

## DEALER TERMS AND MINIMUMS - ORDERING AT DISCOUNT FROM RIP OFF PRESS

www.ripoffpress.com • e-mail mail@ripoffpress.com

### Dear Comic Dealer,

These sheets, together with our current product list, constitute what is called our "Dealer Information Package." Most, but not all, of the items offered in the product list, and on our web site, are available at discount. Items marked with the (@) code are sold at retail only, but you are still free to purchase them if you like provided that they are in stock. In the case of items which do not have a printed cover price, you can always make a profit by buying them at our stated list price and reselling them at a price your customers consider reasonable.

### Keeping Up With What's in Stock

On the home page of our web site (<http://www.ripoffpress.com>) you'll find a link to an Adobe PDF document showing what's in stock. This 4-page document lists titles and prices only, and the information is updated twice monthly. These listings show the discount code for each item (see page 2 for an explanation of discount codes) and an asterisk beside the title on age-restricted titles (see below). Keep in mind, though, the in-stock list includes items with as few as three copies in stock. Not all items listed will necessarily be available in large wholesale quantities. Through the use of our web site's search feature you can see pictures and descriptions of hundreds of the more than 1000 items we sell, or use our pull-down menu to visit dozens of product pages showing specific types of comix and other merchandise. Sorry, our software is not enabled for taking discount orders online -- but you can at least see what we have to offer before placing your order by mail, e-mail, phone or fax.

### Why Order from Rip Off Press?

If you should experience problems in getting the backlist titles, odd publications or small quantities you want from your regular distributor, we are ready to serve you. We often have stock on titles which may now be O/P with the publisher. You *may* also be able to obtain a better discount on ROP titles by ordering direct from us, if you have a large store or chain of stores and can order in quantity. Obtaining credit terms for your purchases is as simple as pulling a charge card out of your wallet.

### What does the \* Mean?

Titles appearing with an asterisk (\*) immediately after the title are those with "Adults Only" or "Mature Readers" advisories, or ones which we have judged to be probably unsuitable for readers under 18. Dealers should follow the standards of their own communities in deciding what titles to carry and how to display them so as to avoid trouble with parents and/or the local authorities.

### Returns

All merchandise is fully returnable for refund (exception: returns on video & audio items limited to replacement of a defective item with a good copy of the same item). However, keep in mind the following:

- Returned merchandise must be in salable condition. A copy of your original invoice should be enclosed with the merchandise, as proof that it was originally bought from us.
- You pay the return shipping.
- There is a reshelving fee of **10% of cover price** on all returned items.

### MINIMUM REQUIREMENTS FOR DISCOUNT ORDERS

#### Basic Minimum Wholesale Order

Our basic minimum wholesale order (needed to obtain the "standard" 40%-off-retail discount on most items) is merchandise totalling **\$50 at wholesale cost**. (this translates out to roughly **\$85 at cover price**) In **addition** to this minimum amount for your total order, some **merchandise types** have their own minimum copies-per-title requirements for your order to be eligible for the standard discount rate. Please take note of these **Item Minimums**, listed at the top of the column to the right.

#### Basic Minimum Part 2: Item Minimums

(See below for our "Product Samples" policy.)

**Comix and/or books:** at least **three copies per title ordered**.

**Postcards/Notecards:** at least **three copies per design ordered**.

**Tee shirts:** at least **three shirts per order**, any mix of sizes and designs OK.

**Wall posters:** at least **three posters per order** (OK to mix designs).

#### Product Samples

If your **basic order** meets our minimum requirements in total size and number per title/product type as outlined under "Basic Minimum Wholesale Order" and "Item Minimums" above, we are happy to let you **add** a few single-copy items that you might want to see, or to test on your customers. You will receive the "standard" discount rate on these samples. See below for orders which do not meet the Basic Minimum Wholesale Order requirements.

#### Below-Minimum Orders

**You can still get 20% off any order for resale** (exception: items marked with the (@) code or shown as "Not available at discount" in the catalog), even if it is below \$50 at wholesale or the number of copies per title/product type does not meet the minimums shown above. Just enclose **prepayment** for the discounted merchandise total plus postage & handling (see P&H charges for below-minimum orders on the back of this sheet), or better yet furnish us with your **charge card** information so we can charge your order to your account.

#### Shipping

You pay the freight. Our normal shipping method within the continental U.S. (on orders at or above \$20 in value, shipped to a business address) is via UPS. **COD** orders are shipped **only** via **UPS**, and must be delivered to a **business address**. UPS ground shipment is also available to most destinations in Canada. If you are outside the U.S., please see the "Important Information for Customers Outside the U.S." page in our Online Catalog (<http://www.ripoffpress.com/shop/foreign.cfm>), for a **list of countries** to which we do not ship – or call or write to request a written copy of this information.

