

ANZ Distributor profile for PA export toolkit

1. Name of company: NewSouth Books

2. Contact(s) and details: Nella Soeterboek, Director nella.s@newsouthbooks.com.au

Kathy Bail, CEO, University of New South Wales Press kathy.bail@unswpress.com.au

3. Address and location:

NewSouth Books

UNSW Randwick Campus, Building R1F, 22-32 King Street, Randwick, NSW, 2031

Ph: +61 (2) 8936 1400 Fax: +61 (2) 8936 1440

3. Website address: <https://www.newsouthbooks.com.au/>

4. Geographical coverage: Australia

5. General description including areas of specialism if any:

- A wide-ranging general and specialist sales, marketing and distribution force, wholly owned by University of New South Wales Press, representing publishers from Australasia, the USA, Canada, and the UK
- Sends out monthly kits in (1) Fiction and Entertainment (2) Non-fiction (3) Children's and Young Adult (4) Academic and Specialist
- UNSW bookshop within the group, opening Feb 2019 with cafe and event space sells general and textbooks, non-book items: www.bookshop.unsw.edu.au

6. Warehousing facility and location: TLD Warehousing, Moorehead, NSW

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

- Lists must fit the NSB portfolio and contribute a quantum
- Clusters or alliances of publishers considered
- Interested in expanding children's lists ex-UK

8. Sales and marketing team details: Product Manager, 2 publicists, 8 payroll sales representatives

9. Customer base: 1500 accounts

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

11. Stocking and replenishment policy: Consolidated airfreight and seafreight shipments

12. Use of local printing and Print on Demand (POD): UNSWP Production manager can assist with POD and local printing for clients

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

14. Attendance at international bookfairs: FBF, LBF

15. Sales conference season if any: