



Jointly with Book Industry Study Group, New York, and
Book Industry Communication, London



ONIX for Books

Product Information Message

How to specify different terms of supply in
different territories

Release 2.1/ Release 3.0

March 2010

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EDItEUR (www.editeur.org) is the international group which coordinates the development and promotion of standards for electronic commerce in the book and serials sectors. EDItEUR has developed the ONIX for Books standard jointly with Book Industry Study Group (BISG), New York, and Book Industry Communication (BIC), London.

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At the time of writing there are ONIX for Books national groups in some fifteen countries. More information and contact details for many of the national groups (including BIC and BISG) will be found on the [Maintenance and Support page](#) on the EDItEUR website.

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How to specify different terms of supply in different territories

1. Introduction

Recent developments in the marketplace for digital products have led to (a) the introduction of a new “agency” model for the distribution of such products through the retail supply chain, and (b) a new awareness of the need to deliver complete and accurate information to the supply chain about all aspects of the terms of supply that are applicable in a particular territory at a particular stage of a product life-cycle.

While this has arisen in connection with digital products, the ONIX Supply Detail functionality described and illustrated in this paper could equally well be used with physical products. And while ONIX Release 3.0 has been developed with a particular aim of improving the description of digital products, the same Supply Detail functionality can also be used immediately in ONIX 2.1.

The examples at the end of this paper show how some typical business cases are handled in both ONIX 2.1 and ONIX 3.0.

2. Pricing under an “agency” model

Under conventional book trade terms of supply (in the US, UK and many other countries), the publisher sets a suggested list price or RRP for each product, and specifies a discount group to which the product belongs. The discount group is translated to an actual discount percentage by trading partner agreement, and the publisher sells to the retailer at the list price less the discount. Retailers are then free to sell on at whatever price they choose.

In ONIX 2.1 and ONIX 3.0, price terms of this type are specified by the following combination of elements:

<PriceTypeCode> (ONIX 2.1) or <PriceType> (ONIX 3.0) with one of these values:

- 01 RRP excluding tax
- 02 RRP including tax

<DiscountCoded>, with <DiscountCodeType> having typically one of these values:

- 01 BIC discount group code: a UK publisher's or distributor's discount group code in a format specified by BIC to ensure uniqueness
- 02 Proprietary discount code: a publisher's or supplier's own code which identifies a trade discount category

Under an agency model, the publisher does not sell to the retailer. Instead, the publisher sells to the end-customer at a price set by the publisher, treating the retailer as a sales agent to whom a commission is paid on each sale. In Issue 11 of the ONIX Code Lists, new code values have been added so that, in both ONIX 2.1 and ONIX 3.0, price terms of this type can be specified by the following combination of elements:

<PriceTypeCode> (ONIX 2.1) or <PriceType> (ONIX 3.0) with one of these values:

- 41 Publisher's retail price excluding tax: for a product supplied on agency terms, the retail price set by the publisher, excluding any sales tax or value-added tax
- 42 Publisher's retail price including tax: for a product supplied on agency terms, the retail price set by the publisher, including sales or value-added tax if applicable

<DiscountCoded>, with <DiscountCodeType> having the value:

- 05 Proprietary commission code: a publisher's or supplier's own code which identifies a commission rate category, the actual commission rate being set by trading partner agreement

To support this new business requirement, the existing <DiscountCoded> composite has effectively been redefined to cover "discount or commission rate, coded", with this distinction being specified by code values.

3. Price changes during the product life-cycle

Within a market where the agency model applies, it is possible that the end-customer price set by the publisher may change at different stages in the product life-cycle. For example, the price of a digital edition may be reduced at or before the date at which a paperback edition is first released for sale.

In both ONIX 2.1 and ONIX 3.0, it is possible to carry more than one instance of the <Price> composite with effective dates for each price being specified - in ONIX 2.1 by using the elements <PriceEffectiveFrom> and/or <PriceEffectiveUntil>, and in ONIX 3.0 by using the <PriceDate> composite.

