

6 Trade & Allied Services

6.1 EDITORIAL SERVICES

6001

AESOP (ALL EDITORIAL SERVICES ONLINE FOR PUBLISHERS & AUTHORS)

28 Abberbury Road, Iffley, Oxford OX4 4ES
Telephone: 01865 429563
Fax: 01865 389589
Email: mart@copyedit.co.uk
Website: www.copyedit.co.uk OR www.all-eds.com

Personnel:
Martin Noble (*Owner/Editor*)

AESOP provides the following editorial services to publishers, authors, academics and businesses: copy-editing; proof-reading; structural editing; rewriting; co-writing; ghost-writing; thesis and dissertation editing and printing; improving use of English of non-native English writers of academic reports and books; indexing; editorial reports and reviews; advice to publishers, authors and literary agents; novelization; research; fact-checking; bibliographical research; CRC (camera ready copy) in Word format; text capture; scanning/OCR; e-book production on CD-ROM or online; keying in MSS; audio transcription; tagging. Specializes in fiction, literature, poetry, media, music, performing arts, humour, biography, memoirs, travel, education, economics, psychology, history, alternative health, new age, esoteric and spiritual subjects, special needs.

6002

BLUE ELEPHANT STORYSHAPING

36 Mackenzie Road, Beckenham BR3 4RU
Telephone: 07951 604097
Email: hello@blueelephantstoryshaping.com
Website: www.blueelephantstoryshaping.com

Personnel:
Natascha Biebow (*Editor, Coach and Mentor*)

Parent Company:
UK: Blue Elephant Storyshaping

Blue Elephant Storyshaping offers a range of creative services to children's book authors, illustrators, agents and publishers. It also runs workshops and seminars. For children's book authors and illustrators, it offers supportive editorial reviews, creative brainstorming sessions, portfolio advice, ongoing project development, and mentoring services to help you fine-tune work for submission. Blue Elephant Storyshaping specializes in picture books and young fiction up to 30,000 words. For publishers, it offers freelance editing, project management, storyshaping and creative brainstorming sessions. For agents, it offers manuscript reviews, fine-tunes projects for submission and scouts for new talent.

6003

FIRST EDITION TRANSLATIONS LTD

34a Fitzroy Street, Cambridge CB1 1EW
Telephone: 01223 356733
Fax: 01223 322601

Email: info@firstedit.co.uk
Website: www.firstedit.co.uk

Personnel:
Sheila Waller (*Director*)
Melanie Fitzgerald (*Head of Editorial*)

First Edition offers complete and specialized editorial and translation services, including all necessary liaison: translation, research, editing, Americanization, localization, proof-reading, indexing, transcription, desktop publishing, print ready PDF or CD output. Assessment of foreign language books for the market.

6004

PETER B. J. GILL

18 Selwyn House, Selwyn Road, Eastbourne, East Sussex BN21 2LF
Telephone: 01323 646853
Fax: 01323 646853
Email: pbj.gill@btinternet.com

Personnel:
Peter B. J. Gill (*Editorial Consultant*)

With more than 25 years' experience as a senior editor and formerly Associate Editor at Encyclopaedia Britannica's London editorial office, where clarity of communication and attention to detail were paramount, Peter Gill can offer clients a top-notch UK-based service project-managing, fact-checking, copy-editing/proofreading business, STM and other non-fiction material to a high standard and within tight deadlines, at an economic rate. Clients include Blackwell Science, CUP, Elsevier, Jessica Kingsley, Kogan Page, Macmillan, OUP, Philips, Routledge, Royal College of Psychiatrists, Taylor & Francis and Wiley. Unsolicited testimonials from both publishers and authors can be provided.

6005

LIBRIOS LTD

20 Lochaline Street, London W6 9SH
Telephone: 020 3355 0200
Fax: 020 3355 0201
Email: info@librios.com
Website: www.librios.com

Personnel:
Hal Robinson (*Managing Director*)

Associated Companies:
UK: Book Creation Ltd

6006

CHRISTOPHER PICK

41 Chestnut Road, London SE27 9EZ
Telephone: 020 8761 2585
Email: christopher@the-picks.co.uk

Personnel:
Christopher Pick (*Publications Consultant*)

Research, writing, editing and producing information materials for public- and voluntary-sector agencies and for the

corporate sector. Specialist in corporate publications, e.g. organizational histories, from initial concept and planning through writing, editorial, design and on to printed books.

6007

DAVID PRICE

4 Harbidge Lane, Long Buckby, Northampton NN6 7QL
Telephone: 01327 844119
Email: david@d-price.co.uk
Website: www.d-price.co.uk

Personnel:
David Price (*Contact*)

Writing, rewriting, editing, proofreading.

Special interests:

- Fine Art (particularly Modern Art);
- Music (particularly operettas and musicals, pop and rock music);
- Travel Guides;
- Modern European History and Politics (particularly 19th Century France, Eastern Europe 1945–1989, and the former Soviet Union);
- Social and Cultural History.

6008

THE PUZZLE HOUSE

Ivy Cottage, Battlesea Green, Stradbroke, Suffolk IP21 5NE
Telephone: 01379 384656
Fax: 01379 384656
Email: puzzlehouse@btinternet.com
Website: www.the-puzzle-house.co.uk

Personnel:
Roy Preston (*Partner*)
Sue Preston (*Partner*)

The Puzzle House creates, designs and compiles crossword, quiz and puzzle material for books and magazines. A full editorial service is offered on all projects ranging from a one-off puzzle to a complete series of books. All subject areas and age ranges are catered for. We have a specialist interest and many years of experience in the children's activity market. Puzzles are available for syndication. The Puzzle House was established in 1988.

6009

RONNE RANDALL

26 Oak Tree Avenue, Radcliffe-on-Trent, Nottingham NG12 1AD
Telephone: 0115 933 5804
Email: ronnerandall@aol.com
Website: www.freelancersintheuk.co.uk/ronne-randall-i430.html

Personnel:
Ronne Randall (*Proprietor*)

Accurate Americanization by a native of the USA, as well as editorial services including editing, copy-editing, writing, rewriting/adapting, and proofreading. More than 30 years of experience on both sides of the Atlantic. Special interest

and experience in children's books. Recent clients include Ladybird, Quarto/QED, Parragon, Hamlyn, Boxer Books.

6010**READING AND RIGHTING – ROBERT LAMBOLLE SERVICES**

618b Finchley Road, London NW11 7RR
Telephone: 020 8455 4564
Email: lambhorn@gmail.com

Personnel:

Robert Lambolle (*Literary/Script Consultant & Managing Director*)

Established in 1987, Reading & Righting is an independent script consultancy providing evaluation and editing services, based on wide-ranging agency and publishing experience. Detailed assessment, analysis of prospects and next-step guidelines for fiction, non-fiction, screenplays, plays and poetry, plus full editing service, one-to-one tutorials, mentoring, lectures, creative writing courses, and research. Prospective clients can request an emailed or hard-copy leaflet outlining procedure and terms.

Specialist interests include cinema, the performing arts, popular culture, psychotherapy and current affairs.

6011**SANDHURST EDITORIAL**

36 Albion Road, Sandhurst, Berks GU47 9BP
Telephone: 01252 877645
Email: lionel.browne@sfeq.com

Personnel:

Lionel Browne (*Proprietor*)

Sandhurst Editorial provides a complete editorial service for clients inside and outside the UK, both private sector and public sector: academic and educational publishers, research associations, commercial clients, and government departments. The skills on offer include editorial development and consultancy, project management, writing, rewriting, copy-editing and proofreading.

We specialize in technology, management and education, but have handled projects as diverse as bibles, biography, travel and nature guides, and corporate reports.

6012**HANS ZELL PUBLISHING CONSULTANTS**

Glaig Bheinn, Lochcarron, Ross-shire IV54 8YB
Telephone: 01520 722951
Email: hanzzell@hanszell.co.uk
Website: www.hanszell.co.uk/

Personnel:

Hans M. Zell (*Proprietor*)

Associated Companies:

UK: Hans Zell Publishing

Consultancy service to publishers and academic institutions, in particular providing advisory services and individual project management for publishers, research institutes, and the book community in Africa and in other developing countries.

Specialization:

- scholarly publishing, especially university press publishing, and publishing by research institutions and NGOs, including editorial and financial management, administration, marketing and promotion, pricing and distribution, general publishing management, and dealing with author and publisher contracts
- journals publishing management, including subscription management and fulfilment, financial control, journals promotion, and market assessments
- reference book publishing, particularly for reference resources focusing on Africa and the developing world, including research, project evaluations, editorial services, and market assessments
- training: in-house or through workshops and seminars: in editorial and production management, financial planning, and all areas of marketing
- marketing and distribution of books on African and developing studies, and African literature and culture
- providing a range of specialist mailing list services in this area, full details available on request – Internet training for the book professions in developing countries.

Under the Hans Zell Publishing imprint we publish a number of reference resources (print and online) on Africa, African studies and African publishing.

6.2 DESIGN & PRODUCTION SERVICES**6013****BBR SOLUTIONS LTD**

12 Cutthorpe Road, Chesterfield S42 7AE
Telephone: 01246 271662
Email: bbr@bbr-online.co.uk
Website: www.bbr-online.co.uk

Personnel:

Chris Reed (*Director*)
 Amanda Thompson (*Director*)

BBR provides editorial, design, typesetting and project management services for publishers. With over 25 years' experience in publishing, the company meticulously proofs and edits manuscripts for publication, and creates clean, typography-led designs for books and journals.

Please visit the company's website for more information and to view its portfolio.

6014**BOOK PRODUCTION CONSULTANTS**

Willow End, Kings Mill Lane, Great Shelford, Cambridge CB22 5EN
Telephone: 01223 841748
Fax: 01223 841748
Email: cs_walsh@btinternet.com
Website: www.bppcam.co.uk

Personnel:

Colin Walsh (*Managing Director*)

A totally comprehensive publishing service including editing, sub-editing, designing, technical mark-up, illustrating, technical drawing, estimating, paper buying, typesetting and origination. BPC arranges the printing and binding of black-and-white or colour publications in the UK or overseas and supervises quality control and delivery schedules; also computer software packs including design of packaging and manufacture of boxes, tapes and discs. Other specialities include the design and production of illustrated books, music and foreign language setting projects, academic journals and institutional publications, producing company-sponsored books and company histories. Electronic publishing and CD-ROM origination, particularly as joint ventures, form part of current expansion. Specialist divisions include business histories (providing authors, archivists and picture researchers), contract magazine production and company literature.

Colin Walsh has now semi-retired to absorb decades of publishing lunches and Debbie Wayment, for 25 years with BPC, has taken over existing and new business at Wayment Print & Publishing Solutions (see BPC website for further information).

6015**BOOKCRAFT LTD**

18 Kendrick Street, Stroud, Glos GL5 1AA
Telephone: 0870 1601900
Fax: 0870 1601901
Email: information@bookcraft.co.uk
Website: www.bookcraft.co.uk

Personnel:

John Button (*Publishing Director*)

Bookcraft provides publishers with a wide range of editorial, design, technical and training services.

Main areas of activity are:

- publishing consultancy
- publishing software training
- design services
- editorial and proofreading services
- project management.

6016**FOTOLIBRA**

22 Mount View Road, London N4 4HX
Telephone: 020 8348 1234
Email: professionals@fotoLibra.com
Website: www.fotoLibra.com

Personnel:

Gwyn Headley (*Managing Director*)
 Yvonne Seeley (*Marketing Director*)

Parent Company:

UK: VisConPro Ltd

Associated Companies:

USA: Idea Logical Company Inc

fotoLibra is a picture library set up by publishers for publishers. The company has 10,000+ photographers in over 150 countries ready and willing to take the required image if it is not already in the library – and there's no obligation to buy. Over 700,000 images online.

6017**GRAHAM-CAMERON ILLUSTRATION**

The Studio, 23 Holt Road, Sheringham, Norfolk NR26 8NB
Telephone: 01263 821333
Email: enquiry@gciforillustration.com
Website: www.gciforillustration.com

Illustration commissions:

Duncan Graham-Cameron, 59 Hertford Road, Brighton BN1 7GG

Telephone: 01273 385890

Email: duncan@gciforillustration.com

Website: www.gciforillustration.com

Personnel:

Duncan Graham-Cameron (*Managing Director*)
 Helen Graham-Cameron (*Art Director*)

Parent Company:

UK: Graham-Cameron Publishing

This agency represents some 37 qualified professional published illustrators who use a wide range of techniques and media. GCI specializes in supplying commissioned illustrations for educational and children's books, and for general information publications.

