
arvato
BERTELSMANN

»PUBLISHER SERVICES

Bookwire 



publishing services

KNdigital.



mvb 

tolino  media

 **ciando**
eBooks

Guidelines for the exchange of accounting files in EDItX Salesreport format

Version 1.0.6, Gütersloh – Munich – Stuttgart – Hamburg – Berlin – Frankfurt am Main

Date: July 13, 2015

Table of contents

1. INTRODUCTION	4
2. CREATING THE ACCOUNTING FILES	4
CONDITIONS	4
STRUCTURE OF THE ACCOUNTING FILES	5
HEADER.....	5
POSITION DETAIL	7
COMPANY.....	12
FOOTER	13
3. DEALING WITH SPECIAL ISSUES	16
REPORTING SALES MADE BY THE DEALERS THEMSELVES	16
LABELING OF WHOLESALE AND AGENCY MODELS	16
DRM FEES	16
LABELING TREND REPORTS.....	16
AGENCY SALES	17
WHOLESALE	18
REPORTING MORE PRICES (AGENCY)	19
4. EXAMPLE	20

Revision history

Version	Date	Author	Revision
1.0	2012/05/29	Arvato Publisher Services, Markus Krenn	Initial document
1.0.1	2012/08/21	Arvato Publisher Services, Mike Röttgen	Co-publisher added
1.0.2	2012/08/30	Arvato Publisher Services, Markus Krenn	<ul style="list-style-type: none">• Incorrect reference corrected• Revision history added• Incorrect total in EDItX example corrected
1.0.3	2013/04/24	Arvato Publisher Services, Kai-Ingo Neumann Libri, Karsten Kebernick	<ul style="list-style-type: none">• Inclusion of decisions from the EDItX-DE user group meeting in Leipzig on March 14, 2013
1.0.4	2014/05/27	Arvato Publisher Services, Carsten Wehmeyer	<ul style="list-style-type: none">• Inclusion of decisions and rework from the EDItX—DE usergroup in Leipzig on March 13, 2014
1.0.5	2014/06/16	Arvato Publisher Services, Carsten Wehmeyer	<ul style="list-style-type: none">• Recommendation file names for trendata: TD instead of SD
1.0.6	2015/07/13	Arvato Publisher Services, Carsten Wehmeyer	<ul style="list-style-type: none">• Gross prices in PricingDetail (Source Libri/HGV); english version

1. Introduction

This document recommends regulations for the **exchange of sales-, trend and announcement data** (below named as sales data) derived from the standard EDItX XML Sales Report Version 1.1. As such, it is an important step toward a uniform structure for reporting to publishers and their accounting partners the sales and turnover of intermediary dealers and end retailers. Following the universal introduction of ONIX for the pioneering metadata transfer process, this is a necessary and logical step toward efficiently shaping the booming eBook market.

The contents of this document are split into the following sections:

- Chapter 2: Creating accounting files and recommendations on nomenclature
- Chapter 3: Example XML file

This document is the result of a collaboration between arvato publisher services, hgv publishing services, KN digital, Libri and textunes.

Future maintenance and updates shall be handled by the companies named at the head of this document; other companies are also welcome.

This document does not contain any guidelines on the exchange of trend data, as there are no plans in place for the transfer of trend data using EDItX XML Sales Report. This means that trend data can only be transferred by means of bilateral agreements that do not comply with the standard. As such, every effort will be made to ensure that sales figures are transmitted promptly in order to avoid situations that would require agreement on a further format for static sales data.

Current issues and questions related to EDItX can be discussed in the following newsgroup:

<http://finance.groups.yahoo.com/group/editx-ebook-de/>

2. Creating the accounting files

Conditions

The following conditions apply to the provision of accounting files:

- At present, only accounting data based on the wholesale, retail and agency model can be processed.
- Accounting data can be processed in accordance with the crediting and billing procedures. In this context, "crediting" refers to the reporting by the dealer of the sales for a specific period, for which a credit payment is made to the supplier.
- During the crediting procedure, all the sales transactions belonging to a credit note shall be reported together in a single accounting data file. As such, the value of the credit note shall match the sum of

Guidelines for the exchange of accounting files

the credit note sent to the publisher as indicated in the **footer** of the accounting file (TotalDueToPublisher.MonetaryAmount). Reports can thus only be made in a credit note currency within an accounting data file. However, the sales currencies used for the end customers may differ within an accounting data file (e.g. EUR for DE and CHF for CH).

