

ANZ Distributor profile for PA export toolkit

1. Name of company: Booktopia Publisher Services

2. Contact(s) and details: Jonathan Seifman jonathans@booktopia.com.au

3. Address and location:

Unit E1, 3-29 Birnie Avenue, Lidcombe NSW 2141 Australia

30 mins by car west of Sydney CBD. Strategically located to be in close proximity to the Australia Post Distribution Centre.

4. Website address: <https://www.publisherservices.com.au/> and <https://www.booktopia.com.au>

5. Geographical coverage: Australia and New Zealand

6. General description including areas of specialism if any:

The principal Australian online book retailer, established 2003, now leveraging its excellence in logistics and pricing to offer distribution services to publishers

7. Warehousing facility and location: onsite

7. Policy and criteria for distributed list selection, if any:

- Favours publishers who either have their own sales representation in Australia, or have marketing channels they can leverage. Can provide leads.

8. Sales and marketing team details: N/A

9. Customer base: Retailers, Educational Institutions, Corporates, Government Departments, Library Suppliers

10. Normal business model(s) for distributor trading: consignment

11. Stocking and replenishment policy: airfreight

12. Use of local printing and Print on Demand (POD): working with Ingram Lightning Source on an element of POD

13. Lead times for new title information ahead of overseas pub: to be discussed

14. Attendance at international bookfairs: LBF, FBF

15. Sales conference season if any: N/A