

Glossary

Act	The Enterprise Act 2002.
Amazon	Amazon.co.uk Limited, owned by Amazon. Com Inc.
Bertram	Bertram Group Limited, a wholesaler.
Best-sellers	The best-selling 5,000 titles over a rolling 12-month period; all other titles are referred to as deep-range.
Books etc	A chain of bookshops in London owned by Borders.
Borders	Borders (UK) Ltd, ultimately owned by Borders Group Inc.
British Bookshops	British Bookshops and Stationers Plc.
CC	Competition Commission.
Deep-range title	Any title that is not a best-seller.
Distributors	Distributors are appointed by publishers to distribute their books to retailers, and hold stock when publishers do not have sufficient warehouse space. Many are owned by one publisher but distribute books for others as well.
EBITDA	Earnings before interest, taxation, depreciation and amortization.
Gardners	Gardners Books Limited, a wholesaler. A subsidiary of The Little Group Limited.
GfK NOP	GfK NOP Limited.
HMV	HMV Group plc.
Independent bookshops	Independently-owned bookshops, including individual stores and several small chains with five or fewer outlets.
ISBN	International Standard Book Number, an individual number allotted not only to each title but also to each version/format of that title (for example, paperback/audiobook).
MBO team	Management buyout team.
NBA	The Net Book Agreement, a resale price maintenance agreement that was outlawed by the Restrictive Practices Court in 1997.
OFT	Office of Fair Trading.
Ottakar's	Ottakar's plc.
Phoenix	Phoenix Equity Partners Limited.
Phoenix v9	Waterstone's integrated stock management system.

Relative residual spend	Spend on books by Waterstone's and Ottakar's customers in other stores compared with what would be expected on the basis of national market shares.
RRP	Recommended retail price.
SLC	Substantial lessening of competition.
SSNIP	Small but significant non-transitory increase in price.
Tesco	Tesco Plc.
Title	A book title.
Waterstone's	Waterstone's Booksellers Ltd.
Wholesalers	Wholesalers have a non-exclusive relationship with publishers, buy books from the distributor or the publisher and sell books to retailers; in some cases they act as a distributor for publishers.
WH Smith	WH Smith plc.
Woolworths	Woolworths Group plc.