

**2022 KIDS POST-HOLIDAY MARKDOWN PROMOTION OPTION A- US**

Hachette Book Group announces a promotional offer on the titles listed beginning 12/26/22. Hachette Book Group will credit retailers selling copies of the titles listed below for 50% off or less, for a maximum of 37 days, through January 2023. In order to qualify for this credit, physical retailers must promote the titles in a designated store location at a price of 50% off or less. The promotional price must be called out on the books themselves or with signage indicating the new sale price. Internet retailers must feature the books prominently on their corporate retail home page at the discounted price for a maximum of 37 days within the promotional window to participate in this offer. This offer is open to all US accounts that purchased on a returnable basis directly from HBG, or via a wholesaler**,** who would like to participate in this offer. US accounts may choose to participate in one post-Holiday markdown offer (Option A or B) but may not claim credit for multiple offers.

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| **ISBN (Item Code)** | **Title (Long)** | **Author** | **On-Sale Date** | **List Price US** | **Suggested New Retail Price** | **Credit Per Unit Sold at Suggested New Retail Price or Less** |
| 9780762491421 | 12 DAYS OF CHRISTMAS BB | HOWARTH | 10/9/2018 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9781368003001 | 12 DAYS OF CHRISTMAS BB | PIZZOLI | 9/3/2019 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9781484750315 | 12 DAYS OF CHRISTMAS HC | PIZZOLI | 9/12/2017 | $ 16.99 | $ 8.50 | $ 4.25 |
| 9780762461257 | ABCS OF CHRISTMAS BB | HOWARTH | 9/27/2016 | $ 7.95 | $ 3.98 | $ 1.99 |
| 9780316478366 | BIG BED FOR LITTLE SNOW HC | LIN | 10/15/2019 | $ 18.99 | $ 9.50 | $ 4.75 |
| 9781423178651 | BLIZZARD HC | ROCCO | 10/30/2014 | $ 18.99 | $ 9.50 | $ 4.75 |
| 9780762464753 | CAT WHO ATE CHRISTMAS HC | CHASE | 10/9/2018 | $ 13.99 | $ 7.00 | $ 3.50 |
| 9780762463206 | CHARLIE BROWN CHRISTMAS WRAPPING PAPER ACTIVITY BOOK | SCHULZ | 10/17/2017 | $ 9.99 | $ 5.00 | $ 2.50 |
| 9780762475124 | CHILD'S INTRODUCTION TO THE NUTCRACKER HC | ALEXANDER | 10/26/2021 | $ 19.99 | $ 10.00 | $ 5.00 |
| 9781641707343 | CHRISTMAS FAIRIES FOR OUMA HC | MCDEVITT | 10/11/2022 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9780316299121 | CHRISTMAS OWL HC | STERER | 10/5/2021 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9780824919115 | CHRISTMAS STORY BB | PINGRY | 8/15/2013 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780762466108 | COLORS OF CHRISTMAS BB | HOWARTH | 10/15/2019 | $ 9.99 | $ 5.00 | $ 2.50 |
| 9781484767450 | COOKIESAURUS CHRISTMAS HC | EVANS | 9/4/2018 | $ 16.99 | $ 8.50 | $ 4.25 |
| 9781368019071 | COZY GOOD NIGHT BB | ASHMAN | 10/16/2018 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9781641702591 | DEAR SANTA, LOVE TEXAS HC | '- | 11/10/2020 | $ 16.99 | $ 8.50 | $ 4.25 |
| 9781641700399 | DEAR SANTA, LOVE, WASHINGTON HC | '- | 11/16/2018 | $ 16.99 | $ 8.50 | $ 4.25 |
| 9780316456180 | DOG DIARIES: HAPPY HOWLIDAYS POB | PATTERSON | 10/14/2019 | $ 9.99 | $ 5.00 | $ 2.50 |