6018**HYBERT DESIGN LTD**

52 High Street, Eton, Berkshire SL4 6BL
Telephone: 01753 206723
Email: info@hybertdesign.com
Website: www.hybertdesign.com

Also at:

Buterud P1 8722, 464 91 Dals Rostock, Sweden

Telephone: +46 (0)530 30084

Email: info@hybertdesign.com

Website: www.hybertdesign.com

Personnel:

Tom Hybert (*Director*)
 Kate Hybert (*Company Secretary*)
 Linda Elliott (*Senior Designer*)

We're a small, friendly, family-run studio with over 35 years experience. We design books, marketing, and corporate material for print and web. We specialize in design for publishers. We keep it simple, stylish, successful and speedy.

6019**IMAGO PUBLISHING LTD**

Albury Court, Albury, Thame, Oxon OX9 2LP
Telephone: 01844 337000
Fax: 01844 339935
Email: debbiek@imago.co.uk
Website: www.imago.co.uk, www.ibiblios.co.uk

Personnel:

Colin Risk (*Managing Director*)
 Jim Allpass (*Finance Director*)
 Ms Cherry Jaquet (*Production Director*)
 Ms Debbie Knight (*Marketing Director*)
 Ms Angela Young (*Director*)
 Simon Rosenheim (*Director of New Business Areas*)

Ms Martina Scheible (*European Sales Director*)
Ms Sarah O'Connor (*Director of Sales Development*)

Imago offers production services including print management, sourcing, training and consultancy to the publishing and creative industries. With offices in the UK, Paris, Hong Kong, China, Singapore, Malaysia, Sydney, New York and California, the group is able to locate and control sources of manufacture on a worldwide basis. The group works with a wide range of clients, offering its extensive expertise in many ways, from running all the production needs for small publishers/packagers, to sourcing and arranging for the manufacture of individual projects on a competitive broking basis. All types of work are handled, including the manufacture of children's books involving handwork, books plus, product sourcing, short- and long-run general books and packaging.

The Imago Training School was established in 2003 and offers bespoke training and scheduled courses in the UK on Book Production, Digital Marketing, eBook Publishing, Colour, Product Safety, Paper and InDesign.

In 2012 the company launched a new digital division, iBiblios, offering a range of digital services and app development using sophisticated visual recognition technology.

6020

ROYAL NATIONAL INSTITUTE OF BLIND PEOPLE (RNIB)

Bakewell Road, Orton Southgate, Peterborough PE2 6XU
Telephone: 0303 123 9999
Fax: 01733 375001
Email: helpline@rnib.org.uk
Website: rnib.org.uk

Royal National Institute of Blind People (RNIB) is one of the UK's leading charities offering information, support and advice to over two million people with sight loss.

It produces accessible format editions of publications so that blind and partially sighted people can read them in a format such as braille, large print or audio – from textbooks supporting children in education to a Mills and Boon romance, and everything in between. It offers transcription services for businesses and publishers.

It publishes a range of material about living with sight loss, such as eye condition leaflets and information on benefits.

6021

SMALL PRINT

The Old School House, 74 High Street, Swavesey, Cambridge CB24 4QU
Telephone: 01954 231713
Email: info@smallprint.co.uk
Website: www.smallprint.co.uk

Personnel:

Naomi Laredo (*Proprietor*)

Flexible project management service specializing in multilingual and multimedia packages. Founded in 1986 and highly experienced in educational, vocational, academic and business publishing.

Specialists in translation from/into English and editing of translated and non-native texts. Also development editing, proofreading, design and layout (for web or print), multilingual audio production.

Clients include Association of Commonwealth Universities, Collins, Edco of Ireland, Historic Chapels Trust, Nelson Thornes, Palgrave Macmillan, Pearson Education, Teach Yourself (Hodder).

6.3 ELECTRONIC PUBLISHING SERVICES

6022

GLOBAL MAPPING

Unit 3, Glebe Farm, Turweston, Brackley, Northants NN13 5JE
Telephone: 01280 840770
Fax: 01280 840816

Email: sales@globalmapping.uk.com
Website: www.globalmapping.uk.com

Personnel:

Alan Smith (*Managing Director*)

Publishes its own range of maps. Also creates bespoke map products for other publishers, including interactive map-based websites. Online retailer of map-based products such as wall maps, postcode maps, Ordnance Survey data, atlases, globes and guides. Global Mapping aims to be a one-stop shop for all map-based requirements.

6023

KOALA PUBLISHING LTD

Downend House, 112 North Street, Downend, Bristol BS16 5SE
Telephone: 0117 910 9111
Fax: 0117 910 9222
Email: gordon.dennis@koalapub.co.uk
Website: www.koalapub.co.uk

Personnel:

Gordon Dennis (*Commercial Director*)
Vivienne Willoughby-Ellis (*Managing Director*)
Robin Shobbrook (*QA and Testing Manager*)

Koala provides software and systems for the creation, maintenance and electronic delivery of technical information and documentation. Our customers can:

- create straightforward, easy-to-use documentation and get it to their customers in the most effective way possible, from PDAs to printed manuals;
- efficiently organize, write and deliver their technical manuals, policies and procedures;
- reduce the cost and time constraints on professional staff of providing information to their users, and reduce the long-term risks of litigation caused by faulty documentation.

Koala provides software products for publishing technical documentation, including manuals, training materials, catalogues, directories and listings. Services include project management and control, analysis and design, bespoke programming, data format conversion, and full training and support.

6024

LIGHTNING SOURCE UK LTD

Chapter House, Pitfield, Kiln Farm, Milton Keynes MK11 3LW
Telephone: 0845 1244620
Fax: 0845 121 4594
Email: enquiries@lightningsource.co.uk
Website: www.ingramcontent.com

Personnel:

David Taylor (*Group Managing Director*)
Dave Piper (*Managing Director*)
Terry Gridley (*Operations Director*)
Frank Devine (*Finance Director*)
Bromley Andrew (*Group Marketing Manager*)

Parent Company:

USA: Ingram Content Group, Inc.

Associated Companies:

USA: Lightning Source, Inc.

Ingram Lightning Source is part of Ingram Content Group, the world's largest and most trusted distributor of physical and digital content. We provide books, music and media content to over 38,000 retailers, libraries, schools and distribution partners in 195 countries. More than 25,000 publishers use Ingram's fully integrated physical and digital solutions and programs to realize the full business potential of books.

6025

NIELSEN BOOKNET

3rd Floor, Midas House, 62 Goldsworth Road, Woking, Surrey GU21 6LQ
Telephone: 01483 712200
Fax: 01483 712201
Email: sales.booknet@nielsen.com
Website: www.nielsenbooknet.co.uk

Personnel:

Ann Betts (*Commercial Director*)
Stephen Long (*Head of BookNet*)

Mo Siewcharran (*Head of Marketing*)
David Walter (*Business Development Manager*)
Paul Dibble (*Head of Data Sales*)
Lucy Huddleston (*Export Sales Manager*)
Melanie Brassington (*Export Sales Manager*)
Richard Merrick (*Customer Services Manager*)

Parent Company:

UK: Nielsen

Associated Companies:

UK: Nielsen BookData; Nielsen BookScan; Nielsen Registration Agencies (ISBN, SAN & ISTC)

Nielsen BookNet provides a range of e-commerce services that allow electronic trading between booksellers, distributors, publishers, libraries and other suppliers, regardless of their size and location. Services include BookNet Transaction Services for booksellers and publishers/distributors, Tele-Ordering and EDI. Nielsen BookNet is uniquely placed in the book trade to be the trading hub for orders, invoices, delivery notes and other EDI messaging.

6026

TRILOGY GROUP

Aries House, 43 Selkirk Street, Cheltenham, Glos GL52 2HJ
Telephone: 01242 222132
Email: enquiries@trilogygroup.com
Website: www.trilogygroup.com

Personnel:

Alex Dare (*Managing Director*)
Simon Gough (*Technical Director*)
Mike Ribbins (*Group Chairman*)
Ms Laura Mackenzie (*Operations Director*)

The Trilogy Group specializes in software for the publisher/distributor, especially those requiring a totally integrated business solution to handle publishing management, administration, and direct and distribution sales, together with active marketing. Our software, which uses Microsoft SQL Server technology, offers:

- title & metadata management
- customer management with profiles and buying history
- active marketing facilities
- direct mail management with optional integration to MailSort
- subscriptions management
- rights & royalties management
- integration to accounting systems
- vast range of 'real-time' management reports
- real-time stock management
- warehouse and dispatch management
- integrated online shopping facilities with web hosting
- multi-site management
- electronic points of sale (EPOS)
- production control, scheduling and job costing.

6.4 TRANSLATION SERVICES

6027

FIRST EDITION TRANSLATIONS LTD

34a Fitzroy Street, Cambridge CB1 1EW
Telephone: 01223 356733
Fax: 01223 322601
Email: info@firstedit.co.uk
Website: www.firstedit.co.uk

Personnel:

Sheila Waller (*Director*)
Melanie Fitzgerald (*Head of Editorial*)
Ana Grilo (*Commercial Translations Manager*)

Translations – commercial, technical, academic and of any length – undertaken in any language according to publisher's requirements. Editing, proofreading, Americanization, localization, transcription, indexing, typesetting/desktop publishing.

Output to print-ready PDF or CD. Quotations given without obligation.

6028

SATRAP PUBLISHING & TRANSLATION

500 Chiswick High Road, London W4 5RG

Telephone: 020 8748 9397
Email: satrap@btconnect.com
Website: www.satrap.co.uk

Personnel:

Alex Vahdat (*Managing Director*)
 Mrs Homa Lohrasb (*Technical Manager*)

Satrap Publishing is a UK-based international company, specializing in the fields of translation, typesetting and print services in Oriental and East European languages.

The company produces promotional literature, exhibition catalogues, information pamphlets, books, reports, manuals, business stationery, product labels, diaries, etc for Western European companies, trade centres and various organizations which have foreign language requirements for their overseas trade links.

The human resources and advanced technical facilities available are ideal for those clients who wish to target ethnic minorities for their social, cultural and educational programmes. Satrap Publishing offers a complete package of expert translation, typesetting, professional graphic design as well as printing. Production of exclusive greeting cards and wedding stationery in non-European languages are among other services from Satrap Publishing.

6029**SWEDISH-ENGLISH LITERARY TRANSLATORS ASSOCIATION (SELTA)**

PO Box 7596, Bishop's Stortford, Herts CM23 2WF
Email: SELTAsecretary@gmail.com
Website: www.selta.org.uk & www.swedishbookreview.com

Personnel:

Ruth Urbom (*Chair*)
 Deborah Bragan-Turner (*Honorary Secretary*)
 Sarah Death (*Editor, Swedish Book Review*)

SELTA aims to promote the publication of Swedish literature in English and to represent the interests of those involved in its translation. Publishes *Swedish Book Review* (ISSN: 0265 8119): biannual, £17 p.a.

6.5 SALES & MARKETING SERVICES

6030**BERTOLI MITCHELL LLP**

53 Chandos Place, Covent Garden, London WC2N 4HS
Telephone: 020 7812 6416
Fax: 020 7812 6677
Email: nb@bertolimitchell.co.uk
Website: www.bertolimitchell.co.uk

Personnel:

Natalina Bertoli (*Managing Partner*)
 William Mitchell (*Managing Partner*)
 Paul Mitton (*Senior Associate*)
 Philip Shaw (*Associate*)

Bertoli Mitchell LLP is a specialist mergers and acquisitions advisory firm in the publishing and information industries.

The partnership offers corporate finance services for mergers, acquisitions and divestitures including:

- sell-side advisory representation to sellers of privately held businesses and corporate clients seeking to divest business units or assets
- buy-side advisory services and representation
- commercial and contracts due diligence
- valuations.

Since Bertoli Mitchell was founded in 1994 it has advised successfully on over 100 transactions.

