



Your Guide to Ingram's

Global Wholesale Services & Publisher Direct Orders



Global Wholesale Services

Ingram offers an extensive range of physical and digital books to booksellers, library suppliers, and resellers around the world.

WHO WE WORK WITH

- ✓

Independent bookshops
- ✓

Online retailers
- ✓

Library suppliers
- ✓

Chain bookstores
- ✓

International resellers

40,000+ Publishers

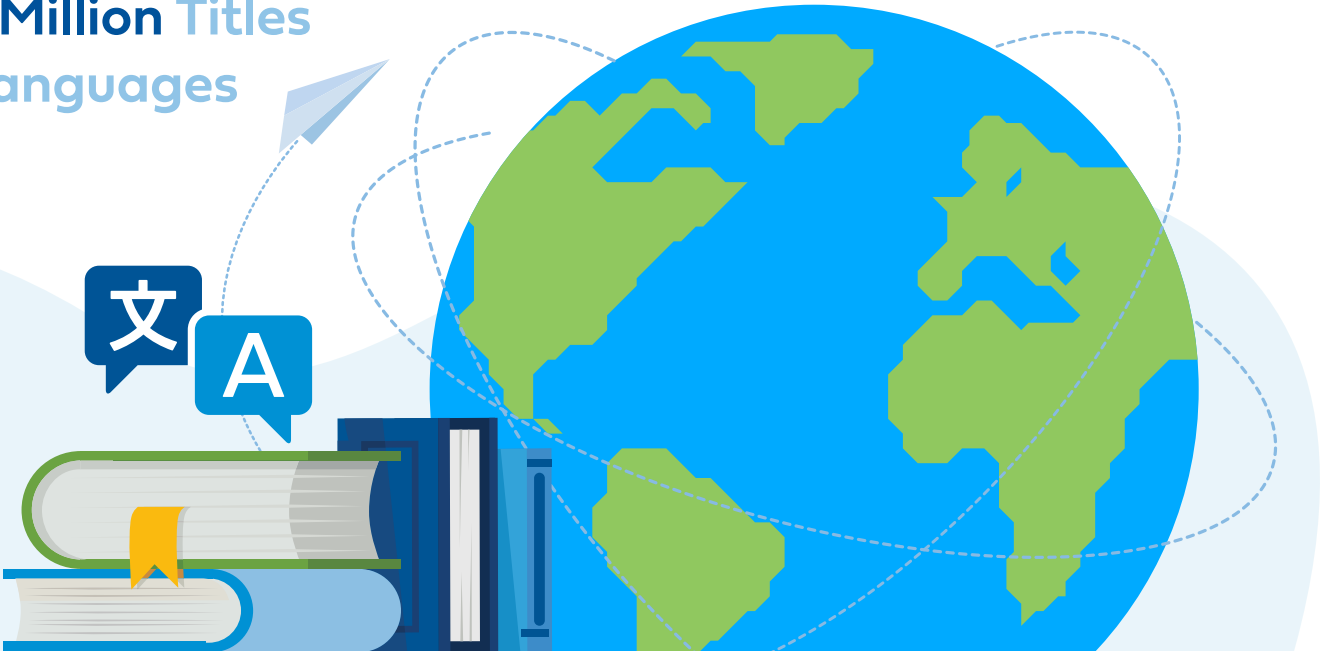


10,000+ Retailers

WHAT WE PROVIDE:

Millions of Global Deliveries
Annually to 40,000+ Locations

Over 13 Million Titles
in 150 Languages



GLOBAL DISTRIBUTION NETWORK

Ingram distributes books from four global print facilities: the United States, United Kingdom, Australia, and the United Arab Emirates. These locations use print-on-demand (POD) to create a localised, efficient supply model that reduces shipping times and improves availability for booksellers.