4. Different terms of supply in different territories

A publisher may wish to specify different terms of supply in different geographical territories into which a product is sold. These may involve different publication or release dates; a different supply model (conventional or agency); and different prices.

In ONIX 2.1, different supply models and different prices for different markets can be specified by repeating the <SupplyDetail> composite for each separate group of territories. Specifying a different release date can be handled by using the <OnSaleDate> element in each instance of <SupplyDetail>.

In ONIX 3.0, the same requirement is met by repeating the <ProductSupply> composite for each group of territories.

5. Examples

The second part of this document consists of a small set of examples of different business cases. Each case is worked out in terms of its representation in ONIX 2.1 and ONIX 3.0.

Example 1: Pricing under an agency model

Example 1 shows how agency price terms are specified in ONIX 2.1 and ONIX 3.0. Only the <Price> composite itself is illustrated: the rest of the ONIX record is unaffected by the different supply model. In this simple case, there is no difference between ONIX 2.1 and ONIX 3.0 except for the renaming of the price type element in line 2. In this and all the other examples, commission and discount rate codes are fictitious.

Example 1: ONIX 2.1			
	Using reference names	Using short tags	Notes
1	<Price>	<price>	
2	<PriceTypeCode>41</PriceTypeCode>	<j148>41</j148>	Publisher's retail price excluding tax
3	<DiscountCoded>	<discountcoded>	
4	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
5	<DiscountCode>A5</DiscountCode>	<j364>A5</j364>	Publisher's commission rate code
6	</DiscountCoded>	</discountcoded>	
7	<PriceAmount>12.99</PriceAmount>	<j151>12.99</j151>	Price 12.99
8	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
9	</Price>	</price>	

Example 1: ONIX 3.0			
	Using reference names	Using short tags	Notes
1	<Price>	<price>	
2	<PriceType>41</PriceType>	<x462>41</x462>	Publisher's retail price excluding tax
3	<DiscountCoded>	<discountcoded>	
4	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
5	<DiscountCode>A5</DiscountCode>	<j364>A5</j364>	Publisher's commission rate code
6	</DiscountCoded>	</discountcoded>	
7	<PriceAmount>12.99</PriceAmount>	<j151>12.99</j151>	Price 12.99
8	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
9	</Price>	</price>	

Example 2: Price changes during the product life-cycle

Example 2 shows a product sold on the agency model whose initial price is reduced at a specified date. This can be indicated by sending two <Price> composites within a single <SupplyDetail> composite. Only the <Price> composites are shown: the rest of the ONIX record is unaffected. Apart from the renaming of the price type element noted in Example 1, there is one change in ONIX 3.0, where the separate elements for price effective dates have been replaced by a more flexible date composite. Note that the new price effective date should be set to be the day after the last effective date for the previous price.

Example 2: ONIX 2.1			
	Using reference names	Using short tags	Notes
1	<Price>	<price>	
2	<PriceTypeCode>41</PriceTypeCode>	<j148>41</j148>	Publisher's retail price excluding tax
3	<DiscountCoded>	<discountcoded>	
4	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
5	<DiscountCode>A5</DiscountCode>	<j364>A5</j364>	Publisher's commission rate code
6	</DiscountCoded>	</discountcoded>	
7	<PriceAmount>12.99</PriceAmount>	<j151>12.99</j151>	Price 12.99
8	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
9	<PriceEffectiveUntil>20110305</PriceEffectiveUntil>	<j162>20110305</j162>	Effective until 5 March 2011
10	</Price>	</price>	
11	<Price>	<price>	
12	<PriceTypeCode>41</PriceTypeCode>	<j148>41</j148>	Publisher's retail price excluding tax
13	<DiscountCoded>	<discountcoded>	
14	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
15	<DiscountCode>A7</DiscountCode>	<j364>A7</j364>	Publisher's commission rate code
16	</DiscountCoded>	</discountcoded>	
17	<PriceAmount>8.99</PriceAmount>	<j151>8.99</j151>	New price 8.99
18	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
19	<PriceEffectiveFrom>20110306</PriceEffectiveFrom>	<j161>20110306</j161>	Effective from 6 March 2011
20	</Price>	</price>	

