

JOHN REED BOOK DISTRIBUTION

(Raupo Ltd Ltd t/a)

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Parallel Importation of Books Study

Productivity Commission

GPO Box 1428

Canberra ACT 2601

To whom it may concern:

I am a book distributor representing some 40 suppliers from overseas, mainly from the USA, Canada, UK and New Zealand.

In the last year or two we have faced increasing competition from overseas online booksellers, notably Amazon, Ingram and Baker and Taylor. These suppliers offer substantial discounts to retail buyers and of course the books that are bought are not subject to the Goods and Services Tax.

We import book stock at our expense, store and supply on request, and of course offer substantial competitive discounts to the book trade. Increasingly enquirers ask for the retail prices we offer and then tell us it is much cheaper to buy from the online sellers.

Many of our bookseller customers tell us the same.

The reduced value of the dollar has given us a slight competitive edge but still, we pay GST on everything that comes into the country by whatever means, but anyone buying from overseas simply avoids this surcharge.

We're not happy about it and believe our livelihood is threatened.

Yours faithfully

J.M. Reed

Director