

Glossary

Act	The Enterprise Act 2002.
Amazon	Amazon.co.uk Limited. Ultimately owned by Amazon.com Inc (through Amazon EU SARL Luxembourg).
AMS	Advanced Marketing Services Inc.
Back-list	Titles that are not front-list or mid-list .
Batch	A consolidated invoicing system accessed by the Internet and owned by the Booksellers Association.
Bertram	Bertram Group Limited (a wholesaler).
Bertram Books	The book wholesaling division of Bertram .
BPS	Bertram Publisher Services (a distributor).
Bertline	Bertram's proprietary electronic book ordering and stock management system owned by Bertram .
BookScan	See Nielsen BookScan .
Borders	Borders (UK) Ltd which operates Borders and Books etc. in the UK. Ultimately owned by Borders Group Inc.
British Bookshops	British Bookshops and Stationers Plc. Ultimately owned by the Eason's group, which has wholesale and retail activities.
Bowker	A US provider of bibliographic data and ordering services, with increasing UK coverage. Owner of PubEasy .
CC	Competition Commission.
Chains	WH Smith, Borders and Waterstone's .
Direct supply	Supply of books to retailers by publishers and distributors rather than wholesalers .
Distributors	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.
e4books	A project initiated by Book Industry Communication (BIC) to promote the use of e-commerce in the book industry supply chain.
e-day	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.

EUK	Entertainment UK Limited, a merchandising wholesaler of books and HEPs ultimately owned by Woolworths Group plc.
Front-list	(In this report) recently published titles , variously defined as being published in the last 3 to 12 months or in the same calendar year.
EBITDA	Earnings before interest, taxation, depreciation and amortization.
Gardlink	The electronic book ordering and stock management system provided by Gardners .
Gardners	Gardners Books Limited, a wholesaler . A subsidiary of The Little Group Limited and sister company of Browns Books.
Handleman	Handleman UK Limited, a wholesaler . The Handleman group is an independent category manager and distributor of HEPs and books in the USA, Canada and the UK.
HEPs	Home Entertainment Products: ie CDs, DVDs, games hardware (such as games consoles) and games software.
HgCapital	An investor in the European private equity market.
HMV	HMV Group plc, ultimate owner of Waterstone's .
Independent bookshops	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, chains by publishers or distributors .
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).
Library wholesalers	Suppliers to public and academic libraries, also referred to as library suppliers.
MBO team	Management buyout team.
Merchandising wholesalers	Suppliers to supermarkets and similar large retailers. Generally they deal with a relatively narrow range of titles and holding fewer titles in stock than trade wholesalers .
Mid-list	Well-known titles that continue to achieve a reasonable level of sales (faster than back-list) despite not being recently published.
MLA	Museum, Libraries and Archives Council.
NBA	The Net Book Agreement, a resale price maintenance agreement whose existence was ended by the Restrictive Practices Court in 1997.

Nielsen	A commercial company which provides marketing information, audience measurement, and business media products and services.
Nielsen Booknet	A commercial service supplied by Nielsen , which provides electronic trading services to the UK and international book markets, with services including order routing, web services and network EDI. TeleOrdering is one of the products offered as part of the Booknet facility.
Nielsen Bookdata	Nielsen's commercial supply of full bibliographic data to interested parties in the UK.
Nielsen BookScan	Nielsen's commercial supply of continuous retail sales monitoring service for books which shows the volumes of titles sold at the retail price by collecting electronic sales information from cash registers or tills.
OFT	Office of Fair Trading.
POD	Print on Demand.
PubEasy	A business-to-business e-commerce service owned by Bowker which allows booksellers to make, check and cancel orders with publishers, distributors and wholesalers .
Returns	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.
RRP	Recommended retail price.
SLC	Substantial lessening of competition.
TBS	The Book Service, a distributor ultimately owned by the publisher Random House.
TeleOrdering	See Nielsen Booknet .
THE	Total Home Entertainment, a books and HEP wholesaler ultimately owned by Woolworths Group plc.
THEsis	The electronic book ordering and stock management system provided by THE .
Title	A copyright literary work.
TNS	Taylor Nelson Sofres, a market information company.
Trade wholesalers	Suppliers to retailers other than supermarkets such as independent bookshops , book retailer chains , 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.