



The Book Farm Inc.

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May 17, 2011

Michael Carter
Mohave Educational Services, Inc.
625 East Beale Street
Kingman, AZ 86401

10D-BFARM-0517

Approved/Effective Date: 05/18/11

Approved By: Michael Carter

Mohave Price: Promotional discount, based upon book condition, is applied to the net Mohave price.

Volume Discount: None

Shipping: Included

Other Information: Promotional discounts for Sample Books offered by vendor. Sample books are discounted according to condition. Ordering details are noted on promotion. Valid while supplies last. This promotion replaces filename: "bfarm promo sample book discount 110510.pdf".

Request for Contract Pricing Update/Product Addition

RE: Contract Number 10D-BFARM-0517

Sample books are offered at the discounts stated below, based upon condition. Book condition will be clearly stated at the time of sale, and on Member invoice. You keep the book when it is purchased. New customers pay for sale books at the point of sale: cash, check, credit card, or approved purchase order. Returning customers who have previously ordered can add sale books to their book order. Offered while supplies last.

- 20% off Sample books in good condition (little wear)
- 25% off Sample books in fair condition (some wear)
- 30% off Sample books in bad condition (some damage)
- 40% off Sample books in poor condition (obvious damage)

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