

ANZ Distributor profile for PA export toolkit

1. Name of company: Thames and Hudson (T&H) Australia

2. Contact(s) and details: Daniel Watts, Managing Director d.watts@thameshudson.com.au

3. Address and location: 11 Central Boulevard, Port Melbourne, VIC, 3207

15 mins by car south-west of Melbourne CBD

4. Website address: <https://thamesandhudson.com.au>

5. Geographical coverage: ANZ

6. General description including areas of specialism if any:

- A long-established associate company of the prestigious UK and US visual arts publisher
- Represent T&H overseas, but also publish c. 25 local titles, including some children's
- Local and overseas publishing agencies a substantial business element
- Access to all ANZ market channels including mass-market, gift and online
- Especially strong in independent bookselling channel, and in museum and gallery shops

7. Warehousing facility and location:

Alliance Distribution Services (ADS)
9 Pioneer Ave
Tuggerah
NSW 2259

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

- Lists would be considered if they would (potentially) contribute significant turnover, and if they fitted/complemented T&H Australia's existing portfolio

9. Sales and marketing team details: 3 representatives on staff, 6 freelance; National Sales Manager; Key Accounts Manager; Marketing Manager, Publicist, Sales & Marketing assistant

10. Customer base:

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

12. Stocking and replenishment policy: wide stockholding; replenishment by seafreight; drop-shipments from east Asia printers encouraged

13. Use of local printing and Print on Demand (POD): N/A

14. Lead times for new title information ahead of overseas pub: six months for sales cycle four months ahead of pub

15. Attendance at international bookfairs: FBF, LBF

16. Sales conference season if any: June and December