Structure of the accounting files

The structure of the accounting files is based on Version 1.1 of the EDItX XML Sales Report Format. The columns contained therein are assigned the following meaning:

- Column 1: Serial **No.** from the document for specifying the standard.
- Column 2: Mandatory field **P** (J: Yes, N: No, X: not supported) as expected in the sales report.
- Column 3: Brand name (indentation indicates the brand's position in the hierarchy).
- Column 4: Repeatability **W** of the brand (W. repeatable, empty: not repeatable).
- Column 5: **Format** describes the format of the brand.
- Column 6: **Description** of the agency or elements.

Additional rules for creating the accounting files

- Even if the brand is not considered a mandatory field according to the standard (column 2: P=N), the brand is provided if it is highlighted in gray in the subsequent table.
- Head.No=5: The SalesReportTypeCode is always expected with the property ByTransaction. As such, the accounting files are always delivered uncondensed.
- Position Detail.No=13: The ReferenceCoded.ReferenceTypeCode is reported as a CreditNoteReference for the crediting procedure.

Header

Nr	P	SalesReport.Header.	W	Format	Description
1		SalesTaxReportType			For tax report only
2	J	SalesReportNumber		number(10)	Reference number of the sales report specified by the trading partner
3	J	IssueDateTime		CCYYMMDDT HHMMSS	Date and time of creation of the sales report
4	J	PurposeCode		Enumeration	Function of the message
	J	<i>Original</i>		Value	This is a sales report
	X	<i>Duplicate</i>		Value	This is not supported
	J	<i>Test</i>		Ausprägung	Clearly indicates test data
5	J	SalesReportTypeCode		Enumeration	Type of sales report
	J	<i>ByTransaction</i>		Value	Complete details with one sales transaction per item
	J	<i>ByProduct</i>		Value	Summarized Data, sum of e.g. articlenumber prices or class of goods
		<i>SalesOnlyByTransaction</i>			Only account data, complete details
		<i>SalesOnlyByProduct</i>			Only account data, summarized
		<i>ReturnsRefundsOnlyByTransaction</i>			Only returns and refunds, complete details
		<i>ReturnsRefundsOnlyByProduct</i>			Only returns and refunds, summarized
		<i>SalesTrendReportByProduct</i>			Trenddata

Guidelines for the exchange of accounting files

PreOrderReportByProduct				Announcementdata																				
6	N	ReportPriceQualifierCode		This is reported per item																				
7	N	CurrencyCode		This is reported per item																				
8	N	CountryCode		This is reported per item																				
9	X	FromDate		This is not supported																				
10	X	ToDate		This is not supported																				
11	J	DateCoded	W	This indicates the start and end dates for the accounting period.																				
	J	Date	CCYYMMDDT HHMMSS	The exacted time of day can also be added, separated off using the letter "T".																				
	J	DateQualifierCode	Enumeration																					
	J	SalesPeriodStart	Value	This serves to report the day of the first transaction from the line item details.																				
	J	SalesPeriodEnd	Value	This serves to report the day of the last transaction from the line item details.																				
X	SalesDate		Value	This is not supported																				
12	N	ClassOfSaleCode	W	Can alternatively be reported in the Position detail under no. 20. EDItX class of sale code and comments: <table border="1" style="margin-left: 20px;"> <tr><td>00</td><td>Unspecified</td></tr> <tr><td>01</td><td>Agency</td></tr> <tr><td>02</td><td>Wholesale</td></tr> <tr><td>03</td><td>Retail</td></tr> <tr><td>04</td><td>Export</td></tr> <tr><td>05</td><td>Publishers - internal</td></tr> <tr><td>06</td><td>Review copies</td></tr> <tr><td>07</td><td>Printed</td></tr> <tr><td>08</td><td>Digital</td></tr> <tr><td>20</td><td>Fees</td></tr> </table>	00	Unspecified	01	Agency	02	Wholesale	03	Retail	04	Export	05	Publishers - internal	06	Review copies	07	Printed	08	Digital	20	Fees
00	Unspecified																							
01	Agency																							
02	Wholesale																							
03	Retail																							
04	Export																							
05	Publishers - internal																							
06	Review copies																							
07	Printed																							
08	Digital																							
20	Fees																							
13	N	TradingZone																						
14	J	SellerParty.		The trading partner is indicated here (for details, see the Company section).																				
15	J	PublisherParty		The publisher is indicated here (for details, see the Company section).																				
16	N	SupplierParty																						
17	N	BuyerParty																						
18	N	ReportingParty																						
19	N	ReceivingParty																						
20	N	SellingAgentParty	W																					

