

POLICY: - LITERATURE

Preamble

This policy covers Literature pricing and associated matters.

This policy supersedes all previous policies and resolutions.

Policy

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| 1 | Pricing. a) Books. GSO book sale prices to be established on the basis of cost, plus 105% (inclusive of 5% to cover freight), plus GST, then rounded to the nearest whole (\$) dollar. The overall objective is to achieve an average return on book sales of 50%. b) Pamphlets. GSO pamphlet sale prices to be established on the basis of cost, plus 205% (inclusive of 5% to cover freight), plus GST, then rounded to the nearest 10 cents. The overall objective is to achieve an average return on pamphlet sales of 66.7% |
| 2 | Freight. Members of the Fellowship will not pay freight but non-members will. |
| 3 | Exchange Rates. Where international exchange rates move 5 points or more against the NZ\$ the Board's Finance and Administration Committee will be required to give serious consideration to amending literature sale prices at that point in time. This provision to apply over and above the annual review of literature pricing (see below) |
| 4 | Trading Terms. Sales to individual members of the Fellowship and all non-members (individuals and organisations) to be made on a payment before delivery basis. Sales to Meetings, Groups, Inter-Groups and Service Centres may be made on account with standard commercial credit policy practices applying ie.credit sales will be stopped to any debtor-purchaser having an account in excess of 90 days in arrears. |

Policy Review

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| Sept.2010 | Policy Adopted. To take effect as from 1 October 2010. Review in the first quarter of each new financial year in conjunction with the annual budget review whilst taking into account the above, (Clause 3) Exchange Rates proviso. Rate at .70 when policy set. |
| Feb 2012 | Approved unchanged with annual review. |
| March 2013 | Approved unchanged with annual review. |
| March 14 | Approved unchanged with annual review. |
| Mar 15 | Policy Review note for Sept 2010 amended to record rate when policy set. |
| Mar 16 | Approved unchanged with annual review. |
| Mar 17 | Approved unchanged with annual review. |