

**SBS**

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## **SCHOLARLY BOOK SERVICES INC.**

### **CANADA'S LARGEST DISTRIBUTOR OF UNIVERSITY AND SCHOLARLY PRESSES**

*Over 20 years experience in a specialized market.*

### ***Services and Price List***



*[www.sbookscan.com](http://www.sbookscan.com)*

# SERVICE PACKAGES

## **PACKAGE 1:**

### **DISTRIBUTION ONLY**

This package involves no sales representation or marketing services. You pay freight-in and bear the burden of exchange fluctuations. You may add the optional Promotion and Representation services on a per item basis.

### **DISTRIBUTION INCLUDES:**

- Warehousing in Toronto
- Picking, packing, and shipping
- Invoicing, backorder recording and release
- Returns processing
- Full insurance protection
- Inventory control
- Credit control and Accounts receivable management
- Customer file maintenance
- Toll-free customer service
- Quarterly sales reports
- Collection and payment of GST and Canadian freight costs

### **DISTRIBUTION COSTS:**

A percentage of *Canadian* net sales, depending on total sales volume and level of customer service.

SBS reports Canadian net sales dollars quarterly and remits in U.S. funds 90 days in arrears, less fulfillment, freight-in charges, and exchange.

You can benefit from our consolidated shipping rates.

[Optional promotional services are detailed on the next page.](#)

## SERVICE PACKAGE 2: FULL CONSIGNMENT

### FULL CONSIGNMENT INCLUDES:

- All distribution services in package 1
- Trade representation
- Direct mail promotion, review copy services, book launches and special events
- Optional share-cost exhibits and promotions
- Catalogue mailings, special handling for your Canadian authors, flyer and ad creation

### FULL CONSIGNMENT COSTS:

A discount off *your U.S. list price* on Canadian sales net of returns. SBS pays 100% of freight-in costs, sets Canadian list prices (bearing all risks of currency fluctuations), and guarantees your receivables. Under this option, we report sales quarterly and remit 90 days in arrears of report. The inventory is on consignment to SBS and remains your property until sold.

*With full consignment, SBS becomes your  
Canadian branch. Your imprint  
obtains Canadian recognition.*

### OPTIONAL PROMOTION AND REPRESENTATION SERVICES:

**May be combined with the Distribution Only package as needed:**

Trade representation

Creation of direct mail promotions—flyers, brochures, & catalogues

Website listings

Mailings of your seasonal and subject catalogues with Canadian price list and order forms to bookstores, libraries, and individual academics

Displays at conferences across Canada

Sending review copies within Canada

Quarterly promotion reports giving a picture of the Canadian market and economy

### PROMOTION SERVICES COST:

The normal 10% commission and per item fees for exhibits and mailings. These last give you the opportunity to combine initiatives with our other 40 presses on a share-cost basis.

## WHY YOU NEED CANADIAN DISTRIBUTION

- SBS offers a full range of services that eliminate your export problems and...
- Gives you a single Canadian customer—SBS—who provides all shipping administration, in and out.
- Provides an expert and efficient Canadian warehouse with complete fulfillment services.
- Expertly covers the Canadian market with representation and promotion.
- Becomes your importer of record and handles all tax and Customs details.
- Makes ordering easy for your customers with full customer service and volume discount.
- Handles your Canadian exhibits, conferences, and events.
- Includes your titles in our extensive targeted mailings and web promotions.
- Uploads your title information with Canadian prices to Canada's largest on-line book sites.
- Eliminates the need for separate sales and distribution arrangements. Imagine all your activities consolidated with a single agent.

### **CANADA CUSTOMS: PROBLEMS DOING BUSINESS IN CANADA**

*Since the advent of the Goods and Services Tax and the implementation of laws to protect Canadian Publisher's sales and distribution rights, the importation of books into Canada has become complicated. Brokerage and Canada Post handling charges have been added to a bookstore's cost of purchase, returns require export documentation, and foreign publishers must collect and report a Canadian tax merely to minimize these problems for their customers. The fact is that Canadian bookstores and libraries are becoming increasingly reluctant to order outside the country and Amazon.ca is required to order within Canada, review copies are assessed brokerage, and print on demand titles are exorbitantly expensive for your Canadian customers to import.*

### **CANADIAN CUSTOMS: DOING BETTER BUSINESS IN CANADA**

*Not only does SBS solve these problems with your existing business in Canada, but we can also increase it! We know the political and cultural climate, the book reviewers and popular media, the universities and their specialties, the libraries and their budgets, and the peculiarities and perils of dealing with Canada's monopoly chain stores. We are a toll-free call or fax or an e-mail away from all your Canadian customers, supplying them with information on new and backlist titles. For over 25 years, we have focused exclusively on Canadian book buyers. We provide regular and detailed feedback on your sales and general trends in Canada. We have an aggressive conference and exhibit schedule and produce our own print promotion geared to specialist markets in Canada. Our services allow your customers to combine orders for more than 40 publishers to obtain maximum discount. Your customers pay only domestic shipping costs and have a Canadian warehouse to which to send returns.*