Position detail

1	J	LineNumber		number(10)	Description
2	J	ProductID	W		Line counter (starts at 1).
	J	ProductIDType		Enumeration	This serves to report the item number (EAN13 or ISBN13).
	J	<i>EAN13</i>		Value	
	X	<i>GTIN14</i>		Value	ISBN13 is reported as EAN13.
	X	<i>ISBN</i>		Value	This is not supported
	X	<i>ISMN</i>		Value	ISBN10 is not supported
	X	<i>SKU</i>		Value	This is not supported
	X	<i>UPC</i>		Value	This is not supported
	X	<i>Seller</i>		Value	This is not supported
	X	<i>Buyer</i>		Value	This is not supported
	N	<i>Proprietary</i>		Value	This is not supported
	N	IDTypeName		char(20)	This can be used to report a proprietary item number.
	J	Identifier		char(200)	If ProductIDType = <i>Proprietary</i> , this field is mandatory and must be filled with the item number designation.
3	N	ItemDescription			The item number is entered here.
	N	TitleDetail			
	N	Title			
	N	Author			
	N	OtherDetail			
	N	ClassificationCoded			
	J	ClassificationCodeType			
	J	ClassificationCode			
4	N	PublisherDetail			
	N	PublisherID			
	J	PublisherIDType	W		
		<i>GLN</i>			
		<i>SAN</i>			
		<i>Proprietary</i>			
	N	IDTypeName			
	J	Identifier			
	N	PublisherName			
5	N	ImprintDetail			
	N	ImprintID			
	J	ImprintIDType	W		
	N	IDTypeName			
	J	Identifier			

Guidelines for the exchange of accounting files

6	N	ImprintName			
	N	FormatCode		number(3)	
7	N	DeviceType			List format in accordance with ONIX Code List 10
8	J	Quantity		number(10)	
9	N	GrossSoldQuantity			This indicates the turnover per transaction, since the report is not condensed. This field is not used for returns and credit notes. The RefundedQuantity field is used instead.
10	N	RefundedQuantity			
11	N	NetSoldQuantity			For credit notes and returns, the amount is reported in the RefundedQuantity field.
12	N	NonSaleDisposal	W		
13	J	DisposalType			
	J	DisposalQuantity			
	J	ReferenceCoded	W		
	J	ReferenceTypeCode		Enumeration	The clear transaction number is entered here or, in crediting procedures , the number of the credit note. Each Position Detail is clearly assigned to a credit note. In invoicing procedures , it is not possible to report an invoice number other than the clear transaction number.
	J	ReportItemReferenceNumber		Value	
	X	InvoiceReference		Value	This property is set for the clear transaction number.
	J	CreditNoteReference		Value	This is not supported
	X	DespatchNoteReference		Value	This property is set for the crediting procedure .
	N	InvoiceLineReference		Value	This is not supported
	N	CreditNoteLineReference		Value	This is not supported
	X	DespatchNoteLineReference		Value	This property can optionally be set for the crediting procedure .
	X	ReportingPartyReference		Value	This is not supported
	X	SellingAgentPartyReference		Value	This is not supported
	N	Proprietary		Value	This is not supported
	N	ReferenceTypeName			This property can optionally be set together with the ReferenceTypeName = <i>RetailerOrderReferenceNumber</i> .
	J	ReferenceNumber		char(100)	The <i>RetailerOrderReferenceNumber</i> stands for a unique number from the sale to the end customer.
	N	ReferenceDate			If ReferenceTypeCode =

Guidelines for the exchange of accounting files

					<p><i>ReportItemReferenceNumber</i>, the unique transaction number is entered here.</p> <p>If <i>ReferenceTypeCode</i> = <i>CreditNoteReference</i>, the credit note number for the credit note issued to the publisher or its accounting partner by the trading partner is entered here.</p> <p>If <i>ReferenceTypeName</i> = <i>RetailerOrderRefernceNumber</i>, a unique number from the sale to the end customer is entered here.</p>
14	N	ReferenceDateTime			
	N	ShipToParty			
15	N	ShipToLocation			
16	J	LocationID	W		<p>This section can be used to provide additional information concerning where the title was shipped. The sender of the information is responsible for recording and allocating the region of a sale.</p>
	J	LocationIDType <i>GLN</i> <i>SAN</i> <i>PostalCode</i> <i>CountryCode</i> <i>RegionCode</i> <i>CountyName</i> <i>CityName</i> <i>DistrictName</i> <i>Proprietary</i>			
	N	IDTypeName			
	J	Identifier			
	N	BillToParty			
17	N	BillToLocation			
18	J	DateCoded			
	J	Date		CCYYMMDDT HHMMSS	<p>The date and time of the sale made by the dealer or the download made by the customer is entered here.</p>
	J	DateQualifierCode		Enumeration	
	X	<i>TransactionDate</i>		Value	
	J	<i>TransactionDateTime</i>		Value	
19	J	PricingDetail	W		
20	N	PricingDetail.ClassOfSaleCode	W	char(2)	
21	J	PricingDetail.Price.			Can alternatively be reported in the header under no. 11.

