



**2020 TERMS FOR CALENDARS
DISCOUNT & SALES POLICIES**

Applicable to All Qualifying Distributors and Retailers

The Following HBG and Distributed Publishers, including all of their Imprints, are covered by these sales terms

Published Lines and their Imprints: Grand Central Publishing, Little, Brown, Little, Brown Books for Young Readers, Hachette Nashville (Center Street, Faith Words, Windblown Media, and Worthy), Orbit, Hachette Audio, Perseus (Hachette Books, Avalon Travel, Basic Books, Public Affairs, and Running Press).

Distributed Lines: Hachette UK, Quercus, Disney Publishing, Kingswell, Marvel, Yen Press, Kids Can Press, and Octopus.

How to Order:

For all Product:

Telephone: 800-759-0190

Fax: 800-286-9471

e-mail: order.desk@hbgusa.com

Mail:

Hachette Book Group
Order Dept.
185 N. Mt. Zion Rd.
Lebanon, IN 46052

HBG supports ordering via EDI, EDI through Edelweiss, Pubnet, Pubeasy, and IBID.

Freight and Shipping Minimums

Unless otherwise noted under "discounts" all titles ship free freight on outgoing orders if the shipping minimums are met.

Carrier and standard routing determined by HBG.

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.

One day laydown titles must be ordered in carton quantities.

Payment Terms

Net 30 days based on invoice date.

Calendars

- 55% on all orders
- Calendars do not combine with books to make minimums.

Free Freight

Markdown Credits:

- For product sold after 12/26/20 through 2/15/21, credit equal to 50% from cost will be given.
- For all product sold from 2/16/21 through 3/31/21, HBG will credit 70% from cost.

Proof of sales must be received by 4/30/21

Policies

- All orders are subject to HBG approval.
- All prices are subject to change without notice.
- Promotion material cannot contain an implied endorsement without prior written approval.
- Where necessary, sales tax will be applied unless photocopy of tax-exempt certificate is supplied.
- Customer is bound to the terms of this schedule for a minimum of 12 months.

Claims

- Claims for calendars which have not been received must be made within 90 days of receipt of the original invoice. Claims made after 90 days will not be honored. Claims for damaged product must be filed within 60 days of receipt of shipment or they will not be honored.

Selected Product

- HBG reserves the right to sell specific products under special terms which will be announced at the appropriate time.

Eligibility

- Available only to customers in the US & Canada who: (1) Purchase all HBG products directly from HBG and not from another supplier and, (2) remain in good standing as determined by HBG Customer Financial Relations. These terms are not available for copies sold for resale on online consumer-facing third-party marketplaces.

Dated: December 12th, 2019