



# LET'S PLAY GAMES

DIRECT FULFILMENT

LET'S PLAY GAMES

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# Introduction to Let's Play Games



Let's Play Games (LPG) is Australia's premier distributor of tabletop gaming products and accessories.

Over the last 10 years, LPG has also worked with partners to complete project fulfilments. **LPG Direct Fulfilment** services are designed for partners looking for efficient and cost-effective Australia and Asia-Pacific (APAC) regional delivery solutions.

Working with LPG will lower your fulfilment costs in Australia and New Zealand. When you offer more competitive shipping rates to Australian and New Zealand backers, you will get more Australian and New Zealand backers. No one wants to pay \$60 shipping on a \$50 board game.



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# Services

## FREIGHT FORWARDING

Our global freight forwarding partners can pick up your stock from any major port in the world and ship to Australia on your behalf. We ship containers from China and America weekly so we can bundle your stock in with ours to take advantage of our shipping rates. Alternatively, you can ship the stock to us yourself.

## CUSTOMER DELIVERIES

LPG will pick and pack your orders and ship them to your customers. LPG is Australia and New Zealand's largest distributor of tabletop gaming products and regularly supplies over 1000 retailers. Our warehouse team of 50 staff handle large volumes of complex dispatches daily.







LET'S PLAY GAMES

# Services

## AFTER SERVICE SUPPORT

LPG can provide your backers with after service support to ensure any queries related to damaged/faulty products and missing shipments are swiftly addressed. LPG can organise replacements as required.

## RETAIL DISTRIBUTION

LPG is Australia and New Zealand's largest distributor of tabletop gaming products. If LPG handles both fulfilment and distribution of your project, we can coordinate the release of stock to backers and retailers to allow for a period of exclusivity for backers.



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# Freight Forwarding

**MGL LOGISTICS** 

MGL offers tailored global logistics solutions to businesses of all sizes, and are well respected by our peers and customers for our extensive knowledge and experience in the heavy lift, auto and projects areas.





# Services Associated Costs

Inbound Services	Labour costs associated with receiving new inventory, calculated using an hourly rate. If you elect to use one of LPG's partnered freight aggregators, this will also include freight fees and tariffs.
On-going Storage Services	A monthly cost, including the amount of pallets, shelves, and bins being used to store items.
Outbound Services	Labour costs associated with picking and packing items, calculated by the number of items being picked over time. Includes the cost of packaging and delivering goods to recipient.
Returns and Spares management	Costs associated with restocking or disposing of returned items, and cost of dispatching spares and replacement parts.



# Services Pricing Model

Inbound Services	—	Per bin, shelf, and pallet
On-going Storage Services	—	Flat rate per month per storage location at LPG
Outbound Services	—	Calculated using weight of outbound product refer to LPG website for current shipping pricing list
Returns and Spares Management	—	Per project basis

# Regions Serviced

AUSTRALIA

CHINA

NEW ZEALAND

JAPAN

PACIFIC ISLANDS

SINGAPORE

THAILAND





# Meet Your Team



## William

Direct Fulfilment Coordinator

fulfilment@letsplaygames.com.au

- Masters in Political Science
- D2C Coordinator for 3 years
- Customer Service
- Favourite game: Root



## Lucene

Logistics

lucene@letsplaygames.com.au

- Over 25 years experience in the tabletop gaming industry
- Founded LPG with the directors in 2011
- Imported close to 1b stock value since 2011
- Favourite: Nemesis



## Michael

Warehouse Manager

michael@letsplaygames.com.au

- Oversees Inbound, Warehousing and Outbound teams
- Manages over 50 personnel
- Favourite game: Dune Imperium



## Brad

Stock Controller

brad@letsplaygames.com.au

- Inbound Services Team Lead
- Average weekly receipts = 1.5m stock value
- Favourite game: Dungeons & Dragons





# LPG Warehouse

Located in a bustling industrial complex in North Rocks, Sydney.

LPG's warehouse is 3400 m<sup>2</sup> (36,000 sq. ft.) and staffed by 50 nerds.

LPG offers overnight shipping to 85% of Australia's population and ships by airfreight to New Zealand weekly.

LPG works closely with delivery partners to ensure your goods are delivered and in a timely manner.



## LET'S PLAY GAMES WAREHOUSE



*Kickstarter fulfilment being processed in September, 2021*



# 2021 Fulfilmment Projects





# We Understand . . .

We understand how important it is to process your fulfilment quickly

We understand that backers should all receive their packages as close to the same time as possible

We understand that consumers need tracking provided to them directly

We understand that lost dispatches and damaged or faulty stock needs to be processed promptly

We understand that sometimes your backers will need to speak to someone local and reasonable

We understand that this is hard.