WHY IT MATTERS

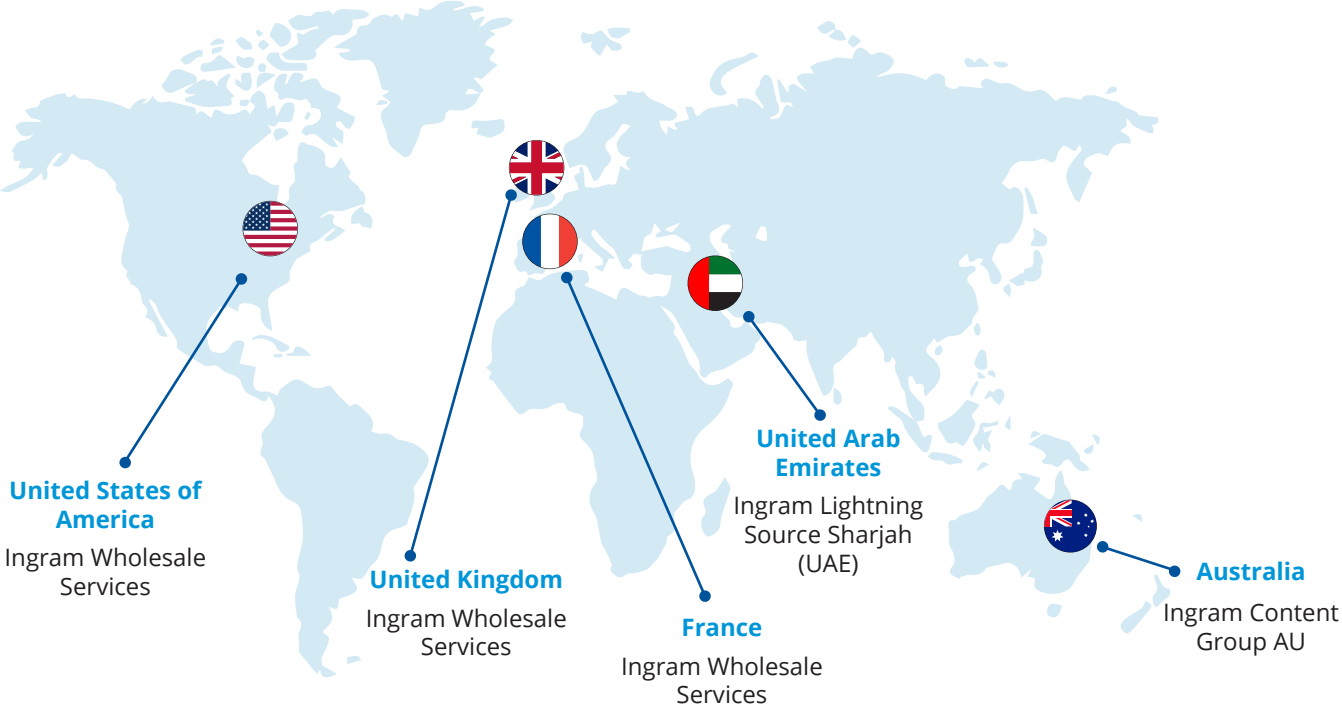
Wholesale Orders

Print-on-demand distribution revolutionises book fulfilment by producing titles at facilities closest to customers. This proximity-based approach dramatically cuts shipping distances and delivery times, while giving booksellers flexibility to source books from multiple locations. Online retailers particularly benefit from this model, as it enables them to meet customer expectations for rapid delivery without maintaining extensive warehouse stock. For time-sensitive orders—such as textbooks needed for semester starts or last-minute gifts—this localised production network can mean the difference between same-day availability and week-long delays.

Publisher Direct Orders

Beyond fulfilling retailer orders through Ingram, publishers can utilise Lightning Source® facilities in the United States, France, UK, UAE, and Australia to print copies for their direct needs. This flexible print-on-demand network seamlessly scales from single advance reader copies to thousands of copies for major direct orders, giving publishers complete control over their fulfilment requirements.

OUR LOCATIONS



Currently, publishers can print books through Lightning Source® France; however, retailers who order from Ingram typically order from the UK in Euros or North America in US Dollars..



