

FALL 2011 ORDERING INFORMATION

HOW TO ORDER

BY TELEPHONE

Toll Free (Anywhere in Canada) Customer Service/Order Desk 1-800-268-3848
Monday to Friday 8:00 am – 5:00 pm EST
Summer Hours 8:30 am – 4:30 pm EST
Local Calls (Toronto area only) 905-887-7323
Yukon and N.W.T. Call Collect 0-905-887-7323
To Reach a French Speaking Representative (8:00 am – 4:00 pm EST) 1-800-268-3848

BY BOOKLINK

We are a member of the
Canadian Telebook Agency S1188658

BY E-MAIL

Trade-Education@scholastic.ca

BY FAX

Toll Free (Anywhere in Canada)
1-866-346-1288

SALES AND MARKETING:

**SCHOLASTIC CANADA
SALES AND MARKETING:**
604 King Street West
Toronto, ON M5V 1E1
Toll Free Tel: 1-800-778-9665
Tel: 416-915-3500
Fax: 416-849-7911

SALES REPRESENTATIVES

**SENIOR DIRECTOR,
TRADE DIVISION**
Kathy Goncharenko 416-915-3517
kgoncharenko@scholastic.ca

DIRECTOR, TRADE SALES
Marla Krisko 416-915-3519
mkrisko@scholastic.ca

**DIRECTOR,
MARKETING AND PUBLICITY**
Denise Anderson 416-915-3518
danderson@scholastic.ca

MEDIA REQUESTS, REVIEW COPIES
Nikole Kritikos
416-915-3500 Ext. 3522
nkritikos@scholastic.ca

NATIONAL ACCOUNT MANAGER
Sue Plant
Tel: 416-915-3521
e-mail: splant@scholastic.ca

**NATIONAL ACCOUNT MANAGER,
MASS MARKET**
Kristen Myhill
Tel: 416-915-3520
kmyhill@scholastic.ca

**NATIONAL ACCOUNT MANAGER,
KEY ACCOUNTS, TORONTO & AREA**
Christina Winfield
Tel: 416-915-3500 Ext. 3054
email: cwinfield@scholastic.ca

**NATIONAL ACCOUNT MANAGER,
LIBRARY & EDUCATIONAL
RETAIL ACCOUNTS**
Janet Murie
Tel: 416-915-3500 Ext: 3052
email: jmurie@scholastic.ca

BRITISH COLUMBIA, YUKON, N.W.T
Susan Travis
Toll Free: 1-800-778-9665 Ext: 3062
Tel: 604-513-9151
Fax: 604-513-9145
e-mail: stravis@scholastic.ca

ALBERTA, SASKATCHEWAN, MANITOBA
Keri-Anne Lawton
Toll Free: 1-800-778-9665 Ext. 3060
Tel: 403-725-2101
Fax: 403-725-2110
e-mail: klawton@scholastic.ca

**NORTHERN & EASTERN ONTARIO,
QUEBEC, ATLANTIC CANADA**
Cathy Robertson
Toll Free: 1-800-778-9665 Ext. 3061
Tel: 613-384-8674
Fax: 613-384-7943
e-mail: crobertson@scholastic.ca

VICE-PRESIDENT, FRENCH DIVISION
Chantale Lalonde 416-915-3510
clalonde@scholastic.ca

SALES MANAGER, FRENCH DIVISION
Lise Goyette 450-628-0527
lgoyette@scholastic.ca

HOW TO REACH US

**CUSTOMER SERVICE, NEW ACCOUNT
INFORMATION, DISCOUNTS**
Donna Aloise 905-887-7323 Ext. 4393
daloise@scholastic.ca

ACCOUNTS RECEIVABLE
175 Hillmount Road
Markham, ON L6C 1Z7
Joanne Hume 905-887-7323 Ext. 4295
jhume@scholastic.ca

SLIDING DISCOUNT SALE

1 - 24 assorted books.....20%
25 - 149 assorted books.....40%
150 - 299 assorted books.....42%
300 - 499 assorted books.....43%
500+ assorted books.....45%

- NON-RETURNABLE DISCOUNT.....50%
- All non-returnable business with Scholastic will be considered fully non-returnable on an ongoing basis. Non-returnable accounts may not revert back to sliding scale.


Initial Order:

- Order requirements to open an account:
1. \$200.00 retail value minimum.
 2. Completed credit application.
 3. 50% payment of order's net value must accompany order — balance is Net 30 days.
 4. F.O.B. Canada.

Subsequent Orders:

- Minimum order requirement for 40% discount:
1. 25 assorted books (paperback or hardcover) or \$150.00 retail value.
 2. F.O.B Canada.
 3. Orders which fall under this minimum will receive a 20% discount.
 4. Terms are Net 30 days.

TRADE RETURN POLICY

1. All books must be resaleable condition.
 - i) no stickers or books with covers damaged by stickers.
 - ii) no stamps.
 - iii) no torn dust jackets or damaged covers.
 - iv) no 'out of print' titles unless the invoice date is less than 12 (twelve) months past.
2. Only full book returns EXCEPT where indicated by an  on the back cover. Documentation must accompany returns. Please indicate the ISBN.
3. All returns will be credited at a flat 46% unless invoice numbers accompany the return in which case the return will be credited at the original purchased discount.
4. Returns must be shipped prepaid. Collect shipments will not be accepted. Returns' and claim number must be clearly marked on all cartons.
5. Any discrepancy found in return shipments will be credited on the basis of Scholastic's count.
6. Returns are sent at customer's risk. Credit will not be issued on return shipments lost in transit.
7. Returns may only be made between 3 (three) and 12 (twelve) months from the date of invoice.

8. Address returns:

RETURNS DEPARTMENT
Scholastic Canada Ltd.
1220 Nicholson Road
Newmarket, ON L3Y 9C4

CO-OP POLICY

TERMS:

1. ALL CO-OP MUST BE PRE-APPROVED BY SCHOLASTIC'S HEAD OFFICE. Contact your sales representative or Denise Anderson at danderson@scholastic.ca.
2. Scholastic's co-op program is based on 2% of an accounts previous year's net sales (as per Scholastic's year end, May 31). Co-op may be used for up to 50% of the cost of promotion or advertising
3. The account will be issued a credit for the agreed co-op amount when an invoice and a copy of the ad or proof of promotion are received by Scholastic's trade department. Invoices must be sent within 90 days to Denise Anderson, 604 King Street West Toronto, Ontario M5V 1E1.



Mixed Sources
Product group from well-managed
forests, controlled sources and
recycled wood or fiber
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