <a href="mailto:Earthatone@aol.com">Earthatone@aol.com</a> and enter "BOOK PURCHASE" in the subject line.	PUBLISHERS DIRECT DISCOUNT



- Discount Terms: 62%
- All orders receive free freight
- Minimum order 15 units combined of eligible titles below; one order only
- Order must be placed between 3/1/16 and 5/1/16
- Retailers must promote for at least 4 weeks, not to exceed 8 weeks, between 3/13/16 and 5/30/16.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Orders will ship upon receipt
- PO must reference PROMO CODE: WS16VP

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed on the attached title sheet for every book sold during the promotion period.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Retailers must promote for any 4 week period, not to exceed 8 weeks, between 3/13/16 and 5/30/16.

HarperCollins  
 Childrens Publishers

Winter Spring 2016  
 Beverly Cleary  
 Value Promotion

WS16VP

- Discount Terms: 62%
- All orders receive free freight
- Minimum order 15 units combined of eligible titles below; one order only
- Order must be placed between 3/1/16 and 5/1/16
- Retailers must promote for at least 4 weeks, not to exceed 8 weeks, between 3/13/16 and 5/30/16.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Orders will ship upon receipt
- PO must reference PROMO CODE: WS16VP

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed on the attached title sheet for every book sold during the promotion period.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Retailers must promote for any 4 week period, not to exceed 8 weeks, between 3/13/16 and 5/30/16.

HarperCollins  
 Childrens Publishers  
 Winter Spring 2016  
 Erin Hunter Value  
 Promotion

WS16VP

- Discount Terms: 62%
- All orders receive free freight
- Minimum order 15 units combined of eligible titles below; one order only
- Order must be placed between 3/1/16 and 5/1/16
- Retailers must promote for at least 4 weeks, not to exceed 8 weeks, between 3/13/16 and 5/30/16.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Orders will ship upon receipt
- PO must reference PROMO CODE: WS16VP
- OR:
- OPTION 2: \*
- Retailers will be issued a credit for the amount listed on the attached title sheet for every book sold during the promotion period.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Retailers must promote for any 4 week period, not to exceed 8 weeks, between 3/13/16 and 5/30/16.

HarperCollins  
 Childrens Publishers

Winter Spring 2016  
 Last Apprentice  
 Value Promotion

WS16VP

- Discount Terms: 62%
- All orders receive free freight
- Minimum order 15 units combined of eligible titles below; one order only
- Order must be placed between 3/1/16 and 5/1/16
- Retailers must promote for at least 4 weeks, not to exceed 8 weeks, between 3/13/16 and 5/30/16.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Orders will ship upon receipt
- PO must reference PROMO CODE: WS16VP
- OR:
- OPTION 2: \*
- Retailers will be issued a credit for the amount listed on the attached title sheet for every book sold during the promotion period.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Retailers must promote for any 4 week period, not to exceed 8 weeks, between 3/13/16 and 5/30/16.

HarperCollins  
 Childrens Publishers  
 Winter Spring 2016  
 Lets Read and Find  
 Out Value  
 Promotion

WS16VP

- Discount Terms: 62%
- All orders receive free freight
- Minimum order 15 units combined of eligible titles below; one order only
- Order must be placed between 3/1/16 and 5/1/16
- Retailers must promote for at least 4 weeks, not to exceed 8 weeks, between 3/13/16 and 5/30/16.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Orders will ship upon receipt
- PO must reference PROMO CODE: WS16VP

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed on the attached title sheet for every book sold during the promotion period.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Retailers must promote for any 4 week period, not to exceed 8 weeks, between 3/13/16 and 5/30/16.

HarperCollins  
 Childrens Publishers  
 Winter Spring 2016  
 Little House Value  
 Promotion

WS16VP

- Discount Terms: 62%
- All orders receive free freight
- Minimum order 15 units combined of eligible titles below; one order only
- Order must be placed between 3/1/16 and 5/1/16
- Retailers must promote for at least 4 weeks, not to exceed 8 weeks, between 3/13/16 and 5/30/16.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Orders will ship upon receipt
- PO must reference PROMO CODE: WS16VP
- OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed on the attached title sheet for every book sold during the promotion period.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Retailers must promote for any 4 week period, not to exceed 8 weeks, between 3/13/16 and 5/30/16.