Bertoli Mitchell also undertakes strategic research and consultancy. Activities include:

- profiling, analysis, forecasting and recommendations for clients considering entry into specific markets or sectors
- benchmarking, cost audits and development of financial targets
- development of business plans.

Clients range from large fully-listed international companies to shareholders of small and medium-sized private businesses.

6031**BOOKLINK**

42 Reigate Road, Ewell, Epsom, Surrey KT17 1PX
Telephone: 020 8394 1578
Email: info@booklink.co.uk
Website: www.booklink.co.uk

Also at:

15 Bd Ralli – 13008 Marseille, France
Telephone: +33 (0)4 91 77 76 38
Email: info@booklink.co.uk
Website: www.booklink.co.uk

Personnel:

Evelyne Duval (*Managing Director*)
 Maria White (*Agent*)

An international connection for foreign rights sales and consultancy.

6032**BOOKS ON MUSIC**

3 Kendal Green, Kendal, Cumbria LA9 5PN
Telephone: 01539 740049
Website: www.booksonmusic.co.uk

Personnel:

Rosemary Dooley (*owner*)

Books on Music runs collaborative publishers' exhibitions at academic music conferences. Specialization in music.

6033**BROOKSIDE PUBLISHING SERVICES LTD**

2 Brookside, Dundrum Road, Dublin 14, Republic of Ireland
Telephone: +353 (0)1 298 3411
Fax: +353 (0)1 298 2783
Email: sales@brookside.ie

Personnel:

Edwin Higel (*Managing Director*)
 Michael Darcy (*Sales & Marketing Manager*)

Agents for various imprints in Ireland including:

A & A Farmar; Bloomsbury Professional Publishing; Cambridge University Press; Chartered Accountants Ireland; Clarus Press; Jessica Kingsley Publishers; Jones & Bartlett; Lippincott Williams & Wilkins; Nick Hern Books; Pharmaceutical Press; Pluto Press; Radcliffe Medical; Taxation Advice Bureau Guide
 Republic of Ireland: New Island

Represents both trade and academic publishers.

6034**BROOMFIELD BOOKS LTD**

36 De La Warr Road, East Grinstead, West Sussex RH19 3BP
Telephone: 01342 313237
Fax: 01342 322525
Email: nic@broomfieldbooks.co.uk
Website: www.broomfieldbooks.co.uk

Personnel:

Nic Webb (*Director*)
 Mrs Andrea Grant-Webb (*Director*)

Broomfield Books is a publishing consultancy and sales agency for small and medium publishers of non-fiction and fiction. The sales agency covers London and the south-east of England, together with UK key accounts and the export market. We also deal in quality overstocks and remainder books. We welcome contact from publisher's seeking sales representation and we can also offer consultancy services. We would request that publishers with overstocks to offer e-mail us details in the first instance.

6035**THE CENTRE FOR INTERFIRM COMPARISON**

32 St Thomas Street, Winchester, Hants SO23 9HJ
Telephone: 01962 844144
Fax: 01962 843180
Email: mikebayliss@cifc.co.uk
Website: www.cifc.co.uk

Personnel:

M. J. Bayliss (*Director*)

An independent organization established in 1959 by the British Institute of Management and the British Productivity Council specifically to meet the demand for a neutral specialist body to conduct interfirm comparisons (IFCs) and benchmarking projects on a confidential basis as a service to management.

The Centre has run a series of confidential IFCs specifically designed for book publishers in conjunction with the Publishers Association. These provided participants with measures for assessing how their overall performance compared, where and why it differed, and lines of action for improvement. More recently the Centre carried out projects for learned journal and magazine publishers. It has become a specialist in conducting in-depth and carefully defined benchmarking projects for firms and organizations of all kinds, based on information supplied confidentially by participants.

6036**THE COLUMBA BOOKSERVICE**

55A Spruce Avenue, Stillorgan Industrial Park, Blackrock, Co Dublin, Republic of Ireland
Telephone: +353 (0)1 294 2556
Fax: +353 (0)1 294 2564
Email: info@columba.ie
Website: www.columba.ie

Personnel:

Fearghal O Boyle (*Managing Director*)

UK distributor/representative for:

Canada: Novalis
 Republic of Ireland: The Columba Press
 USA: Michael Glazier Books; The Liturgical Press; Loyola Press; Paraclete Press; Paulist Press; Pueblo Books; Resource Publications; Twenty-third Publications

The Columba Bookservice provides trade representation, sales and marketing services for a number of religious publishers.

6037**COMPASS INDEPENDENT PUBLISHING SERVICES LIMITED**

Swan Centre, Fishers Lane, Chiswick, London W4 1RX
Telephone: 020 8996 5766
Email: alan@compass-dsa.co.uk
Website: www.compass-dsa.co.uk

Personnel:

Alan Jessop (*Managing Director*)

Associated Companies:

UK: Compass Academic Ltd

Client publishers:

Republic of Ireland: Collins Press; New Island Books Ltd
 Sweden: Max Strom
 UK: Arcturus Publishing; Arena Books; BackPage Press; Benefactum; Birliin Ltd; Biteback Publishing; Bluffer's Guides; Cargo; Carnegie Publishing; Connections Limited; Countdown; Enitharmon Press; Freight Books; Gallic Books; Good Hotel Guide; Hay House Publishers; Heritage House; Hesperus Press; Hudsons Media; Little Books; Malavan Media; Myrmidon Books; Oldie Publications; Oxygen Books; Parthian; Peter Owen; Plexus; Polygon Ltd; Pomona Books; Radio Times; Robson Press; Splendid Books; Summersdale; Telegram; Thorogood; TMI; Westbourne Press; Which?; Wild Things

Compass Independent Publishing Services Limited are one of the leading independent sales companies, providing sales and marketing services for publishers to both the traditional and non-traditional markets across the UK and Ireland. We also have access to the academic market through our Compass Academic operation.

6038**DAVENPORT PUBLISHING SERVICES**

11 Silbury Rise, Keynsham, Bristol BS31 1JP
Telephone: 0117 986 2914
Fax: 0117 986 2074
Email: anne@annedavenport.demon.co.uk

Personnel:

Anne Davenport (*Proprietor & Consultant*)

Davenport Publishing Services offers consultancy in marketing, promotion, sales and distribution for academic, STM and society publishers.

Projects successfully completed include marketing planning and market research, promotion planning, copywriting for print and electronic media, sales advice, sourcing of overseas agents, representatives and distributors, and lapsed subscriber chasing.

Davenport Publishing Services offers a full service from consultancy to implementation of marketing campaigns. Long-term or short-term projects are welcome.

Clients include society publishers, university presses and independent institutions with publishing interests.

6039**DURNELL MARKETING LTD**

2 Linden Close, Tunbridge Wells, Kent TN4 8HH

Telephone: 01892 544272

Fax: 01892 511152

Email: admin@durnell.co.uk & orders@durnell.co.uk

Website: www.durnell.co.uk

Personnel:

Andrew Durnell (*Managing Proprietor/Director*)

Julia Lippiatt (*Finance Proprietor/Director*)

Durnell Marketing provides a solution for publishers wishing to maximize their sales – via a single sales force – to all of Central, Eastern and Western Europe's diverse markets, including Ireland (but excluding the UK). A team of multilingual sales representatives ensures maximum, effective and personal coverage of publishers' potential customers, be they library suppliers, general wholesalers, bookshop chains, specialist independents, campus bookshops, non-trade, museum or institutional accounts. Travelling representatives are supported by office-based multilingual sales specialists who provide extra sales backup by promoting trade books, potential textbooks and major reference works to the trade, individual academics and institutions. In addition, Durnell Marketing organizes specific promotions, exhibitions, mailings, author signings and more.

6040**FOUR COLMAN GETTY**

20 St Thomas Street, London SE1 9BF

Telephone: 020 3697 4200

Fax: 020 3697 4201

Email: info@fourcolmangetty.com

Website: http://www.fourcommunications.com/

Personnel:

Dotti Irving (*Chief Executive*)

Liz Sich (*Managing Director*)

Amy Maclaren (*Associate Director*)

Truda Spruyt (*Associate Director*)

Jane Acton (*Associate Director*)

Ruth Cairns (*Associate Director*)

Iliana Taliotis (*Associate Director*)

Julia Wilde (*Marketing & Digital Director*)

Parent Company:

UK: Four Communications

Four Colman Getty is a leading arts, campaigning and events PR agency. We build profile through culture, causes and celebrity thanks to our unrivalled network of media contacts and influencers.

We offer:

- Senior consultancy and strategic planning
- A deep understanding of the news agenda and the rapidly changing market in which we work
- Creative thinking and attention to detail.

We have won PR Week's coveted Specialist Agency of the Year award and the PRCA (Public Relations Consultants Association) Media Relations Award for The Lost Man Booker Prize campaign. We were shortlisted in 2011 for our work with the Natural History Museum.

6041**GLOBAL BOOK MARKETING LTD**

99b Wallis Road, London E9 5LN

Telephone: 020 8533 5800

Fax: 020 8533 5800

Email: info@globalbookmarketing.co.uk

Personnel:

A. Zurbrugg (*Managing Director*)

A. Howe (*Sales Manager*)

A. Hanson (*IT Manager*)

European agents for:

Canada: Between the Lines; Fernwood Publishing

France: Cacimbo Editions

Germany: Bayreuth African Studies; Barbara Budrich; LIT Verlag

Netherlands: International Books (Utrecht); Techne

Nigeria: Kachifo

South Africa: Blue Weaver Marketing; Briza Publications;

Human & Rousseau; Jacana Education; Kwela Books;

Pharos; David Philip / Spearhead / New Africa Books

Consortium; Protea; Tafelberg

Switzerland: Basler Afrika Bibliografien

Tanzania: Blue Mango Publishing

UK: Battlebridge; Eastern Arts / Saffron; Horniman Museum

Publications

USA: International Publishers (New York)

Agents and representatives. Many publishers are distributed by Central Books Ltd.

6042**HAWKINS PUBLISHING SERVICES**

12 Parkview Cottages, Crowhurst Lane End, Oxted, Surrey RH8 9NT

Telephone: 01342 893029

Email: gjll.hawkins@virgin.net

Personnel:

Gillian Hawkins (*Director*)

Distributor for:

UK: J. A. Allen; Arachne Press; Aves Press; Collector's Library; Digital Leaf; Firestep; Full Circle Editions; Robert Hale; Hopcyn Press; Lunicorn

Sales, marketing, publicity, rights and distribution.

6043**HUMPHRYS ROBERTS ASSOCIATES**

5 Voluntary Place, Wanstead, London E11 2RP

Telephone: 020 8530 5028

Fax: 020 8530 7870

Email: humph4hra@aol.com

Personnel:

Christopher Humphrys (*Managing Director*)

Publishers' agents and representatives, representing UK and US publishers in Central America, Mexico, the Caribbean, Bermuda, Spain, Portugal and Gibraltar.

6044**JEM EDUCATION DIRECT**

Staplehurst Road, Sittingbourne, Kent ME10 2NH

Telephone: 01795 415115

Fax: 01795 439551

Email: info@jem.co.uk

Website: www.jem.co.uk

Personnel:

Andre Kleinman (*Managing Director*)

David Edwards (*Sales and Client Services Director*)

Karen Neal (*Account Manager*)

Gemma Wyatt (*Account manager*)

Joanna Pope (*Account Manager*)

David Harman (*Resources4Schools Manager*)

Jack Schneider (*Account Manager*)

Matt Wellard (*Account Manager*)

Nick McKenna (*Account Manager*)

Parent Company:

UK: John Menzies Plc; Orbital Marketing Services Group

Fulfilment and Distribution Services:

UK: Canals & River Trust; English and Media Centre; Robert Powell Publications; Reading Force; Royal Mail

Jem Education Direct offers a most comprehensive range of data, marketing services and direct marketing solutions to a wide range of clients who market their products and services

to the UK education sector, enabling them to communicate with and promote to schools, colleges, universities and other educational establishments in the most effective, cost-efficient way.

We have an integrated project management service called project-ed which offers complete end-to-end delivery from resource content creation to design production and delivery. resources4schools.co.uk is a completely free portal for teachers to access free resources.

The company has production facilities in Sittingbourne, Kent, while our client services team operates from both Sittingbourne and the group's head office in Ashford, Kent.

