



215 BROWN STREET  
 IOWA CITY, IOWA 52245-5801  
 319-337-9998 • 1-800-728-9998 • FAX 319-351-6846  
 EMAIL: penfield@penfieldbooks.com  
 Web site: <http://www.penfieldbooks.com>  
*Publishing and Distributing Ethnic Books*

Please make checks payable to:  
 "Penfield Books"

**WHOLESALE DISCOUNT TERMS 2011-2012**

**Ethnic Materials: Books, Videos, Language Materials, Magnets, Bookmarks**  
*Selections from Scandinavia, Germany, Scotland, Ireland, and Eastern Europe*

See our titles and others we distribute in full color on our web store.

This flyer is available on our webstore: [www.penfieldbooks.com](http://www.penfieldbooks.com).

**DISCOUNTS APPLICABLE** on books for resale in retail outlets, or to groups for fundraising. Penfield Books distributes for select publishers. Our published titles have an (\*) in the catalog.

**NEW CUSTOMERS** Please prepay and send credit references to establish account. Call about using credit card if necessary for rushed initial order. Shipping charges will be billed. Once established, you will be eligible for the discounts listed below. **All sales are non-returnable.**

**BOOK STORES** please use STOP-order plan: prepaid....30% discount, plus UPS shipping charges. We use UPS so we have traceability if books do not arrive.

**ESTABLISHED ACCOUNT TERMS** are NET 30. Please pay from invoice enclosed with shipments.

\*\*\*\*\* **WHOLESALE PRICES WITH CASH AND CHECK DISCOUNT** \*\*\*\*\*

Penfield Discounts	Penfield's Stocking Stuffers	
<b>Penfield Published Titles, Magnets, Bookmarks</b> Titles we publish have an * in the catalog.  <b>40%</b> 1-11 copies same title  <b>45%</b> 12 or more books same title, except translations  <b>50%</b> 50 or more books same title, except translations  <b>30-40%</b> Titles we distribute from other publishers.	Recipe card-file-size spiral bound Suggested retail (each) (plus shipping) 1-49 copies assorted (40%) 12+ same title (45%) 50-499 assorted (50%) 300 same title (55%) 600 assorted in case lots 50 per title (60%) Plus Shipping	Penfield Books titles have proven successful for ethnic events, museums, and stores. Our cookbooks feature cultural heritage. Titles are primarily of Northern and Eastern European interest. We also selectively distribute titles from other publishers.

**SHIPPING** is by regular UPS unless requested otherwise. Rush orders can be filled by second-day air with additional shipping charges upon customer request.

**BOOKS** are nonreturnable except damage, shipping errors, etc. **In the case of damage in shipment, save the shipping carton which is required by UPS.** Please inquire in advance to make a return.

**PRICES** are subject to change.

**SPECIALS** Please inquire about case lot quantity specials and any overstock on sale. **Frequent Bargains.** **New titles and Specials** are featured in mailings to our customers. Call for information about damaged books at special prices.

\*\*\* Please change billing information to Penfield Books if you have Penfield Press listed. Thank you! \*\*\*