



## Distribution at YPS

COMMISSION FREE  
STORAGE FREE  
...AND STRESS FREE

### **YPS Distribution Services**

The cornerstone of the complete YPS publishing package is our Book Distribution System. We have been an established book distributor for nearly twenty years, handling the lists of many mainstream publishers.

Lately it has become apparent that Independent publishers, from around the globe, are looking to place their titles with a company offering a proven track record of international distribution. YPS has recently accepted new titles with bases in Cyprus, Morocco, Denmark and the USA, and a genuine cosmopolitan feel to the YPS portfolio is beginning to emerge.

With this in mind, and in an effort to further promote the national and international appeal of YPS distribution services, we are launching our new, commission free distribution contract.



### ***Commission free, Storage free and Stress free***

With our extensive contacts and accounts in the book trade, we are able to offer independent publishers and small press publishing houses the same book distribution benefits as the larger organisations. These include:

- receiving orders from customers
- invoicing and order fulfilment
- payment processing
- credit control
- stock storage and control
- sales and financial reporting

## **YPS is that vital link in the chain from your book to the market.**

Many bookshops, particularly major bookshop chains, are reluctant to deal with small and independent publishers. They place orders with wholesalers rather than ordering direct.

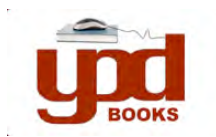
YPS have accounts with the book wholesalers and bookshops. Every day we process and supply orders to UK bookshops (including Waterstone's), wholesalers, libraries and library suppliers.

Although bookstores are essential, we recommend direct selling whenever possible.

### **Why sell direct?**

Booksellers expect a discount when placing orders. The minimum discount is around 35% for wholesalers, with Amazon taking 60%. You will have to pay for the freight/postage. This will not leave you with much to pay all the other costs, never mind make a profit!

Selling direct, on the other hand, means you do not have to give a discount, and you can charge the purchaser for packing and postage.



***Sell direct, online, with [www.YPD-books.com](http://www.YPD-books.com) – open 24 hours a day!***



YPD-books.com specialises in selling books directly from independent authors and small publishers. You display your book in our online bookshop, from where it can be ordered securely. We will take care of the paperwork and all the usual obligations of distribution. From your website, you can link directly to your listing on the bookshop to make use of the YPD-books shopping cart and fulfilment service.

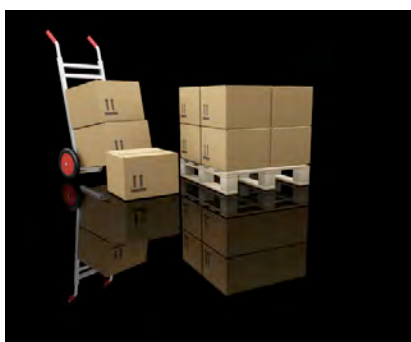
### **Benefits of selling direct online with YPD-books.com:**

**The online bookshop allows your customers to purchase your books directly from YPS, at any time, day or night.**

- **YPS fulfil these orders within 24 hours**
- **Postage is paid by your customer**
- **You can easily link to our online bookshop from your own website**
- **YPS holds stock of your book for despatch from our warehouse**
- **You avoid having to pay the 35%-60% booksellers' discounts**

## Amazon Marketplace

As you have an ISBN you are automatically listed on Amazon. However, this does not mean Amazon will hold stocks of your book. Initially they are likely to indicate an order lead time of 4 to 6 weeks! When they receive an order, they will order copies from you, expecting their 60% discount. The long delivery time usually deters sales, and if you have to give 60% discount, it is unlikely you will make a profit on Amazon sales. The YPS Amazon Marketplace account provides a cost effective alternative. The YPS Amazon Marketplace Bookshop will be listed as an alternative supplier, with a delivery time of 2 days. Amazon forward the orders to us. They will take 17.5% commission, but this is better than 60%!



### How York Publishing Services can work for you

Our system is easy and straightforward. We hold stock of your book in our warehouse in York; we receive orders by mail, email, fax or phone, then speedily process and supply them.

At the end of each month we send you the entire revenue from sales.

### Costs:

<b>Fixed charge:</b>	<b>£200.00* + VAT per title.</b>
<b>Commission:</b>	<b>0% of sales.</b>
<b>Postage:</b>	<b>Postage is charged at cost on trade orders. Postage on orders placed online is paid by the customers.</b>
<b>Packing:</b>	<b>Free.</b>
<b>Storage:</b>	<b>Free.</b>

*\*Please note only in very exceptional circumstances will this fee need to be renegotiated.*

The expiry date of this contract is upon written notice from the publisher that the title is to be withdrawn from sale, or that the title has sold out and is unlikely to be commissioned a reprint by the publisher.

### And finally...

YPS will make every effort to generate sales for your book. It must, however, be recognised that the book trade is flooded with new titles, and it is especially difficult for new authors to break into the market. That said, it has been done before! Whilst luck and a good, well produced book certainly play a part, promotion and marketing is also essential. We can, however, make no claims about the number of copies you will sell.