Guidelines for the exchange of accounting files

				EDItX class of sale code and comments:
				00 Unspecified 01 Agency 02 Wholesale 03 Retail 04 Export 05 Publishers - internal 06 Review copies 07 Printed 08 Digital 20 Fees
22	J	MonetaryAmount	number(9,2)	This shows the sale price for the sale made by the dealer.
	J	CurrencyCode	char(3)	Price per unit
	J	CountryCode	char(2)	e.g. EUR, CHF
	J	PriceQualifierCode	Value	e.g. DE, AT, CH
	N	PricingDetail.Price.Tax.		SoldAtPriceIncludingTax or SoldAtPriceExcludingTax For the Wholesale model, the following property can also be used ¹ : PriceQualifierCode = UnitCostExcludingTax or PriceQualifierCode = UnitCostIncludingTax
	J	TaxTypeCode	Enumeration	VAT indicates a tax rate at the position level. The applicable tax rate depends on the contract (sale of rights or files) and the type of shipment.
	X	CAGST	Value	
	X	CAHST	Value	
	X	USST	Value	
	X	„OTHERVAT“	Value	This is not supported
	X	„OTHERGST“	Value	This is not supported
	X	EUVAT	Value	This is not supported
	X	Proprietary	Value	
	N	TaxTypeName		This is not supported
	N	TaxRateCode		
	J	Percent	number(4,2)	
	N	AmountTaxable		
	J	TaxAmount	number(9,2)	
	N	TaxComponent	W	

¹ In such cases, the trading partner's purchase price is entered in this field. This applies for all cases in which the sale price is not known, e.g. if the sale price is not known for the trading platform on which the sale was made.

Guidelines for the exchange of accounting files

	J	TaxComponentTypeCode		Enumeration	
		<i>GSTFederal</i>		Value	
		<i>GSTProvincial</i>		Value	
		<i>USState</i>		Value	
		<i>USCounty</i>		Value	
		<i>USCity</i>		Value	
		<i>USDistrict</i>		Value	
		<i>Proprietary</i>		Value	
	N	TaxComponentTypeName			
	N	TaxRateCode			
	N	Percent			
	N	AmountTaxable			
	N	TaxAmount			
23	N	PricingDetail.DiscountPercentage		number(4,2)	
					Trading partner purchase discount as a percentage.
25	N	PricingDetail.SellerCharge.	W		
	N	ChargeTypeCode			Deducted fees – such as those for the creation of a DRM – can be reported in this field.
	N	ChargeTypeDescription			
	N	ChargeSourceCode			
	J	MonetaryAmount			
	N	CurrencyCode			
	N	CountryCode			
	J	ChargeQualifierCode			
		<i>UnitChargeIncludingTax</i>			
		<i>UnitChargeExcludingTax</i>			
		<i>LineChargeIncludingTax</i>			
		<i>LineChargeExcludingTax</i>			
	N	Tax	W		
26	J	PricingDetail.LineAmountDueToPublisher			
	N	MonetaryAmount		number(9,2)	This shows the net revenue of the publisher. If this field is not transmitted by the dealers, the publisher/clearing center is responsible for calculating this field. This can lead to problems when drawing up a balancing invoice, especially in the crediting procedure.
	N	CurrencyCode		char(3)	
	N	CountryCode		char(2)	
27	N	PricingDetail.LineAmountDueToSupplier			e.g. DE, AT, CH
28	N	LineSalesAmounts.			For refunds this element can be used with the sub element RefundedAmount
	N	GrossSalesAmountBeforeDiscounts			
	N	DiscountsAmount			
	N	GrossSalesAmount			

Guidelines for the exchange of accounting files

	N	RefundedAmount			Refunded value
	N	NetSalesAmount			
	N	SellerCharge.	W		
	N	LineAmountDueToPublisher			
	N	LineAmountDueToSupplier			
	N	CurrencyCode			
	N	CountryCode			
	N	Tax	W		
29	N	SellingAgentParty			
30	N	RetailerParty			
	J	PartyName		char(40)	This shows the dealer who made the sale to the end customer.
31	N	TradingZone			Free text
1	J	LineNumber		number(10)	<u>Note:</u> This can be left out.