| 9781484723395 | DOLL PEOPLE'S CHRISTMAS HC | GODWIN | 9/13/2016 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9780316542968 | DOLLY FOR CHRISTMAS HC | SCHLAPMAN | 10/6/2020 | $ 18.99 | $ 9.50 | $ 4.75 |
| 9780761186144 | EYELIKE STICKERS: CHRISTMAS | WORKMAN P | 8/11/2015 | $ 7.95 | $ 3.98 | $ 1.99 |
| 9780824916794 | FIRST CHRISTMAS BB | GAY | 10/2/2018 | $ 6.99 | $ 3.50 | $ 1.75 |
| 9780824956530 | FIRST CHRISTMAS NIGHT HC | CHRISTOPH | 9/15/2013 | $ 16.99 | $ 8.50 | $ 4.25 |
| 9780824919351 | FROSTY THE SNOWMAN BB | ROLLINS | 10/1/2014 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780824916848 | FROSTY THE SNOWMAN PADDED BB | NELSON | 10/2/2018 | $ 10.99 | $ 5.50 | $ 2.75 |
| 9780824956561 | FROSTY THE SNOWMAN STICKER | ROLLINS | 9/1/2014 | $ 5.99 | $ 3.00 | $ 1.50 |
| 9780824919108 | FROSTY THE SNOWMAN SOUND BOOK | ROLLINS | 9/1/2013 | $ 13.99 | $ 7.00 | $ 3.50 |
| 9780316114882 | GIFT OF NOTHING HC | MCDONNELL | 10/5/2005 | $ 15.99 | $ 8.00 | $ 4.00 |
| 9781546013891 | GIFT SHOP BEAR HC | WORTHYKID | 10/26/2021 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9781546034223 | GIVING MANGER: A CHRISTMAS FAMILY TRADITION | HOTTINGER | 10/13/2020 | $ 39.99 | $ 20.00 | $ 10.00 |
| 9780316370288 | HANUKKAH! BB | SCHOTTER | 10/7/2014 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780316496575 | HARK! THE HERALD ANGELS SING BB | LIN | 10/13/2020 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780824956165 | HUMPHREYS FIRST CHRISTMAS TP | HEYER | 9/1/2013 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780824916817 | HUMPHREY'S FIRST CHRISTMAS BB | HEYER | 10/2/2018 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780824955595 | HUMPHREY'S FIRST CHRISTMAS HC | HEYER | 8/1/2012 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9780316628235 | IF I COULD GIVE YOU CHRISTMAS BB | PLOURDE | 10/26/2021 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9781368002677 | IF I COULD GIVE YOU CHRISTMAS HC | PLOURDE | 9/3/2019 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9780316466776 | IF YOU EVER WANT TO BRING A PIRATE TO MEET SANTA, DON'T! HC | PARSLEY | 10/16/2018 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9781523508044 | INDESTRUCTIBLES: HANUKKAH BABY | TRUKHAN | 10/15/2019 | $ 5.95 | $ 2.98 | $ 1.49 |
| 9780761187264 | INDESTRUCTIBLES: JINGLE BABY | MERRITT | 9/6/2016 | $ 5.99 | $ 3.00 | $ 1.50 |
| 9780316127158 | JOLLY CHRISTMAS POSTMAN | AHLBERG | 9/1/2001 | $ 19.99 | $ 10.00 | $ 5.00 |
| 9781546002857 | JOY TO THE WORLD BB | KENNEDY | 10/4/2022 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780824916800 | JOY TO THE WORLD SOUND BOOK | KENNEDY | 10/2/2018 | $ 12.99 | $ 6.50 | $ 3.25 |
| 9780316427852 | JOYFUL BOOK BB | PARR | 10/11/2022 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780316427890 | JOYFUL BOOK HC | PARR | 10/6/2020 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9780316394734 | LITTLE GIFT OF NOTHING BB | MCDONNELL | 10/4/2016 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780316302579 | MERRY CHRISTMAS, SQUIRRELS! HC | ROSE | 10/6/2015 | $ 17.00 | $ 8.50 | $ 4.25 |
| 9780316500203 | MIDDLE SCHOOL: WINTER BLUNDERLAND | PATTERSON | 11/7/2022 | $ 13.99 | $ 7.00 | $ 3.50 |
