



PENGUIN GROUP (USA) INC.
– SPECIAL MARKETS –
STANDARD TERMS & TRADE DISCOUNT SCHEDULE
MAIL ORDER & SPECIAL SALES*

Effective 5/15/2008

SINGLE OR ASSORTED TITLES	
<u>QUANTITY</u>	<u>DISCOUNT</u>
25 - 99	47%
100 - 249	50%
250 - 499	52%
500 - 999	55%
1,000 or more	60%
SINGLE TITLE	
<u>QUANTITY</u>	<u>DISCOUNT</u>
2,500 or more	Available upon request




* Does not apply to sales through the channels of Premium/Incentive Sales, Display Marketing Corporate Fair Program, Display Marketing School Drop Program, or for the books in the Who Moved My Cheese series. Please see separate discount schedules.

The following definitions and conditions apply to all publishing groups within Penguin Group (USA) Inc. (PGI) for sales to Mail Order and Special Sales accounts.

- All sales are made on a non-returnable basis.
- All sales are made on a non-exclusive basis.
- No sales through PGI for Dorling Kindersley (DK) or Kensington.
- Does not apply to sales for Trade (non-custom) Limited Editions (40%, contact your PGI sales representative).
- Does not apply to NET priced items.
- All purchases are for U.S. distribution only.
- Net 30 days.
- FOB shipping point. No drop shipping available.
- Not eligible for Cooperative Advertising.
- **PGI offers to sell on the terms stated herein and these terms may not be changed, modified or amended by contrary, different or additional terms contained in a customer's purchase order or other purchase confirmation or advice. PGI will not pay vendor non-compliance charge-backs.** All prices and publication dates are subject to change without notice. Mail Order and Special Sales businesses are free to charge whatever they wish for titles purchased from PGI.

* A Mail Order or Special Sales Account resells PGI product via a printed catalog or via outside traditional trade channels.

- Mail Order catalogs must supply a copy of a catalog annually.
- Stock availability cannot be guaranteed without the approval of a written projection. Contact your sales representative prior to cataloging.

CONTACT / ORDERS	CUSTOMER SERVICE	SHIPPING
Penguin Group (USA) Inc. Special Markets 375 Hudson Street – 5 th Floor New York, NY 10014  212-366-2679 Special.Markets@us.penguin.com Or your sales rep (orders as pdf only): FirstName.LastName@us.penguin.com Catalogs, covers and other helpful information: http://booksellers.penguin.com	Customer Service 405 Murray Hill Parkway East Rutherford, NJ 07073-2136  800-631-8571, option #1  201-256-0000 customerservice@us.penguin.com OR http://penguin.com.custhelp.com Copies of invoices or credit memos: http://oasis.penguin.com	Adult Hardcover & Juvenile One Grosset Drive Kirkwood, NY 13795 Mass Market & Trade Paperback One Commerce Road Pittston Township, PA 18640 Track shipments via OASIS at: http://oasis.penguin.com