Example 2: ONIX 3.0			
	Using reference names	Using short tags	Notes
1	<Price>	<price>	
2	<PriceType>41</PriceType>	<x462>41</x462>	Publisher's retail price excluding tax
3	<DiscountCoded>	<discountcoded>	
4	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
5	<DiscountCode>A5</DiscountCode>	<j364>A5</j364>	Publisher's commission rate code
6	</DiscountCoded>	</discountcoded>	
7	<PriceAmount>12.99</PriceAmount>	<j151>12.99</j151>	Price 12.99
8	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
9	<PriceDate>	<pricedate>	
10	<PriceDateRole>15</PriceDateRole>	<x476>15</x476>	Effective until
11	<DateFormat>00</DateFormat>	<j260>00</j260>	YYYYMMDD
12	<Date>20110305</Date>	<b306>20110305</b306>	5 March 2011
13	</PriceDate>	</pricedate>	
14	</Price>	</price>	
15	<Price>	<price>	
16	<PriceType>41</PriceType>	<x462>41</x462>	Publisher's retail price excluding tax
17	<DiscountCoded>	<discountcoded>	
18	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
19	<DiscountCode>A7</DiscountCode>	<j364>A7</j364>	Publisher's commission rate code
20	</DiscountCoded>	</discountcoded>	
21	<PriceAmount>8.99</PriceAmount>	<j151>8.99</j151>	New price 8.99
22	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
23	<PriceDate>	<pricedate>	
24	<PriceDateRole>14</PriceDateRole>	<x476>14</x476>	Effective from
25	<DateFormat>00</DateFormat>	<j260>00</j260>	YYYYMMDD
26	<Date>20110306</Date>	<b306>20110306</b306>	6 March 2011
27	</PriceDate>	</pricedate>	
28	</Price>	</price>	

Example 3: Different terms in different territories: new title from a US publisher

Example 3 shows advance information about a new product from a US publisher which will be sold on the agency model through US retailers, and on regular trade terms in the rest of the world. The Indian market is treated as a special case, with a lower suggested retail price (RRP). The release date in the USA is two weeks ahead of that for the rest of the world.

In ONIX 2.1, three repeats of the <SupplyDetail> section are required, one for the USA, one for India, and one for “Rest of world”.

In ONIX 3.0, there are similarly three repeating sections, but in this case at the <ProductSupply> level, since the specification of a distribution market has been taken out of <SupplyDetail> and moved to a new higher level. This makes the XML somewhat lengthier, but provides greater flexibility to describe other attributes which may be specific to a particular market or supply channel.

Example 3: ONIX 2.1			
	Using reference names	Using short tags	Notes
1	<SupplyDetail>	<supplydetail>	<i>USA: agency terms</i>
2	<SupplierName>XYZ Publishers</SupplierName>	<j137>XYZ Publishers</j137>	
3	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
4	<SupplyToCountry>US</SupplyToCountry>	<j138>US</j138>	Distribution territory: USA
5	<ProductAvailability>10</ProductAvailability>	<j396>10</j396>	Not yet available
6	<OnSaleDate>20100401</OnSaleDate>	<j143>20100401</j143>	Release date 1 April 2010
7	<Price>	<price>	
8	<PriceTypeCode>41</PriceTypeCode>	<j148>41</j148>	Publisher's retail price excluding tax
9	<DiscountCoded>	<discountcoded>	
10	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
11	<DiscountCode>A5</DiscountCode>	<j364>A5</j364>	Publisher's commission rate code
12	</DiscountCoded>	</discountcoded>	
13	<PriceAmount>12.99</PriceAmount>	<j151>12.99</j151>	Price 12.99
14	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
15	</Price>	</price>	
16	</SupplyDetail>	</supplydetail>	
17	<SupplyDetail>	<supplydetail>	<i>India: special price, regular terms</i>
18	<SupplierName>XYZ Publishers</SupplierName>	<j137>XYZ Publishers</j137>	
19	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
20	<SupplyToCountry>IN</SupplyToCountry>	<j138>IN</j138>	Distribution territory: India

