

CROSSWAY  
BOOKS & BIBLES

Greetings from Crossway/Good News!

Thanks for your interest in Crossway Books/Good News Publishers. We appreciate the possibility of serving you.

The items enclosed will give you information needed to get an account established.

Please feel free to contact us if you have questions or need additional information.

We welcome the opportunity of partnering with you to "make a difference in people's lives for Christ."

Thanks sincerely,

William P. Anderson  
Director of Trade Sales  
[banderson@gnpcb.org](mailto:banderson@gnpcb.org)

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Please use this as a coupon for a free book with your first order, as our way of saying, "Thanks for your support of Crossway Books." You may send it with your first order or let our telephone sales person know when you place your first telephone order. Thanks!

Store Name \_\_\_\_\_

Store Address \_\_\_\_\_

Phone \_\_\_\_\_ FAX \_\_\_\_\_ E-mail \_\_\_\_\_

Free Crossway Book Chosen \_\_\_\_\_

**GOOD NEWS PUBLISHERS  
CROSSWAY BOOKS**

1300 CRESCENT STREET / WHEATON, IL 60187  
PHONE 630-682-4300 / FAX 630-682-4785

**CONFIDENTIAL TRADE CREDIT APPLICATION**

<b>General Information</b>	<b>NAME OF BUSINESS</b> _____ <b>DATE BUSINESS ESTABLISHED</b> _____ Street Address and P.O. Box _____ City / State / ZIP _____ Business Phone _____ Manager/Buyer _____ Fax _____ Email address _____
	<b>OWNERSHIP INFORMATION</b> Name of Owner _____ Address _____ City / State / ZIP _____ Telephone Number _____
	<b>TYPE OF OWNERSHIP</b> _____ ( ) Corporation Sub-S _____ ( ) Sole Proprietorship SSN _____ ( ) Corporation (not-for-profit) FEI _____ ( ) Partnership _____ ( ) Corporation (for-profit) FEI _____ ( ) Institution (college) _____ ( ) Church-Owned _____
	<b>LENGTH OF PRESENT OWNER/MANAGEMENT</b> _____ <b>RETAIL EXPERIENCE OF PRESENT OWNER/MANAGEMENT</b> _____
<b>Business Information</b>	<b>TYPE OF BUSINESS</b> ( ) Retail ( ) Mail Order ( ) College ( ) Internet ( ) Other _____ <b>PERCENTAGE OF BUSINESS DONE BY</b> Retail _____ % Mail Order _____ % Internet _____ % Other _____ % <b>SALES TAX NUMBER</b> (Please provide copy of Tax ID certificate of Resale) _____ <b>STORE HOURS</b> (M) (T) (W) (TH) (F) (Sat) (Sun) Hours _____ <b>STORE SIZE</b> _____ sq. ft.
	<b>LOCATION OF STORE</b> ( ) Business District ( ) Covered Mall ( ) Shopping Center ( ) Other Monthly Payment _____ ( ) Own ( ) Rent
	<b>FINANCIAL INFORMATION</b> Cash on Hand \$ _____ Dates in the month when checks are cut _____ If new, Financing of Business ( ) Bank Loan ( ) Secured \$ _____ ( ) Unsecured \$ _____ ( ) Personal Investment \$ _____ ( ) Outside Investors \$ _____ ( ) Other \$ _____ (Please Specify) _____
	<b>ANNUAL SALES INFORMATION</b> Previous Year's Gross Sales: \$ _____ Projected Gross Sales for Current Year \$ _____
<b>References</b>	<b>BANK NAME</b> _____ <b>ACCOUNT NUMBER</b> _____ Address _____ City / State / Zip _____ Telephone number _____
	<b>TRADE REFERENCES (LIST 3)</b> (1) (2) (3)
	<b>NAME</b> _____ <b>ADDRESS</b> _____ <b>CITY / STATE / ZIP</b> _____ <b>ACCOUNT #</b> _____
	_____ _____ _____ _____

**Signature** \_\_\_\_\_ **Title** \_\_\_\_\_ **Date** \_\_\_\_\_

<b>Terms and Conditions</b>	By signing below, I agree to abide by the credit terms as follows. Credit on purchases will be extended on a 30-day basis from the date of invoice. On invoices that are more than 35 days old, a Service Charge of 1.5 percent per month will be charged. Any new orders will not be released to my account with an outstanding balance that is more than 60 days old until payment, including Service Charge, is received.
	<b>Signature</b> _____ <b>Title</b> _____ <b>Date</b> _____

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CONFIDENTIAL TRADE CREDIT APPLICATION

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By signing below, I authorize my bank to release all credit-related information to Good News Publishers / Crossway Books for their use in establishing an account.

Signed \_\_\_\_\_ Date \_\_\_\_\_

Company \_\_\_\_\_

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Please send the two completed pages of this credit application, along with a copy of your sales tax ID certificate of resale to:

Good News Publishers / Crossway Books  
ATTN: Credit Department  
1300 Crescent Street  
Wheaton, IL 60187

If you have any questions, please email [sales@gnpcb.org](mailto:sales@gnpcb.org) or call 1-800-323-3890.

