



## **BUSINESS TO BUSINESS PURCHASING PLAN**

Hachette Book Group's Business to Business Purchasing Plan offers enrolled retailers the opportunity to purchase our titles for group sales at a higher discount than under our standard terms. We want to encourage the promotion of our titles for use as corporate gifts, to community groups, or as bulk purchases to one buyer.

**Eligible accounts:** College Bookstores and Retail Bookstores (Independents and National Chains). Accounts must be located in the United States and in good credit standing.

**Participating Hachette Book Group Publishers:** Grand Central Publishing; Hachette Nashville (Faith Words, Center Street, Worthy, Windblown Media); Little, Brown & Company; Little, Brown Books for Young Readers; Orbit; Perseus (Avalon, Basic Books, Hachette Books, Public Affairs, Running Press); Workman Publishing (Algonquin Books, Artisan, Storey, Timber, Workman)

**Participating Distribution Publishers:** Hachette UK (Mobius, Nicholas Brealey); Kids Can Press; Lonely Planet; Octopus; Yen Press; Familius; The Experiment

### **B2B DISCOUNT SCHEDULE:**

- 52% for 25-499 assorted titles
- 55% for 500+ assorted titles
- 55% for 100+ single titles

**Excludes Short/Professional and Agency titles**

**All other HBG terms apply**

**Please see next page for further plan details and restrictions.**



**To receive these terms, accounts must submit an enrollment agreement and comply with the following terms:**

1. Each order may be resold by the bookseller **only** to a single corporate/institutional or bulk purchasing customer. **Orders not eligible are:** orders for resale by the bookseller's customer (including orders for resale at an author appearance or for distribution at paid events where the cost of admission is equal to or greater than the title's list price), and orders for libraries and course or classroom use. Stores supplying 500 or more books for an author event sponsored by a 3<sup>rd</sup> party may be eligible for these terms on a case by case basis in HBG's sole discretion.
2. All orders will be shipped either to the bookseller's customer or to the bookseller, based on the bookseller's instructions at the time the order is placed. Be sure to state your preference. We will send invoices per your usual invoice instructions. In all other respects, orders will be shipped according to our standard shipping policies.
3. All orders shipped under this program **cannot** be combined with any other special offers from HBG.
4. All orders are **non-returnable**.
5. All orders require prior approval from Hachette Book Group. We reserve the right to request supporting documentation on orders. This program may be changed or discontinued by Hachette Book Group at any time.
6. **All requests for orders under this Plan must be sent to [B2B@hbgusa.com](mailto:B2B@hbgusa.com).**

**Terms are subject to change by HBG without notice.  
Effective 03/31/2023**