Example 3: ONIX 2.1			
	Using reference names	Using short tags	Notes
21	<ProductAvailability>10</ProductAvailability>	<j396>10</j396>	Not yet available
22	<OnSaleDate>20100415</OnSaleDate>	<j143>20100415</j143>	Release date 15 April 2010
23	<Price>	<price>	
24	<PriceTypeCode>01</PriceTypeCode>	<j148>01</j148>	RRP excluding tax
25	<DiscountCoded>	<discountcoded>	
26	<DiscountCodeType>02</DiscountCodeType>	<j363>02</j363>	Proprietary discount code
27	<DiscountCode>D3</DiscountCode>	<j364>D3</j364>	Publisher's discount rate code
28	</DiscountCoded>	</discountcoded>	
29	<PriceAmount>7.50</PriceAmount>	<j151>7.50</j151>	Price 7.50
30	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
31	</Price>	</price>	
32	</SupplyDetail>	</supplydetail>	
33	<SupplyDetail>	<supplydetail>	<i>Rest of world: regular terms</i>
34	<SupplierName>XYZ Publishers</SupplierName>	<j137>XYZ Publishers</j137>	
35	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
36	<SupplyToTerritory>ROW</SupplyToTerritory>	<j397>ROW</j397>	Distribution territory: rest of world
37	<ProductAvailability>10</ProductAvailability>	<j396>10</j396>	Not yet available
38	<OnSaleDate>20100415</OnSaleDate>	<j143>20100415</j143>	Release date 15 April 2010
39	<Price>	<price>	
40	<PriceTypeCode>01</PriceTypeCode>	<j148>01</j148>	RRP excluding tax
41	<DiscountCoded>	<discountcoded>	
42	<DiscountCodeType>02</DiscountCodeType>	<j363>02</j363>	Proprietary discount code
43	<DiscountCode>D3</DiscountCode>	<j364>D3</j364>	Publisher's discount rate code
44	</DiscountCoded>	</discountcoded>	
45	<PriceAmount>12.99</PriceAmount>	<j151>12.99</j151>	Price 12.99
46	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
47	</Price>	</price>	
48	</SupplyDetail>	</supplydetail>	

Example 3: ONIX 3.0			
	Using reference names	Using short tags	Notes
1	<ProductSupply>	<productsupply>	USA: agency terms
2	<Market>	<market>	
3	<Territory>	<territory>	
4	<CountriesIncluded>US</CountriesIncluded>	<x449>US</x449>	Distribution territory: USA
5	</Territory>	</territory>	
6	</Market>	</market>	
7	<SupplyDetail>	<supplydetail>	
8	<Supplier>	<supplier>	
9	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
10	<SupplierName>XYZ Publishers</SupplierName>	<j137>XYZ Publishers</j137>	
11	</Supplier>	</supplier>	
12	<ProductAvailability>10</ProductAvailability>	<j396>10</j396>	Not yet available
13	<SupplyDate>	<supplydate>	
14	<SupplyDateRole>02</SupplyDateRole>	<x461>02</x461>	Release (embargo) date
15	<DateFormat>00</DateFormat>	<j260>00</j260>	YYYYMMDD
16	<Date>20100401</Date>	<b306>20100401</b306>	1 April 2010
17	</SupplyDate>	</supplydate>	
18	<Price>	<price>	
19	<PriceType>41</PriceType>	<x462>41</x462>	Publisher's retail price excluding tax
20	<DiscountCoded>	<discountcoded>	
21	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
22	<DiscountCode>A5</DiscountCode>	<j364>A5</j364>	Publisher's commission rate code
23	</DiscountCoded>	</discountcoded>	
24	<PriceAmount>12.99</PriceAmount>	<j151>12.99</j151>	Price 12.99
25	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
26	</Price>	</price>	
27	</SupplyDetail>	</supplydetail>	
28	</ProductSupply>	</productsupply>	