Company

N	P	...Party	W	Format	Description
1	N	PartyID			The PartyId must be filled out for the Party Details in the header. For the Party Details in the Line Item Detail, the PartyName can be entered as an alternative to the PartyId.
	J	PartyIDType		Enumeration	
	J	GLN		Value	
	J	VKNR		Value	
	J	GermanISBNAgencyPublisherIdentifier		Value	German ISBN number
	X	SAN		Value	
	X	PublishersAccountNumber		Value	
	J	Proprietary		Value	
	X	TaxRegistrationNumber		Value	
	X	VATRegistrationNumber		Value	
	N	IDTypeName		char(20)	
	J	Identifier		char(200)	The GLN or transit number is entered here.
2	N	AdditionalPartyID	W		
	J	PartyIDType			
		GLN			
		SAN			
		PublishersAccountNumber			
		Proprietary			
		TaxRegistrationNumber			
		VATRegistrationNumber			
	N	IDTypeName			

Guidelines for the exchange of accounting files

	J	Identifier			
3	N	PartyName		char(40)	For the Party Details in the Line Item Detail (pos. 29 RetailerParty), the PartyName can be entered as an alternative to the PartyId.
4	N	PostalAddress			
	J	AddressLine	W		
5	N	CommunicationDetails	W		
	J	CommunicationTypeCode			
		<i>FixedPhone</i>			
		<i>MobilePhone</i>			
		<i>Fax</i>			
		<i>Email</i>			
		<i>URL</i>			
		<i>Phone</i>			
	J	CommunicationLocator			
6	N	ContactPerson	W		
	N	ContactRoleCode			
	N	PersonName			
	N	CommunicationDetails	W		
7	N	CountryCode			

Footer

Nr	P	SalesReport.Summary.	W	Format	Description
1	J	NumberOfLines		number(10)	Number of sets for Position Details.
2	J	NumberOfUnits		number(10)	Total from Quantity from all sets for Position Details.
3	N	NumberOfGrossSalesUnits			
4	N	NumberOfRefundedUnits			Total from RefundedQuantity from all sets for Position Details.
5	N	NumberOfNetSalesUnits			
6	N	NumberOfNonSaleUnits			
7	N	TotalSalesAmounts	W		
	N	TotalGrossSalesAmount			
	N	TotalRefundedSalesAmount			
	N	TotalNetSalesAmount			
	N	TotalSellerChargeAmount			
	N	CurrencyCode			
	N	CountryCode			
	N	Tax	W		

Guidelines for the exchange of accounting files

8	J	TotalDueToPublisher	W		This shows the total net revenue of the publisher.
	N	MonetaryAmount		number(9,2)	
	N	CurrencyCode		char(3)	e.g. EUR, CHF
	N	CountryCode		char(2)	e.g. DE, AT, CH
9	N	TotalDueToSupplier	W		

Recommendations on nomenclature for accounting files

It is standard procedure to indicate the content of the transmitted file in the header of the accounting file. As such, file names are part of the bilateral agreement between the sender and recipient of the accounting files and are not subject to regulations. Nevertheless it is helpful, if salesdata, trendata and announcementdata can be differed by filename. The following section provides an example of how to name the files, which can be used as a template in the absence of more detailed definitions agreed between the accounting partners: The following naming conventions apply for accounting data files (brands taken from the header of the EDItX XML file SalesReport.Header.):

<SalesReportNumber>_<IssueDateTime>_<FileConstant>.xml

Example for eBooks sales reports:

- **201103_20110401T123545.xml** Sales Report
Month March 2011, issued on 1st April 2011
- **201104_20110501T124535.xml** Sales report month
April 2011, issued on 1st May 2011

I. Accounting files

SalesReportTypeCode =SalesOnlyByTransaction, SalesOnlyByProduct, ReturnsRefundsOnlyByTransaction, ReturnsRefundsOnlyByProduct

Monthly sales

- Version 1 (short): SM_<clientnumber>_<YYYYMM>.xml,
 - e.g. SM_12345678_201404.xml
- Version 2 (long): SM_<shop>_<clientnumber>_<YYYYMM>_<datageneration-timestamp>
 - e.g. SM_AMAZON_12345678_201404_20140502150422.xml

Daily sales

- Version 1 (short): SD_<clientnumber>_<YYYYMMDD>.xml
 - e.g. SD_12345678_20140415.xml

Guidelines for the exchange of accounting files

- Version 2 (long): SD_<shop>_<clientnumber>_<YYYYMMDD>_<datageneration-timestamp>.xml
 - e.g. SD_AMAZON_12345678_20140415_20140417084522.xml

II. Trenddata

SalesReportTypeCode = SalesTrendReportByProduct

- Version 1 (short): TD_<clientnumber>_<YYYYMMDD>.xml
 - e.g. TD_12345678_20140415.xml
- Version 2 (long): TD_<shop>_<clientnumber>_<YYYYMMDD>_<datageneration-timestamp>.xml
 - e.g. TD_AMAZON_12345678_20140415_20140417084522.xml

III. Announcementdata

SalesReportTypeCode = PreOrderReportByProduct

- Version 1 (short): PD_<clientnumber>_<YYYYMMDD>.xml
 - e.g. PD_12345678_20140415.xml
- Version 2 (long): PD_<shop>_<clientnumber>_<YYYYMMDD>_<datageneration-timestamp>.xml
 - e.g. PD_AMAZON_12345678_20140415_20140416084522.xml

3. Dealing with special issues

In spite of extensive standardization, certain issues are still open to interpretation. At this point, the work of the EDItX-DE user group is very important. The following section defines the results of the discussions.

