

## **Remainder companies and contacts:**

### **Artemis Book Sales**

**artemisbooksales.com**

### **Jeff Hudson**

Representing:

- Great Jones (lots of academic and scholarly as well as a big selection of good trade titles)
- Magers and Quinn (specializing in music, film performance, literary)
- Texas Bookman (true remainders, bargain books, sidelines. Texas Bookman are also adding Speaking Tree, a formerly Glastonbury-based company specializing in metaphysics, spiritual, occult, The Lost Library, health and well-being)
- 66 Books (England-based, they have excellent trade books as well as their own bespoke printings of classic titles, as-new condition. They may have restrictions on certain titles that they don't have permission to sell in the US)
- Pumpkin Books (Oxford, England- based, good literature and books on film and culture.)
- Straithern Books (Canada-based, mostly kids books)

### **Powell's Books Wholesale**

**Powellsbookswholesale.com**

### **John Kuble-Ball, director of sales**

Academic and scholarly, but also lots of excellent trade books

### **Books For Less**

**Bks4less.com**

Nikolai Grant, [ngrant@bks4less.com](mailto:ngrant@bks4less.com)

Millions of titles, every kind, but lots of good books in there.

### **Book Depot**

Canada based but they ship from the US. Great website, good prices, constantly changing inventory, small quantities also, every subject.

## **Glossary**

**Remainders** (also called true remainders): publisher will no longer be publishing that title or edition, and are disposing of their stock. They send lists out to the above companies, who bid on their long quantities and then sell them to us. These have not been sent to stores so should be in excellent condition. That being said, they may have been sitting around and not be mint. They are not marked

because they are no longer being accepted as returns from booksellers, so the publisher doesn't worry about them being returned for credit.

**Hurts:** publishers have lots of books returned that are no longer mint, so they are generally thrown into gaylords and sold like that to remainder companies. Those companies sort them and sell them to us. They are usually marked with a remainder mark to prevent them being returned for full credit from the bookseller, as they are still being sold new also. Their condition is otherwise good, but they have traveled and some of them look it.

**Bargain books,** also known as package books. These are titles created for the bargain market, are in mint condition, and are generic cooking, gardening, art, wellness, childrens, etc. Shiny and often shrink-wrapped.

**"Recommended Price":** most remainder companies put a price on the book which is what they imagine is the price you will sell it for. Your price to purchase is 50% of that. So their \$3.99 book will cost you \$2. **You may price them and all bargain books as you wish.**

**Used:** books sourced from customers, book scouts, estate sales, etc. Pay and price as desired.

**Antiquarian and collectible:** for a general bookstore these are terms of art, kind of in the eye of the beholder. For my store we don't really call anything antiquarian because it seems to scare people, but we do put old, desirable books we are pricing high behind glass. Collectible could be signed or first editions of all kinds of books, not necessarily old. For the true antiquarian market you'll need to go beyond this glossary!

Obviously, none of the above are returnable to the selling entity. You can claim credit for books sent in unsaleable condition, but remember that means broken, torn, or very dirty, not just worn.