HarperCollins  
 Childrens Publishers  
 Winter Spring 2016  
 MathStart Value  
 Promotion

WS16VP

- Discount Terms: 62%
- All orders receive free freight
- Minimum order 15 units combined of eligible titles below; one order only
- Order must be placed between 3/1/16 and 5/1/16
- Retailers must promote for at least 4 weeks, not to exceed 8 weeks, between 3/13/16 and 5/30/16.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Orders will ship upon receipt
- PO must reference PROMO CODE: WS16VP

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed on the attached title sheet for every book sold during the promotion period.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Retailers must promote for any 4 week period, not to exceed 8 weeks, between 3/13/16 and 5/30/16.

HarperCollins  
 Childrens Publishers

Winter Spring 2016  
 My Weird School  
 Value Promotion

WS16VP

- Discount Terms: 62%
- All orders receive free freight
- Minimum order 15 units combined of eligible titles below; one order only
- Order must be placed between 3/1/16 and 5/1/16
- Retailers must promote for at least 4 weeks, not to exceed 8 weeks, between 3/13/16 and 5/30/16.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Orders will ship upon receipt
- PO must reference PROMO CODE: WS16VP

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed on the attached title sheet for every book sold during the promotion period.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Retailers must promote for any 4 week period, not to exceed 8 weeks, between 3/13/16 and 5/30/16.

HarperCollins  
 Childrens Publishers

Winter Spring 2016  
 My Weird School  
 Value Promotion

WS16VP



- Discount Terms: 62%
- All orders receive free freight
- Minimum order 15 units combined of eligible titles below; one order only
- Order must be placed between 3/1/16 and 5/1/16
- Retailers must promote for at least 4 weeks, not to exceed 8 weeks, between 3/13/16 and 5/30/16.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Orders will ship upon receipt
- PO must reference PROMO CODE: WS16VP
- OR:
- OPTION 2: \*
- Retailers will be issued a credit for the amount listed on the attached title sheet for every book sold during the promotion period.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Retailers must promote for any 4 week period, not to exceed 8 weeks, between 3/13/16 and 5/30/16.

HarperCollins  
 Childrens Publishers

Winter Spring 2016  
 Pretty Little Liars  
 Value Promotion

WS16VP

- Discount Terms: 62%
- All orders receive free freight
- Minimum order 15 units combined of eligible titles below; one order only
- Order must be placed between 3/1/16 and 5/1/16
- Retailers must promote for at least 4 weeks, not to exceed 8 weeks, between 3/13/16 and 5/30/16.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Orders will ship upon receipt
- PO must reference PROMO CODE: WS16VP
- OR:
- OPTION 2: \*
- Retailers will be issued a credit for the amount listed on the attached title sheet for every book sold during the promotion period.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Retailers must promote for any 4 week period, not to exceed 8 weeks, between 3/13/16 and 5/30/16.

HarperCollins  
 Childrens Publishers

Winter Spring 2016  
 Simon Seymour  
 Value Promotion

WS16VP

- Discount Terms: 62%
- All orders receive free freight
- Minimum order 15 units combined of eligible titles below; one order only
- Order must be placed between 3/1/16 and 5/1/16
- Retailers must promote for at least 4 weeks, not to exceed 8 weeks, between 3/13/16 and 5/30/16.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Orders will ship upon receipt
- PO must reference PROMO CODE: WS16VP
- OR:
- OPTION 2: \*
- Retailers will be issued a credit for the amount listed on the attached title sheet for every book sold during the promotion period.
- Retailers must include a print advertisement/message, or in store messaging, as part of the promotion (shelftalker, print ad, email blast, online feature, etc) offering value off the cover price to the consumer.
- Retailers must promote for any 4 week period, not to exceed 8 weeks, between 3/13/16 and 5/30/16.