Example 3: ONIX 3.0			
	Using reference names	Using short tags	Notes
29	<ProductSupply>	<productsupply>	<i>India: special price, regular terms</i>
30	<Market>	<market>	
31	<Territory>	<territory>	
32	<CountriesIncluded>IN</CountriesIncluded>	<x449>IN</x449>	Distribution territory: India
33	</Territory>	</territory>	
34	</Market>	</market>	
35	<SupplyDetail>	<supplydetail>	
36	<Supplier>	<supplier>	
37	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
38	<SupplierName>XYZ Publishers</SupplierName>	<j137>XYZ Publishers</j137>	
39	</Supplier>	</supplier>	
40	<ProductAvailability>10</ProductAvailability>	<j396>10</j396>	Not yet available
41	<SupplyDate>	<supplydate>	
42	<SupplyDateRole>02</SupplyDateRole>	<x461>02</x461>	Release (embargo) date
43	<DateFormat>00</DateFormat>	<j260>00</j260>	YYYYMMDD
44	<Date>20100415</Date>	<b306>20100415</b306>	15 April 2010
45	</SupplyDate>	</supplydate>	
46	<Price>	<price>	
47	<PriceType>01</PriceType>	<x462>01</x462>	RRP excluding tax
48	<DiscountCoded>	<discountcoded>	
49	<DiscountCodeType>02</DiscountCodeType>	<j363>02</j363>	Proprietary discount code
50	<DiscountCode>D3</DiscountCode>	<j364>D3</j364>	Publisher's discount rate code
51	</DiscountCoded>	</discountcoded>	
52	<PriceAmount>7.50</PriceAmount>	<j151>7.50</j151>	Price 7.50
53	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
54	</Price>	</price>	
55	</SupplyDetail>	</supplydetail>	
56	</ProductSupply>	</productsupply>	

Example 3: ONIX 3.0			
	Using reference names	Using short tags	Notes
57	<ProductSupply>	<productsupply>	<i>Rest of world: regular terms</i>
58	<Market>	<market>	
59	<Territory>	<territory>	
60	<RegionsIncluded>ROW</RegionsIncluded>	<x450>ROW</x450>	Distribution territory: rest of world
61	</Territory>	</territory>	
62	</Market>	</market>	
63	<SupplyDetail>	<supplydetail>	
64	<Supplier>	<supplier>	
65	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
66	<SupplierName>XYZ Publishers</SupplierName>	<j137>XYZ Publishers</j137>	
67	</Supplier>	</supplier>	
68	<ProductAvailability>10</ProductAvailability>	<j396>10</j396>	Not yet available
69	<SupplyDate>	<supplydate>	
70	<SupplyDateRole>02</SupplyDateRole>	<x461>02</x461>	Release (embargo) date
71	<DateFormat>00</DateFormat>	<j260>00</j260>	YYYYMMDD
72	<Date>20100415</Date>	<b306>20100415</b306>	15 April 2010
73	</SupplyDate>	</supplydate>	
74	<Price>	<price>	
75	<PriceType>01</PriceType>	<x462>01</x462>	RRP excluding tax
76	<DiscountCoded>	<discountcoded>	
77	<DiscountCodeType>02</DiscountCodeType>	<j363>02</j363>	Proprietary discount code
78	<DiscountCode>D3</DiscountCode>	<j364>D3</j364>	Publisher's discount rate code
79	</DiscountCoded>	</discountcoded>	
80	<PriceAmount>12.99</PriceAmount>	<j151>12.99</j151>	Price 12.99
81	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
82	</Price>	</price>	
83	</SupplyDetail>	</supplydetail>	
84	</ProductSupply>	</productsupply>	End of Block 6

