

**Volume Price List and Electronic Order Form-Cambridge Stratford, Ltd.(2013) New Pricing Effective 9/30/2013**

Listed below are the general pricing calculations on our texts/trade books and assessments for helping assist with middle/high school/college study skills instruction, pre-college planning, student orientation/retention in college, tutor training, et. a.. Special volume discounts and shipping arrangements are available. Contact us via e-mail or (800) 466-2232 for direct assistance or feel free to make your selections, calculate your total plus shipping/handling and return this form electronically via email or fax (716) 626-9076 after including your purchase order number. For those who prefer, a mock invoice can be generated. Simply indicate this when returning this form either by email or fax.

Pre-College Planning, New Student Orientation and Retention Texts/Trade books

100 Things Every College Freshman Ought to Know

100 Things Every Adult College Student Ought to Know

100 Things Every Online Student Ought To Know and

100 Things Every International Student Ought To Know

100 Things Every College Student With A Disability Ought To Know

copies 1-49	\$14.95	
copies 50-99	\$12.01	(shipping/handling=10% of any order up to
copies 100-199	\$11.25	\$2,500 and 8% for orders above \$2500)
copies 200-499	\$10.64	(\$8.25 minimum)
copies 500-999	\$9.81	(Bookstore Trade book discounts avail.
copies 1000+	\$9.06	for retail sale-see p.3)

Tutor Training Text/Trade book, Assessments (The TESAT), Online Course (texts in English/Spanish)

The Master Tutor: A Guidebook for More Effective Tutoring and pre/post assessments, The TESAT (Tutor Evaluation and Self Assessment Tool) and Online eMaster Tutor Training Course (site license)

	Guidebooks	TESATs	Trainer Manual	Transparency	1-yr. Site License
1-10 copies	\$23.95	free (1)	n/a	n/a	
copies 10-29	\$23.95	\$2.50	\$64.95	\$85.00	
copies 30+	\$16.95	\$1.98	\$64.95	\$85.00	\$995 (5 courses/100 paswrds)

Note: three discounts are available

1. Tutor Trainer's Inservice Kit includes: 30 Guidebooks @\$16.95, 1 Trainers Manual @\$64.95, 1 Transparency Set @\$85, and 60 pre/post TESATs @ \$1.98 each=\$777.25 plus 10% ship/handl.

2. Volume Discounts on 100 Guidebooks @\$16.95 receives FREE Tutor Trainer's Manual, Transparency Set, and 100 TESATs (a value of \$268.75) for \$1695 plus 10% ship/handling .

Receive additional 2% on Prepays. (Minimum ship/handling :single book \$8.25 or \$7 if prepaid. 10% thereafter

3. 3-year Site License \$2585 includes up to 5 courses/yr and 100 passwords/yr, a \$400 discount Please note that a minimum order of twenty (20) copies of the Guidebooks is required to purchase the Tutor Trainer's Manual and Transparency Set. Please understand that the proprietary nature of our tutor training curriculum precludes our sending instructional aids except to those purchasing a supply of Guidebooks for each tutor receiving instruction. For exceptions, please email or call.

4. Institutional Annual Site License PDF of the Master Tutor New Edition \$2395.00

5. TESAT PDF Annual Site License fee for up to 400- pre/post uses x \$3.00 per use or \$1200

**Pre-College/College Retention Texts/Aids and High School/Middle School Study Skills Texts**

Ten Tips for Academic Success (grades 12<sup>th</sup>-college) (available in English/Spanish)

	Workbooks	Trainer Manual	Transpar.Set	Listen. (CD)Tapes
Single copies	\$24.95	n/a	n/a	n/a
copies 30-450	\$21.95	\$64.95	\$85.00	\$40.00
copies 450+	\$18.95	\$64.95	\$85.00	\$40.00

Note: Volume discounts are available

1. Inservice Seminar Leader's Kit includes: 30 Student Workbooks @ \$21.95, 1 Trainers Manual @\$64.95, 1 Transparency/Listening Tape Set @\$125=\$848.45 plus 10% ship/handling.
2. First Adoption Offer on 100 Workbooks @\$21.95 receives FREE Trainer's Manual and Transparency/Listening Tape Set (a value of \$189.95) for \$2195 plus 10% ship/handl. Receive add'l 2% on prepaids. (Minimum ship/handling: single book \$8.25 or \$7 if prepaid. 10% thereafter)
3. Volume discounts accumulate yearly. When 450+ is reached, new orders receive \$18.95/wkbk High School/Middle School Study Smarter, Read Faster, and Score Higher on Tests Course Texts

*The Cambridge Stratford Study Skills Course* 30 hr (9-11th grades) 20 hr (6-8th gr.)

