

ANZ Distributor profile for PA export toolkit

1. Name of company: Woodslane Pty
2. Contact(s) and details: David Scott, Managing Director davidsc@woodslane.com.au
3. Address and location: 10 Apollo Street, Warriewood, NSW 2012 Australia
33 km North of Sydney CBD, 40 minutes by car
4. Website address: www.woodslane.com.au
5. Geographical coverage: Australia
6. General description including areas of specialism if any:
 - Independent distributor of both local and international consumer non-fiction lists
 - Woodslane has its own non-fiction publishing in the area of outdoor activity
 - Creates and sends to trade customers monthly lists of new titles across all subject areas from all clients
 - Has share in, and runs third-party logistics for, lively children's book club targeted at schools, Red Gum: <https://www.redgumbookclub.com.au/redgum>
 - Market access to all channels; including gift through online retailer Books and Gifts Direct (BGD: <https://booksgiftsdirect.com>)
 - Facilitates client contact with suitable partners for co-publishing/adaptation where possible
7. Warehousing facility and location: on site at Warriewood address above
8. Policy and criteria for distributed list selection, if any: ready to consider non-fiction lists, including niche.
9. Sales and marketing team details:

Marketing Manager, Sales Manager, In-house telemarketing, sales agents in all key states
10. Number of active customers on customer base: c.1200
11. Normal business model(s) for distributor trading:
 - a) Distribution on consignment
 - b) Third-party logistics
 - c) Sales and marketing only: trade representation and consumer/targetted marketing
12. Stocking and replenishment policy: seafreight and airfreight as appropriate/required

12. Use of local printing and Print on Demand (POD): not at present, but capability exists, preferred for higher-priced lower-volume items

13. Lead times for new title information ahead of overseas pub: four months

14. Attendance at international bookfairs: FBF, LBF, not every year. Skype calls scheduled with clients.

15. Sales conference season if any: late January/early February