Example 4: Different terms in different territories: on-sale title from a UK publisher

Example 4 shows information about an already-published product from a UK publisher which is sold on the agency model through US and UK retailers, and on regular trade terms in the rest of the world, with prices set in US dollars for the USA, in Euros for Eurozone countries, and in GBP elsewhere.

In ONIX 2.1, three repeats of the <SupplyDetail> section are required, one for the UK, one for the USA, and one for “Rest of world”, with separate <Price> composites for Euro and GBP prices.

In ONIX 3.0, there are similarly three repeating sections, but in this case at the <ProductSupply> level, since the specification of a distribution market has been taken out of <SupplyDetail> and moved to a new higher level. This makes the XML somewhat lengthier, but provides greater flexibility to describe other attributes which may be specific to a particular market or supply channel.

Example 4: ONIX 2.1			
	Using reference names	Using short tags	Notes
1	<SupplyDetail>	<supplydetail>	<i>UK: agency terms</i>
2	<SupplierName>ABC Publishers</SupplierName>	<j137>ABC Publishers</j137>	
3	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
4	<SupplyToCountry>GB</SupplyToCountry>	<j138>GB</j138>	Distribution territory: UK
5	<ProductAvailability>20</ProductAvailability>	<j396>20</j396>	Available
6	<Price>	<price>	
7	<PriceTypeCode>42</PriceTypeCode>	<j148>42</j148>	Publisher's retail price including tax
8	<DiscountCoded>	<discountcoded>	
9	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
10	<DiscountCode>DD</DiscountCode>	<j364>DD</j364>	Publisher's commission rate code
11	</DiscountCoded>	</discountcoded>	
12	<PriceAmount>9.99</PriceAmount>	<j151>9.99</j151>	Price 9.99
13	<CurrencyCode>GBP</CurrencyCode>	<j152>GBP</j152>	UK £
14	<TaxRateCode1>S</TaxRateCode1>	<j153>S</j153>	Subject to VAT at standard rate
15	<TaxRatePercent1>17.5</TaxRatePercent1>	<j154>17.5</j154>	
16	<TaxableAmount1>8.50</TaxableAmount1>	<j155>8.50</j155>	
17	<TaxAmount1>1.49</TaxAmount1>	<j156>1.49</j156>	
18	</Price>	</price>	

Example 4: ONIX 2.1			
	Using reference names	Using short tags	Notes
19	</SupplyDetail>	</supplydetail>	
20	<SupplyDetail>	<supplydetail>	USA: agency terms
21	<SupplierName>ABC Publishers</SupplierName>	<j137>ABC Publishers</j137>	
22	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
23	<SupplyToCountry>US</SupplyToCountry>	<j138>US</j138>	Distribution territory: USA
24	<ProductAvailability>20</ProductAvailability>	<j396>20</j396>	Available
25	<Price>	<price>	
26	<PriceTypeCode>41</PriceTypeCode>	<j148>41</j148>	Publisher's retail price excluding tax
27	<DiscountCoded>	<discountcoded>	
28	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
29	<DiscountCode>DD</DiscountCode>	<j364>DD</j364>	Publisher's commission rate code
30	</DiscountCoded>	</discountcoded>	
31	<PriceAmount>11.99</PriceAmount>	<j151>11.99</j151>	Price 11.99
32	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
33	</Price>	</price>	
34	</SupplyDetail>	</supplydetail>	
35	<SupplyDetail>	<supplydetail>	Rest of world: regular terms
36	<SupplierName>ABC Publishers</SupplierName>	<j137>ABC Publishers</j137>	
37	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
38	<SupplyToTerritory>ROW</SupplyToTerritory>	<j397>ROW</j397>	Distribution territory: rest of world
39	<ProductAvailability>20</ProductAvailability>	<j396>20</j396>	Available
40	<Price>	<price>	Price in Euros
41	<PriceTypeCode>01</PriceTypeCode>	<j148>01</j148>	RRP excluding tax
42	<DiscountCoded>	<discountcoded>	
43	<DiscountCodeType>01</DiscountCodeType>	<j363>01</j363>	BIC discount group code
44	<DiscountCode>AABCZ04</DiscountCode>	<j364>AABCZ04</j364>	
45	</DiscountCoded>	</discountcoded>	
46	<PriceAmount>9.50</PriceAmount>	<j151>9.50</j151>	Price 9.50
47	<CurrencyCode>EUR</CurrencyCode>	<j152>EUR</j152>	Euros
48	</Price>	</price>	