Core services are complemented by additional services that are available either from within the Orbital Marketing Services Group or from carefully selected partners with whom we have developed close working relationships. These services include Education Market Research, Design & Print, Response & Fulfilment and Marketing Consultancy.

For more information call our Client Services Team on 01795 415115, or email us.

6045**KUPERARD PUBLISHERS**

59 Hutton Grove, London N12 8DS

Telephone: 020 8446 2440

Fax: 020 8446 2441

Email: office@kuperard.co.uk

Website: www.kuperard.co.uk

Personnel:

Joshua Kuperard (*Chief Executive*)

Martin Kaye (*Sales & Marketing Manager*)

Linda Tenenbaum (*Special Sales Manager*)

Distributor for:

Israel: Koren Publishers; Maggid Books; Toby Press

UK: Cade's Camping Guides; Caravan Club of Great Britain;

Culture Smart! Guides; Customs & Etiquette; Kuperard

Books; Monjeune Publishers; Simple Guides

USA: Convergè (Random House); HarperCollins; Howard

Books (Simon & Schuster); Lerner Books; Living Language

(Random House); The Modern Library (Random House);

Penguin US; Schocken Books / Random House;

Smithsonian Institute

Kuperard, a division and imprint of Bravo Ltd, acts as publishers, co-publishers and distributors, handling marketing and representation. Kuperard handle over 30 UK and overseas publishers.

Travel subjects include leisure guides covering a wide variety of destinations. Kuperard publishes a series of cross-cultural guides (Culture Smart) offering expert advice, awareness and understanding of different cultures, to a broad spectrum of travellers, ranging from backpackers to businessmen. Religion subjects include Christianity in its broadest sense, a wide range of Bibles, biblical literature and commentary, the Holy Land and its jurisprudence. History of religion, language, mysticism, health & fitness, parenting, the Holocaust, faith, prayer, gender awareness and spirituality.

Stocklists, catalogues and brochures are available upon request.

6046**CHRIS LLOYD SALES & MARKETING SERVICES**

50a Willis Way, Poole, Dorset BH15 3SY

Telephone: 01202 649930

Fax: 01202 649950

Email: chrilloyd@globalnet.co.uk

Website: www.chrislloydsales.co.uk

Representation/Distribution:

Orca Book Services

Telephone: 01202 665432

Personnel:

Christopher Lloyd (*Proprietor*)

Publishers & Imprints represented include:

Australia: Brolga Publishing; Jane Curry Publishing; Exisle

Publishing

Belgium: Versant Sud

Canada: Annick Press; Boston Mills Press; Firefly Books;

Master Point Press; Robert Rose

France: Herrisey Editions
 New Zealand: Ventura Publications
 Spain: Loft Publications
 UK: Amateur Winemaker Books; Argus Books; Book Guild Publishing; Bretwalda Books; Bromley Books; Centenar Publishing; Clissold Books; CP Press; D & B Publishing; Everyman Mindsports; Fighting High; Full Back Media; Galago Books; Golden Guides Press; Herridge & Sons; Jaguar Daimler Heritage Trust; Key Books; LDA (Learning Development Aids); Mushroom Model Publications; Panther Publishing; Plane Essentials; Ravette; Special Interest Model Books (SIMB) (formerly *Nexus Special Interests*); Speedman Press; Step Beach Press; Veloce Publishing
 USA: David Bull Publishing; Cycle Publishing / van der Plas Publications; Heliconia Press; Meadowbrook Press; Mikaya

An independent sales and marketing agency for small and medium-sized publishers.

6047**THE MANNING PARTNERSHIP LTD**

7c Green Park Station, Green Park Road, Bath BA1 1JB
Telephone: 01225 478444
Fax: 01225 478440
Email: karen@manning-partnership.co.uk
Website: www.manning-partnership.co.uk

Personnel:

Garry Manning (*Joint Managing Director*)
 Roger Hibbert (*Joint Managing Director*)
 James Wheeler (*Sales Manager*)
 Karen Twissell (*Office Manager*)

Associated Companies:

UK: Brown Dog Books; Nightingale Press

UK Distributor for:

UK: Accent; Anness Publishing; Arcturus; Armadillo; ATP; Bookmart; Carroll & Brown; Hometown World; Humpty Dumpty; Interpet Publishing; Junkcraft; Nestle; Oval Books; Search Press; Selectabook; Source Books; Worth Press; Xcite

The Manning Partnership Ltd offers a total sales, marketing and distribution solution for publishers both in the UK and in English-language export markets. Formed in March 1997. Traditional and non-traditional markets are serviced.

6048**MARKETABILITY (UK) LTD**

12 Sandy Lane, Teddington, Middx TW11 0DR
Telephone: 020 8977 2741
Email: rachel@marketability.info
Website: www.marketability.info

Personnel:

Rachel Maund (*Director*)

Current and recent clients include:

Australia: Australian Publishers Association
 Canada: B. C. Decker
 China: Elsevier; Higher Education Press
 Mexico: CANIEM (Mexican Publishers Association)
 Republic of Ireland: CLÉ (Irish Publishers Association); New Island
 Russia: Guild of Book Dealers
 Singapore: National Book Development Council; Singapore Book Publishers' Association; Taylor & Francis; Wiley Asia; World Scientific
 UK: ALPSP; Ashgate Publishing; Bradt Travel Guides; Brilliant Publications; Cambridge University Press; Centre for Alternative Technology; Dundee University Press; Elsevier; European Database of Libraries; HarperCollins Publishers; Hodder Education; Hymns Ancient and Modern; Institute of Physics; Kogan Page Ltd; Little, Brown Book Group; Lonely Planet; Macmillan; McGraw-Hill; Natural History Museum Publications; NBN International; NCVO (National Council for Voluntary Organisations); Oxford University Press; Palgrave Macmillan; Paperless Proofs; Pearson Education; Pen and Sword Books; Pluto Press; ProQuest; Publishing Scotland; Publishing Training Centre; Random House Group; Roots for Churches; Royal Society; SAGE Publications; Specialist Schools & Academies Trust; Taylor & Francis Group; University College London; University of Wales Press; John Wiley & Sons; World Scientific

Marketability is a group of experienced publishing consultants, all ex-publishers, providing complete support to publishers' marketing departments, from campaigns to consultancy. It supplies resources when needed: to manage catalogue or direct-marketing campaigns, devise and conduct market research, or provide consultancy and advice on strategic and practical issues. Its experience is across all publishing sectors, and with both small and large organizations.

Also provides in-company and external training courses – see our separate entry under Training.

6049**MIDAS PUBLIC RELATIONS LTD**

10 Old Court Place, Kensington, London W8 4PL
Telephone: 020 7361 7860
Fax: 020 7398 1268
Email: info@midaspr.co.uk
Website: www.midaspr.co.uk

Personnel:

Tony Mulliken (*Chairman*)
 Steven Williams (*Chief Executive Officer*)
 Penny Clifton (*Executive Managing Director*)
 Fiona Marsh (*Executive Director, New Business*)

Midas Public Relations is the country's leading PR agency for the publishing industry, with a reputation for delivering award-winning and cost-effective campaigns for authors, publishers and suppliers alike.

Midas has worked with many of the top publishing houses and high-profile authors over the past two decades. Originally formed to service the publishing industry, Midas PR's areas of expertise now span related sectors, including magazines, the arts, awards, events, media, entertainment, music and children's products. Named in The Bookseller Magazine's Top 100 'most influential in publishing', Midas Public Relations has an excellent reputation for its contacts in the industry, its expertise in the digital and online sphere, and for understanding the commercial reality of the arts and publishing world.

Midas is a PR Week Top 50 consumer agency and a fully accredited member of the Public Relations Consultants Association.

6050**NIELSEN BOOKSCAN**

3rd Floor, Midas House, 62 Goldsworth Road, Woking, Surrey GU21 6LQ
Telephone: 01483 712222
Fax: 01483 712201
Email: sales.bookscan@nielsen.com
Website: www.nielsenbookscan.co.uk

Personnel:

Mo Siewcharran (*Head of Marketing*)
 Ann Betts (*Commercial Director*)
 Reeta Windsor (*Business Development Manager*)
 Carol Brownlee (*Deputy Director*)
 Paul Dibble (*Head of Data Services*)
 Andre Breedt (*Head of Publisher Account Management*)
 Lucy Huddleston (*Export Sales Manager*)
 Melanie Brassington (*Export Sales Manager*)

Parent Company:

UK: Nielsen

Associated Companies:

UK: Nielsen BookData; Nielsen BookNet; Nielsen Registration Agencies (ISBN, SAN & ISTC)

Nielsen BookScan is a continuous book sales tracking service operating in the UK, Ireland, Australia, the USA, South Africa, Italy, New Zealand, Denmark, Spain and India. BookScan collects total transaction data at the point of sale directly from tills and dispatch systems of all major book retailers. This ensures that detailed and highly accurate sales information on what books are selling, and at what price, is available to the book trade. LibScan measures book borrowings in public libraries.

6051**THE OXFORD PUBLICITY PARTNERSHIP LTD**

2 Lucas Bridge Business Park, Old Greens Norton Road, Towcester NN12 8AX
Telephone: 01327 357770

Email: info@oppuk.co.uk
Website: www.oppuk.co.uk

Personnel:

Gary Hall (*Director*)

Founded in 1989, The Oxford Publicity Partnership Ltd (OPP) successfully manages sales, marketing and publicity for publishers in the UK and Europe. OPP works for some highly recognizable names in North American, British and European publishing – from internationally renowned university presses to some of the best-known commercial publishers as well as small, niche publishing companies, and other organizations for which publishing is just part of their remit.

Providing a range of solutions for a variety of clients, in serious non-fiction, academic and professional markets, OPP has a reputation for garnering attention for publishing projects, a knack for defining what is right for sales growth, while ensuring author retention and the development of publisher name and brand recognition.

OPP provides sales and key-account management, publicity and marketing services to publishers, either combined with full service distribution or as standalone services.

6052**STAR BOOK SALES**

PO Box 20, Whimple, Exeter EX5 2WY
Telephone: 01404 515050
Fax: 01404 823820
Email: enquiries@starbooksales.com
Website: www.starbooksales.com

Personnel:

Dennis Buckingham (*Managing Director*)
 Geoff Cowen (*Chairman*)

UK distributor for:

Australia: Rockpool Publishing
 Belgium: Marc Slusznay Books; Nova Vista Books
 Canada: UCM Publishing
 CHINA: Earnshaw Books; Make-Do Publishing
 France: Editions Esmold
 GERMANY: EditorailRM; Heel Verlag; Meyer & Meyer Sports UK; Tushita Verlag
 Italy: Archidios Libri; Edit Vallard; Giorgio Nada; Renzo Piano Foundation
 MALTA: Portfolio Curtains
 Switzerland: Bergli Books
 UK: Angela Patchell Books; Artists Bookworks; Ashgrove Press; Choc Lit; Coastal Publishing; Dynasty Press; Earlswood Press; Earlswood Press; Envisage Books; Evans Mitchell Books; Guinea Pig Education; John Beaufoy Publishing; Last Passage; Rickshaw Publishing; Troubador Publishing
 USA: Changing Lives Press; Dalton Watson Fine Books; Fastdates Publishing; Octane Press; Parker House Publishing; Power Hiking; Red Rock Publishing

Star Book Sales provides sales and distribution for publishers throughout the UK & Europe.

6053**THE UNIVERSITY PRESS GROUP (US) LTD**

LEC 1 New Era Estate, Oldlands Way, Bognor Regis PO22 9QN
Telephone: 01243 842165
Fax: 01243 842167
Email: lois@upguk.com

Personnel:

Andrew Brewer (*Managing Director*)
 Lois Edwards (*Business Manager*)

6054**UNIVERSITY PRESSES MARKETING**

The Tobacco Factory, Raleigh Road, Southville, Bristol BS3 1TF
Telephone: 0117 902 0275
Fax: 0117 902 0294
Email: sales@universitypressesmarketing.co.uk
Website: www.universitypressesmarketing.co.uk

Personnel:

Andrew Gilman (*Managing Director*)
 Paul Skinner (*Office Manager*)
 Helena Svojsikova (*Area Manager*)

Sales agent for (mainly) American university presses in the UK and Europe.