Reporting sales made by the dealers themselves

This was discussed based on a specific example:

A dealer sells items over a specific period and draws up a list of the items sold at the end of said period. With the account data sent to the supplier, the dealer transfers a specific sum to the supplier's account.

The question was: Should this be considered a sales report or a credit note?

The group decided that such payments should also be reported as <Quantity>, i.e. that they are sales reports.

This is in order to distinguish it from a theoretically possible report as a <RefundedQuantity>.

The <RefundedQuantity> should only be used to report transactions that have already been reported as a <Quantity> – i.e. where there is an actual refund transaction for a payment that has already been made.

Labeling of Wholesale and Agency models

According to the EDItX specification, this can be reported both in the header and in the individual position in the <ClassOfSaleCode> element.

These two options should be used as required.

The <PricingDetail> block, and thus also the <ClassOfSaleCode>, can be reported multiple times. As such, one <ClassOfSaleCode> can be set per transaction. **So prices can be reported as net and gross (see below).**

DRM Fees

When posting completed sales, it is occasionally necessary to label deducted fees – such as those for the creation of a DRM – in EDItX.

This can be done in the element designed for this purpose, <PricingDetail.SellerCharge>, as described in line no. 25 of the Position Details.

Labeling trend reports

There is increasing demand for the use of trend data.

In this case, trend data means that the dealer reports sales that are not yet associated with a payment, and thus can only be used for information purposes.

Guidelines for the exchange of accounting files

As such, a separate accounting report must always be provided for accounting purposes. Accounting should not be based on trend data.

Those involved in the discussion have agreed that the EDItX specification should be adjusted for this purpose, and the "Trend" property should be added to the <PurposeCode> field. This suggestion shall be passed on to editors.

A proposal for use in the meantime, until the EDItX specification has been adjusted:

In accordance with bilateral agreements, "trend files" will be stored in certain directories on the respective recipient's FTP server.

Agency Sales

The price will be reported to the publisher, which was used for sale to the customer <Price>.

In the block < LineAmountDueToPublisher> the publisher's net proceed is furthermore reported.

Example:

```
...
<ShipToLocation>
<LocationID><LocationIDType>CountryCode</LocationIDType>
<Identifier>DE</Identifier></LocationID></ShipToLocation>
...
<PricingDetail><ClassOfSaleCode>01</ClassOfSaleCode>
<Price>
<MonetaryAmount>7.55</MonetaryAmount>
<CurrencyCode>EUR</CurrencyCode>
<CountryCode>DE</CountryCode>
<PriceQualifierCode>SoldAtPriceExcludingTax</PriceQualifierCode>
```

Declaration:

ShipToLocation = country the sale has been sent to

ClassOfSaleCode = 01 (Agency)

CurrencyCode and CountryCode in block <Price> = currency and country where the sale was made

SoldAtPriceExcludingTax = net retail price, which is reported from the distributor

CurrencyCode and CountryCode in block <LineAmountDueToPublisher> = currency and country in the account

Wholesale

By request of some distributors and international publishers the gross price of an article is reported:

Example:

```
...
<PricingDetail><ClassOfSaleCode>02</ClassOfSaleCode>
<Price><MonetaryAmount>5.46</MonetaryAmount>
<CurrencyCode>EUR</CurrencyCode><CountryCode>DE</CountryCode>
<PriceQualifierCode>UnitCostExcludingTax</PriceQualifierCode>
<Tax><TaxTypeCode>EUVAT</TaxTypeCode><Percent>19</Percent>
<TaxAmount>0.87</TaxAmount></Tax>
</Price>
<DiscountPercentage>35</DiscountPercentage>
<LineAmountDueToPublisher><MonetaryAmount>5.46</MonetaryAmount>
<CurrencyCode>EUR</CurrencyCode><CountryCode>DE</CountryCode>
```

Declaration:

ClassOfSaleCode = 02 (Wholesale)

ClassOfSaleCode = 05 (Publishers-Internal)

PriceQualifierCode = SRPIncludingTax (suggested retail price)

LineAmountDueToPublisher = required, but can be empty because it is not relevant for accounting, it is not in the <Summary>

Reporting more prices (Agency)

By request of some distributors and international publishers the gross price of an article is additionally reported:

The Agency Model reports the same prices, even net and even gross prices.