Example 4: ONIX 2.1			
	Using reference names	Using short tags	Notes
49	<Price>	<price>	Price in GBP
50	<PriceTypeCode>01</PriceTypeCode>	<j148>01</j148>	RRP excluding tax
51	<DiscountCoded>	<discountcoded>	
52	<DiscountCodeType>01</DiscountCodeType>	<j363>01</j363>	BIC discount group code
53	<DiscountCode>AABCZ04</DiscountCode>	<j364>AABCZ04</j364>	
54	</DiscountCoded>	</discountcoded>	
55	<PriceAmount>8.50</PriceAmount>	<j151>8.50</j151>	Price 8.50
56	<CurrencyCode>GBP</CurrencyCode>	<j152>GBP</j152>	UK £
57	</Price>	</price>	
58	</SupplyDetail>	</supplydetail>	

Example 4: ONIX 3.0			
	Using reference names	Using short tags	Notes
1	<ProductSupply>	<productsupply>	<i>UK: agency terms</i>
2	<Market>	<market>	
3	<Territory>	<territory>	
4	<CountriesIncluded>UK</CountriesIncluded>	<x449>UK</x449>	Distribution territory: UK
5	</Territory>	</territory>	
6	</Market>	</market>	
7	<SupplyDetail>	<supplydetail>	
8	<Supplier>	<supplier>	
9	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
10	<SupplierName>ABC Publishers</SupplierName>	<j137>ABC Publishers</j137>	
11	</Supplier>	</supplier>	
12	<ProductAvailability>20</ProductAvailability>	<j396>20</j396>	Available
13	<Price>	<price>	
14	<PriceType>42</PriceType>	<x462>42</x462>	Publisher's retail price including tax
15	<DiscountCoded>	<discountcoded>	
16	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
17	<DiscountCode>DD</DiscountCode>	<j364>DD</j364>	Publisher's commission rate code
18	</DiscountCoded>	</discountcoded>	
19	<PriceAmount>9.99</PriceAmount>	<j151>9.99</j151>	Price 9.99
20	<Tax>	<tax>	
21	<TaxType>01</TaxType>	<x470>01</x470>	VAT
22	<TaxRateCode>S</TaxRateCode>	<x471>S</x471>	
23	<TaxRatePercent>17.5</TaxRatePercent>	<x472>17.5</x472>	
24	<TaxableAmount>8.50</TaxableAmount>	<x473>8.50</x473>	
25	<TaxAmount>1.49</TaxAmount>	<x474>1.49</x474>	
26	</Tax>	</tax>	
27	<CurrencyCode>GBP</CurrencyCode>	<j152>GBP</j152>	UK £
28	</Price>	</price>	
29	</SupplyDetail>	</supplydetail>	
30	</ProductSupply>	</productsupply>	