6.6 DISTRIBUTORS

6055

AFRICAN BOOKS COLLECTIVE

PO Box 721, Oxford OX1 9EN
Telephone: 01865 589756
Fax: 01865 412341
Email: orders@africanbookscollective.com
Website: www.africanbookscollective.com

Personnel:

Justin Cox (*Chief Executive Officer*)
 Mary Jay (*Consultant*)
 David Brooks (*Director*)

Participating publishers include:

Benin: Centre Panafricain de Prospective Sociale / Pan-African Social Prospects Centre
Botswana: Foundation for Education with Production; Lightbooks Publishers; Pyramid Publishing
Cameroon: Dept of Women & Gender Studies, University of Buea; Langaa Research & Publishing Common Initiative Group
Eritrea: Hdri Publishers
Ethiopia: Addis Ababa University Press; Development Policy Management Forum (DPMF); Forum for Social Studies; Organisation for Social Science Research in Eastern and Southern Africa (OSSREA)
Gambia: Educational Services
Ghana: Afram Publications (Ghana) Ltd; Africa Christian Press; Association of African Universities Press; Blackmask; Freedom Publishers; Ghana Universities Press; Sankofa Educational Publishers; Sedco Publishing; SEM Financial Training Centre Ltd; Sub-Saharan Publishers; Third World Network Africa; Woeli Publishing Services; Women's Health Action Research Centre
Kenya: Academy Science Publishers; African Research & Resource Forum; Chrisley Ltd.; East African Educational Publishers; Focus Books; Kwani Trust; LawAfrica; LawAfrica; Longhorn Publishers; P-J Kenya; Solidarity for African Women's Rights coalition; Storymoja; Twaweza Communications; University of Nairobi Press; Zand Graphics; Zapf Chancery
Lesotho: Institute of Southern African Studies, National University of Lesotho
Liberia: Cotton Tree Press
Malawi: Central Africana; Chancellor College Publishers; E&V Publications; Imabili Indigenous Knowledge Publications; Kachere Series; WASI
Mali: Editions Yeelen
Mauritius: Editions Vivazi
Morocco: Editions du Sirocco; Senso Unico Editions
Namibia: Brookridge Publishing; Reader in Namibian Sociology; University of Namibia Press; Wordweaver Publishing House
Nigeria: African Heritage Press; Apex Books; Books and Gavel; College Press Publishers; Compumetrics Solutions; Concept Publishers; CSS Ltd; Dokun Publishing House; Encrowfit Publishers; Fourth Dimension Publishing Co Ltd; Frontpage Media; Handel Books; HEBN Books; Humanities Publishers; Ibadan Cultural Studies Group; Ibadan University Press; Kemuela Publications; Kraft Books; Maiyati Chambers; Malthouse Press Ltd; Manila Publishers; New Horn Press Ltd; Niyi Osundare; Obafemi Awolowo University Press; Onyoma Research Publications; Opon ifa Readers; Progress Publishing Company; Safari Books; Saros International Publishers; SCRIBO Publications; Spectrum Books Ltd; Statco Publishers; The Book Company; University of Lagos Press; University Press Ltd; Urhobo Historical Society; West African Book Publishers; Women's Health & Action Research; Yintab Books
Senegal: African Renaissance; Council for the Development of Social Science Research in Africa (CODESRIA); Union for African Population Studies
Sierra Leone: PenPoint Publishers
South Africa: Africa Institute of South Africa; African Minds Publishers; African Perspectives; Brenthurst Collection / Frank Horley Books; Idasa; Ikhwezi Afrika Publishers; Johnson & KingJames Books; Mail and Guardian Books; Modjaji Books; Umsinsi Books; UNISA Press
Swaziland: Academic Publishers; JAN Publishing Centre; TTI Publishing
Tanzania: Centre for Energy, Environment, Science & Technology (CEEST); Dar es Salaam University Press; E &

D Ltd; Mkuki na Nyota Publishers; Tanzania Publishing House

Uganda: Femrite (Uganda Women Writers' Association); Fountain Publishers; Pelican Publishers
Zambia: Bookworld Publishers; Image Publishers; Lembani Trust; Multimedia Zambia; University of Zambia; Zambia Women Writers' Association
Zimbabwe: Africa Community Publishing & Development Trust; amabooks; Amaguge Publishers; Baobab Books; Booklove Publishers; GALZ; Kimaathi Publishing House; Mambo Press; Southern African Printing and Publishing House / SAPES Trust; Southern African Research and Documentation Centre; Southern and Eastern Africa Trade, Information and Negotiations Institute; University of Zimbabwe Publications; Weaver Press Ltd; Women and Law in South Africa Research Trust; Zimbabwe International Book Fair Trust; Zimbabwe Publishing House Ltd

African Books Collective is a major initiative to promote African-published books in Europe, North America, and in Commonwealth countries outside Africa. It is owned by the founding publishers, and is non-profit making on its own behalf. Centralized billing and shipping is provided from Oxford. Over 2000 titles are available, from 147 publishers in 25 African countries.

The greater part of the list is available print-on-demand, supplied from within the US for North America; from Australia for Australia and New Zealand; and from the UK for the rest of the world. Joint catalogues are available, and on the website for download. New title information is sent monthly to the e-subscriber list; RSS feeds are also available.

English-language material is stocked, with an emphasis on scholarly, literature and children's titles. A small number of titles in French and Portuguese are stocked. Titles are also available in African languages: Swahili, Shona, Ndebele, and Igbo. Standing order / blanket order plans are available and can be geared to meet libraries' specific requirements or acquisitions profiles.

Trading started in May 1990.

6056

ANGLO AMERICAN BOOKS

Crown Buildings, Bancyfelin, Carmarthen SA33 5ND
Telephone: 01267 211880
Fax: 01267 211882
Email: books@anglo-american.co.uk
Website: www.anglo-american.co.uk

Personnel:

D. Bowman (*Managing Director*)
 Mrs C. Lenton (*Marketing Director*)

Parent Company:

UK: Crown House Publishing Ltd

UK Distributor/Representative for:

USA: Center Press; Milton H. Erickson Foundation Press; Free Spirit Publishing; Genesis II; Great River Publishing; International Society of Neuro-Semantics; Kagan; Kendall/Hunt; Leading Edge Communications; Meta Publications; Network 3000 Publishing; NLP Comprehensive; Science and Behavior Books; Success Strategies; Teacher Created Materials; Transforming Press; Westwood Publishing

Anglo-American Books is a stockholding distributor of British and American books with particular expertise in the NLP, personal growth, hypnotherapy, accelerated learning and psychotherapy fields. Stock book orders received by 2.30 pm are dispatched the same day.

Order Department opening times: 9-5 Monday to Friday.

6057

BEBC DISTRIBUTION

4 Albion Close, Parkstone, Poole, Dorset BH12 3LL
Telephone: 01202 715555
Fax: 01202 715556
Website: www.bebc.co.uk

Personnel:

John Walsh (*Managing Director*)
 Rosy Jones (*Operations Manager*)
 Charles Kipping (*Marketing Manager*)
 Karen Bickers (*Client Services Manager*)

Parent Company:

UK: The Bournemouth English Book Centre Ltd

UK Distributor/Representative for:

Australia: Academic English Press; Actual Enterprises; Adams & Austen Press; Boyer Education; Insearch Publications; One-Sided Paper (CELUSA)
Austria: Helbling Languages
Germany: Ernst Klett (*ELT Titles only*); Executive English
Netherlands: John Benjamins bv
New Zealand: Catt Publishing
UK: Academic Book Collection; Bath Publishing; The British Council; Brookmead ELT; Coat Meur Press; Ferard-Reeve Publishing; First Press ELT; FunSongs Ltd; Gem Publishing; Global ELT; The Language Factory; Listen & Speak Publications; Richmond; Roslin Publishing; Three Vee; TP Publications; York Associates

Distributors for educational publishers specializing in Business, Law, English Language Teaching, ICT books, Human Rights and Conservation. For further information or to order, please telephone 01202 715555.

6058

THE BOOK SERVICE LTD

Colchester Road, Frating Green, Colchester, Essex CO7 7DW
Telephone: 01206 256000 (orders: 255678)
Fax: 01206 255929 (orders: 255930)
Email: sales@tbs-ltd.co.uk
Website: www.TheBookService.co.uk

Personnel:

Mark Williams (*Managing Director*)
 Colin James (*Deputy Managing Director*)
 Samantha Blackwell (*Head of Business Development*)
 Andy Willis (*Business Development Director*)

Parent Company:

UK: Penguin Random House Group

Associated Companies:

UK: Grantham Book Services

Distributors for:

Andersen Press; Atlantic Books; Canongate Books; Constable & Robinson; Faber & Faber; Granta Books; Harlequin UK D2C; Icon Books; Kogan Page; Mainstream Publishing; Methuen Publishing; Nicholas Brealey; Profile Books; Quercus; Random House Group; Sort of Books; Transworld; Walker Books

The Book Service (TBS) is the UK's leading distributor. Distributing over 100 million books per year, TBS has high-tech fully-automated handling systems and offers full electronic ordering and e-Commerce capabilities. TBS operates a full sales ledger, offers cash collection, debt and stock insurance policies, telesales, royalties and sub-rights services. Ancillary work such as mailing, shrink-wrapping, re-pricing, dumpbin and counter pack make-up is also offered.

6059

BOOK SYSTEMS PLUS LTD

Book Systems Plus, (at HDM LTD), Station Road, Linton, Cambs. CB21 4UX
Telephone: 01223 893261
Fax: 01223 893852
Email: bsp2b@aol.com
Website: www.booksystemsplus.com

Personnel:

George J. Papa (*Managing Director*)
 Shirley Greenall (*Marketing & New Business*)

Parent Company:

UK: Whittet Books Ltd

Publishers represented:

Australia: A & B Publishers Pty Ltd; Bookbiz International
Canada: The Althouse Press; The Charlton Press; Detselig Enterprises Ltd; Greatest Escapes.com
Germany: Chateaux & Manoires
Netherlands: Mo' Media
South Africa: Dreams 4 Africa
UK: Aardvark Publishing; Alice & Fred Books; Caister Academic Press; Chakula Press Ltd; Classic Locations; Cobwebs Brentwood; Cracking It; Delfryn Publications; EFL Ltd; Euro Impala; Fitzwarren Publishing; Focus Publications Ltd; Gudrun Publishing / Edda UK; Hiller Airguns; Hoopoe Books; Idlewild Publishers; Institute for

Psychophysical Research; Oxford Forum; Pathfinder Audio; Porpoise Books; Raleo Publishing Ltd; Revenge Ink Ltd; Tricorn; UK International Ceramics; Vista Consulting Team Ltd; Whittet Books Ltd; Wild Boar Trading
USA: John F. Blair, Publisher

Book Systems Plus provides full distribution, invoicing and customer services to publishers from the UK and overseas. It also offers bookshop representation and marketing support. It has particular marketing expertise with travel guides and books on antiques and collectables. It acts as the UK sole agent for publishers in North America, Australia, South Africa and Europe.

6060**BOOKPOINT LTD**

Park Drive, 130 Milton Park, Abingdon, Oxon OX14 4SB
Telephone: 01235 400400
Fax: 01235 832068
Website: www.bookpoint.co.uk

Personnel:

Chris Emerson (*Chief Operating Officer*)
Martyn Burchall (*Head of Operations*)
Ray Webb (*Head of Customer Services*)
Graham Money (*General Manager & Director*)
Lesley Morgan (*Group IT Director*)
Jon Swan (*Head of Credit Control*)
Matt Wright (*Managing Director Distribution*)

Parent Company:

UK: Hachette UK

Distributor for:

UK: Ashgate/Gower Publishing; Debretts; Facet Publishing (*formerly Library Association*); Hachette Children's; Headline Book Publishing; Hodder & Stoughton; Hodder Education; Hodder Gibson; Hodder Religious; In Easy Steps; John Murray; Plexus Publishing; Souvenir Press; Taylor & Francis

Bookpoint services encompass a number of industry-leading initiatives, plus a full suite of EDI applications, order processing, accounting, royalty maintenance, management reporting, warehousing, dispatch and ancillary functions. Bookpoint also operate a Premier Next Day Service, and offer PUBEASY to booksellers.

