



Gardners Enhanced Distribution Agreement

As a result of the fact that many major online retailers, including Amazon, don't recognise print on demand books as being just that, Grosvenor House Publishing has set up a unique 'Enhanced Distribution Agreement' with Gardners (the largest book wholesaler in the UK). This means that they will hold physical stock of any of our titles as well as listing them on their database as 'in stock' for as long as the book is actively selling

What this means for you is that when a customer looks for your book on Amazon, rather than showing '*Temporarily Out of Stock. Order now and we'll deliver when available*' or '*Usually dispatched in x weeks/months*', your book will now be shown with a short lead time, usually 3-5 days, or 'in stock'.

It also means that when a bookshop looks on the Gardners database for your title it will show as **in stock** (as opposed to zero stock), so they are able to immediately place an order for their customer.

The cost to participate in this agreement is **£50.00**. This covers the cost of setting up and managing the ongoing agreement and the cost of delivering the initial order of 4 copies, and all subsequent orders, to Gardners. Once in place (allow 5-7 working days for the first order) this stock will be used to fulfil orders placed by book shops and all online retailers who use Gardners as their main supplier and, as the stock starts to run low, Gardners will automatically replenish it.

However, your books are ordered on a 'sale or return' basis and, as part of the agreement, Gardners stipulate that they can only provide shelf space whilst the demand is there. If book sales dictate a lower level of stock is required than held, then Gardners will return this excess stock and we will contact you to arrange for you to buy back these books at wholesale price + P&P.

The one weakness in this arrangement is that if Amazon deem your book is popular enough to stock themselves, they will do so, without alerting the publisher, and all Amazon orders will be fulfilled using their own stock. This is entirely outside of our control.

Also, should a period of 6 months elapse without any sales, or you decide not to renew your online listings, then Gardners will terminate the agreement and all unsold stock will need to be bought back by you. This agreement is to formalise your understanding of this.

