

The Hub Partnership Program.

What is the Hub Partnership Program?

The Hub Partnership Program is a reciprocal agreement between your School, Charity Library or Business and *The Hub Christian Resource Centre Ltd* [The Hub]

It is a way in which we can help support your ministry or organisation, by offering discount, credit facilities, free delivery and bulk purchasing facilities in exchange for your continued loyalty.

It is available to **all** schools and libraries in the West Midlands, **all** public sector organisations (councils, emergency services etc.) in the West Midlands, **all** domestic and international charities working in the West Midlands county and **most** local businesses. Additionally, the scheme is open to many national and international organisations not directly working in the West Midlands, at the discretion of The Hub

What do I get?

The Partnership Program includes two distinct benefits. These are Discount on all eligible purchases, and Credit purchasing. All partners receive discount, and most will get approved for credit, if required. If you do not immediately get credit, we will normally authorise your account at latest by the end of your first calendar quarter trading with us.

Discount.

All partners immediately receive discount on most full priced orders made for their organisation. The discount you receive for these is based on the value and quantity of purchases made in the current, and previous quarter. In a nutshell, the more you shop with us, the more we can reward your loyalty.

Our basic breakdown is as follows:

Quarterly Purchase Quantity	Discount if Paid on the Day	Discount if paid on Account (Bank Transfer/Cash/Card)	Discount if paid on the day / on Account (Cheque)
Less than £500	7.5%	5%	0%
£500-£1500	12.5%	10%	5%
£1500+	15%	12.5%	7.5%

Normally, new accounts will start at the base level. However, we seek to offer a tailored service, which realistically matches your needs, and we are happy to discuss your particular circumstances in person, and offer special discount and break points for some partners.

Discounts are based on the previous quarters sales, however, when you cross a purchase threshold during the current quarter, you qualify for the increased discount for the remainder of the quarter, in addition to the following calendar quarter. It is, however, your responsibility to inform us of this.

For example, your organisation joins in January, and by February has already spent £500. For the remainder of Q1 (Until March) and throughout Q2, the organisation will remain at the middle discount. If by the end of Q2 (end of June) they cross the £1500 threshold, for the remainder of Q2 and all of Q3, they will receive the top level of discount.

Additionally, head teacher and RE coordinators usually qualify for some discount on their personal purchases.

Some short or high discount items, including some CDs and DVDs, educational and legal textbooks, some academic works, local/self published titles, and all second hand books are subject to different discount terms, which will be discussed at the time of order.

In general, you will not receive any further discount on 'special offer' items, as they will already be heavily discounted. You will receive additional discount (capped at 5%) on select 'Partner Promotions', which will be highlighted as such. As at April 2010 Partner Promotions include selected offers from IVP, CWR, Lion, Candle, Monarch and Baker Fiction.

Credit Account / Invoice Purchases.

Along with your partnership discount, most of our partners will also qualify for credit purchases via Invoice if required.

This will allow your nominated buyers to collect goods for of your group without worrying about having to pay for the items themselves, and keeping hold of receipts to claim back money from the treasurer, accountant or bursar.

Invoices are delivered directly to the treasurer, bursar or accounts contact and our standard terms are for payment within 30 days from the end of month.

Invoices offer convenience and simplicity, and applying for a credit account is quick and easy. Most accounts can be approved on the spot, and we can often provide credit to organisations with little or no credit history. In most cases, on the spot credit accounts will begin with a £200 credit limit, which can be extended once your references come back, or as long as your account remains in good standing.

Bulk Purchases.

On top of all of this, all customers, whether partners or not, are entitled to extended discount on all bulk purchases.

Any order of greater than £250 is automatically eligible for bulk purchase discount. Rates of discount vary depending on what is being ordered, and, in general, larger purchases attract higher rates of discount.

We are usually able to match or improve on genuine written quotes from other suppliers, and always at least match amazon's online price, so please contact us for details.

What does it cost?

Joining the service is free of charge, however this is a reciprocal agreement, so there are a few things we ask in return.

By joining the scheme, you agree allow The Hub to quote for all of your book purchases, and the option to match any similar offer, and offer us the right of first refusal, on any religious books including, but not limited to, religious textbooks, handbooks, Bibles etc. We support the work of organisations such as Gideons International, and do not seek to impede their work in any way. If you require Bibles for waiting areas in public buildings (Schools, Hospitals, Hotels etc.) or as a presentation to students, uniformed officers etc. we strongly encourage you to contact the Gideons International in the British Isles (gideons.org.uk) who can often provide these free of charge.

You also agree to allow us to place a branded box of sample books in your workplace at least once every 6 months, in a place with will allow staff to order books from this box for their personal needs (such as a staff room), as well as showing the box to your book buyer with a view to placing an order for your organisation. Books will be chosen sensitively to ensure the books are of interest to your organisation, and staff. Please be aware that the box will *always* include a selection of Bibles and Christian books, which we believe will be of benefit to your staff, regardless of your organisations other requirements.

Finally, you agree to allow us to meet your primary book buyer on an annual basis, to discuss your requirements.