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Books International Acquires Marston & Orca Book Services

Dulles, VA — Books International (<https://booksintl.presswarehouse.com/>) announces the acquisition of UK-based Marston Book Services (<https://www.marston.co.uk/>) and Marston’s wholly owned subsidiary, Orca Books Services (<https://www.orcabookservices.co.uk/>)

Books International CFO Vartan Ajamian observed, “The acquisition of Marston Book Services extends the capabilities of all three organizations and creates a manufacturing and distribution powerhouse with truly global reach. We are delighted to join forces with Marston and Orca and their portfolios of premier publishers. Our combined resources create new opportunities for the existing clients of all three organizations and we look forward to introducing new capabilities on both sides of the Atlantic. The combined organization will be able to offer extended product reach, improved fill rates, and accelerated delivery while allowing publishers to reduce their investment in standing inventory by leveraging the significant manufacturing, technology, and fulfillment capabilities available at the Books International, Marston and Orca facilities”.

Marston Book Services Chairman John Holloran commented “As third-party distribution services have evolved, robust book manufacturing capabilities and global reach have become essential features of the competitive landscape. Publishers have refocused their operations on content development and outsourced non-core activities to specialist firms such as Books International and Marston and Orca Book Services”. The combined resources of Books International, Marston, and Orca Book Services provide publishers with a new and credible player with global capabilities where publishers can expect to receive the breadth of services typically associated with larger players with the individual attention for which all three organizations are renowned.

Martyn Chapman, currently serving as Commercial Director of Orca Book Services, is appointed Group Managing Director to be responsible for all UK operations with effect from today. Mark Chaloner is appointed Group Commercial Director.

John Holloran and Ross Clayton have resigned their directorships and will continue to advise the board during the transition period as consultants.

About Books International

Books International, Inc. (<https://booksintl.presswarehouse.com/>) of Dulles, Virginia. Founded in 1984, Books International is a family owned business providing full manufacturing, digital delivery, distribution services for a prestigious list of clients that includes Taylor & Francis, Peter Lang, Edward Elgar, Casemate, The World Bank and a host of other organizations. Books International invoices over \$200 million in book shipments on behalf of its publishing clients.

About Marston Book Services & Orca Book Services

Marston Book Services (<https://www.marston.co.uk/>) and Orca Book Services (<https://www.orcabookservices.co.uk/>) are numbered among the publishing industry's leading distributors, providing a comprehensive and impressively high-quality range of fulfilment and print services. The two organizations handle a huge cross-section of books, journals and electronic products from publishers throughout the world, straddling the trade, academic, STM, arts, religion, educational and professional sectors.