

## Glossary

<b>Act</b>	The Enterprise Act 2002.
<b>Amazon</b>	Amazon.co.uk Limited. Ultimately owned by Amazon.com Inc. (through Amazon EU SARL Luxembourg).
<b>AMS</b>	Advanced Marketing Services Inc.
<b>Back-list</b>	<b>Titles</b> that are not <b>front-list</b> or <b>mid-list</b> .
<b>Batch</b>	A consolidated invoicing system accessed by the Internet and owned by the Booksellers Association.
<b>Bertram</b>	Bertram Group Limited (a <b>wholesaler</b> ).
<b>Bertram Books</b>	The book wholesaling division of <b>Bertram</b> .
<b>BPS</b>	Bertram Publisher Services (a <b>distributor</b> ).
<b>Bertline</b>	<b>Bertram's</b> proprietary electronic book ordering and stock management system owned by <b>Bertram</b> .
<b>BookScan</b>	See <b>Nielsen BookScan</b> .
<b>Borders</b>	Borders (UK) Ltd which operates Borders and Books etc. in the UK. Ultimately owned by Borders Group Inc.
<b>British Bookshops</b>	British Bookshops and Stationers Plc. Ultimately owned by the Eason's group, which has wholesale and retail activities.
<b>Bowker</b>	A US provider of bibliographic data and ordering services, with increasing UK coverage. Owner of <b>PubEasy</b> .
<b>CC</b>	Competition Commission.
<b>Chains</b>	<b>WH Smith, Borders</b> and <b>Waterstone's</b> .
<b>Direct supply</b>	Supply of books to retailers by publishers and <b>distributors</b> rather than <b>wholesalers</b> .
<b>Distributors</b>	A distributor is appointed by a publisher to distribute its books to retailers and hold stock on its behalf; distributors may be owned by a publisher but they also enter into contracts to act for other publishers.
<b>e4books</b>	A project initiated by Book Industry Communication (BIC) to promote the use of e-commerce in the book industry supply chain.
<b>e-day</b>	1 May 2008, the target date for the e4books project by which electronic provision of product information, electronic ordering, processing of order acknowledgement and delivery notes and electronic returns management is intended to be established throughout the book industry.

<b>EUK</b>	Entertainment UK Limited, a <b>merchandising wholesaler</b> of books and <b>HEPs</b> ultimately owned by <b>Woolworths</b> Group plc.
<b>Front-list</b>	(In this report) recently published <b>titles</b> , variously defined as being published in the last 3 to 12 months or in the same calendar year.
<b>EBITDA</b>	Earnings before interest, taxation, depreciation and amortization.
<b>Gardlink</b>	The electronic book ordering and stock management system provided by <b>Gardners</b> .
<b>Gardners</b>	Gardners Books Limited, a <b>wholesaler</b> . A subsidiary of The Little Group Limited and sister company of Browns Books.
<b>Handleman</b>	Handleman UK Limited, a <b>wholesaler</b> . The Handleman group is an independent category manager and <b>distributor</b> of <b>HEPs</b> and books in the USA, Canada and the UK.
<b>HEPs</b>	Home Entertainment Products: ie CDs, DVDs, games hardware (such as games consoles) and games software.
<b>HgCapital</b>	An investor in the European private equity market.
<b>HMV</b>	HMV Group plc, ultimate owner of <b>Waterstone's</b> .
<b>Independent bookshops</b>	Bookshops owned by individuals and operated as small businesses independently of the publishers or larger retailers. Independents may consist of a single store, or a small number of separate stores in different locations, but small stores linked by common ownership are not referred to, or treated as, <b>chains</b> by <b>publishers</b> or <b>distributors</b> .
<b>ISBN</b>	International Standard Book Number, an individual number allotted not only to each <b>title</b> but also to each version/format of that <b>title</b> (for example, paperback/audiobook).
<b>Library wholesalers</b>	Suppliers to public and academic libraries, also referred to as library suppliers.
<b>MBO team</b>	Management buyout team.
<b>Merchandising wholesalers</b>	Suppliers to supermarkets and similar large retailers. Generally they deal with a relatively narrow range of <b>titles</b> and holding fewer <b>titles</b> in stock than <b>trade wholesalers</b> .
<b>Mid-list</b>	Well-known <b>titles</b> that continue to achieve a reasonable level of sales (faster than <b>back-list</b> ) despite not being recently published.
<b>MLA</b>	Museum, Libraries and Archives Council.

<b>NBA</b>	The Net Book Agreement, a resale price maintenance agreement whose existence was ended by the Restrictive Practices Court in 1997.
<b>Nielsen</b>	A commercial company which provides marketing information, audience measurement, and business media products and services.
<b>Nielsen Booknet</b>	A commercial service supplied by <b>Nielsen</b> , which provides electronic trading services to the UK and international book markets, with services including order routing, web services and network EDI. <b>TeleOrdering</b> is one of the products offered as part of the Booknet facility.
<b>Nielsen Bookdata</b>	<b>Nielsen's</b> commercial supply of full bibliographic data to interested parties in the UK.
<b>Nielsen BookScan</b>	<b>Nielsen's</b> commercial supply of continuous retail sales monitoring service for books which shows the volumes of <b>titles</b> sold at the retail price by collecting electronic sales information from cash registers or tills.
<b>OFT</b>	Office of Fair Trading.
<b>POD</b>	Print on Demand.
<b>PubEasy</b>	A business-to-business e-commerce service owned by <b>Bowker</b> which allows booksellers to make, check and cancel orders with publishers, <b>distributors</b> and <b>wholesalers</b> .
<b>Returns</b>	Books which the retailer has not sold to customers, but which may be sent back to the distributor or wholesaler in exchange for a credit.
<b>RRP</b>	Recommended retail price.
<b>SLC</b>	Substantial lessening of competition.
<b>TBS</b>	The Book Service, a <b>distributor</b> ultimately owned by the publisher Random House.
<b>TeleOrdering</b>	See <b>Nielsen Booknet</b> .
<b>THE</b>	Total Home Entertainment, a books and <b>HEP wholesaler</b> ultimately owned by <b>Woolworths</b> Group plc.
<b>THEsis</b>	The electronic book ordering and stock management system provided by <b>THE</b> .
<b>Title</b>	A copyright literary work.
<b>TNS</b>	Taylor Nelson Sofres, a market information company.
<b>Trade wholesalers</b>	Suppliers to retailers other than supermarkets such as <b>independent bookshops</b> , book retailer <b>chains</b> , book clubs, non-specialist retailers and Internet retailers.

**Waterstone's**

Waterstone's Booksellers Ltd.

**Wholesalers**

Wholesalers have non-exclusive relationships with publishers, buy books from the publishers (or their **distributors**) and sell books to retailers; in some cases they also act as **distributors** for publishers.

**WH Smith**

WH Smith plc.

**Woolworths**

Woolworths Group plc.