

LIGHTNING SOURCE 2017 PRICING UPDATES

FREQUENTLY ASKED QUESTIONS

Q1. When do the new rates go in to effect?

A1. Monday September 18th

Q2. What pricing has been changed?

A2. There have been several changes to our standard rate card:

- We have recalibrated cover and page rates across all product types
- We have removed the low page count fixed costs for perfect bound books; all page extents will now have a per cover and per page cost
- We have revised automatic volume discounts
- Handling fees have moved from a fixed fee per order to a per-order and per-unit fee, all capped at a maximum fee as shown below:

OPERATING UNIT	FIXED COST	NEW PER ORDER	NEW PER UNIT	NEW MAX FEE
LS US	\$1.65	\$0.30	\$0.20	\$40
LS AU	\$2.20	\$0.40	\$0.25	\$50
LS UK – GBP	£1.38	£0.25	£0.17	£40
LS UK – EUR	€1.95	€0.30	€0.20	€40

In many cases our new list rates are now lower. Below are some examples. Use the print and shipping calculator in your online account to review your own costs.

Q3. Where can I see the new print rates?

A3. New pricing sheets are available in your online account under Account/Operating Manuals & Contract Documents. The publisher compensation and print and shipping calculation tools on our website will also been updated with the option to use Monday September 18th pricing on Wednesday July 26th 2017

Q4. Are any other services or fees affected?

A4. No.

Q5. Do these changes include all LSI locations?

A5. No. Lightning Source Australia is excluded from these changes.

Q6. Does this change affect my publisher compensation?

A6. Yes. The rates used to determine the print cost element of your publisher compensation will change. You can use the publisher compensation tool available in your online account to determine how these changes will affect your earnings.

Q7. Does this change affect publisher compensation earned but not yet paid to me?

A7. No. Only sales taking place on or after Monday September 18th will have their publisher compensation calculated using the new print rates. Publisher compensation payments not yet made under our standard 90 day terms will retain their original print rates.

Q8. Do I need to change the list price of my book?

A8. You are not required to make any changes to the price of your book. However, if you wish to maintain the same publisher compensation amount you will need to adjust your pricing accordingly. You can use the publisher compensation tool available in your online account to determine how these changes will affect your earnings.

Q9. When can I change the list price of my book?

A9. Price change requests are made effective on the first calendar day of each month. You are not able to submit price changes for the current month within the last five days of the month.

EFFECTIVE DATE	LATEST REQUEST DATE
Tuesday August 1 st	Wednesday July 26 th
Friday September 1 st	Sunday August 27 th

Q10. My list price is printed on my book cover or in the interior of my book; will I be charged if I update my interior or cover files to reflect the new list price?

A10. No. You will not be charged for submitting a revision from the time of announcement through to Thursday August 31st 2017

Q11. What happens to any print orders not yet submitted?

A11. The cost of these orders is re-calculated each time the order is accessed prior to submission. You should submit these orders before the new price effective date to receive the original rates.

Q12. What happens to any print orders submitted but not yet printed?

A12. Orders already submitted, but not yet printed, will retain their original rates. They will not be affected by these changes.

Q13: Why are there no longer different rates between publisher direct and wholesale books printed in the U.S. on the price sheet?

A13. To help further simplify our pricing, we have matched the list rates for all order types.