



Gourd Music • PO Box 585 • Felton • CA • 95018 •
• 1-800-487-4939 • neal@gourd.com • www.gourd.com •

Dear Retailer,

Thank you for your interest in Gourd Music. As you will hear and see, we have put tremendous care into both our music and our packaging.

As an independent label, we've worked hard to develop a distinctive sound — **part-folk, part-classical, all-acoustic instrumental music.** We feel our music is indeed unique, and we've never compromised in our determination to produce only the highest quality, most beautifully packaged recordings.

We include detailed liner notes for those who are curious about the history and background of the music.

These albums have sold, and continue to sell, in catalogs including Wireless, Signals, Book-Of-The-Month Club, Time Life, and Victorian Papers; in museum shops such as the Metropolitan Museum of Art, Colonial Williamsburg, The Huntington Library and Arboretum and Shaker villages throughout the northeast.

Even in places that had never sold audio before, our uniquely appealing music has been notably successful.

Gourd has licensed music to Warner Bros. Music, Narada, Hearts of Space, Windham Hill, The Disney Channel, A&E and The History Channel. Selections from the Gourd recording *The World Turned Upside Down* were featured on the Ken Burns documentary *Thomas Jefferson*. Three Gourd recordings were featured on Ken Burns' *Not For Ourselves Alone* on PBS as well as on his recent film *Horatio's Drive*.

Wholesale prices for Gourd Music recordings are \$8.00 per compact disc, plus shipping. We ask that you order a minimum of 12 pieces (in any combination of titles and formats).

We offer **free "in-store" play demos** if you order three or more of one title.

Gourd also offers titles from other labels, including Narada, Culburnie, Acoustic Disc and Maggie's Music at various prices.

Our terms are net 30 days once credit is established.

We accept Visa Master Card and Discover. We ship within one day.

Please be sure to provide us your state tax ID number with your first order.

Remember, you may always return unopened merchandise in good condition for exchange.

Please call me if you have further questions once you've looked everything over. I look forward to hearing from you.

Sincerely,

Neal J. Hellman,
President