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The Penworthy Company is a distributor of high-quality children's books to public libraries and public schools in the United States.

We have been in business for more than 30 years, and in that time, we've built a reputation for providing excellent service and a trustworthy selection products to our loyal customer base.

We have two distinct teams of professional sales representatives – an Inside Sales team of employees who sell primarily over the phone in from home office and a Field Sales team of independent contractors who sell primarily by presenting sample products in a face-to-face visit, usually at the customer's location.

Our sales occur through one of two sales channel categories:

Preview or Direct. Preview sales come as the result of the resolution of a consignment shipments sent to a customer. A sales representative chooses books that are of interest to the customer, and has them shipped to that customer for review. When the customer returns the books that they do not want to keep, the customer is invoiced for the remaining titles. Direct sales are the result of any sales presentation that is not a Preview, such as a face-to-face visit or website transaction.

These sales are billable immediately upon shipment (except when the customer chooses to have invoice date set in the future).

Penworthy has had a presence on the Internet for a number of years, and during that time we developed a patent-pending push marketing sales channel – the Decision Wizard® – to present products to customers and prospects for them to review and determine the desirability of the product (Yes, No, or Maybe) on a book-by-book basis. Upon completion of review, the products chosen as “Yes” will be submitted to the ERP for processing and shipment through a standard e-commerce shopping cart.