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# Smiths News PLC

£459m: That's the value of our contract gains this year.

**Smiths News PLC specialises in intelligent logistics and supply chain partnerships.**

The recent contract wins have transformed our core market of news distribution and we are expanding further into complementary areas. In March 2009 we acquired Bertrams, a leading book wholesaler.

# SmithsNews

## 8,000: That's how many new customers joined Smiths News in 2009.

**We have increased our market share from 39% to 55%. We're a big organisation, but we care about our 30,000 customers.**

As well as distributing the news, we collect and process returns, supply valuable sales data to publishers and provide a range of value adding services to our retail customers.



8,000

# Bertrams

45%: That's the share of the wholesale book market served by Bertrams, a leading book wholesaler.

In March 2009 Smiths News PLC acquired Bertrams as part of our strategy to enter new and complementary markets.

Bertrams consists of Bertram Books, the book wholesaler, Bertrams Library Services, the UK's biggest library supply business, and Bertrams Publisher Services, providing distribution to publishers. Bertrams stocks 220,000 titles for next day delivery.