HarperCollins  
 Childrens Publishers

Winter Spring 2016  
 Series of  
 Unfortunate Events  
 Value Promotion

WS16VP

OPTION 1:

- Discount Terms: plus 5%
- One order only, orders will ship upon receipt
- Minimum order: 5 copies of any of the titles below per ship to location
- Order must be placed between 3/15/16 and 7/31/16
- Retailers must promote for at least 4 weeks between 4/1/16 and 8/31/16
- PO must reference PROMO CODE:  
S16TER

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold in feature placement promotions during a 4 week period, not to exceed 8 weeks, with appropriate signage developed in conjunction with their sales rep.
- Retailers must promote for any 4 weeks between 4/1/16 and 8/31/16
- POS must be submitted within 45 days after the promotion runs S16TER

HarperCollins S16 Epic Reads  
Childrens Publishers Display Promotion

OPTION 1

- Discount Terms: 62%; order receive free freight
- Minimum order: 20 units
- Order must be placed between 3/1/16 and 7/30/16
- Accounts must promote for at least 4 weeks between 5/15/16 and 9/10/16
- Orders will ship upon receipt
- PO must reference PROMO CODE:  
S16SRG

OR:

OPTION 2: \*

- Retailers will be credited the amount listed below for each copy of the following books sold during the selected promotional period
- Accounts must promote for at least 4 weeks between 5/15/16 and 9/10/16
- POS must be submitted within 45 days after the promotion runs S16SRG

HarperCollins S16 Summer  
Childrens Publishers Reading Giveaway  
Promotion

Terms:

OPTION 1:

- Discount Terms: +5%; applies to initial order only; free freight
- Minimum order: 5 copies of any of the titles below per ship to location
- One order only, orders will ship upon release
- Order must be placed between 4/1/16 and 8/31/16
- Retailers must promote for at least 4 weeks between 8/26/16 and 12/31/16
- PO must reference PROMO CODE:  
F16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold
- Retailers must promote for any 4 weeks between 8/26/16 and 12/31/16
- POS must be submitted within 45 days after the promotion runs

HarperCollins F16 New Voices-  
Childrens Publishers Debut Fiction  
Promotion

F16FL5

Terms:

OPTION 1:

- Discount Terms: +5%; applies to initial order only; free freight
- Minimum order: 5 copies of any of the titles below per ship to location
- One order only, orders will ship upon release
- Order must be placed between 4/1/16 and 8/31/16
- Retailers must promote for at least 4 weeks between 8/26/16 and 12/31/16
- PO must reference PROMO CODE:  
F16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold
- Retailers must promote for any 4 weeks between 8/26/16 and 12/31/16
- POS must be submitted within 45 days after the promotion runs

HarperCollins F16 Picture Perfect  
Childrens Publishers Picture Book  
Promotion

F16FL5

Terms:

OPTION 1:

- Discount Terms: +5%; applies to initial order only; free freight
- Minimum order: 5 copies of any of the titles below per ship to location
- One order only, orders will ship upon release
- Order must be placed between 4/1/16 and 8/31/16
- Retailers must promote for at least 4 weeks between 8/26/16 and 12/31/16
- PO must reference PROMO CODE:  
F16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold
- Retailers must promote for any 4 weeks between 8/26/16 and 12/31/16
- POS must be submitted within 45 days after the promotion runs

HarperCollins F16 Teen Epic  
Childrens Publishers Reads Book Club  
Promotion

F16FL5

OPTION 1:

- Discount Terms: +5%; applies to initial order only; free freight
- Minimum order: 5 copies of any of the titles below per ship to location
- One order only, orders will ship upon release
- Order must be placed between 4/1/16 and 8/31/16
- Retailers must promote for at least 4 weeks between 8/26/16 and 12/31/16
- PO must reference PROMO CODE:  
F16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold
- Retailers must promote for any 4 weeks between 8/26/16 and 12/31/16
- POS must be submitted within 45 days after the promotion runs