6061**BOOKSOURCE**

50 Cambuslang Road, Cambuslang, Glasgow G32 8NB
Telephone: 0845 370 0063
Fax: 0845 370 0064
Email: info@booksource.net
Website: www.booksource.net

Personnel:

Davinder Bedi (*Managing Director*)
Lorraine Fannin (*Director*)
Mike Miller (*Director*)
Christian Maclean (*Director*)
Dr Keith Whittles (*Director*)
Marion Sinclair (*Director*)
Philip Walters (*Director*)
Kirsty O'Connor (*Credit Control Manager*)
Louise Morris (*Customer Service Director*)
Jim O'Donnell (*Operations Director*)
David Warnock (*Systems Manager*)

Parent Company:

UK: Publishing Scotland

Distribution on behalf of:

UK: Acair Ltd; Appletree Press; APS (*for the Scottish Executive*); Argyll Publishing; Association for Scottish Literary Studies; Atelier Books; Backpage Press; BILD Publications; Birlinn Ltd; Books Noir; Cargo Publishing; Carnegie Publishing; Catkin Press; Cicerone Press; Clairview Books; Clan Publishers; Coolcanals Guide; John Donald; Richard Drew Ltd; Dundee University Press; Fledgling Press; Floris Books; Fort Publishing; Freight Books; Grey Tiger Publishing; Hallowell Publications; Handspring Publishing; Hawthorn Press; Islands Book Trust; Kitchen Press; Kohl Publishing; Legend Press; Librario Publishing; Lunicorn Press; Macdonald Media Publishing; Mercat Press; Moonlight Publishing; Glen Murray Publishing; My Little Big Town; Myhobbystore.com; NMS Enterprises Ltd Publishing; Phoenix Yard Books; Polygon; Publishing Scotland; Real

Reads; Really Decent Books; Rider French Publications; Ringwood Publishing; Roving Press; Royal Commission on the Ancient and Historical Monuments of Scotland; Rucksack Readers; Steve Savage Publishing; Scottish Society for Northern Studies; Scottish Text Society; Sparkling Books; Starlet; Rudolf Steiner Press; Stone Country Press; Strident Publishing; Sunday Herald Books; Temple Lodge Publishing; Tuckwell Press; Two Ravens Press; Waverley Press; Whittles Publishing; Wild Goose Publications; Neil Wilson Publishing; Windhorse Publications

Established in 1995, BookSource offers warehousing and worldwide distribution services to book trade publishers, charities and funded institutions, and other commercial enterprises.

6062**BUSHWOOD BOOKS LTD**

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Email: info@bushwoodbooks.co.uk
Website: www.bushwoodbooks.co.uk

Personnel:

Richard Hansen (*Director*)
Victoria Hansen (*PA*)
Ian McLellan (*Sales*)

Exclusive distributor for:

USA: Schiffer (*Mind, Body, Spirit titles*); Schiffer Collectibles Arts & Crafts; Schiffer Publishing Ltd (*Military Aviation*)

The company also carries in stock hundreds of titles on antiques and collectibles, predominantly horology, jewellery, ceramics and glass. It specializes in providing a service for UK customers to purchase from North American publishers.

Bushwood Books is one of the leading UK distributors of German World War II titles in English, and also carries the Schiffer Mind, Body, Spirit list.

6063**CENGAGE LEARNING EMEA**

[a division of Cengage Learning]
Cheriton House, North Way, Andover, Hants SP10 5BE
Telephone: 01264 332424
Fax: 01264 342732
Website: www.cengage.co.uk

Personnel:

Julian Drinkall (*Chief Executive Officer*)
Chad Bonney (*CFO & COO*)
Carrie Willcome (*Operations Director*)

Parent Company:

USA: Cengage Learning Inc

Distributors for:

UK: Cengage Learning (*selected imprints*); Evans Publishing Group; Janes

6064**COMBINED ACADEMIC PUBLISHERS LTD**

Windsor House, Cornwall Road, Harrogate, N Yorks HG1 2PW
Telephone: 01423 562232
Email: enquiries@combinedacademic.co.uk
Website: www.combinedacademic.co.uk

Personnel:

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Ms Julia Monk (*Marketing Director*)
David Pickering (*Sales Director*)
Ms Denise Martin (*Accounts Manager*)
Emma Williams (*Sales Manager*)

UK & European distributor for:

Canada: McGill-Queen's University Press
USA: Duke University Press; Fordham University Press; Indiana University Press; New York University Press; Ohio University Press; Temple University Press; University of Illinois Press; University of Nebraska Press; University of Washington Press; Univresity of Texas Press

Combined Academic Publishers, in association with Marston Book Services, is a professional representation and distribution agency for academic and university presses.

UK and Republic of Ireland field sales are handled by our own representative and a team of experienced commission agents, while agents are active in five continental European territories – Scandinavia; the Netherlands and Belgium; Southern Europe; Germany, Austria and Switzerland; Central and Eastern Europe – as well as the Middle East and Africa.

CAP has a proactive marketing department offering direct mail campaigns, space advertising and review copy distribution.

6065**COMBINED BOOK SERVICES LTD**

Unit D, Paddock Wood Distribution Centre, Paddock Wood, Tonbridge, Kent TN12 6UU
Telephone: 01892 837171
Fax: 01892 837272
Email: info@combook.co.uk
Website: www.combook.co.uk

Personnel:

Keith Neale (*Joint Managing Director*)
Allan Smith (*Joint Managing Director*)

Associated Companies:

UK: Eddington Hook

Distributors for:

Finland: Habakuk Books
Germany: earBOOKS (edel)
India: Roman Books
Italy: Istituto Fotocromo Italiano
New Zealand: Burke Publishing
Singapore: Black Sheep Guides
UK: A Jot Publishing; J. A. Allen (*Equestrian*); Andrews UK; Animated Books; Anshan Publishers; Arachne Press; Balloon View Ltd; Bene Factum Publishing; Cambridge House; Chandos Publishing; Claerhout Publishing; Classical Comics; Digital Leaf; Discovery Books; Encyclopaedia Britannica; Graffito Books; Greenvale Books; Greenwich Book Company; Robert Hale; Hammersmith Health Books; Hammersmith Press; Hawkins Publishing Services; Hide Stationery; Hoberman Collection; Imagier Publishing; Jonescat Publishing; Kiosk Publishing; Korero Books; Lotus Publishing; Management Books 2000; NAG Publishers; Northcote House Publishers; Park Lane Books; Phoenix Publishers; Pocket Issue; Splendid Books; Thomas Telford Ltd (*Institute of Civil Engineers*); teneues Publishing UK; Trevelyan Publishers; Woodhead Publishing
USA: Ahmadiyya Anjuman Isha'at Islam Lahore

Combined Book Services provides worldwide distribution for UK and International publishers, distributing a wide range of books, calendars, diaries, stationery products and DVDs. CBS is BIC accredited for Supply Chain Excellence, a PubEasy affiliate as well as a Batch Payments and Batch Returns supplier.

6066**CONTOUR MANAGEMENT SERVICES (CMS)**

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Telephone: 01425 620532
Fax: 01425 620532
Email: mikecms@btinternet.com
Website: www.contourmanagementservices.com

Personnel:

Mike Cranidge (*Managing Partner*)
Sue Cranidge (*Partner*)

Agent and distributor for:

Australia: Meridian Maps
Portugal: Turinta
USA: Hedberg Maps Inc; Map Link

Importers and distributors of maps with a difference.

6067**CORNERHOUSE PUBLICATIONS**

70 Oxford Street, Manchester M1 5NH
Telephone: 0161 200 1503
Fax: 0161 200 1504
Email: Publications@Cornerhouse.org
Website: www.Cornerhouse.org/books

Personnel:

Paul Daniels (*Publications Director*)

Debbie Fielding (*Administrator*)
 Suzanne Davies (*Publications Officer*)
 James Brady (*Publications Officer*)

Clients include:

Germany: DuMont Buchverlag; Kerber Verlag; Richter Verlag; Verlag für moderne Kunst Nürnberg; Walther König

Switzerland: JRP Ringier

UK: British Council Visual Arts & Design; Haunch of Venison; Hayward Gallery; ICA; Ikon; Modern Art Oxford; Henry Moore Institute; Photoworks; Ridinghouse

Distributor of contemporary visual arts and photography books for publishers, museums and galleries worldwide. A full list of publishers to which we distribute is available in our catalogue or at our website: www.Cornerhouse.org/books.

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DEEP BOOKS LTD

Unit 3, Goose Green Trading Estate, 47 East Dulwich Road, London SE22 9BN

Telephone: 020 8693 0234

Fax: 020 8693 1400

Email: sales@deep-books.co.uk

Website: www.deep-books.co.uk

Personnel:

Chris Custance (*Managing Director*)
 Alan Ritchie (*Marketing Manager*)
 Paul Woodfield (*Sales Manager*)

Client Publishers include:

Australia: Michelle Anderson Publishing (*formerly Hill of Content Publishing*); Finch Publishing; Barry Long Books (Australia); Milne Books

Austria: Ennsthaler Publishing House

Italy: Lo Scarabeo

Monaco: Alpen Editions

Netherlands: Gottmer Publishing Group

UK: Camino Guides; Earthdancer; Findhorn Press; Gothic Image Publications; Khaniqahi Nimatullahi Publications (KNP); Barry Long Books (Britain); Polair Publishing

USA: Alpha Books / Penguin USA; Amber Lotus; ARE Press; Avery/Penguin USA; Basic Health Publications; Bear & Co; Bear Cub Books; Berkley Publishing Group; Best Life Media; Bindu Books; Blue Dolphin Publishing Inc; Bluestar Communications; Boys Town Press; Career Press; Celebra; Chamberlain Bros / Penguin USA; Chiron Publications; Crystal Clarity Publishers; Dawn Publications; Dawnhorse Publications; De Vorss & Co; Destiny Audio Books; Destiny Books; Destiny Recordings; Dragonhawk Publishing; Dutton / Penguin USA; Earth Magic Productions Inc; Freedom Press; Glorian Publishing; Golden Sufi Center; Gotham Books / Penguin USA; Hampton Roads Publishing; Nicolas Hays; Healing Arts Press; Himalayan Institute Press; Hologram Books; Hudson Street / Penguin USA; Hunter House Inc; Ibis Press; Inner Traditions International; Inner Travel Books; Integral Yoga Publications; Jewish Light Publishing; JZK Publishing; Veronica Lane Books; Lantern Books; Music Design; New American Library; New Page Books; Original Publications; Park St Press; Penguin Group USA (*selected imprints*); Perigee/Penguin; Plume; Polair Publishing; Power Press; Red Wheel Weiser (*selected imprints*); Self-Realization Fellowship; Skylight Paths; Square One Publishing (*Vital Health Publishing*); Synergetic Press; Timeless Books; Veronica Lane Books; Witches Almanac; World Wisdom Books

Specialist mind body spirit distributors. Deep Books handles publishers lists from the UK, the USA and Australia. It provides sales and distribution for these publishers throughout the UK, Republic of Ireland, mainland Europe and Scandinavia and acts as their exclusive agents in those territories.

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EUROPEAN SCHOOLBOOKS LTD

Ashville Trading Estate, The Runnings, Cheltenham GL51 9PQ

Telephone: 01242 245252

Fax: 01242 224137

Email: direct@esb.co.uk

Website: www.eurobooks.co.uk

Personnel:

Frank Preiss (*Managing Director*)
 Ruth Trippett (*Marketing*)

Associated Companies:

UK: The European Bookshop; The Italian Bookshop

Distributor for:

Brazil: Pontes Editores

Denmark: Grafisk Forlag

France: 10/18; Assimil; Bordas; Casterman; CLE

International; Armand Colin; Didier; École des loisirs; Editions du Fallois; Editions du Seuil; Flammarion; Folio; Foucher; Gallimard; Garnier Flammarion; Gault Millau; Hachette; Hatier; J'ai lu; Larousse; Livres de poche; Minuit; Nathan; Presses de la cité; Presses Pocket; Presses Universitaires de France; Presses Universitaires de Grenoble; Le Robert

Germany: Arena; Bibliographisches Institut Mannheim; Brockhaus; Carlsen; Cornelsen; Deutscher Taschenbuch Verlag; Diogenes; Duden; Fischer; Gilde Buchhandlung; Goldmann; Heyne; Max Hueber Verlag; Insel; Kiepenheuer & Witsch; Knauer; Langenscheidt; Luchterhand; Reclam; Rowohlt; Suhrkamp; Ullstein; Verlag Dürst & Kessler; Verlag für Deutsch; Verlag Moritz Diesterweg

Italy: Alma Edizioni; Bonacci Editore; Edilingua; Einaudi; European Language Institute; Fabbri-Bompiani; Feltrinelli; Garzanti; Giunti; Guerra; Mondadori; Le Monnier; Oscar; Piemme; Rizzoli; Rux; La Spiga; Zanichelli

Netherlands: Intertaal

Portugal: Dinapress; Lidel Edições Técnicas; Porto Editora Lda; Public. Europa-America

Spain: Alfaguara; Alianza; Anaya; Anaya ELE; Austral; Catedra; Colegio de España; Destino; Difusión; EDELSA; Ediciones Edhasa

Distributors of some 120,000 titles in the main European languages on behalf of over 100 publishers. Large-scale promotion in all sectors of the foreign languages educational market. Suppliers of foreign-published stock to academic and general bookshops. General wholesale service for non-stock titles.

