

Transition Vendor/PGW Corporate Office

1700 Fourth Street, Berkeley, CA, 94710 Phone 800-788-3123 Fax 510-528-3444

3/20/2007

Are you asking yourself, “**Where do I get my bestselling PGW titles from now?**” Here are the answers to this and other burning questions about Transition Vendor and PGW. For further clarity, call PGW, don’t call Perseus or CDS.

Most of your “used-to-be-PGW” books are still here, but just under a different operating name. Effective 3/1/2007, the majority of PGW publishers started a new relationship with Perseus Books Group, with Perseus obtaining their distribution contracts. PGW staff still work on behalf of all of these publishers and will continue to for at least the contracted 5 month transition period which ends 7/31/07. This staff continues to work out of our offices in Berkeley and can all still be contacted at 800-788-3123. We are here taking your orders and our warehouse is shipping your books!

Please keep reading, there is a lot of important information included here!

Publishers who signed agreements for Perseus distribution are referred to in this document as **Participating** publishers, those who did not sign are referred to as **Non-Participating** publishers.

Technically PGW is now known as Transition Vendor and will be for the 5 month transition period. To lessen the confusion and allow continuity for our sales and marketing efforts, we continue to use the name PGW but will use Transition Vendor when legally or financially necessary.

Returns –

- Returns for Non-Participating publishers must be sent only to our Indianapolis Returns Center at: PGW/Indy Returns, 7326 Winton Drive, Indianapolis, IN 46268. Returns of Non-Participating publishers will be accepted at the Indianapolis returns center through August 31, 2007. **No credit will be issued for returns received after that point.**
- Returns for Participating Publishers should be sent to: Transition Vendor Returns Dept., 1094 Flex Drive, Jackson, TN, 38301. Accounts will not receive credit for Non-Participating publishers’ books sent to Tennessee.

Accounting –

- Accounts will receive two separate statements representing PGW and Transition Vendor business.
- Invoices and credits issued 2/28/07 and prior are PGW business related and will be listed on your PGW account statement.
- Credit memos for books returned to Indianapolis will be considered PGW business and will be listed on your PGW account statement.
- Invoices dated 3/1/2007 and after are Transition Vendor business and will be listed on your Transition Vendor statement. Transition Vendor invoices begin with the number “6”.
- Credit memos for books returned to Tennessee will be listed on your Transition Vendor statement.
- Deductions for returns should be taken on the appropriate A/R account, based on where the return was sent.
- Discrepancy based returns and claims – misship, shortage, damages – should be returned to and deductions taken from the company who shipped the original order.
- Remit PGW payment and paperwork to: PGW CCM Dept, 1700 Fourth Street, Berkeley, CA, 94710.
- Remit Transition Vendor payment and paperwork to: Transition Vendor CCM Dept., 23813 Network Place, Chicago, IL, 60673-1238.

Sales/Customer Service –

- All Participating publishers’ books continue to be sold by your friendly PGW Sales staff. Do not call Perseus or CDS.
- Contact your Sales Rep or our Berkeley office with any sales or account related questions. Do not call Perseus or CDS.
- Transition Vendor is operating under the same discount and terms structure as PGW.

Electronic Ordering –

- Both order and POA transmissions via Pubnet are working.
- While both SANs are operative at Pubnet, the preferred SAN to use is #760-5129
- We are still experiencing problems with direct dial-in programs like Wordstock. If at all possible, use Pubnet.

Publisher ISBN Prefixes –

- Early versions detailing the split of our publishers errantly included three ISBN prefixes. These prefixes should apply **ONLY** to the titles listed below; all other books with these prefixes are from other publishers that are not affiliated with Transition Vendor/PGW.

ISBN	Title	Status
978-0-7607-9601-6	Jerry Garcia: The Collected Artwork	Proprietary edition, out of print
978-0-394-55105-0	Theatrical Notebooks of Samuel Beckett: Happy Days	Active with Transition Vendor
978-0-609-80589-3	Such Stuff as Dreams Are Made On	Active with Transition Vendor

Departing Publishers –

- Contact the New Distributor noted below for information about future orders and returns for these publishers.

Publisher Name	New Distribution Arrangement
Bell Springs Publishing	National Book Network
Brick Tower Press	National Book Network
Bristol Park Books	National Book Network
Cadmus Editions	National Book Network
Express	National Book Network
iBooks	National Book Network
iBooks/Milk & Cookies	National Book Network
Learning Express	National Book Network
Moonlight Publishing	National Book Network
Para Publishing	National Book Network
Smart Publications	National Book Network
Tech News Publishing	National Book Network
The Planning Shop	National Book Network
Windsor Peak	National Book Network
Berrett-Koehler	Ingram Publisher Services
Polipoint Press	Ingram Publisher Services
Orange Ave./Zest Books	Independent Publishers Group (IPG)
Amber Allen Publishers	Hay House
Professional Books, Inc.	Purchased by Square One Publishers
Writers & Readers	Purchased by Steerforth, distributed by Random House
North Atlantic/Frog	Random House
University Games	Self distributed, call 415-503-1600
North Bay Books	Midpoint Trade Books
DH Press/M Press	Diamond Comic Distributors
Filipacchi Publishing	Purchased by Hachette Group

Visit our website for more detailed information, and keep coming back for regular updates!

www.pgw.com/home/transition.aspx