	Workbooks	Trainer Manual	Transparency. Set	Listen. CD's	(see p. 2)
Single copies	\$32.95/\$29.95	n/a	n/a	n/a	
copies > 29	\$32.95/\$29.95	\$64.95	\$120/\$60	\$40.00	
copies 30+	\$29.95/\$24.95	\$64.95	\$120/\$60	\$40.00	

Pre/post Assessment Sets

Students	\$3.00	<i>Survey of Student Assessment of Study Behaviors</i>
Parents	\$3.00	<i>Parents Observation of Study Behaviors</i>

Note: Volume discounts are available for HS/MS Texts

1. Study Skills Validation Kit includes: 30 Student Workbooks @ \$29.95/\$24.95, 1 Trainers Manual @\$64.95, 1 Transparency/Listening/CD Set @\$160/\$100 and 30 pre/post assessment Kits @\$3 each=30 Hour ed. \$1213.45 plus 10% ship/handl./ 20 Hour ed \$1003.45 plus 10% ship/handling.
2. First Adoption Offer on 100 Workbooks @\$29.95/\$24.95 receives FREE Teacher's Manual and Transparency/Listening Tape Set (a value of \$224.95/\$164.95) for \$2995/\$2495 plus 10% ship/handling. Pre/post assessment Kits \$3 each plus 10% ship/handling. Receive add'l 2% on prepaid orders. (minimum ship/handling :single book \$8.25 or \$7 if prepaid.10% thereafter up to \$2500. 8% orders over \$2500)

Note: Additional shipping charges apply internationally. Call (800) 466-2232 or (716) 626-9044 for quote or fax to (716) 626-9076. Large volume orders should call for special quotes. Prepaid orders receive 2% discount on the entire invoice. Volume discounts apply on single edition orders, combinations do not apply. Bookstore volume discounts apply and free aids can be shipped to the instructors. Returns are limited to student texts only and 10% can be returned for full payment or 15% as a credit on a future adoption.

Return this e-mail to place your order or to request a sample invoice for the items you wish to order or copy, complete, and fax this form to (716) 626-9076.

Additional information available on our web site [www.cambridgestratford.com](http://www.cambridgestratford.com)

### Ordering Information

Name \_\_\_\_\_ Title \_\_\_\_\_

Institution \_\_\_\_\_ Program \_\_\_\_\_

Address \_\_\_\_\_ Telephone ( ) \_\_\_\_\_

City/State/zip \_\_\_\_\_ Fax No. ( ) \_\_\_\_\_

e-mail address \_\_\_\_\_ Purchase Order # \_\_\_\_\_

Credit Cards Accepted \*4% additional processing fee

The items checked or circled above total \_\_\_\_\_

The total ship/handling is: \_\_\_\_\_

Total Cost = \_\_\_\_\_

Special bill to/ship to information is listed below or on a separate attached page:

Payments should be made to:

For information, contact

Cambridge Stratford, Ltd  
8560 Main Street  
Williamsville, New York 14221

Peter W. Stevens, President  
(800) 466-2232 [www.cambridgestratford.com](http://www.cambridgestratford.com)  
e-mail [cambridges@aol.com](mailto:cambridges@aol.com)

You may also visit our website at [www.cambridgestratford.com](http://www.cambridgestratford.com) and place your order on our online shopping store.

Federal W-9 Forms should be emailed/faxed for signature/return

Bookstore Trade book discounts/return policy/special circumstances

Bookstores are eligible for a limited price exemption for the stocking and sale of Cambridge Stratford, Ltd.'s published textbooks and guidebooks on a trade book basis for retail sale as follows:

1. The offer is limited in quantity per month of up to 25 copies unless specific permission is granted otherwise (i.e. a 3 day orientation program, week-long special program, Open House Day, etc.);
2. The offer is limited to select texts only. All others are made available according to our nationally advertised volume price schedule
3. A discount equal to the largest volume quantity price discount is awarded of approximately 40% (i.e. with the 100 Things guidebook edition series a volume priced at \$14.95 will be made available at \$9.06) provided that:
  - a. Such volume is not sold to a single user to circumvent our nationally advertised volume purchasing plan and
  - b. Such order is not combined in the same thirty (30) day period with orders made under our volume price purchase plan as outlined above.

NOTE: Trade book orders are eligible to return up to 1/3 of any such order for a full cash return if the stock of books is returned in re-sale condition within six (6) months of the date of order.

#### Return Policy

Books ordered under the regular volume price discount schedule as listed above may be returned in re-sale condition only for a) a cash refund of up to 10% of the amount ordered within 150 days of shipping or b) a credit against a future order of up to 15% of the amount ordered if received within 150 days of the date shipped provided that the special exclusion for volume discounts is not violated. For example, if returns result in a drop in the volume price schedule, the entire order will be recalculated using the actual amount used, The cash refund or credit applied will be thereby re-calculated, deductions applied, and re-invoiced if settlement fees remain.

#### Special Purchasing Circumstances

Special exceptions and arrangements can be made for clients on an individual basis including invoicing partial orders over two different budget years, invoicing two different programs at the same institution separately when coordinating their purchases for volume discounts, and requesting mock invoices to insure budget expenditures can be approved when order is finally placed. Additionally, special shipping arrangements beyond regular ground transportation (i.e. overnight, 2/3 day, and international) can be accommodated at an additional cost. If your situation involves special circumstances, large volumes, or special shipping kindly email or call for assistance. All efforts will be made to accommodate individual needs.