



# HOW DO I GET MY PRODUCTS STOCKED OR LISTED?

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## WHAT HAPPENS NEXT? - BOOKS

If we do decide to stock your products, we will contact you directly to advise you and discuss commercial terms, discounts and supply. Almost without exception, books from new publisher relationships will be taken into stock on a consignment basis (we hold stock and pay monthly on sales achieved).

NB. As a general rule of thumb: all books that are held as stock lines are 'sold' to our retail customers on a 'Sale or Return' basis, whereas listed/non-stock lines (Special Orders) and books provided as Print on Demand are sold on a 'Firm Sale' basis.

Books that we list, but don't stock, are sourced through the Nielsen Bookdata teleordering service. Listed titles, or non-stock lines, are made available to our retail customers via our Special Order Service.

Once your titles have been confirmed for stock or listing please submit bibliographic data for them using the books Excel spreadsheet available in the *Selling to Us* section on [www.gardners.com](http://www.gardners.com)

## WHAT HAPPENS NEXT? - ENTERTAINMENT PRODUCT

If we decide to stock your products, we will contact you directly to advise you and discuss commercial terms, discounts, consignment and supply.

Entertainment products that we list, but don't stock, are made available to order for our retail customers.

Once your titles have been confirmed for stock or listing please submit bibliographic data for them using the entertainment Excel spreadsheet available in the *Selling to Us* section on [www.gardners.com](http://www.gardners.com)