

Eurospan announces distribution deal with TLD in Australia

20th September 2018

EUROSPAN is delighted to announce that it has appointed TLD to provide it with in-territory distribution services for Australia and New Zealand. This will include stockholding, despatch, invoicing and customer services to all its trade and direct customers in the region. The relationship, which takes effect from 1st October 2018, is designed to significantly improve speed-to-market for print titles published by Eurospan's large portfolio of academic and professional publisher clients. Emma White, Eurospan's branch office manager, continues to run the marketing and sales services from Melbourne.

Ken Rhodes, Managing Director of Eurospan, said, 'We're delighted to have come to agreement with TLD to help us service the Australia and New Zealand territories. We have been expanding very rapidly across the extended pacific region and while it's perfectly possible to service much of Asia directly from UK, Australia presents unique problems, opportunities and competition. To support our clients, their customers and, quite often, their authors, we felt the need to partner a business that could hold stock-range and manage relationships with all supply chain partners and the very wide potential customer base. We are thrilled to have found such a partner in TLD to expand our capabilities. In turn this underpins our ambition in the Asia-Pacific region overall.'

Warwick Teale, CEO of TLD, said, 'We are very pleased to partner with Eurospan and we look forward to providing a comprehensive supply chain solution into the Australasian market. This partnership provides Eurospan with the unique opportunity to leverage off TLD's existing IT infrastructure, print on demand offering, local Customer Service and the existing relationships with all major retailers and booksellers including our new player in the Australian market, Amazon. We're excited to be part of Eurospan's strategic plan to expand into this region.'

About Eurospan: Eurospan is the class leading marketing, sales and distribution service for academic, professional, scientific and medical publishers in territories outside North America. It operates largely, but not exclusively, with American publishers. While based in the UK and with core strengths in the wider European territories, in recent years it has grown very rapidly in the Middle East, Africa, Asia and

Latin America to provide a service with unparalleled depth and reach. It continues to invest heavily in its marketing services to project and disseminate the publishing of its clients.

About TLD: TLD is Australasia's largest independent publishing supply chain provider and has been providing distribution services to International Trade and Academic Publishers for over 20 years. Strategically based in South West Sydney, TLD provides publishers with a 'one stop shop' to facilitate a comprehensive distribution service into the ANZ market.

For further information, please contact:

Eurospan: Rebekah Ampadu (UK), rebekah.ampadu@eurospangroup.com
Emma White (Australia), emma.white@eurospangroup.com

TLD: Warwick Teale, warwick.teale@tldistribution.com.au
