

WILEY

Retail Discount Schedule

To achieve the maximum discount, customers may provide one purchase order shipping to multiple locations. John Wiley & Sons Inc. will combine units ordered across all product lines to achieve maximum discount within the schedule, provided that the order is submitted under one purchase order number. Discounts apply to all Wiley print titles, including Polity Press.

Trade Titles – T Discount

1-10 Copies	40%
10+ Copies	47%

Technology and Branded Titles (incl For Dummies) – TD and CT Discount

1-10 Copies	40%
10+ Copies	49%

Professional and Reference Titles – P, CB, PT, MX, BT, R, Merck (MK) Discounts

1 + Copies	20%
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Qualifying stores that stock regularly stock Professional books receive 32%

Textbook Titles – C, PC Discounts

Net Priced

Plumb Titles and Encyclopedias – BP and EN Discounts

1 + Copies	20%
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Scholarly with Trade Potential – “ST” Discount

1 + Copies	40%
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Electronic Ordering:

An additional 1% discount may be earned by meeting the following conditions:

Retailer must transmit all orders electronically in order to qualify. Orders must be transmitted via EDI X.12 Format or Pubnet. Please note: this additional discount is not available for **Professional Books (BT, P, CB, PT, MX, MK, R)** or **College (C, PC)**.

Retail Distribution Center/Retail Flow Through discount:

Retailer may choose either the distribution center or flow-through center program. Retailers may not sign up for both programs. Please note this is not available for **College (C, PC)** or **Blackwell Plumb (BP)** or **Blackwell Text (BT)** discount schedules.

A) Retail Distribution Center/Carton Quantity Discount:

You will receive an additional 3% discount by meeting the following conditions:

- The distribution center is a freestanding operation with truck-height loading and dock facilities capable of receiving full skids of merchandise
- The distribution center's sole function is warehousing and distribution with no physical public access for consumers
- All orders are placed in carton quantity increments, and/or allow orders to be rounded to the carton quantity

B) Retail Flow-Through Center Discount:

You will receive an additional 2% discount by meeting the following conditions:

- The flow-through center is a freestanding operation with truck-height loading and dock facilities capable of receiving full skids of merchandise
- The flow-through center's sole function is warehousing and distribution with no physical public access for consumers

Last updated Monday, August 24, 2020

Non-Returnable Purchase Program:

You will receive an additional 3% discount if you meet the following conditions:

- Retailers who wish to buy non-returnable must declare non-returnable status for a period of no less than twelve months.
- Retailer is limited to purchasing either returnable or non-returnable terms
- Retailer cannot establish both returnable and non-returnable billing accounts

Freight:

- All orders are shipped at customer's expense, F.O.B. Origin

Returns:

- Retailers are responsible for all returned freight costs
- Titles declared Out-of-Stock Indefinitely (OSI) or Out-of-Print (OP) will be accepted and credited up to 180 days from the date book is declared as such in *Publishers Weekly*. OSI book returns must be received by John Wiley, Inc., on or before the 180 day deadline to receive credit
- Unless otherwise specified, full copy returns are required

Payment Terms: Unless otherwise set forth herein, all purchases pursuant to this Discount Schedule are subject to the Terms and Conditions of Sale set forth at <https://www.wiley.com/en-us/bookstores>.

Net 60 days. Discounts shown are from the Publisher's suggested catalog prices. Orders are subject to acceptance and availability. This schedule is subject to change without notice. Orders must be submitted on a valid Purchase Order.