

New Reporting Tool for Shipment Issues Allows for Faster Processing

Thursday, May 20, 2021



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Diamond Announces New Marvel Terms of Sale

Diamond thanks you for your patience as we carefully and deliberately reviewed how we approach Marvel Comics' product offerings within the scope of our overall product mix. We are pleased to outline our new Marvel terms below.

As a reminder, **Diamond remains your source for Marvel product now and in the future.** The flow of Marvel product will continue as always, and you will not experience any disruption to Marvel product when you order through Diamond. We look forward to continuing to serve your needs.

The following new discount terms go into effect with Marvel comics, trades and graphic novels solicited through Diamond for an on-sale date on or after **October 1, 2021**:



TERMS FOR MARVEL PRODUCTS

Average Monthly Total Diamond Invoicing (\$)	Discount Off Retail
30,000 and over	50%
15,000 – 29,999.99	48%
10,000 – 14,999.99	47%
5,000 – 9,999.99	44%
Below 5,000	40%

- Marvel products will be ordered under the Diamond Comic Distributors Terms of Sale at the above discounts effective with Marvel comics, trades and graphic novels solicited through Diamond for an on-sale date on or after **October 1, 2021**.
- Discounts will be calculated on a quarterly basis, and will be based on an average of the prior 12 months' total invoicing across all Diamond products.
- Your six-month invoice average and the corresponding Marvel discount will be available on the Retailer Services Website beginning **Monday, May 24**. A *Diamond Daily* article will include a link to this information. Retailer Services Representatives will not have access to this information prior to its availability online.
- As always, parent / child accounts' invoicing will be combined for the purposes of calculating discounts.
- Other discounts will remain locked for the moment, and we will notify you prior to any changes.

SHIPPING

In addition to new terms for Marvel products, we are introducing a material change in how shipping charges are handled.

Beginning with the new discount terms, we are implementing a flat shipping charge (Categories 1 - 4) calculated as a percentage of retail cost.

Shipping charges will appear on the invoice with the products to which they apply for all shipments including replenishments.

For UPS Ground shipments to US addresses and freight forwarders, the rates will be:

- **2.5% of retail for print products (Product Categories 1 - 4)**
- **5% of retail for non-print products (All other Product Categories)**
- **5% of invoice value for net-priced items**

For customers utilizing drop points or receiving shipments via LTL carriers, we will provide further information soon.

This change will reduce costs for most customers, while providing more predictable costs and streamlined billing. Along with other internal changes needed to facilitate this, the time- and cost-intensive process of delivering to nearly all customers across the country on the same day is under review. This does not impact the weekly Wednesday release day for products, nor does it impact receipt of products prior to their on-sale date, but the day you receive your product may vary in the future. We will share more about this process, and any changes, as we review it.

ADDITIONAL PRODUCT TERMS

We continue to explore a variety of changes to our wide array of product listings and will be working with our vendor partners in the coming months to review the terms under which we buy, and implement any necessary term changes.

These new Marvel product terms, and any future new discount terms, are based on your overall invoicing volume with Diamond. This allows you to take advantage of the cost savings that come from getting more products in a single shipment.

Any additional changes will be communicated well in advance of their effective date and we will provide more information as it becomes available via both email updates and *Diamond Daily*.

Beginning **Monday, May 24**, we invite you to log on to our Retailer Services Website and visit [Help > Support Center > Marvel Related Questions](#) to contact our Retailer Services Team with any account-specific questions or concerns you may have.

As always, thank you for your business, your valued partnership, and your support.