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## New Account Terms

New customers are required to fill out a Good News Publishers Credit Application and choose one of our prepay options in order to establish a credit account. The options are:

- Submit a check with the order.
- Have the invoice charged to a Visa or MasterCard.
- Prepay with a check post-dated approximately 30 days after the order is to be shipped.
- Have a Visa or MasterCard backup that would be charged only if the invoice is not paid within the net 30-day terms.

**1. Discounts**

Good News Publishers / Crossway Books extends the following discounts to established trade customers:

- Minimum 40% on book orders of \$10 net or more.
- 45% and free freight on 25 or more books.
- Escalating discounts based on higher quantities of books.
- 45% minimum discount on tracts and calendar cards, neither of which can be returned once purchased.

These discounts are based on single orders, shipped and invoiced to a single location.

For complete details on higher quantity discounts and seasonal offers, please contact us at [sales@gnpcb.org](mailto:sales@gnpcb.org) or 800-323-3890.

**2. Credit terms**

Credit on purchases will be extended on a 30-day basis from date of invoice to established customers. New customers may establish credit on their first order by providing three credit references and by pre-paying by check or credit card. On invoices that are more than 35 days old, a Service Charge of 1.5 percent per month will be charged. Any new orders will not be released to my account with an outstanding balance that is more than 60 days old until payment, including Service Charge, is received.

**3. Minimum order**

The minimum order for books is \$10.00 net.

**4. Cash Orders**

On all cash orders please include 6% of net order (minimum \$1.50) for shipping and handling.

**5. Shipping terms**

All shipments are made F.O.B. Wheaton, Illinois. Drop shipments are available and will be processed on the regular discount basis outlined above.

**6. Sales terms**

Discounts apply to prices published in the current catalog and cannot be extended in addition to special offers or discounted prices of sales merchandise.

**7. Consignment**

Merchandise cannot be purchased on a consignment basis.

**8. No-hassle returns**

Any book published by Good News Publishers / Crossway Books may be returned for credit toward future purchases **after** 90 days from the invoice date. All we ask is that you verify that the book is still in print by checking our current order form and that you return the product in good, saleable condition—undamaged and free of price stickers and residue. Unsaleable items will be returned to you and shipping costs will be charged to your account.

Returns accompanied by an invoice will be credited at full net price less a 5% restocking charge. Returns without an invoice will be credited at a 55% discount.

*Overstocked items*

For your returns to be handled in a timely manner, please note the following:

- all returns must be prepaid (CODs not accepted)
- include customer number and billing address with return
- package returns carefully to avoid damage in shipment
- do not return books that are not in saleable condition or out of print
- return only items published by Good News Publishers / Crossway Books

*Damaged merchandise*

Damaged/defective goods may be returned immediately for full credit. Simply notify us within 30 days of receipt of merchandise, indicating the nature of the damage and the quantity. We will credit your account or ship replacement product.

*Return address*

Send all returns to:

Returns Department  
Crossway Books  
1300 Crescent Street  
Wheaton, IL 60187

**9. International orders**

Free shipping specials cannot be extended to international customers. Orders are always shipped at the least expense unless otherwise requested.



If your business has been open for 3 years or less, please complete the following, so we may obtain a credit report for you.

IN COMPLIANCE WITH THE FAIR CREDIT REPORTING ACT, THIS IS TO INFORM YOU THAT YOU ARE AUTHORIZING GOOD NEWS PUBLISHERS/CROSSWAY BOOKS TO OBTAIN A CONSUMER AND/OR BUSINESS PROFILE CREDIT REPORT. YOU HAVE THE RIGHT TO DISPUTE THE INFORMATION ON THIS REPORT AND REQUEST ADDITIONAL DISCLOSURES PROVIDED UNDER SECTION 606§1681d(b) OF THE FAIR CREDIT REPORTING ACT, AND A WRITTEN SUMMARY OF YOUR RIGHTS PURSUANT TO SECTION 609(c). YOU MAY DO THIS BY CONTACTING THE PROVIDER OF THE INFORMATION. PLEASE CALL ONECREDITSOURCE.COM, LLC AT PHONE # 1 800 955-1356 AND YOU WILL BE DIRECTED TO THE PROPER CREDIT REPORTING AGENCY OR ASSISTED IN YOUR INQUIRY. GOOD NEWS PUBLISHERS/CROSSWAY BOOKS IS NOT ALLOWED TO GIVE YOU A COPY OF YOUR CREDIT REPORT. YOU ALSO RELEASE FROM LIABILITY ANY PERSONS INVOLVED IN THE CREDIT INVESTIGATION.

I/We authorize OneCreditSource.com, LLC and its suppliers to obtain any and all information related to credit information and credit worthiness related to obtaining credit.

Signed \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

Signed \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

THE ADDITIONAL SIGNATURE LINE IS FOR PRINCIPAL PERSON AUTHORIZATION FOR PERSONAL CREDIT INVESTIGATION, IF DIFFERENT FROM FIRST AUTHORIZATION SIGNATURE.