

# Yankee Horsetrader



— Your local horse exchange —

10/7/81

Wendy,

Here's the quote, formal-wise, from the printer. If you're interested, please get in touch, and we'll send on an acceptance to him.

*David*

# PROPOSAL FOR PRINTING

Please refer to this  
number on all inquiries

**Nº 1354**

Proposal

**THE COURIER PRINTING COMPANY, INC.**  
Littleton, New Hampshire 03561 (603) 444-3927



producers of fine printing . . . since 1889

TO: Mr. David Scribner, Yankee Horsetrader, Box 1046, Bennington, VT 05201

TITLE: CATALOG

SIZE: 64 pgs. & cover; 8½" x 11"

DESCRIPTION: furnished camera-ready to fit 4 per shot on Courier copy board; with crop marks in position; all elements but halftones in position; halftone positions indicated; to require 1 shot/page

## SPECIFICATIONS

Quantity: 2,500

Size/Pages: as above

☐ Self Cover  
☒ Plus Cover

Stocks: 70# dull coated offset, white for text; 65# cover, regular color, antique finish for cover

Composition: none

Photos: extra charge

Proofs: 1 dylux proof

Camera Work: by Courier - see "Description" above

Presswork: all black ink; no bleeds or tints included

Binding: saddle-stitched

Extras: see below

Mailing/Shipping: packed in cartons & skidded; F.O.B. Littleton, NH

TERMS: 50% down payment, net 20 days from invoice date\*; 2% finance charge on pastdue

accounts

Quantity

Unit Price

Total Price

Alternates

2,500

\$1.2128

\$3,032

\*Meeting these terms allows us to discount our usual stock mark-up. The discount, included in price above, is \$199.

EXTRAS: (Not included in the above price(s) unless specifically noted)  
photos furnished sized, cropped, keyed & tabbed by customer at \$6.20 each; other "extras" charged at usual dept. rates

Remarks:

In answer to your request, we are pleased to furnish you with this proposal.

Sales Rep. *Wilfred Bergeron* Wilfred Bergeron Date 10/1/81

If proposal is accepted, please sign reverse side of yellow copy & return. Retain white copy.

Unless otherwise specified, all copy furnished by you is to be all line in position ready for camera. All color separations on multi-color work are to be on camera ready overlays in register. All square finish halftones, solids and screened areas are to be indicated by solid areas on overlays or main pasteup. We assume, unless otherwise noted, that all fits for register are to be made on the artwork furnished to us. Any deviation from above will affect estimated prices.

Proposals are subject to revisions upon inspection of copy.



# CONDITIONS OF SALE PRINTING TRADE CUSTOMS

*Trade Customs have been in general use in the Printing Industry throughout the United States of America for more than 50 years.*

Originally formally promulgated, Annual Convention, United Typothetae of America, 1922. Revised and updated and repromulgated, Annual Convention, Printing Industries of America, Inc., 1945 & 1974.

