SUPPLYING WATERSTONES

Notes to help you complete a Waterstones Application form

To supply Waterstones branches you must first complete an account application form which is available to download from www.waterstones.com

Please then use the guidance notes below to complete the form and return to Gardners for processing.

Publisher details

We need all of the contact details for the publisher of the book/s.

Distributor details

These are the details of where we would order the book from, when we receive an order for it. Please note this must be a UK address. If you are an overseas publisher, you will need to make arrangements for copies to be supplied by a UK distributor.

Terms & Conditions

Our Buying Discount off the RRP:

Please confirm to Gardners the percentage discount off the RRP at which you will be invoicing/selling to us. Please note that we need to keep sufficient margin to cover supply and handling costs, as well as to offer an attractive buying discount to Waterstones. As such, we need your best possible cost price.

Returns agreement

Please confirm whether your products Returnable or Firm Sale.

Please then sign & date your form & email it to newpublishers@gardners.com

What happens once registered?

Once registered, Waterstones will set up your account to enable you to sell to their branches. However, please note that submitting this form does not guarantee that Gardners or Waterstones will hold stock.

When a Waterstones branch places an order for your books, the order will be received by Gardners and we will do the following:

- Order from you or your distributor via MVB/Pubeasy
- Once the book is delivered to Gardners we will supply the Waterstones Hub
- You invoice us and we will invoice Waterstones. Waterstones will not accept deliveries direct to store, they must come via Gardners.

We constantly review the level of business that we do with you, with a view to holding stock of your books if the sales justify it.

All Marketing & Promotion to the consumer is down to you, the publisher.

Finally, provided that all the details are correct with Nielsen BookData, all our other customers will be able to order your titles from us.