| 9780316429269 | MIRACULOUS: CHRISTMAS RESCUE! TP | ZAG | 10/6/2020 | $ 5.99 | $ 3.00 | $ 1.50 |
| 9780762459650 | MOONLIGHT BOOK: CHRISTMAS HIDE-AND-SEEK | GOLDING | 9/27/2016 | $ 10.95 | $ 5.48 | $ 2.74 |
| 9781546014584 | NIGHT BAAFORE CHRISTMAS HC | YOUNG | 10/1/2019 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9780824918842 | NIGHT BEFORE CHRISTMAS BB | MOORE | 10/1/2011 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780762424160 | NIGHT BEFORE CHRISTMAS HC | MOORE | 8/31/2005 | $ 9.95 | $ 4.98 | $ 2.49 |
| 9780762430147 | NIGHT BEFORE CHRISTMAS BB | MOORE | 10/23/2007 | $ 5.95 | $ 2.98 | $ 1.49 |
| 9780316070188 | NIGHT BEFORE CHRISTMAS HC | HOBBIE | 10/22/2013 | $ 18.00 | $ 9.00 | $ 4.50 |
| 9781546014560 | ON CHRISTMAS DAY BB | BROWN | 10/1/2019 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9781546013914 | ONCE UPON A CHRISTMAS POB | WORTHYKID | 10/19/2021 | $ 14.99 | $ 7.50 | $ 3.75 |
| 9780762461622 | ONCE UPON A SESAME STREET CHRISTMAS HC | SESAME WO | 10/17/2017 | $ 14.99 | $ 7.50 | $ 3.75 |
| 9781546037088 | ONE BABY JESUS BB | PINGRY | 9/29/2020 | $ 12.99 | $ 6.50 | $ 3.25 |
| 9781546034414 | ONE BABY JESUS BB | PINGRY | 10/6/2020 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780316119443 | ONE GOOD NIGHT 'TIL CHRISTMAS BB | TBD | 10/11/2022 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780824918637 | ONE NIGHT IN BETHLEHEM BB | LORD | 9/14/2011 | $ 9.99 | $ 5.00 | $ 2.50 |
| 9781523506750 | PAINT BY STICKER KIDS: CHRISTMAS | WORKMAN P | 10/1/2019 | $ 10.95 | $ 5.48 | $ 2.74 |
| 9781523518562 | PAINT BY STICKER KIDS: HOLLY JOLLY CHRISTMAS | WORKMAN P | 10/25/2022 | $ 10.99 | $ 5.50 | $ 2.75 |
| 9780762481804 | PINEY THE LONESOME PINE HC | BAKERINK | 10/11/2022 | $ 18.99 | $ 9.50 | $ 4.75 |
| 9781523511150 | POCKET PIGGIES: CHRISTMAS! BB | AUSTIN R | 10/13/2020 | $ 6.95 | $ 3.48 | $ 1.74 |
| 9780316315234 | RORY THE DINOSAUR NEEDS A CHRISTMAS TREE HC | CLIMO | 10/10/2017 | $ 16.99 | $ 8.50 | $ 4.25 |
| 9781546014348 | SANTA'S CHRISTMAS TRAIN BB | JAMES | 10/1/2019 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780762479771 | SILENT NIGHT BB | GIANASSI | 10/11/2022 | $ 8.99 | $ 4.50 | $ 2.25 |
| 9780316496605 | SILENT NIGHT BB | LIN | 10/13/2020 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9781368041751 | SIMON AND THE BEAR: A HANUKKAH TALE POB | KIMMEL | 9/22/2020 | $ 12.99 | $ 6.50 | $ 3.25 |
| 9780824916589 | STAR BRIGHT, CHRISTMAS NIGHT BB | HALL | 10/3/2017 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780316361187 | STAR TREK: TREK THE HALLS HC | PEARLMAN | 10/11/2022 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9780762458530 | STARRY NIGHT, HOLD ME TIGHT BB | SAGENDORP | 8/25/2015 | $ 6.95 | $ 3.48 | $ 1.74 |
| 9781546002338 | STORY OF CHRISTMAS BB | PINGRY | 10/4/2022 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780762462421 | STORY OF CHRISTMAS PADDED BB | DARDIK | 10/17/2017 | $ 9.95 | $ 4.98 | $ 2.49 |
| 9781546013860 | STORY OF THE WISE MEN BB | WORTHYKID | 10/26/2021 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9781546034346 | THAT GRAND CHRISTMAS DAY! HC | LORD | 10/6/2020 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9780762473618 | THE ELF ON THE SHELF SEARCH AND FIND | ELF ON T | 10/19/2021 | $ 9.99 | $ 5.00 | $ 2.50 |