1. **QUOTATION** A quotation not accepted within thirty (30) days is subject to review, and materials cost are based on current price, subject to review at time of delivery.
2. **ORDERS** Orders regularly entered, verbal or written, cannot be cancelled except upon terms that will compensate printer against loss.
3. **EXPERIMENTAL WORK** Experimental work performed at customer's request, such as sketches, drawings, composition, plates, presswork and materials will be charged for at current rates and may not be used without consent of the printer.
4. **PREPARATORY WORK** Sketches, copy, dummies and all preparatory work created or furnished by the printer, shall remain his exclusive property and no use of same shall be made, nor any ideas obtained therefrom be used, except upon compensation to be determined by the printer.
5. **CONDITION OF COPY** Estimates for typesetting are based on the receipt of original copy or manuscript clearly typed, double-spaced on 8½"x11" uncoated stock, one side only. Condition of copy which deviates from this standard is subject to re-estimating and pricing review by printer at time of submission of copy, unless otherwise specified in estimate.
6. **PREPARATORY MATERIALS** Art work, type, plates, negatives, positives and other items when supplied by the printer shall remain his exclusive property unless otherwise agreed in writing.
7. **ALTERATIONS** Alterations represent work performed in addition to the original specifications. Such additional work shall be charged at current rates and be supported with documentation upon request.
8. **PROOFS** Proofs shall be submitted with original copy. Corrections are to be made on "master set," returned marked "O.K." or "O.K. with corrections" and signed by customer. If revised proofs are desired, request must be made when proofs are returned. Printer regrets any errors that may occur through production undetected, but cannot be held responsible for errors if the work is printed per customer's O.K. or if changes are communicated verbally. Printer shall not be responsible for errors if the customer has not ordered or has refused to accept proofs or has failed to return proofs with indication of changes or has instructed printer to proceed without submission of proofs.
9. **PRESS PROOFS** Unless specifically provided in printer's quotation, press proofs will be charged for at current rates. An inspection sheet of any form can be submitted for customer approval, at no charge, provided customer is available at the press during the time of makeready. Any changes, corrections or lost press time due to customer's change of mind or delay will be charged for at current rates.
10. **COLOR PROOFING** Because of differences in equipment, paper, inks, and other conditions between color proofing and production pressroom operations, a reasonable variation in color between color proofs and the completed job shall constitute acceptable delivery. Special inks and proofing stocks will be forwarded to customer's suppliers upon request at current rates.
11. **OVER RUNS OR UNDER RUNS** Over runs or under runs not to exceed 10% on quantities ordered up to 10,000 copies and/or the percentage agreed upon over or under quantities ordered above 10,000 copies shall constitute acceptable delivery. Printer will bill for actual quantity delivered within this tolerance. If customer requires a guaranteed "no less than" delivery, percentage tolerance of overage must be doubled.
12. **CUSTOMER'S PROPERTY** The printer will maintain fire, extended coverage, vandalism, malicious mischief and sprinkler leakage insurance on all property belonging to the customer, while such property is in the printer's possession; printer's liability for such property shall not exceed the amount recoverable from such insurance.
13. **DELIVERY** Unless otherwise specified, the price quoted is for a single shipment, without storage, F.O.B. local customer's place of business or F.O.B. printer's platform for out-of-town customers. Proposals are based on continuous and uninterrupted delivery of complete order, unless specifications distinctly state otherwise. Charges related to delivery from customer to printer, or from customer's supplier to printer are not included in any quotations unless specified. Special priority pickup or delivery service will be provided at current rates upon customer's request. Materials delivered from customer or his suppliers are verified with delivery ticket as to cartons, packages or items shown only. The accuracy of quantities indicated on such tickets cannot be verified and printer cannot accept liability for shortage based on supplier's tickets. Title for finished work shall pass to the customer upon delivery, to carrier at shipping point or upon mailing of invoices for finished work, whichever occurs first.
14. **PRODUCTION SCHEDULES** Production schedules will be established and adhered to by customer and printer, provided that neither shall incur any liability or penalty for delays due to state of war, riot, civil disorder, fire, strikes, accidents, action of Government or civil authority and acts of God or other causes beyond the control of customer or printer.
15. **CUSTOMER FURNISHED MATERIALS** Paper stock, camera copy, film, color separations and other customer furnished materials shall be manufactured, packed and delivered to printer's specifications. Additional cost due to delays or impaired production caused by specification deficiencies shall be charged to the customer.
16. **TERMS** Payment shall be net cash thirty (30) days from date of invoice unless otherwise provided in writing. Claims for defects, damages or shortages must be made by the customer in writing within a period of thirty (30) days after delivery. Failure to make such claim within the stated period shall constitute irrevocable acceptance and an admission that they fully comply with terms, conditions and specifications. Printer's liability shall be limited to stated selling price of any defective goods, and shall in no event include special or consequential damages, including profits (or profits lost). As security for payment of any sum due or to become due under terms of any Agreement, printer shall have the right, if necessary, to retain possession of and shall have a lien on all customer property in printer's possession including work in process and finished work. The extension of credit or the acceptance of notes, trade acceptances or guarantee of payment shall not affect such security interest and lien.
17. **INDEMNIFICATION** The customer shall indemnify and hold harmless the printer from any and all loss, cost, expense and damages on account of any and all manner of claims, demands, actions and proceedings that may be instituted against the printer on grounds alleging that the said printing violates any copyright or any proprietary right of any person, or that it contains any matter that is libelous or scandalous, or invades any person's right to privacy or other personal rights, except to the extent that the printer has contributed to the matter. The customer agrees to, at the customer's own expense, promptly defend and continue the defense of any such claims, demand, action or proceeding that may be brought against the printer, provided that the printer shall promptly notify the customer with respect thereto, and provided further that the printer shall give to the customer such reasonable time as the exigencies of the situation may permit in which to undertake and continue the defense thereof.

If accepted, please sign and return. Retain white copy.

NAME \_\_\_\_\_ POSITION \_\_\_\_\_

COMPANY \_\_\_\_\_ DATE: \_\_\_\_\_

Your Signature implies an Acceptance under Terms & Conditions listed.

This quotation on the item(s) described below is subject to the terms and conditions on the face and back of this form, is void unless accepted within 30 days from the date hereof, is subject to change without notice, and supercedes all previous quotations and agreements. Accounts not paid within 60 days are subject to collection procedures and the imposition of reasonable collection fees.