Example 4: ONIX 3.0			
	Using reference names	Using short tags	Notes
31	<ProductSupply>	<productsupply>	<i>USA: agency terms</i>
32	<Market>	<market>	
33	<Territory>	<territory>	
34	<CountriesIncluded>US</CountriesIncluded>	<x449>US</x449>	Distribution territory: USA
35	</Territory>	</territory>	
36	</Market>	</market>	
37	<SupplyDetail>	<supplydetail>	
38	<Supplier>	<supplier>	
39	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
40	<SupplierName>ABC Publishers</SupplierName>	<j137>ABC Publishers</j137>	
41	</Supplier>	</supplier>	
42	<ProductAvailability>20</ProductAvailability>	<j396>20</j396>	Available
43	<Price>	<price>	
44	<PriceType>41</PriceType>	<x462>41</x462>	Publisher's retail price excluding tax
45	<DiscountCoded>	<discountcoded>	
46	<DiscountCodeType>05</DiscountCodeType>	<j363>05</j363>	Proprietary commission code
47	<DiscountCode>DD</DiscountCode>	<j364>DD</j364>	Publisher's commission rate code
48	</DiscountCoded>	</discountcoded>	
49	<PriceAmount>11.99</PriceAmount>	<j151>11.99</j151>	Price 11.99
50	<CurrencyCode>USD</CurrencyCode>	<j152>USD</j152>	US dollars
51	</Price>	</price>	
52	</SupplyDetail>	</supplydetail>	
53	</ProductSupply>	</productsupply>	
54	<ProductSupply>	<productsupply>	<i>Rest of world: regular terms</i>
55	<Market>	<market>	
56	<Territory>	<territory>	
57	<RegionsIncluded>ROW</RegionsIncluded>	<x450>ROW</x450>	Distribution territory: rest of world
58	</Territory>	</territory>	
59	</Market>	</market>	
60	<SupplyDetail>	<supplydetail>	
61	<Supplier>	<supplier>	

Example 4: ONIX 3.0			
	Using reference names	Using short tags	Notes
62	<SupplierRole>01</SupplierRole>	<j292>01</j292>	Publisher supplying to retailers
63	<SupplierName>ABC Publishers</SupplierName>	<j137>ABC Publishers</j137>	
64	</Supplier>	</supplier>	
65	<ProductAvailability>20</ProductAvailability>	<j396>20</j396>	Available
66	<Price>	<price>	Price in Euros
67	<PriceType>01</PriceType>	<x462>01</x462>	RRP excluding tax
68	<DiscountCoded>	<discountcoded>	
69	<DiscountCodeType>01</DiscountCodeType>	<j363>01</j363>	BIC discount group code
70	<DiscountCode>AABCZ04</DiscountCode>	<j364>AABCZ04</j364>	
71	</DiscountCoded>	</discountcoded>	
72	<PriceAmount>9.50</PriceAmount>	<j151>9.50</j151>	Price 9.50
73	<CurrencyCode>EUR</CurrencyCode>	<j152>EUR</j152>	Euros
74	<CurrencyZone>EU</CurrencyZone>	<x475>EU</x475>	Applicable in Eurozone countries only
75	</Price>	</price>	
76	<Price>	<price>	Price in GBP
77	<PriceType>01</PriceType>	<x462>01</x462>	RRP excluding tax
78	<DiscountCoded>	<discountcoded>	
79	<DiscountCodeType>01</DiscountCodeType>	<j363>01</j363>	BIC discount group code
80	<DiscountCode>AABCZ04</DiscountCode>	<j364>AABCZ04</j364>	
81	</DiscountCoded>	</discountcoded>	
82	<PriceAmount>8.50</PriceAmount>	<j151>8.50</j151>	Price 8.50
83	<CurrencyCode>GBP</CurrencyCode>	<j152>GBP</j152>	UK £
84	</Price>	</price>	
85	</SupplyDetail>	</supplydetail>	
86	</ProductSupply>	</productsupply>	End of Block 6