



**RETURNABLE TERMS OF SALE**

**2021 US RETAILERS**

|   |   |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
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| <p><b><u>The Following Publishers, including all of their Imprints, are covered:</u></b></p> <p><b>Published Lines and their Imprints:</b> Grand Central Publishing, Little, Brown, Little, Brown Books for Young Readers, Hachette Nashville (Center Street, FaithWords, Windblown Media, and Worthy), Orbit, Hachette Audio, Perseus (Hachette Books, Avalon Travel, Basic Books, Public Affairs, and Running Press).</p> <p><b>Distributed Lines:</b> Hachette UK, Disney Publishing, National Geographic, Marvel, Yen Press, Kids Can Press, Octopus, and Lonely Planet.</p> <p><b><u>How to Order:</u></b></p> <p><b><u>For All Products:</u></b><br/>Telephone: 800-759-0190<br/>Fax: 800-286-9471<br/>e-mail: <a href="mailto:order.desk@hbgusa.com">order.desk@hbgusa.com</a></p> <p><b><u>Mail:</u></b><br/>Hachette Book Group<br/>Order Department<br/>185 N. Mt. Zion Rd.<br/>Lebanon, IN 46052</p> <p>HBG supports ordering via Pubnet, EDI, EDI through Edelweiss, Pubeasy, and IBID.</p> <p><b><u>Freight and Shipping Minimums:</u></b></p> <p>Shipping minimum is \$150 invoice value.</p> <p>Unless otherwise stated under “base discounts,” all titles ship free freight on outgoing orders if the shipping minimums are met (carrier and standard routing controlled by HBG).</p> <p>Shipments that do not meet the minimum will be held and combined with other orders until minimum is met. Customer may choose to set a timeframe in which HBG will either cancel the order or ship the order with a freight charge.</p> <p>HBG may, at its discretion, ship orders free freight that are below the minimum.</p> <p><b><u>Payment Terms:</u></b></p> <p>Net 30 days based on invoice date.</p> | <p><b><u>Account Eligibility/Qualifications:</u></b></p> <p>Account must be located in the United States and in good credit standing.</p> <p><b><u>Confirmation of Eligibility:</u></b></p> <p>HBG reserves the right to require certification of compliance with these Terms of Sale from time to time.</p> <p><b><u>No Chargebacks or Charges:</u></b></p> <p>All orders accepted and shipped by HBG will not pay or accept vendor non-compliance chargebacks or any other charges, unless HBG has agreed to a chargeback or charge in a prior writing signed by an officer of HBG. In the event of any inconsistency between a customer’s terms and HBG’s Terms, HBG’s Terms will apply.</p> <p><b><u>Base Discounts:</u></b></p> <table><tr><td>Mass Market:</td><td><b>44%</b></td></tr><tr><td>Hardcover and Trade Paper:</td><td><b>46%</b></td></tr><tr><td>Mini Editions:</td><td><b>49%</b></td></tr><tr><td>Audio:</td><td><b>50%</b></td></tr><tr><td>Almanacs:</td><td><b>50%</b></td></tr><tr><td>Bible:</td><td><b>52%</b></td></tr><tr><td>Calendars:</td><td><b>55%</b></td></tr><tr><td>Maps:</td><td><b>55%</b></td></tr><tr><td>Video:</td><td><b>49%</b></td></tr><tr><td>Games &amp; Puzzles</td><td><b>55%</b></td></tr><tr><td>Journals:</td><td><b>55%</b></td></tr><tr><td>Paper Goods/Stationery:</td><td><b>55%</b></td></tr></table> <p><b><u>Short/Professional and Agency Titles:</u></b></p> <table><tr><td>Short Discount:</td><td><b>20%</b></td></tr><tr><td>Professional Titles:</td><td><b>35%</b></td></tr><tr><td>Agency*:</td><td></td></tr><tr><td>    1-4 units:</td><td><b>40%</b></td></tr><tr><td>    5 units or more:</td><td><b>20%</b></td></tr></table> <p>*Sliding scale discount based on the quantities purchased for each title.</p> <p><b><u>Print on Demand:</u></b></p> <p>Copies supplied by Print on Demand have the “Base Discounts” above, except that copies of Short/Professional and Agency Titles supplied by Print on Demand will have the “Short/Professional and Agency Titles/Discounts” above.</p> | Mass Market: | <b>44%</b> | Hardcover and Trade Paper: | <b>46%</b> | Mini Editions: | <b>49%</b> | Audio: | <b>50%</b> | Almanacs: | <b>50%</b> | Bible: | <b>52%</b> | Calendars: | <b>55%</b> | Maps: | <b>55%</b> | Video: | <b>49%</b> | Games & Puzzles | <b>55%</b> | Journals: | <b>55%</b> | Paper Goods/Stationery: | <b>55%</b> | Short Discount: | <b>20%</b> | Professional Titles: | <b>35%</b> | Agency*: |  | 1-4 units: | <b>40%</b> | 5 units or more: | <b>20%</b> | <p><b><u>Retail Distribution Center</u></b></p> <p>A Retail Distribution Center (RDC) is an approved centralized retail distribution facility maintained by a retailer for the purpose of warehousing and re-shipping books to 3 or more retail locations. All qualified orders shipped to an RDC will be eligible to receive the RDC discount if the following conditions are met:</p> <ol style="list-style-type: none"><li>The distribution facility must have a truck dock loading facility capable of receiving palletized shipments and must be set up with HBG with a separate account number.</li><li>All orders must be in carton quantities. We reserve the right to round up any order to carton quantity.</li><li>The retailer must agree to warehouse an approved selection and quantity of HBG titles.</li><li>Orders picked and packed for individual stores and shipped to an RDC will not be eligible for the RDC discount.</li><li>To be eligible for the RDC discount, the RDC must be approved in writing by HBG.</li></ol> <p>Please note that certain titles may be eligible for early delivery to an RDC. Please contact your sales representative for details.</p> <p>HBG offers a <b>48%</b> discount for purchases shipped to a retailer’s distribution center, <b><u>except for:</u></b></p> <table><tr><td>Mini Editions:</td><td><b>54%</b></td></tr><tr><td>Audio:</td><td><b>53%</b></td></tr><tr><td>Almanacs:</td><td><b>50%</b></td></tr><tr><td>Bible:</td><td><b>52%</b></td></tr><tr><td>Calendars:</td><td><b>55%</b></td></tr><tr><td>Maps:</td><td><b>55%</b></td></tr><tr><td>Video:</td><td><b>50%</b></td></tr><tr><td>Games &amp; Puzzles</td><td><b>55%</b></td></tr><tr><td>Short Discount:</td><td><b>20%</b></td></tr><tr><td>Professional:</td><td><b>35%</b></td></tr><tr><td>Agency:</td><td><b>40%</b></td></tr></table> | Mini Editions: | <b>54%</b> | Audio: | <b>53%</b> | Almanacs: | <b>50%</b> | Bible: | <b>52%</b> | Calendars: | <b>55%</b> | Maps: | <b>55%</b> | Video: | <b>50%</b> | Games & Puzzles | <b>55%</b> | Short Discount: | <b>20%</b> | Professional: | <b>35%</b> | Agency: | <b>40%</b> |
| Mass Market:  | <b>44%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Hardcover and Trade Paper:  | <b>46%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Mini Editions:  | <b>49%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Audio:  | <b>50%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Almanacs:   | <b>50%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Bible:  | <b>52%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Calendars:  | <b>55%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Maps:   | <b>55%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Video:  | <b>49%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Games & Puzzles   | <b>55%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Journals:   | <b>55%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Paper Goods/Stationery:   | <b>55%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Short Discount:   | <b>20%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Professional Titles:  | <b>35%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Agency*:  |   |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| 1-4 units:  | <b>40%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| 5 units or more:  | <b>20%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Mini Editions:  | <b>54%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Audio:  | <b>53%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Almanacs:   | <b>50%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Bible:  | <b>52%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Calendars:  | <b>55%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Maps:   | <b>55%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Video:  | <b>50%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Games & Puzzles   | <b>55%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Short Discount:   | <b>20%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Professional:   | <b>35%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |
| Agency:   | <b>40%</b>  |              |            |                            |            |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |           |            |                         |            |                 |            |                      |            |          |  |            |            |                  |            |  |                |            |        |            |           |            |        |            |            |            |       |            |        |            |                 |            |                 |            |               |            |         |            |

