

Antenne Books - Book Distribution Terms – UK/EU/USA/ASIA

The following document outlines and explains key points of our distribution agreement, relating to how Antenne Books / AB works with publishers.

Commission and pricing

AB works from the following commission structure:

40% of the agreed retail price to the publisher
20% of the agreed retail price to Antenne Books Limited
40% of the agreed retail price to the retailer

Although the wholesale discount at times can vary, the price AB pay the publisher is fixed at 40% of retail price.

Region

AB distributes publications throughout the **UK, Europe, USA and Asia**. AB agrees to distribute the publisher's titles within either:

- a. UK only
- b. UK and Europe
- c. UK, Europe and USA
- d. UK, Europe, USA and Asia

AB can work within different regions depending on the publishers request.

AB occasionally fulfils orders from bookshops outside of the UK, Europe, USA and Asia. If the publisher has agreements with distributors outside of these regions, **it is the publisher's responsibility to notify AB in advance.**

Retail Price

The publisher agrees retail price in either/or **GBP** and **EUR** relating to region and warehouses.

Sales Reports and Payments

AB pays the publisher for titles **after** they have been sold and have been paid for by the retailers.

Sales Reports are provided quarterly on a backdated system of **3 month periods**. Once agreeing to work with **AB** you will receive your first report **3 months after** the day the **goods are checked** into our warehouse facility.

AB then provides quarterly sales report, upon receipt the publisher invoices **AB** and **AB** pays invoices with **Net 30 terms**.

Book Returns

Retailers have the right to return unsold or damaged copies to AB, providing they are in a resalable condition. **AB** offers retailers credit against the return of these **returned books**. **AB** puts these returned books back into stock for future sales. **AB** are unable to pay publishers for unsold and credited stock.

Consignment of publications

All titles from the publisher are accepted by AB on **consignment**.

The publisher is responsible for the delivery of all publications to AB hubs or warehouses. The publisher is responsible for ensuring publications arrive undamaged to the hubs or warehouses.

In order for AB to promote publications to retailers, **one gratis viewing copy of each publication is required**; this can be included in the initial delivery of stock to the warehouse or posted separately to the AB office.

AB is responsible for the delivery of publications to retailers.

Sales and Enquiries

AB agrees to distribute the publisher's titles providing that AB remains the sole distributor in the agreed region. This excludes direct sales through the publisher's website.

Once a publisher works with AB, the publisher authorises all existing and future wholesale orders to be processed by AB in the agreed region.

AB requires authorisation for Nielsen Book Database; this is only applicable within the UK and only for publications with an ISBN number.

Promotion

AB distributes publications to bookshops, museum shops, newsagent, boutiques, clothing shops, Amazon and other online retailers.

AB agrees to promote the publisher's titles through the AB website, newsletters, social media platforms and to AB network of book shops.

AB cannot guarantee placement in specific shops. AB can only supply publications to retailers once an order has been placed.

Storage and Insurance

AB stores titles on behalf of the publishers, where AB holds less than 3 pallets of titles in storage per year, AB does not charge for storage.

AB are liable/responsible for 20% of retail value of titles held in storage.

If publishers would like stock returned at any time, the publisher must assume the delivery cost, where AB organise and pay the return, this will be invoiced on 30 days term or deducted from sales report.

For titles where we hold quantities of less than 10 copies for more than 3 years AB holds the right to dispose of these titles without notifying the publisher.

Further publisher responsibilities

If publishers receive wholesale orders directly, they are to be too passed on to AB for AB to fulfil.

Where applicable, it is the publisher's responsibility to inform AB of any price changes to publications.

When new publications become available, the publisher must inform AB in order to deliver and make titles available prior to supplying other distributors and retailers.

Termination / Notice

The distribution agreement starts with a 1 year period, if terminating the distribution agreement after this 1 year period both parties are required to give 6 month's notice. During this period AB will continue to hold and sell remaining stock.