

consolidates their American book shipments once a week out of Long Island, piggybacking on their regular periodical air freight shipments via Sabina and Emery Air Freight at \$1.60 U.S. per kilo. They also tender for large book shipments to primarily third world countries, supported by institutions such as the World Bank.

They have a European subscription service, and 6 travelling book representatives servicing the European market except Portugal and parts of Spain. These representatives sell only to bookstores, whereas university professors and libraries are reached through direct mail. They currently have 13,000 titles in stock, of which 60% are scientific and technical, 40% are trade.

Booksellers ordering from them are billed once a month, and must pay European shipping costs, brokerage, and prepaid Value Added Tax (VAT). Booksellers receive between 25-40% discount, for an average of 35%. Publishers are paid in 90 days. Minimum volume for participation in this system is \$100,000 U.S. per year. Proost & Brandt have about 2,000 customers in Europe.

Proost & Brandt is not anxious to take on a great many new publishers and their title range is not really compatible with that of most Canadian trade publishers.

Nilsson & Lamm distributes through Europe, but concentrates its efforts in Holland. Publishers can use the distribution service of Nilsson &