Example:

```
....  
<PricingDetail><ClassOfSaleCode>01</ClassOfSaleCode>  
<Price><MonetaryAmount>7.55</MonetaryAmount>  
<CurrencyCode>EUR</CurrencyCode><CountryCode>DE</CountryCode>  
<PriceQualifierCode>UnitCostExcludingTax</PriceQualifierCode>  
<Tax><TaxTypeCode>EUVAT</TaxTypeCode><Percent>19</Percent>  
<TaxAmount>1.44</TaxAmount></Tax>  
</Price>  
<DiscountPercentage>30</DiscountPercentage>  
<LineAmountDueToPublisher><MonetaryAmount>5.29</MonetaryAmount>  
<CurrencyCode>EUR</CurrencyCode><CountryCode>DE</CountryCode>
```

Declaration:

ClassOfSaleCode = 02 (Agency)

ClassOfSaleCode = 05 (Publishers-Internal)

PriceQualifierCode = SRPIncludingTax (suggested retail price)

LineAmountDueToPublisher = required, but can be empty because it is not relevant for accounting, it is not in the <Summary>

4. Example

Below is the example of an EDItX XML Sales Report file.

```
<?xml version="1.0" encoding="UTF-8"?>
<SalesReport version="1.1">
  <Header>
    <SalesReportNumber>201104</SalesReportNumber>
    <IssueDateTime>20110509T123545</IssueDateTime>
    <PurposeCode>Original</PurposeCode>
    <SalesReportTypeCode>ByTransaction</SalesReportTypeCode>
    <DateCoded>
      <Date>20110401</Date>
      <DateQualifierCode>SalesPeriodStart</DateQualifierCode>
    </DateCoded>
    <DateCoded>
      <Date>20110430</Date>
      <DateQualifierCode>SalesPeriodEnd</DateQualifierCode>
    </DateCoded>
    <ClassOfSaleCode>02</ClassOfSaleCode>
    <SellerParty>
      <PartyID>
        <PartyIDType>GLN</PartyIDType>
        <Identifier>4001234567890</Identifier>
      </PartyID>
    </SellerParty>
    <PublisherParty>
      <PartyID>
        <PartyIDType>GLN</PartyIDType>
        <Identifier>4000987654321</Identifier>
      </PartyID>
    </PublisherParty>
  </Header>
  <ItemDetail>
    <!--line number 1 and 2 as example for sales reports -->
    <LineNumber>1</LineNumber>
    <ProductID>
      <ProductIDType>EAN13</ProductIDType>
      <Identifier>9783641064556</Identifier>
    </ProductID>
    <FormatCode>029</FormatCode>
    <Quantity>1</Quantity>
    <ReferenceCoded>
      <ReferenceTypeCode>ReportItemReferenceNumber</ReferenceTypeCode>
      <ReferenceNumber>TNR-12345</ReferenceNumber>
    </ReferenceCoded>
  </ItemDetail>
</SalesReport>

```

```
</ReferenceCoded>
<ReferenceCoded>
  <ReferenceTypeCode>CreditNoteReference</ReferenceTypeCode>
  <ReferenceNumber>G-Nr12345</ReferenceNumber>
</ReferenceCoded>
<ShipToLocation>
  <LocationID>
    <LocationIDType>CountryCode</LocationIDType>
    <Identifier>DE</Identifier>
  </LocationID>
</ShipToLocation>
<DateCoded>
  <Date>20110401T121525</Date>
  <DateQualifierCode>TransactionDateTime</DateQualifierCode>
</DateCoded>
<PricingDetail>
  <Price>
    <MonetaryAmount>8.99</MonetaryAmount>
    <CurrencyCode>EUR</CurrencyCode>
    <CountryCode>DE</CountryCode>
    <PriceQualifierCode>SoldAtPriceIncludingTax</PriceQualifierCode>
    <Tax>
      <TaxTypeCode>EUVAT</TaxTypeCode>
      <Percent>19</Percent>
      <TaxAmount>1.44</TaxAmount>
    </Tax>
  </Price>
  <DiscountPercentage>40.00</DiscountPercentage>
  <LineAmountDueToPublisher>
    <MonetaryAmount>4.53</MonetaryAmount>
    <CurrencyCode>EUR</CurrencyCode>
    <CountryCode>DE</CountryCode>
  </LineAmountDueToPublisher>
</PricingDetail>
<RetailerParty>
  <PartyName>
    <NameLine>Retailer-Name</NameLine>
  </PartyName>
</RetailerParty>
</ItemDetail>
<ItemDetail>
  <LineNumber>2</LineNumber>
  <ProductID>
    <ProductIDType>EAN13</ProductIDType>
    <Identifier>9783641064846</Identifier>
```