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FREELANCE MARKET NEWS

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Miss Angela Cox (*Managing Editor*)

Parent Company:

UK: The Writers Bureau Ltd

Distributor for:

USA: Writer's Digest Books (*books on writing*)

6071

GAZELLE BOOK SERVICES LTD

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Fax: 01524 63232

Email: sales@gazellebooks.co.uk

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Personnel:

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 Mark Trotter (*Distribution & Sales Director*)
 Kevin Dixon (*Warehouse Manager*)
 Lee Hodgkiss (*Marketing & Exhibitions Manager*)
 Gareth Hindson (*Customer Service Manager*)
 Melanie Warren (*Sales & Marketing Manager*)
 Anlyn Dixon (*Book-keeper*)

Gazelle Book Services handles both trade and academic lists and covers the whole of the UK and Europe. It provides:

- fast order turn-round
- comprehensive stock and regular stock replenishment
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- regular sales calling and regular liaison with booksellers in connection with promotion, exhibitions, special events, etc
- following through
- friendly, helpful service
- regular and adaptable reporting to publishers
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Complete list of client publishers is available on request.

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GRANTHAM BOOK SERVICES

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Fax: 01476 541060 (541061)

Email: orders@gbs.tbs-ltd.co.uk

Website: www.granthambookservices.co.uk

Personnel:

Mark Williams (*Managing Director*)
 Colin James (*Deputy Managing Director*)
 Andy Willis (*Business Development Director*)
 Samantha Blackwell (*Head of Business Development*)
 Colleen McMorran (*Client Services Manager*)

Parent Company:

UK: Penguin Random House Group

Associated Companies:

UK: The Book Service

Clients include:

Bonnier Publishing; Crimson; Hometown World; Marco Polo; Panini Stickers; Punk; Watkins
UK: Barrington Stoke; Bounce Sales & Marketing; Compass Maps; Crombie Jardine; Crown House; The Crowood Press; Footprint Handbooks; FW Media; Hay House; Nick Hern Books; Hesperus Press; How To Books; Lerner; Lonely Planet; Manchester United; Manning Partnership; Melia Publishing Services; New Holland; Nosy Crow; Oneworld Publications; Osprey Publishing; Oval; Perseus Books; PGUK; Piccadilly Press; Prestel; Quiller Publishing; Reaktion Books; Running Press; Severn House Publishers; Templar Publishing; Timber Press; Titan Books
USA: Everyman; MBI; Workman Publishing

Grantham Book Services (GBS) is the UK's Independent's Specialist.

Distributing over 26 million books per year, GBS offers a bespoke book distribution service with full electronic ordering and e-Commerce capabilities. GBS operates a full sales ledger, cash collection service, telesales, royalties/sub-rights and digital distribution services.

Ancillary work such as mailing, shrink-wrapping, re-pricing, dump-bin and counter pack make-up is also offered.

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LITTLEHAMPTON BOOK SERVICES LTD

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Fax: 01903 828625

Email: enquiries@lbsltd.co.uk

Website: www.lbsltd.co.uk

Personnel:

Chris Emerson (*Chief Operating Officer*)
 Matt Wright (*Finance Director*)
 Lesley Morgan (*Group IT Director*)
 Bridget Radnedge (*Publishing Services Director*)
 Alan Rakes (*Inventory Director*)

Parent Company:

UK: Hachette UK Publishing Group

Clients include:

Abrams & Chronicle; Ian Allan; Aurum Press; Apple, QED, Quayside & Rotovision; Automobile Association; Barefoot Books; Best Ever Publishing; Cardoo; John Blake Publishing; DAAB; Everyman Chess; Express Newspapers; Eye Books Ltd; Grub Street; Halban Publishers; Infinite Ideas Co; Kyle Books; Little Books; Little Brown Book Group; Myrmidon Books; Michael O'Mara Books; Octopus Publishing Group; Old Steet Publishing; Oldie Publications; Orion Group; Pitch Publishing Ltd; Private Eye; Raceform Ltd; Radio Times; Stripe Publishing; Summersdale; Taschen; Thames & Hudson; Thames & Hudson Distributed; Which? The Consumer Association

Littlehampton Book Services provides publishers with full warehouse management and distribution services that include credit control and trust accounting, sophisticated management reporting, telesales, customer service and royalty accounting.

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B. McCALL BARBOUR

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Fax: 0131 225 4816
Website: www.mccallbarbour.co.uk

Personnel:

Rev Dr T. C. Danson-Smith (*Managing Partner*)
 Miss G. A. Danson-Smith (*Dispatch Manager*)

USA companies represented:

USA: AMG Publishers; Chick Publications; Dake Bible Sales; Discovery House; Harvest-House; Kirkbride Bible Co; Kregel Publishers; Living Stories Inc; Thomas Nelson & Sons; Oxford University Press (*Bibles*); John Peterson Music; Rainbow Study Bibles; Schoettle Publishing House; Singpiration Inc; Sword of the Lord Publishers; Zondervan Corporation

Distributor of Bibles, Christian books and greeting cards, also videos, DVDs, gifts.

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MACMILLAN DISTRIBUTION (MDL)

Brunel Road, Houndmills, Basingstoke, Hants RG21 6XS
Telephone: 01256 302840
Fax: 01256 841426
Email: www-mdl@macmillan.co.uk
Website: www.macmillandistribution.co.uk

Personnel:

Andrew Weber (*Chairman*)
 David Smith (*Managing Director*)
 Matthew Hogg (*Commercial Director*)
 Guy Browning (*Distribution Director*)
 Michael Grimes (*Credit Services Director*)
 Mark Walker (*Head of IT*)

Parent Company:

UK: Macmillan Ltd

Distributor for:

Accent Press Ltd; Acumen Publishing; Allegra Publications; Alma Books; And Other Stories; Arcadia; Arcturus Publishing Ltd; Arden Shakespeare; Berg Publishers; A. & C. Black; Black and White; Bloodaxe Books; Bloomsbury Academic; Bloomsbury Continuum; Bloomsbury Information; Bloomsbury Publishing Plc; Boxtree; Camra; Cico Books; Clarus Press; Class Publishing (London) Ltd; CRW Publishing Ltd; Dennis Publishing; Domino; Gerald Duckworth & Co Ltd; Edinburgh University Press; Elliott & Thompson Ltd; Fairchild; Featherstone; First Second Editions; Fonthill Media; W. Foulsham & Co Ltd; W. H. Freeman & Worth Publishers; Gallic Books; Gibson Square; Guinness World Records Ltd; Head of Zeus; C. Hurst; Jones & Bartlett; Kingfisher; Jessica Kingsley Publishers; Little Tiger Press (Magi); Macmillan Children's Books; Macmillan Compass; Macmillan Digital Audio; Macmillan Education; Macmillan English Campus; Macmillan New Writing; Mantle; MARG; Methuen Drama; Murdoch Books (UK) Ltd; Nature Publishing Group; Office for National Statistics (ONS); One World Classics; Ovolo; Palgrave; Pan Macmillan; Pharmaceutical Press; Picador; Pinter and Martin; Priddy Books; Pushkin Press; Quadrille Publishing Ltd; Raintree; Rodale; Alan Rogers; Ryland Peters & Small; Sandstone Press; Saraband; Scribe; Sidgwick & Jackson; Sinauer Associates; SPCK; Tagman Press; I. B. Tauris; Unbound; John Wisden & Co Ltd

Macmillan Distribution (MDL) offers a full book distribution service for Macmillan publishers and a wide range of third-party clients. It provides order fulfilment, physical and digital invoicing, cash collection and information provision through its sophisticated sales analysis system, MIDAS, which has been short-listed for a supply chain innovation award. It recently invested in separate units of 120,000 sq feet and 60,000 sq feet of new state-of-the-art warehousing. MDL was one of the first publisher's distribution companies to obtain ISO9000 certification, the internationally recognized standard for quality systems, and is fully accredited under BIC's 'Supply Chain Excellence' programme. It consciously looks for ways to expand and improve the services it offers, which now include a client portal for a simple way to transfer data and orders and links with reps using PDAs for order transfer and title and price availability. MDL hosts an open day for its clients in London and at the Swansea warehouse and also an annual compliance conference. MDL recently announced a strategic partner-

ship with Faber Factory to provide digital distribution for its clients. In May 2013 MDL won the CILT Wales award for supply chain and logistics best practice for Project Apple, which provides faster service to export customers with E-invoices and consolidated delivery for the freight forwarders.

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MARSTON BOOK SERVICES LTD

160 Eastern Avenue, Milton Park, Abingdon OX14 4SD
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Fax: 01235 465655
Email: monica.harding@marston.co.uk
Website: www.marston.co.uk

Marston Digital Print:

Omega 2, Southmead Industrial Estate, Didcot, Oxon OX11 7WB
Telephone: 01235 515700
Website: www.marston.co.uk

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 Ross Clayton (*Managing Director*)
 Graham Cooper (*Financial Director*)
 Melanie Khosla (*Customer Service Manager*)
 Donna Green (*Assistant Customer Service & Trade Manager*)
 Monica Harding (*Client Development & Service Manager*)
 Annemarie Cuddon (*Assistant Client Development & Service Manager*)
 Simon Clayton (*Marston Print Client Service Manager*)

Associated Companies:

UK: Orca Book Services

Clients represented:

NIACE (National Institute of Adult Continuing Education); Pluto Journals; Robin House Books; The Robson Press; The White Review
 Belgium: Brepols Publishing; Harvey Miller Publishers
 Denmark: Copenhagen Business School Press
 Germany: Actar Birkhauser Dist; Boern Bruckmeier Verlag GmbH; Fraunhofer Verlag; Hogrefe Publishing
 Republic of Ireland: Cork University Press / Attic Press
 Singapore: World Scientific Publishing
 UK: Adamson Publishing; Alban Books; Alpha International; Alpha Science International Ltd; Anthem Press; Artifice; Assouline Publishing Inc; The Barbirolli Society; Bennett & Bloom; Bibles for Children; Biteback Publishing Ltd; Black Dog Publishing Ltd; Bloomsbury Professional; Burke Publishing; CIPAC; Claritax Books; Clarity Press; Clinical Publishing; Combined Academic Publishers Ltd; Edward Elgar Publishing Ltd; Enzo Arts & Publishing; Flame Tree Publishing; Gestalten UK; Goodfellow Publishing; Hann Barton; Harriman House Ltd; The History Press; ICSA; Imaginative Minds; Island Press; John Libbey Publishing; Karnac; Knox Robinson Publishing; Peter Lang Ltd; Legal Action Group; LID Publishing; Lion Hudson Plc; Manticore Books Ltd; Marshall Cavendish; Merrell Publishers Ltd; Morel Books; Multilingual Matters Ltd / Channel View Publications; NGT Publishing; NIAS; Nova Law & Finance; Now Publishing; Oberon; Orthodox Logos; Oxford Publicity Partnership; Permilion; Pluto Press; The Policy Press; Royal Botanic Gardens Kew; The Royal Society of Medicine Press Ltd; John Rule Sales & Marketing; Saqi Books; Scottish Council for Law Reporting; Scripture Union for England & Wales; Third Millennium Publishing Ltd; Thorogood Publishing; Turning Point; Unicorn Press; University of Buckingham; Vagabond Voices; Verso; The Voltaire Foundation; WARC
 USA: ABC-CLIO; Enisen Publishing; National Academies Press; Rizzoli International Publications; University of Pennsylvania Press

Provides fulfilment services to the publishing world.

