

MALLORY **International Ltd**

Worldwide Bookselling Services

A BRIEF GUIDE FOR LIBRARIES AND SCHOOLS IN WEST AFRICA

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Nursery
Primary
Secondary
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Worldwide Bookselling Services

- ✓ Continual experience exporting to institutions in Africa since 1984.
- ✓ Low-priced educational books. More than 10,000 titles with special pricing for African markets. **Many of these prices are only available from Mallory.**
- ✓ Unrivalled experience in donor procedures and requirements.
- ✓ Network of representatives throughout Africa, handling clearance, delivery, and purchase of African publications.
- ✓ Dedicated team dealing with letters of credit and international trade documentation.
- ✓ All customers deal with a single contact person.
- ✓ Consolidation shipping and clearing skills.
- ✓ Expertise in all levels of African and international education.
- ✓ Subject bibliographies and selection support. Consolidation of supplier catalogues
- ✓ Library supply skills, including ability to handle physical book processing and standard electronic formats.
- ✓ Journal consolidation and value added services.
- ✓ Handling non-book materials (eg teaching aids).

EDUCATIONAL BOOKS

Nursery • Primary • Secondary • Tertiary • Legal •
Agricultural • Medical • Technical • Vocational • Scientific

MALLORY INTERNATIONAL IN WEST AFRICA

Mallory has been active in Africa ever since the business was founded in the mid 1980s, and has built up strong local connections, and unsurpassed skills in managing and delivering contracts of every size. We have an unparalleled record of successful contracts in the region.

Our turnover has grown substantially in recent years, and is composed mostly of book supply contracts with universities, schools, and aid funded projects, plus a smaller amount of journal consolidation. The International Schools sector has shown particular growth, as we have introduced new services and products to meet their special requirements.

We pay particular attention to the details of supply; to reliability of local delivery, to precision of consolidation and paperwork, to the professional management of documentary credits and the related financial infrastructure.

We have regular consolidations into all major markets, so as to reduce freight costs, even for small orders.


When you place business with us you can rely on our detailed and precise attention.

Our representatives in major West and Southern African countries give a local, immediately available, point of contact with the customer. Some of them are:

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**MORE THAN 10,000
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AFRICAN MARKETS**

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