**DISTRIBUTION AND SALES POLICIES**

Eff. March 2023

**Right of Return**

All new books have right of return. This policy is in effect for two years after initial publication.

Books with net revenue of $0 or less caused by book return in which the negative revenue is attributed completely to the cost of shipping returned books to the press will have the books placed in a return but destroy (i.e. they will not be shipped back to the press and available for re-sale) status.

Books with 2-year net revenue of $0 or less caused by book returns beyond ship-back costs will no longer participate in the right-of-return program. Author options:

* pay for returned copies either through repurchase
  + significant author discount available when large quantities have been returned because ship-back costs are less
  + ship-back cost & distributor $2/book handling fee will be added to negative-revenue books that are returned in small quantity (in many cases, author discount will be available for the book itself but the discount might n ot offset the ship-back cost and distributor handing fee)
  + all repurchased books require payment of the actual shipping fee from press to author for the USPS (this is the cheapest shipping cost since we get media mail discounts, which can be significant)
* conversion of contract to net revenue (with reimbursement to press of negative revenue), accept no right of return conditions.

Right of return status is reviewed after completion of the original two-year contract and annually thereafter.

**Backlisting**

All new books are front-listed for the first two years of publication. Books with revenue that exceeds the combination of author royalties plus cost of distribution remain front-listed on an annual basis.

Books that do not have revenue sufficient to cover the cost of distribution plus royalties are backlisted. Author options:

* Pay the distribution fee in order to remain in the online stores and available to brick-and-mortar stores. That fee, in 2023, is $48/year.
* Let the book be backlisted. Backlisted books are available
  + at our webstore
  + through online used book sales (no royalties there, though)
  + direct order by bookstores from MSI Press (some bookstores will do direct orders; others, especially chains, will not)
  + online at Amazon as Kindle books (if an ebook has been created).

Backlisting decisions are made after the end of the two-year contract period and quarterly thereafter.