

REMAINERS HANDOUT



WHAT ARE REMAINDERS?

Remainders are books that no longer sell in sufficient volume for a publisher to continue promoting them. Publishers sell remaining inventory to book remainders distributors and wholesalers at deep discounts, who then sell them to retailers for as much as 90% off MSRP.

Remainder Pros:

- Greater margin on books sold
- Inexpensive way to diversify book inventory
- Great source for regional, academic, and large-format books

Remainder Cons:

- Non-returnable
- Large minimums + freight costs
- Inventory isn't usually restocked - one shot to get titles you want

Ways to shop for remainders:

- Online
- via Field Sales Reps
- Company Showrooms / Warehouses

Further reading (via BookWeb.org);

- Bookselling in Tough Times - Remainders
 - <https://www.bookweb.org/news/bookselling-tough-times-remainders>
- Evaluating Your Remainder Buying: Insights From BEA
 - <https://www.bookweb.org/news/evaluating-your-remainder-buying-insights-bea>

REMAINDER COMPANIES

American Book Co
Jefferson City, TN
Americanbookco.com

Bargain Books Wholesale
Grand Rapids, MI
Bargainbookswholesale.com

Book Country Clearing House
Pittsburgh, PA
Bookcountryclearinghouse.com

Bradley's Book Clearance
Pittsburgh, PA
Bradleysbooks.net

Great Jones Books
Pennington, NJ
<https://www.greatjonesbooks.com/>

Texas Bookman
<https://www.texasbookman.com>

Book Depot
<https://www.bookdepot.com/>

Powell's Books Wholesale,
<https://www.powellsbookswholesale.com/>