Orders at or above our minimum size for standard discount are charged at cost for shipping. Below-minimum orders incur flat rate shipping charges equal to those charged for the same merchandise value on retail orders. See the shipping chart at [www.ripoffpress.com/shipchart.htm](http://www.ripoffpress.com/shipchart.htm).

## MORE DETAILS ABOUT ORDERING AT DISCOUNT FROM RIP OFF PRESS

### DISCOUNT RATES

Each item or class of items in our catalog and on our web site is coded with a **symbol** which tells you the **maximum discount rate** available. Below-minimum orders receive **20% discount on all items** except those with the (@) code, on which there is no discount. The **standard** discount on items with the (#), (&) or (+) codes is **40% off retail**. To obtain the **maximum** discount on items with (&) or (+) codes, your order must be at or above the "bonus discount level." See below for details.

#### SYMBOL Maximum Discount Rate

(@) = This item sold at cover or suggested retail price only

(\$) = Maximum discount on this item is 20% off retail.

(#) = Maximum discount on this item is 40% off retail.

(&) = Maximum discount on this item is 50% off retail.  
(if order is at or above the bonus discount level)

(+) = Maximum discount on this item is 60% off retail.  
(if order is at or above the bonus discount level)

### BONUS DISCOUNTS ON COMIX AND/OR BOOKS

Titles marked with a (+) code are eligible for discounts up to 60% off cover price, depending on the total number of comix/books in your order (other items excepted). Please note that if your total order qualifies you for bonus discount levels on (+) titles, you are still limited to the maximum discount shown by the code on titles coded (@), (\$), (#) or (&).

Total Comics/Books Ordered	(+) Titles % off Retail
25 through 250	40%
251 through 500	45%
501 through 750	50%
751 through 999	55%
1000 or more	60%

### BONUS DISCOUNTS ON OTHER ITEMS

**(&) coded items:** order a minimum of 5 per title to receive 50% discount. Below 5 per title, maximum discount is 40%.

**(+) coded postcards or notecards:** order a minimum of 24 cards, any mix of (+) coded titles, to qualify for 60% discount. From 3 to 23 cards, maximum discount is 40%.

**(+) coded Posters/Art Prints:** order a minimum of 10 posters/prints, any mix of (+) coded designs, to qualify for 60% discount. 3-9 posters/prints qualify for 40% discount.

### PAYING FOR YOUR ORDER

Our standard terms to stores are **UPS C.O.D., company check**. We are not able to establish open accounts for customers ordering less than \$100 per month, due to the immense amount of effort involved in servicing and collecting such accounts. You can also **PREPAY** your order, to save COD charges. Using your **charge card** to pay for your small store order is an ideal way to do this, since it eliminates the need for us to do a pro forma invoice. Your card will simply not be charged for any items that are out of stock. We accept **Visa, Mastercard, American Express** or **Discover**.

#### Pro Forma Invoices

We prefer **not** to do pro forma invoices, as they represent a lot of work and there is no way for us to make sure that payment will be sent once the invoice has been done. Customers who wait too long to pay pro formas run the risk that items they order and (eventually) pay for will have gone out of stock by the time the order is put together for shipping. Pro forma invoices which have **not been paid within 30 days will be cancelled**. Any customer allowing a pro forma to lapse will **not** be extended the service of receiving pro forma invoices in the future.

### PREPAYMENT IS REQUIRED IN THE FOLLOWING CIRCUMSTANCES:

- **All orders below \$50 at dealer cost, or failing to meet Item Minimum requirements, must be prepaid.** Deduct 20% discount from the merchandise total (except on (@) coded items, which are sold at list only), then add the freight charge shown below under "Estimating Freight." We accept checks and money orders as well as charge cards.
- **All foreign orders must be prepaid.** If you're ordering \$50 or more at dealer cost for shipment outside the U.S., use the order form as a worksheet to figure your discounted merchandise total. (Don't forget to check to make sure over-\$50 shipments can be made to your country--see other side for details.) See below for how to estimate freight. Payment must be made in U.S. dollars, via a check or money order payable through a U.S. bank, or one of the **charge cards** mentioned above.

#### Estimating Freight for Prepayment

**On orders below \$50 at dealer cost:** Shipping charge on orders under \$50 in value is a flat rate. Add **\$2.50** (US\$6.00 foreign) under \$20 at dealer cost, or **\$5.00** (US\$10.00 foreign) on orders \$20-49 at dealer cost. Shipment will be made via the cheapest method, generally surface U.S. Mail.

**On orders \$50 or above at dealer cost:** shipping is charged at actual cost, but for estimating freight calculate **8%** of the **retail** value of the order for shipping inside the U.S., and **20%** of the retail value of the order for shipping outside the U.S. (surface shipment in both cases).

#### Certification

**Resale certificate** and/or proof of dealer status is required on first time orders below the minimum in overall size or number of copies per title. **Resale certificate** is required on **ALL** first time orders from **California** dealers.



