

ANZ Distributor profile for PA export toolkit

1. Name of company: David Bateman Ltd
2. Contact(s) and details: Bryce Gibson, General Manager bryceg@bateman.co.nz
3. Address and location:

Unit 2/5 Workspace Drive
Hobsonville
Auckland 0618

30 mins by car from Auckland CBD, on the NW shore of the harbour
3. Website address:
<https://www.batemanpublishing.co.nz>
4. Geographical coverage: New Zealand
5. General description including areas of specialism if any:
 - A long-established (1979) family-owned independent distributor with almost fifty client publishers from New Zealand, Australia the UK and the US
 - Publishes its own substantial list of New Zealand books
 - Recently invested in new systems and premises
 - Co-edition publishing with NZ and overseas partners
6. Warehousing facility and location: on site
7. Policy and criteria for distributed list selection, if any:

Seeks long-term partnerships with compatible publishers who will contribute to DB business
8. Sales and marketing team details:
9. Customer base:
10. Normal business model(s) for distributor trading: consignment or buy-and-sell
11. Stocking and replenishment policy: seafreight consolidation
12. Use of local printing and Print on Demand (POD): see above on co-editions

13. Lead times for new title information ahead of overseas pub: 9 months for preliminary information, 6 months for confirmed

14. Attendance at international bookfairs: LBF

15. Sales conference season if any: