



May 2019

Dear Independent Retailer,

On behalf of our growing list of distributed publishers, Longleaf Services is pleased to announce two highly anticipated terms-related changes to US-based independent retailers, both **starting JULY 1, 2019:**

1) A single, simplified discount structure and

2) A free freight incentive

1. You will automatically receive the **same discount rates** across *all* Longleaf presses. No action is needed on your part to receive these discounts:
 - **T** (Trade): 45%
 - **S** (Short): 40%
 - **X** (Text): 20%
 - **ND** (No Discount): Net Pricing
 - This means you can either create **one Longleaf order** for titles from any combination of Longleaf distributed presses or continue to separate orders by sales rep or publisher.
 - These rates are for **Returnable** accounts.
2. **Free Freight** on shipped orders totaling 10 copies or more **when you sign up for our 10 Copy Order Minimum and Consolidation Program.***

In addition to streamlining terms, Longleaf will be rolling out operational efficiencies in our warehouse that will consolidate more orders, helping you reach the 10 copy minimum faster.

*Visit the **For Booksellers** section on our website to learn more. To start taking advantage of the free freight incentive on Day 1, **please complete your Account Preferences form before July 1st:** <http://www.longleafservices.org/account-preferences/>

If you don't already have an account with Longleaf Services, now is the time to set one up. It takes just a few moments to complete our new account form, available [here](#), and the turnaround time is quick: on average, 24 hours. We accept PubNet orders via SAN #203-3151.

As a special welcome and thank you for ordering directly with Longleaf, many of our client presses are offering +5% discount specials starting with BookExpo and lasting through August, giving you plenty of time to order Fall new releases and stock up on backlist for back-to-school and the holidays. Ask your sales rep(s) for details.

Browse our publishers' titles on Edelweiss in the [Longleaf Services vendor section](#) or search for individual press catalogs by name, e.g. "Georgia", "Nebraska", etc.

Our Chapel Hill, NC-based Customer Service staff are happy to help you with your orders.

Sincere thanks for your business.

Longleaf's Customer Service Team, on behalf of all of our distributed presses:

Baylor University Press	University of Manitoba Press <i>(US sales only)</i>
Cork University Press <i>(US sales only)</i>	University of Nebraska Press
Cornell University Press	University of New Mexico Press
Louisiana State University Press	University of North Carolina Press
Syracuse University Press	University of Notre Dame Press
Texas Tech University Press <i>(as of 6/1)</i>	University of Oklahoma Press
Truman State University Press	University of Virginia Press
University of Calgary Press <i>(US sales only)</i>	University of the West Indies Press
University of Georgia Press	Vanderbilt University Press