



Invitation to become a retailer

The Scottish Islands Passport project has created a series of travelogues which can be used to help explore some of Scotland's amazing islands and collect stamps along the way. The first two full travelogues – *Meet the Makers* and *Shaping Our Islands* – are available now. Our next two editions – *Eat, Drink, Explore* and *Wandering Our Islands* – will be released shortly and we would like to invite you to be a stockist.

Our travelogues

Our travelogues are pocket guides which help visitors explore Scotland's islands by focussing on specific interests, letting them collect 'passport stamps' along the way using rubbing plates installed on islands, in partnership with island communities. Not every island is covered in every travelogue. Instead, we pick islands to highlight for each specific theme, with the release of our third and fourth travelogues: all islands are covered in at least one of the travelogues in the series.

Meet the Makers

The first full travelogue, *Meet the Makers*, focusses on island artists and makers and includes a two-page feature on each of the following islands:

- East Burra,
- Stronsay,
- Mull,
- Harris,
- Fair Isle,
- Islay,
- Benbecula,
- Lismore,
- North Uist,
- Yell,
- Eigg,
- Jura,
- Mainland Orkney,
- Fetlar,
- Rum,
- Arran,
- South Ronaldsay,
- Barra,
- Great Bernera,
- Sanday (Orkney).

The *Meet the Makers* travelogue also includes North Ronaldsay, South Uist, Cumbrae, Muck, Burray, Iona, Tiree and Colonsay in the *More to Explore* section and encourages readers to use the Scottish Islands passport app to discover more islands.

Shaping Our Islands

The second travelogue, *Shaping Our Islands*, looks at our islands history and built heritage and how that shaped our communities and includes a double page feature on each of the following islands:

- Unst,
- Seil,
- North Ronaldsay,
- Muck,
- Lewis,
- Coll,
- Bressay,
- Grimsay & Flodaigh,
- Hoy & Walls,
- Papa Stour,
- Ulva,
- Shapinsay,
- Papa Westray,
- Gigha,
- Whalsay,
- Canna & Sanday,
- South Uist,
- Rousay,
- Eriskay,
- Iona.

This travelogue also includes Mainland Orkney, Harris, Skye, Mainland Shetland, Arran, Islay, Bute, Westray and Rum in the *More to Explore* section and encourages readers to use the Scottish Islands Passport app to discover more islands.

Eat, Drink, Explore

The third travelogue, *Eat, Drink, Explore*, takes a look at our island producers creating gins to black pudding, whisky to baking, seafood to tea and chutneys to biscuits. Two-page features on each of the following islands:

- Luing,
- Raasay,
- Westray,
- Tiree,
- Barra,
- Islay,
- Mainland Shetland,
- Canna,
- Colonsay,
- Benbecula,
- Mainland Orkney,
- Lewis,
- South Uist,
- Unst,
- Bute,
- Iona,
- South Ronaldsay,
- Scalpay,
- Sanday (Orkney),
- Mull.

Included in *More to Explore* are Gigha, Whalsay, Harris, Kerrera, Lismore, Jura, West Burra, North Ronaldsay and Arran.

Wandering Our Islands

Our fourth travelogue is *Wandering Our Islands*, which explores slow travel through the 20 featured islands encouraging readers to travel by foot or wheels to truly experience our islands' beauty. Featured islands:

- Burray,
- Baleshare,
- Egilsay,
- Vatersay,
- Muckle Roe,
- Wyre,
- Trondra,
- Berneray,
- Cumbrae,
- Foula,
- Grimsay,
- Kerrera,
- Graemsay,
- Out Skerries,
- Oronsay,
- Eday,
- Skye,
- Easdale,
- West Burra,
- Flotta.

More to Explore includes Ulva, Lewis, North Uist, Papa Stour, Iona, Eigg, Hoy, Mull, Islay, Tiree, Barra and Shetland.

