

# LIVINGSTONE – COMPANY PROFILE

Livingstone is a wholly owned Australian business established in 1984. The company began as a sole proprietorship distributing a limited range of medical products and has grown into one of Australia's largest marketers, importers, exporters and distributors of medical, surgical, dental, laboratory, scientific, veterinary, beauty, first aid & safety and office supplies products.

Livingstone provides value for money; a 'one stop shop' service to a customer base of over 50,000 customers located throughout Australia and overseas. Its customer profile includes dentists, doctors, vets, first-aiders, schools, universities, nursing homes, childcare centres, beauty salons, pharmacies, hospitals, pathologies, laboratories and industrial and government accounts.

Livingstone International currently operates from 2 facilities in Sydney, totalling 16,800 square metres; Rosebery with 10,000 square metres and Turrella with 6,800 square metres. We also have an office in Melbourne. Currently, Livingstone International has in excess of 70,000 items in stock. Warehouse facilities in Rosebery and Turrella have the capacity to deliver in excess of 1000 orders per day. Livingstone also has warehouses in Victoria, South Australia and Western Australia, which speeds up delivery times.

At Livingstone International we value our customers. Our priority is developing customer relations and serving needs of our customers. We pride ourselves on being a one-stop-shop to fulfil all needs of all our customers. Listening to our customer's needs allows us to live up to our promise of delivering the right goods, at the right time and the right place for the customer. Learning more about your business enables us to build a level of trust that reassures our customers, and this enables our customer relationships and customer friendships to grow.

We also look for new and exciting ways to help you grow as a business. By pointing you in the right direction for alternative products, we provide a service and quality you have come to rely on. Keeping your business growing is our ultimate aim.

We endeavour to provide you with a committed team of professionals to service your needs and supply you with full technical support at all times.

## Features

- Strong market position, being a respected supplier to several different industries
- A comprehensive and diverse product range
- A strong and diverse customer base
- Product research and development
- Ability to develop and market products to all industries
- Integrated and effective management and warehousing capabilities
- An experienced and committed management team and workforce
- Sound reputation for customer service and meeting its customers' needs