



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 or Canada and in good credit standing.

Participating Hachette Book Group Publishers: Basic Books Group (Basic Books, Bold Type Books, PublicAffairs, Seal Press), Grand Central Publishing, Hachette Books, Hachette Nashville (Faith Words, Center Street, Windblown Media, Worthy), Little, Brown and Company, Little, Brown Books for Young Readers, Orbit, Running Press Group (Avalon Travel, Black Dog & Leventhal, Running Press), and Workman Publishing (Algonquin Books, Artisan, Storey, Timber, Workman)

Participating Distribution Publishers: Callaway, The Experiment, Hachette UK (Mobius, Nicholas Brealey), Kids Can Press, Lonely Planet, Nosy Crow, Octopus, and Yen Press.

B2B DISCOUNT SCHEDULE:

- 52% for 1-499 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.

Terms are subject to change by HBG without notice.
Effective 03/04/2024



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 3rd 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.

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