Wholesale

We would be delighted to invite you to be a retailer for our travelogues, which have a recommended retail price of £9.95. The travelogue is classed as a book and, as such, no VAT is applied to wholesale or retail sales. For further information see <https://www.gov.uk/guidance/zero-rating-books-and-printed-matter-for-vat-notice-70110>

There is a minimum order of 10 travelogues of the same theme, to be sent to a single address.

The two latest editions are slightly higher priced, so we have had to increase our wholesale cost for these but have kept the retail price the same to encourage sales. These travelogues are opportunity to showcase your own island along with others so do consider stocking travelogues that include nearby islands to encourage sustainable tourism across all the 72 islands we cover, while making a profit for your organisation.

The wholesale price for *Meet the Makers* and *Shaping Our Islands* starts at £5.00 per item. The cost per item reduces according to the number of items ordered, as per the table below. The reduced price applies to all items of the same type ordered - for example, if you order 20 *Meet the Maker* travelogues you will be charged £4.80 per item for all 20. All prices are correct as of 28th June 2024.

<i>Meet the Makers and Shaping Our Islands</i> Costs	
Number ordered	Wholesale price per travelogue
10 (minimum)	£5.00
11-35	£4.80
36-99	£4.60
100+	£4.40

The wholesale price for *Eat, Drink, Explore* and *Wandering Our Islands* starts at £6.00 per item due to increased production costs. The cost per item reduces according to the number of items ordered as per the table below. All prices are correct as of 28th June 2024.

<i>Eat, Drink, Explore</i> and <i>Wandering Our Islands</i> Costs	
Number ordered	Wholesale price per travelogue
10 (minimum)	£6.00
11-35	£5.80
36-99	£5.60
100+	£5.40

This wholesale agreement applies to selling Scottish Islands Passport products travelogues in the retail space(s) listed. By accepting this invitation and signing this agreement you agree that you will not sell the products we supply in any other spaces or online without our prior agreement.

What comes with your order

You will receive an A5 point of sales information for your retail space to promote the travelogues.

The *Meet the Maker* travelogues are protected by a 'belly band' to keep them in good condition for purchase. The next three editions have a different binding and so do not require a 'bellyband'. Retailers will be provided with one sample copy of each theme to allow customers to browse the contents before buying. If you are ordering for multiple retail outlets, please speak to the Scottish Islands Passport team to discuss how many sample copies you will need.

Payment

Payment must be received on all orders before they are shipped. All payments to be made by bank transfer.

Shipping

All orders to be sent to a single address at a flat rate of £5 per order. Alternatively, collection can be arranged from our office on the Isle of Jura.

Notice of defects / returns

We endeavour to ensure that all items arrive with you in excellent condition. You should check your order and report any issues within 3 working days of receiving your package.

In the event that your package is damaged when it arrives, please take photos of the outside of the package and any damage to the items supplied and email these, with information on the number of items damaged, to passport@hitrans.org.uk within 3 working days of receiving the parcel in order to receive a replacement.

If your package shows no sign of damage but you find items are missing or defective, please ensure that you contact us with photos and information on the issue within 3 working days in order to receive replacement items.

Looking after your products

We recommend that you store our products in a cool, dry place, out of direct sunlight. We cannot be held responsible for any damage to items which occurs once they are in your care.

RETAILER AND ORDER FORM

If you are happy with the terms laid out above, please complete, sign and date the form below, and return it to passport@hitrans.org.uk

Name of retail outlet	
Address of retail outlet	
Delivery address (if different)	
Name of contact	
Email address	
Phone number	
Do you require a purchase order number when placing orders?	

Name	
Signature	
Date	

ORDER FORM

	Quantity (min 10 per theme)	Please check below if you require repeat sample copies (one per theme will be provided with your first order)
Meet the Makers		
Shaping Our Islands		
Eat, Drink, Explore		
Wandering Our Islands		

Purchase order number (if required) _____

We will send 1 x A5 poster with your first order.

Please indicate if you require any further copies with future orders here:

If you have social media channels for your organisation, please add your handles below (Facebook, X/Twitter, Instagram and Threads) so we can tag you in any retailer posts we create.