HarperCollins F16 First in the  
Childrens Publishers Series Teen Middle  
Grade PB  
Promotion

F16FL5

OPTION 1:

- Discount Terms: +5%; applies to initial order only; free freight
- Minimum order: 5 copies of any of the titles below per ship to location
- One order only, orders will ship upon release
- Order must be placed between 4/1/16 and 8/31/16
- Retailers must promote for at least 4 weeks between 8/26/16 and 12/31/16
- PO must reference PROMO CODE:

F16FL5

OR:

OPTION 2: \*

- Retailers will be issued a credit for the amount listed below for every book sold
  - Retailers must promote for any 4 weeks between 8/26/16 and 12/31/16
  - POS must be submitted within 45 days after the promotion runs
- FREE Freight on 15 assorted books (offer expires 5/15/16)

F16FL5

HarperCollins  
Childrens Publishers

F16 Best Teen  
Books You May  
Have Missed  
Promotion

Barron's Educational  
Series, Inc.

Gift Ideas for  
Mother's Day,  
Father's Day,  
Graduation and  
more . . .

See the link below for titles included in this promotion:

<http://barronsbooks.com/cat/NAIBA/MFGGS16.pdf>

MFGGS16

Our election related titles are rising in the polls! Kids are curious to learn about the election process. We have the perfect books for your store this election year! When you order three of each title combined with a backlist order that meets our 15 copy backlist order minimum, you will receive an additional 3% discount off the entire order, free freight and 60 days billing! This offer is good for one order from March 9, 2016 to May 1, 2016. May not be combined with any other offers. Just use the code ElectWhit on your order! Happy voting!

If I Ran for President

By Catherine Stier • Illustrated by Lynne Avril  
PB ISBN 978-0-8075-3544-8 • Paperback  
\$6.99

If I Were President

By Catherine Stier • Illustrated by Diane DiSalvo-Ryan  
PB ISBN 978-0-8075-3542-4 • Paperback  
\$6.99

Albert Whitman  
Election Special

ELECTWHIT

Publishing  
<<http://gachamberlin.com/>>

ADVENTURER'S  
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THRILLER..

Also by  
G.A.Chamberlin  
Kathleen The War  
Years~  
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Spring Thrill  
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<http://www.ingramcontent.com/#> Order from Ingram  
<http://www.ingramcontent.com/#>

Cultural Attache

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(including  
Company's Coming  
cookbooks)

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10+ books, 45%  
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Receive a 48% discount on a selection of  
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exclusive merchandise designed for  
Independent Bookstore Day. Save on books  
from Kate DiCamillo, Neil Gaiman, and  
many other writers and illustrators.

BX16

Shop the sale:  
<http://indie.baker-taylor.com/Portals/43/documents/promotions/SALE-IndieBookstoreDay.pdf>

Baker & Taylor

Sale: Independent  
Bookstore Day Tie-  
Ins

Offer valid on orders placed through May 6.  
Offer available only to eligible independent  
retailers in the U.S.

NA



**Promo**

5/31/2016

5/31/2016

5/31/2016

5/31/2016  
5/31/2016

5/31/2016

5/31/2016

8/1/2016

8/1/2016

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8/31/2016

8/31/2016

8/31/2016

8/31/2016

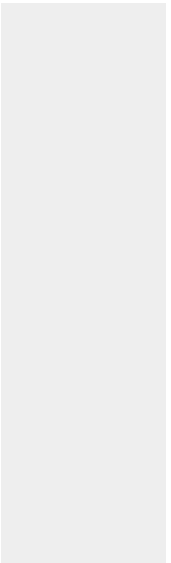
8/31/2016

8/31/2016

8/31/2016

8/31/2016

12/1/2017



3/31/2016  
4/15/2016

8/31/2016

7/30/2016

7/30/2016

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5/1/2016

5/31/2016

4/30/2016

3/18/2016

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7/31/2016

7/30/2016

8/31/2016

8/31/2016

8/31/2016

8/31/2016

8/31/2016

5/15/2016

5/1/2016

5/30/2016

6/30/2016

5/6/2016