Guidelines for the exchange of accounting files

```
</ProductID>
<FormatCode>002</FormatCode>
<Quantity>1</Quantity>
<ReferenceCoded>
    <ReferenceTypeCode>ReportItemReferenceNumber</ReferenceTypeCode>
    <ReferenceNumber>TNR-12346</ReferenceNumber>
</ReferenceCoded>
<ReferenceCoded>
    <ReferenceTypeCode>CreditNoteReference</ReferenceTypeCode>
    <ReferenceNumber>G-Nr12345</ReferenceNumber>
</ReferenceCoded>
<DateCoded>
    <Date>20110401T182545</Date>
    <DateQualifierCode>TransactionDateTime</DateQualifierCode>
</DateCoded>
<PricingDetail>
    <Price>
        <MonetaryAmount>13.99</MonetaryAmount>
        <CurrencyCode>EUR</CurrencyCode>
        <CountryCode>DE</CountryCode>
        <PriceQualifierCode>UnitCostIncludingTax</PriceQualifierCode>
        <Tax>
            <TaxTypeCode>EUVAT</TaxTypeCode>
            <Percent>19</Percent>
            <TaxAmount>2.23</TaxAmount>
        </Tax>
    </Price>
    <DiscountPercentage>40.00</DiscountPercentage>
    <LineAmountDueToPublisher>
        <MonetaryAmount>7.06</MonetaryAmount>
        <CurrencyCode>EUR</CurrencyCode>
        <CountryCode>DE</CountryCode>
    </LineAmountDueToPublisher>
</PricingDetail>
<RetailerParty>
    <PartyName>
        <NameLine> Retailer-Name</NameLine>
    </PartyName>
</RetailerParty>
</ItemDetail>
<!-- line number 3 shows an example for refunded quantity -->
<ItemDetail>
    <LineNumber>3</LineNumber>
    <ProductID>
        <ProductIDType>EAN13</ProductIDType>
```

```
<Identifier>9783641064556</Identifier>
</ProductID>
<FormatCode>029</FormatCode>
<RefundedQuantity>1</RefundedQuantity>
<ReferenceCoded>
  <ReferenceTypeCode>ReportItemReferenceNumber</ReferenceTypeCode>
  <ReferenceNumber>TNR-12345</ReferenceNumber>
</ReferenceCoded>
<ReferenceCoded>
  <ReferenceTypeCode>CreditNoteReference</ReferenceTypeCode>
  <ReferenceNumber>G-Nr12345</ReferenceNumber>
</ReferenceCoded>
<ShipToLocation>
  <LocationID>
    <LocationIDType>CountryCode</LocationIDType>
    <Identifier>DE</Identifier>
  </LocationID>
</ShipToLocation>
<DateCoded>
  <Date>20110402T121525</Date>
  <DateQualifierCode>TransactionDateTime</DateQualifierCode>
</DateCoded>
<PricingDetail>
  <Price>
    <MonetaryAmount>8.99</MonetaryAmount>
    <CurrencyCode>EUR</CurrencyCode>
    <CountryCode>DE</CountryCode>
    <PriceQualifierCode>SoldAtPriceIncludingTax</PriceQualifierCode>
    <Tax>
      <TaxTypeCode>EUVAT</TaxTypeCode>
      <Percent>19</Percent>
      <TaxAmount>1.44</TaxAmount>
    </Tax>
  </Price>
  <DiscountPercentage>40.00</DiscountPercentage>
  <LineAmountDueToPublisher>
    <MonetaryAmount>4.53</MonetaryAmount>
    <CurrencyCode>EUR</CurrencyCode>
    <CountryCode>DE</CountryCode>
  </LineAmountDueToPublisher>
</PricingDetail>
<RetailerParty>
  <PartyName>
    <NameLine>Retailer-Name</NameLine>
  </PartyName>
```

Guidelines for the exchange of accounting files

```
    </RetailerParty>
  </ItemDetail>
  <Summary>
    <NumberOfLines>3</NumberOfLines>
    <NumberOfUnits>2</NumberOfUnits>
    <NumberOfRefundedUnits>1</NumberOfRefundedUnits>
    <TotalDueToPublisher>
      <MonetaryAmount>7.06</MonetaryAmount>
      <CurrencyCode>EUR</CurrencyCode>
      <CountryCode>DE</CountryCode>
    </TotalDueToPublisher>
  </Summary>
</SalesReport>>
```