

ampersand guide for retailers (west)

*FF = UTD publishers offering free freight

PUBLISHER	DISTRIBUTOR
ANNICK PRESS	University of Toronto Distribution *FF
ARBORIST BY THE DRAKE GENERAL STORE	Direct
ARSENAL PULP PRESS	University of Toronto Distribution *FF
ARTBOOK/D.A.P. (Including: Steidl)	Perseus Distribution
BIBLIOASIS	University of Toronto Distribution *FF
CANADIAN MUSEUM OF HISTORY / CANADIAN WAR MUSEUM	University of Toronto Distribution
DK PUBLISHING (Including: Alpha Books and Rough Guides)	Penguin Random House
DOUGLAS & MCINTYRE	University of Toronto Distribution *FF
DUNDURN PRESS	University of Toronto Distribution *FF
FORMAC/LORIMER PUBLISHING	Direct
FREEHAND BOOKS	LitDistCo
GOOSE LANE EDITIONS	University of Toronto Distribution
HARBOUR PUBLISHING	Direct
HOUSE OF ANANSI PRESS (Including: Groundwood Books)	University of Toronto Distribution *FF
LIBRETTO GROUP	Direct
MCGILL-QUEEN'S UNIVERSITY PRESS	Georgetown Terminal Warehouse
MICHAEL ROGER, INC.	Direct
NATIVE NORTHWEST	Direct
NEW JEWISH PRESS	University of Toronto Distribution
NEW SOCIETY PUBLISHERS	University of Toronto Distribution *FF
ORCA BOOK PUBLISHERS	Direct
OWLKIDS	University of Toronto Distribution *FF
PETER PAUPER PRESS	Direct
POLESTAR CALENDARS	Direct
RAINCOAST BOOK DISTRIBUTION (Including: Berrett-Koehler, Bilingual, Bloomsbury, Chronicle, Creative Editions, Creative Paperbacks, Drawn & Quarterly, Familius, Figure 1, Gibbs Smith, Hardie Grant, Hay House, HMH, Laurence King, Lonely Planet, Macmillan US, Magnetic Poetry, Media Lab, Merrymakers, Mountaineers, New Harbinger, Portable Press, Princeton Architectural Press, Quadrille, Silver Dolphin, Sourcebooks, Thunder Bay Press)	Raincoast Book Distribution
ROYAL ONTARIO MUSEUM	University of Toronto Distribution
SECOND STORY PRESS (Including: Azrieli, Book Publishing Company, Desputeaux & Aubin)	University of Toronto Distribution *FF
SELLERS PUBLISHING, INC.	Direct
THISTLEDOWN PRESS	University of Toronto Distribution
UNIVERSITY OF ALBERTA PRESS	Georgetown Terminal Warehouse
UBC PRESS (Including: AU Press, Island Press, Jessica Kingsley, and Univ. of Washington Press)	University of Toronto Distribution *FF
UNIVERSITY OF CALIFORNIA PRESS	Perseus Distribution
UNIVERSITY OF MANITOBA PRESS	University of Toronto Distribution *FF
UNIVERSITY OF OTTAWA PRESS	University of Toronto Distribution
UNIVERSITY OF REGINA PRESS	University of Toronto Distribution
UNIVERSITY OF TORONTO PRESS	University of Toronto Distribution *FF
UNIVERSITY PRESS OF NEW ENGLAND	University of Toronto Distribution
WENDY TANCOCK	Direct
WILFRID LAURIER UNIVERSITY PRESS	University of Toronto Distribution *FF
WORD-OF-MOUTH	University of Toronto Distribution

Your Account Managers

Vancouver Island and Gulf Islands:

Lorna MacDonald lornam@ampersandinc.ca phone 250-382-1058, fax 250-383-0697

British Columbia, Yukon, Northwest Territory and select Accounts in Alberta:

Cheryl Fraser cherylf@ampersandinc.ca 604-448-7165
 Dani Farmer danif@ampersandinc.ca 604-448-7168
 Ali Hewitt alih@ampersandinc.ca 604-448-7166
 toll-free phone 1-800-561-8583, fax 604-448-7118, toll-free fax 888-323-7118

Manitoba, Saskatchewan, Ontario Lakehead and select Accounts in Alberta:

Judy Parker judyp@ampersandinc.ca phone 204-837-4374, fax 866-276-2599





ampersand guide for retailers (west)

RETAIL INFORMATION

Each of these suppliers handles their own shipping and invoicing.