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**Dated: September 10, 2021**



**RETURNABLE TERMS OF SALE**

**2021 US RETAILERS**

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| <p><b><u>Credit:</u></b></p> <p>Shipments will be made to accounts in good credit standing as determined by the HBG Customer Financial Services Dept.</p> <p><b><u>Claims:</u></b></p> <p>All claims involving a shipment must be filed within 60 days of receipt of that shipment.</p> <p><b><u>Returns Information:</u></b></p> <p>All returns for Hardcover, Trade Paperbacks, and Audio Books go to:</p> <p>Hachette Book Group<br/>Returns Dept.<br/>322 South Enterprise Blvd.<br/>Lebanon, IN 46052</p> <p><b><u>All Returns for Mass Market Paperback Covers Go To:</u></b></p> <p>Hachette Book Group<br/>Retail Sales &amp; Marketing Stripped Covers Returns<br/>326 South Enterprise Blvd.<br/>Lebanon, IN 46052</p> | <p><b><u>All Returns are Subject to the Following:</u></b></p> <ul style="list-style-type: none"><li>A. All titles are eligible to return three months after the date of publication, or up to three months after the invoice date for backlist titles (titles published a year ago) as long as they remain in print.</li><li>B. All copies must be returned in whole and saleable condition.</li><li>C. Deductions for anticipated returns will not be honored. Only actual returns will be honored.</li><li>D. All eligible returns will be credited at the same price and discount at which the books were most recently purchased from HBG.</li><li>E. HBG Books not purchased directly from HBG may be returned to HBG and will be credited at 50% off suggested retail price.</li><li>F. A printed packing list stating quantities, titles, and ISBNs must accompany all returns.</li><li>G. Prior written permission to return books is not required.</li><li>H. Freight costs for returns are solely the responsibility of the customer. Collect shipments will be refused.</li><li>I. Any book declared out of print will be announced through <i>HBG's ONIX feed</i> and on the HBG Business Website (<a href="https://www.hachettebookgroup.com/landing-page/hbg-booksellers/">https://www.hachettebookgroup.com/landing-page/hbg-booksellers/</a>). Returns of such books will be accepted up to 180 days from out of print date.</li><li>J. For accounts participating in the RDC program, all returns credits will be issued at the blended rate. This blended rate will be a weighted average of prior year sales direct to stores and RDC sales, at their respective base discounts.</li><li>K. Returns of product not eligible for credit or not published by HBG or its distribution clients will either be destroyed or returned to the customer at the customer's expense.</li><li>L. Under no circumstances does HBG accept responsibility for storage or return of other publishers' product sent to HBG in error.</li><li>M. HBG reserves the right to require certification of compliance with these terms from time to time.</li></ul> | <p><b><u>Corporate Sales:</u></b></p> <p>Contact your Sales Representative.</p> |
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