| 9780762495696 | THE UNICORNS WHO SAVED CHRISTMAS HC | HEIDER | 10/13/2020 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9780316232272 | TRUTH ABOUT MRS. CLAUS HC | HARRIS | 10/18/2022 | $ 18.99 | $ 9.50 | $ 4.75 |
| 9780762461820 | TWINKLE, TWINKLE, LITTLE STAR: A LIGHT-UP BEDTIME BOOK | WEISER | 10/3/2017 | $ 10.99 | $ 5.50 | $ 2.75 |
| 9780824919603 | UP ON THE HOUSETOP BB | HANBY | 9/29/2015 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780824919894 | VEGGIETALES AWAY IN A MANGER PADDED BB | REED | 10/4/2016 | $ 13.99 | $ 7.00 | $ 3.50 |
| 9780762453382 | WALTZ OF THE SNOWFLAKES HC | MACKAY | 10/17/2017 | $ 16.99 | $ 8.50 | $ 4.25 |
| 9780824916633 | WE WISH YOU A MERRY CHRISTMAS! SOUND BOOK | KENNEDY | 10/3/2017 | $ 12.99 | $ 6.50 | $ 3.25 |
| 9780824918859 | WHAT IS CHRISTMAS? BB | ADAMS | 10/1/2011 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9780316539654 | WHAT THE DINOSAURS DID THE NIGHT BEFORE CHRISTMAS HC | TUMA | 10/26/2021 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9781546013877 | WHERES MY CHRISTMAS TREE BB | HOLT | 11/2/2021 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9781484722824 | WILLIAM'S WINTER NAP HC | ASHMAN | 10/10/2017 | $ 17.99 | $ 9.00 | $ 4.50 |
| 9781368045438 | WINTER IS FOR SNOW BB | NEUBECKER | 9/8/2020 | $ 7.99 | $ 4.00 | $ 2.00 |
| 9781546002260 | WRECK THE HALLS BB | RATHJEN | 10/4/2022 | $ 7.99 | $ 4.00 | $ 2.00 |

**Guidelines:**

Hachette Book Group will credit retailers who lower the price to the suggested new retail price or less on the titles listed above for a maximum of 37 days within the stated promotional window. Retailers are, of course, free to charge whatever price they choose, but only those meeting the above terms will qualify for the credit. This promotion supersedes any previous offer on these titles.

In order to be eligible for this promotion, the retailer must furnish to its Hachette Book Group sales representative, or to our sales department, proof of its retail sales between the dates listed above. Proof and claim must be received by the Hachette Book Group no later than 3/31/2023. Deductions for anticipated credits will not be honored. Credit will be issued after review of proof of sales.

Our suggested retail price will remain as originally cataloged, and returns on any copies will be credited based on the cataloged retail price and the terms of our returns policy. If a retailer purchased copies from a wholesaler, the retailer must furnish us with evidence of that purchase to receive direct credit from us. However, if a retailer who purchased copies from a wholesaler does not want to receive its credit from the Hachette Book Group directly, the retailer can make arrangements with the wholesaler to have credit issued to the wholesaler for the retailer’s account, and we will honor the wholesaler’s submission to that credit to the wholesaler’s account.

For more information, please contact your Hachette Book Group sales representative or Hachette Book Group, 1290 Avenue of the Americas, New York, NY 10104.