DISTRIBUTORS	MINIMUM TO ORDER	DISCOUNT	SHIPPING	BILLING
GEORGETOWN TERMINAL WAREHOUSE Not combinable.	None	40%	FOB Georgetown, ON. Free freight on shipments valued over \$250 net invoice value. GTW offers freight consolidation.	CDN. VS, MC accepted.
LITDISTCO	5+	40%	FOB Georgetown, ON. LitDistCo pays 50% of the freight, consolidation available.	CDN.
PENGUIN RANDOM HOUSE	\$200 retail	40%	Westminster, MD. Free freight.	CDN.
PERSEUS DISTRIBUTION	Artbook/D.A.P. 5+ University of California Press None	Artbook/D.A.P. 45% University of California Press 40%	FOB Jackson, TN.	CDN.
RAINCOAST BOOK DISTRIBUTION	\$250 retail	40% for books 50% for gift items	FOB Richmond, BC. Free freight on shipments valued over \$250 net invoice value. Needs to be set up with Raincoast customer service.	CDN. VS, MC accepted.
UNIVERSITY OF TORONTO DISTRIBUTION Combinable.	5+ 20+ Annikins (Annick Press)	40% (Owlkids 42%)	FOB North York, ON. Freight consolidation available.	CDN. VS, MC, AX accepted.

NOTES:

- Unless otherwise noted, standard returns policies apply (mint condition, between 3 months to 1 year from date of invoice) and returns address is same as order address.
- Terms can change without notice.
- For seasonal specials, please contact your account manager.

INDEPENDENTS	MINIMUM TO ORDER	DISCOUNT	SHIPPING	BILLING
ARBORIST BY THE DRAKE GENERAL STORE	\$300 net. \$150 for reorders.	50% non-returnable	FOB Toronto, ON.	CDN. VS, MC, AX accepted.
FORMAC/LORIMER PUBLISHING	\$50 retail	40%	FOB Halifax, NS.	CDN.
HARBOUR PUBLISHING	5+	40%	FOB Madeira Park, BC.	CDN.
LIBRETTO GROUP	\$350 net. \$100 for reorders within 12 months.	50% non-returnable	FOB Florida. 8% cap on shipping.	USD. VS, MC, AX accepted.
MICHAEL ROGER, INC.	\$150 net, 6 per style. Must order in multiples of 6.	50% non-returnable	FOB Flemington, NJ. Free freight on shipments valued over \$500 net invoice value.	USD. VS, MC, AX accepted.
NATIVE NORTHWEST	\$250 net for initial orders	50% non-returnable	FOB Vancouver, BC.	CDN. VS, MC accepted.
ORCA	\$250 retail	Over \$250 retail 40% returnable, 50% non-returnable Under \$250 retail 40%	FOB Victoria, BC. Free freight on shipments over \$250 net. 5% of invoice shipping costs on orders under \$250	CDN.
PETER PAUPER PRESS	\$150 net, 3 per style (bookmarks, iclips, gift tissue, gift bags - 6 per style)	50% non-returnable	FOB Hawthorne, NY. Free freight on shipments valued over \$300 net (including filled display).	CDN. VS, MC, AX accepted.
POLESTAR CALENDARS	None	50%, some non-returnable	FOB Winlaw, BC. Free freight for 10+ assorted.	CDN. VS, MC accepted.
SELLERS PUBLISHING, INC.	\$150 net for initial orders \$100 net for reorders	Books 45% returnable, 50% non-returnable. Calendars 50% returnable, 55% non-returnable. Cards TBD.	FOB Mississauga, ON. Books ship free freight on orders valued over \$250 net invoice value. MUST REQUEST FREE FREIGHT ON ORDER FORM.	CDN. VS, MC accepted.
WENDY TANCOCK	\$100 net, 3 per style (loose cards - 6 per style)	50% non-returnable	FOB Toronto, ON.	CDN. VS, MC accepted.

NOTES:

- Unless otherwise noted, standard returns policies apply (mint condition, between 3 months to 1 year from date of invoice) and returns address is same as order address.
- Terms can change without notice.
- For seasonal specials, please contact your account manager.