Ingram's Ordering Systems for Booksellers and Libraries

Independent Retailers: Ingram offers ipage® — a free online platform where retailers can search for titles, view global sourcing options, check available discounts, monitor stock levels, and place and track orders in real time.

Larger Retailers: Ordering is streamlined through Electronic Data Interchange (EDI), allowing automated exchange of order confirmations, invoices, and delivery updates. Ingram supports all major EDI formats and provides dedicated technical support for set-up and maintenance.

Depending on where the orders are placed, these typically include physically stocked books and print-on-demand titles, consolidated into a single shipment. The process is transparent to retailers, who see the information that matters to them: pricing, the applicable wholesale discount, the location of supply, and delivery information.

Key Retailers by Region

Ingram's global network connects publishers with thousands of booksellers and libraries worldwide. This provides publishers with access to readers in major markets around the world, without the burden of managing direct shipping or regional warehousing operations.

The following sections list key retailers that Ingram supplies, organised by Ingram's distribution regions:



UNITED STATES

Amazon.com (US)
Barnes & Noble
Walmart.com
Target.com
Bookshop.org

We have exclusive agreements with several key retailer accounts, and many other accounts choose only to order through us on account of our wide title selection.



UNITED KINGDOM & EUROPE

Amazon.co.uk
Waterstones
Adlibris
Bokus.com
Saxo.com



AUSTRALIA & NEW ZEALAND

Booktopia Direct
The Nile
Dymocks
Kinokuniya
Fishpond



NORTH AFRICA & THE MIDDLE EAST

CIEL Book Distribution
White Lion
Magrudy's
Jarir Bookstore
Pan World
RUSSHD

ADDITIONAL REACH:

Global Connect expands a publisher's international reach by partnering with local POD printers who can print to the standards that Ingram requires and have established relationships with booksellers in their respective markets.

As a model of distribution, Global Connect complements Ingram's core POD and wholesale operations by adding access to 11 additional markets:

EUROPE



Spain



Italy



Poland



Germany

Learn more about Global Connect:



ASIA



India



China



South Korea



Japan



Singapore

SOUTH AMERICA



Brazil

AFRICA



South Africa

By using POD technology to fulfil demand locally, Global Connect helps ensure books are printed closer to both the reader and the retailer—minimising shipping delays, reducing costs, and increasing availability.



HOW PUBLISHERS CAN ACCESS INGRAM'S GLOBAL WHOLESALE NETWORK

Publishers worldwide can tap into Ingram's extensive global wholesale network by establishing titles for print-on-demand (POD) and activating wholesale distribution through Lightning Source® or IngramSpark®. The platform provides sophisticated market controls that allow publishers to strategically manage their global footprint—selectively enabling or disabling distribution in specific regions based on market strategy and business objectives. This approach empowers publishers to expand their reach systematically, connecting with readers across international markets while unlocking previously inaccessible sales opportunities.



PARTNERING WITH A PUBLISHERS' DISTRIBUTOR

Many publishers work through distributors who hold stock for all or portions of their catalogue. Recognising this collaborative ecosystem, Ingram has developed comprehensive partnership models that deliver measurable benefits including reduced warehousing expenses, streamlined shipping logistics, enhanced availability during critical sales periods, and strategic expansion into challenging or emerging markets.



Through close collaboration with both publishers and their distributors, Ingram creates customised solutions that seamlessly integrate with existing supply chain infrastructure. This approach enables books to be produced and fulfilled closer to the point of sale, dramatically improving operational efficiency while driving sustainable global sales growth.

SCALABLE SOLUTIONS FOR EVERY PUBLISHER

From independent publishers launching their first titles to established operations managing extensive catalogues, Ingram provides flexible, scalable international distribution solutions designed to connect publishers with readers regardless of geographic boundaries. The platform's adaptable infrastructure grows with your business, ensuring sustainable access to global markets at every stage of your publishing journey.

