



**U.S. RETAIL DISCOUNT SCHEDULE (RETURNABLE)  
FOR TRADE AND MASS MARKET BOOKS AND PRODUCTS**

**Farrar, Straus and Giroux (“FSG”), Henry Holt and Company (“Holt”), Macmillan Audio, Picador,  
St. Martin's Press (“SMP”), Tom Doherty Associates (“Tor/Forge”), Macmillan Children’s Publishing Group (“MCPG”)**

**I. IMPRINTS**

FSG: Farrar, Straus & Giroux, North Point Press, Hill & Wang, Faber & Faber.

Holt: Henry Holt, Metropolitan Books, Owl Books, and Times Books.

Macmillan Audio

Picador.

SMP: St. Martin's Press hardcover, St. Martin's Griffin trade paperbacks, St. Martin's Paperbacks mass market, St. Martin's Minotaur, Let's Go® travel guides. (These discounts also apply to Palgrave Macmillan scholarly and reference books when sold by SMP as trade books.)

Tor/Forge: Tor® hardcover, Forge® hardcover, Tor® trade paperbacks, Forge® trade paperbacks, Orb trade paperbacks, Tor® mass market, Forge® mass market, Tor® Seven Seas.

MCPG: Feiwel & Friends, FSG Books For Young Readers. First Second Books, Holt Books for Young Readers, Roaring Brook Press, Square Fish and Priddy Books.

All trade and mass market distribution lines.

**II. DISCOUNTS**

Trade Books & Audio These discounts apply to all trade and audio products (other than short discount titles and limited editions<sup>1</sup>). Bloomsbury/Walker Library Binding titles and Roaring Brook Library Binding titles receive a 35% discount. All other products when ordered in quantities of less than 16 units (assorted) will receive a 40% discount, and when ordered in quantities of 16 or more units (assorted) will receive the following discounts:

Hardcover & Trade Paperback	46%
Audio	50%
Priddy Books <sup>2</sup>	49%
Let's Go® travel guides	49%
A&C Black	47%
Arden/Methuen	40%
College Board	52%

Mass Market Books These discounts apply to all books sold as mass market books. Orders of less than 24 units (assorted) will receive a 40% discount. Orders of 24 or more units (assorted) will receive the following discounts:

Mass market books (other than TOR Classics)	44%
TOR Classics	54%

Calendars

All calendars receive a 55% discount.

STOP Orders

Prepaid STOP orders receive a 40% discount and customers will be charged for freight.

<sup>1</sup> Short discount titles receive a 20% discount. FSG also offers an agency plan for short discount titles. Purchases under FSG's agency plan receive a 40% discount. Limited editions receive a 40% discount and are not returnable.

<sup>2</sup> Unless otherwise announced for a particular title, Priddy Books titles with a suggested retail price below \$8.95 must be ordered in multiples of three. If the order quantity of any title with a suggested retail price below \$8.95 is not a multiple of three, the order quantity will be automatically rounded up to the nearest multiple of three.

**III. TERMS**

All trade products, calendars and audio products combine for trade, calendar and audio discounts. All mass market titles combine for mass market discount.

Macmillan reserves the right to ship loose copies of titles included in displays and prepacks if the displays and prepacks are not available.

Trade, mass market, audio and calendar products ship free freight on outgoing orders to established retailer accounts to destinations within the United States.<sup>3</sup> (Macmillan controls carrier and routing and reserves the right to consolidate or ship orders in part). Books and other products remain the property of the publisher until delivered by the carrier. Retailers who request expedited shipping or shipping outside of Macmillan regular shipping cycles will be charged for freight.

Payments for books should be made to MPS; MPS payment terms apply.

Returns policies are available online and upon request.<sup>4</sup>

Retailers who are able to meet the requirements may receive additional discount on their retail distribution center orders. See Retail Distribution Center Discount Schedule for details.

Additional discount is also available to retailers who waive their right to return FSG, Holt, Macmillan Audio, Picador, SMP, Tor/Forge and MCPG books and other products. A retailer may give the waiver at any time to receive the additional discount on purchases after the waiver. See returns policies for details.

Retailer eligibility for a particular discount is subject to verification. Retailer agrees to provide Macmillan with whatever documents or information it reasonably requests for the purposes of verification.

This discount schedule supersedes any earlier schedule. FSG, Holt, Macmillan Audio, Picador, SMP, Tor/Forge and MCPG reserve the right to change their discounts and other policies at any time.

<sup>3</sup> A&C Black ships Freight On Board (“FOB”) Origin.

<sup>4</sup> Returns made during February through December of a calendar year (“Year 1”) and during January of the next calendar year will be credited at the average discount received by the customer on purchases of that class of books or products during the calendar year prior to Year 1.