Services available include: order processing; customer service; credit control; management reporting; production of royalty statements; pick, pack and dispatch (automated warehouse management system); digital print facility; journal fulfilment; ancillary work; exhibition services; EDI; IT support and development.

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MELIA PUBLISHING SERVICES LTD

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Fax: 01628 635562
Email: melia@melia.co.uk
Website: www.melia.co.uk

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 Joanna Melia (*Deputy MD*)
 Rob Richardson (*Key Accounts*)
 Vikki Klonowicz (*Sales Administrator*)
 Linda West (*Accounts/ Payroll Manager*)

Distributor for:

The Experiment; Oxmoor House
 UK: Belly Kids; Paperwasp
 USA: Algonquin; Artisan; Farrar, Straus & Giroux; Forge; Griffin; Harcourt Trade Books; Harvard Common Press; Henry Holt; Houghton Mifflin Harcourt; Kensington Publishing Corporation; Minotaur; Papercutz; Picador; Rodale; Seven Seas; St Martins Press; Storey Books; Time Inc Home Entertainment; Tor; Workman Publishing; Zest Books

Sales and distribution for English language publishers.

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METANOIA BOOK SERVICE

[Book service of the London Mennonite Trust]
 PO Box 68073, London N22 9HS
Telephone: 0845 4500 214
Fax: 0845 4500 214
Email: administrator@menno.org.uk
Website: www.menno.org.uk

Personnel:

Will Newcomb (*Manager*)

Parent Company:

UK: London Mennonite Centre

To raise awareness of Mennonite and Anabaptist distinctives through the selling of Mennonite/Anabaptist and radical discipleship literature/publications.

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MK BOOK SERVICE

7 East Street, Hartford Road, Huntingdon PE29 1WZ
Telephone: 01480 353710
Fax: 01480 431703
Email: mkbooks@tiscali.co.uk

Personnel:

M. R. King (*Owner*)

UK distributor/representative for clients including:

Argentina: Del Nuevo Extremo; Lola
Australia: Academic English Press; Art Media; Ausmed; Australian Medical Publications; Blue Cat Books; Boolarong Press; Coffee School Melbourne; Corkwood Press; Crossing Seas; Eagles Nest Golf Guides; East Street Publications; Golden Point Press; Haese Mathematics Pty Ltd; Hobby Investment; IBID Press; Indo Lingo Surf; JB Books; Ken Duncan Panographs; Linford; Melting Pot Press; Mitchell Wordsmith; Parrot Books; Perfect Potion; Simone Braverman; Slouch Hat Publications; Soul to Sole NSW; Wizard Study Guides; Woodmore
Bangladesh: University Press Dhaka
Canada: Creative Newfoundland; Empty Mirror Press; Fitzhenry & Whiteside; St James Publishing BC
Estonia: Periodika
Germany: ADAC
Iceland: Forglaid; Mimir
India: Abhijeet Publications; Aditya Prakashan; Allied Publications; Anmol; Asa; Ashish/APH; Asia Bookclub; Atlantic Publishing; Authors Press; Best Books Kolkata; Biotech; Book Enclave; Concord Press; Daya; Deep & Deep; Diamond Pocket Books; DK Printworld Pty Ltd; Galaxy; Gene-Tech Books; India Research Press; Indus; Intellectual Book Corner; ISPC; Kaushal; Kaveri books; Low Price Publications; Mahaveer & Sons; Minerva Associates; Modern Publishers; Munishram Manoharal; National Book Trust; Nest and Wings; New Royal Publishing Lucknow; Oxford Book Company Jaipur; Papyrus; Prestige; Rajesh; Regency; South Asian Publications
Israel: Ben Zvi Press; Bible Lands Museum; Carta; Franciscan Printing Press; Gefen; Israel Academy of Sciences; Israel Exploration Society; Magnes Press; Rubin Mass Publishing Jerusalem; Yad Vaschem
Italy: Biblico Pontificio
Latvia: Avots
Malaysia: Islamic Book trust
New Zealand: Craigs prints Invercargill; Edge Press; Hyndmans; Nationwide books; Photo Image Blenheim; Tucker Media

Pakistan: Sang e Meel Lahore ; Vanguard Books
South Africa: Tortoise Press
Taiwan: SMC Publishing
Thailand: Fast track Publishing; White Lotus
 UK: John Bell Local History; Popular Publications; Sole to Soul Reflexology Books; SIAS Somerset Industrial Archaeological Society ; Trevor A Bevis ; Willingham Press
 USA: Eisenbrauns; Kendall Hunt

Distributor for overseas publishers; importer from overseas, for when we are not agents; distributor for selected UK publishers; library supply; booksearch for out-of-print UK books.

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MOTILAL (UK) – BOOKS OF INDIA

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Fax: 01727 761357
Email: barbara@motilalbooks.com
Website: www.motilalbooks.com

Personnel:

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 Ms Ann Moister (*Finance*)
 Barbara Doffman (*Customer Service Manager*)
 Mrs Nancy Willingham (*Assistant Customer Service*)
 Mrs Arcana Smith (*Key Accounts*)
 Mrs Ken Riley (*Key Accounts*)

Parent Company:

UK: Moneysavers (Ldn) Ltd

Indian publishers represented include:

India: Abhinav Publications; Amexfel Publishers; Anmol Publications; Aravali Books International; Aryan Books International; Asian Educational Services; Asiatic Publishing House; Banjara Academy; Bihar School of Yoga; Bookwell Publications; Brijbasi Art Press; Centre for Studies in Civilizations; Commonwealth Youth Programme; Cosmo Publications; Crest Publishing House; Deep & Deep Publications; DK Printworld; Excel Books; Foundation Books; Full Circle Publishing Ltd; Gemini Books; Gulshan Publishers; Gyan Publishing House; HarperCollins India; Hind Pocket Books; Indian Book Centre; Indiana Publishing House; Indica Books; Indus Publishing; Institute for Human Development; Jaico Publishing House; Jaya Books; Jaypee Brothers Medical Publishers; Kalpaz Publications; Katha; Kitab Bhavan; Laxmi Publications; Low Price Publications; Malhotra Publishing; Manas Publications; Manohar Publishers; Motilal Banarsidass; New Age Books; Orient Paperbacks; Paljor Publications; Pentagon Press; Pragati Publications; Sandeep Prakashan; Prentice-Hall of India Pvt Ltd; Pustak Mahal; Rawat; Readworthy Publications Pvt Ltd; Sahasara Publications; Sanskrit Religious Institute; Sanskriti; Shubhi Publications; Spectrum Publications; Sura Books; Torchlight Publishing; Unisun Publications; Universal Law Publishing; Vanity Books International; Wordspeak; Worldview Publications; Zubaan

Distributor of books and other materials dealing with the philosophies, religions and cultures of India.

In November 1998 the company took over Motilal Books, which is the European distributor for Motilal Banarsidass Ltd (MLBD) of New Delhi. MLBD are the foremost publishers for the academic market on the topics of Hinduism, Buddhism, Jainism and all subjects unique to India. We supply all markets with titles in all fields, books from India in general, representing all major Indian publishers.

The company now represents over 300 Indian publishers as their UK distributor, with over 35,000 English titles listed on Nielsen BookData.

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NMD TRADING CO

[trading as Mayfield Books & Gifts]
 9 Orgreave Close, Sheffield S13 9NP
Telephone: 0114 288 9522
Fax: 0114 269 1499
Email: sales@mayfield-books.co.uk
Website: www.mayfieldgifts.co.uk

Personnel:

Andrew Smith (*Managing Director*)
 David N. Smith (*Director*)
 Bill Noakes (*Sales Director*)

Supply bookshops, heritage outlets, Tourist Info centres, supermarkets, outdoor shops and other trade outlets through the UK with maps, guides and local book product. Specialize in walking and outdoor activity books. Four representatives call regularly throughout the year. Main suppliers are Ordnance Survey, History Press, Amberley, AA Publishing and Geographers A-Z Map Co. Provide a service for small publishers into the multiple chains, e.g. W. H. Smith, Waterstone's. Distributor for Myriad Books and a growing range of nostalgia products from the Frith Collection. Distribute Bradwell Books to all outlets.

Sole supplier of LAM-fold maps. Also supply laminated flat maps and other special product, such as library supply.

6082

OHL INTERNATIONAL

Action Court, Ashford Road, Ashford, Middx TW15 1XS
Telephone: 01784 890005
Fax: 01784 890013
Email: pbarrett@ohl.com
Website: www.ohl.com

Oceanfreight Division:

OHL International, Watkins Close,
 Burnt Mills Industrial Estate, Basildon, Essex SS13 1TL
Telephone: 01268 724400
Fax: 01268 728226
Email: mcaines@ohl.com
Website: www.ohl.com

Personnel:

Paul Barrett (*International Sales Director*)
 Martin Caines (*Oceanfreight Director*)
 Chris Packwood (*Managing Director*)

Parent Company:

USA: OHL Inc

Freight forwarder to the publishing industry, providing efficient cost-effective services specifically designed for the worldwide movement of trade and academic books. Services offered are by air, sea and road between publisher's warehouse and bookshop door.

6083

ORCA BOOK SERVICES LTD

Unit A3, Fleets Corner, Poole, Dorset BH17 0HL
Telephone: 01235 465521
Fax: 01235 465555
Email: tradeorders@orcabookservices.co.uk
Website: www.orcabookservices.co.uk

Orders to:

Orca Book Services, 160 Milton Park, Abingdon, Oxon OX14 4SD

Personnel:

Martyn Chapman (*Commercial Director*)
 Denise Shonfeld (*Publisher Services Manager*)
 Ian Whyte (*Logistics Director*)
 Trish Clapp (*Publisher Services Development Manager*)

Parent Company:

UK: Marston Book Services Ltd

UK distributor for:

Amberley Publishing; Blue IbeX; Book Foundation; Book Guild; Casemate UK; College of Law Publishing; De Agostini; Dynasty Press; English Heritage; Evans Mitchell Books; Family Doctor Publications; Firefly Books; Global Oriental; Guild of Master Craftsmen Publications; Haus Publishing; Heni Publishing; Himmer Verlag; Industrial Press; Islamic Texts; JB Publishing; John Hunt Publishing; Kuperard Publishers; Lark Books; Learning Development Aids; Management Briefs; Maverick Arts; Metro Publications; O Books; Oxbow Books; Palazzo Editions; Parkstone Press; Pepin Press; Potomac Books; Ransom Publishing; Ravette Publishing; Redcliffe Press; Roundhouse Publishing; Special Interest Model Books; Sterling Publishing; T & G Publishing; Taunton Press; Tonto; Trolley Books; Troubadour; Ullmann; Veloce Publishing; Vine House

Orca Book Services provides a full distribution service to general, academic and specialist publishers. A comprehensive package of management reports comes as standard, via Vista. Royalty accounting is also available as well as representation through the various sales agencies with which we have arrangements.

6084

SCANDINAVIA CONNECTION

26 Woodsford Square, London W14 8DP
Telephone: 020 7602 0657
Email: books@scandinavia-connection.co.uk
Website: www.scandinavia-connection.co.uk

Personnel:

Max Morgan-Witts (*Chairman*)

Parent Company:

UK: Max Morgan-Witts Productions Ltd

UK distributor for:

Norway: Cappelen; KOM; Normann's

Sole UK supplier for various Norwegian publishers of non-fiction English edition Norwegian books.

6085

TRADE COUNTER DISTRIBUTION LTD

Mendlesham Industrial Estate, Norwich Road, Mendlesham, Norfolk IP14 5ND
Telephone: 01449 766629
Fax: 01449 767122
Email: patrick.curran@tradecounter.co.uk
Website: www.tradecounter.co.uk

Personnel:

Patrick Curran (*Managing Director*)
 Martin Leigh (*General Manager*)
 Alan Wagstaff (*Chairman*)

Distributor:

Laburnum Press; Meg & Lucy Books; Mogzilla Books; Readzone
 UK: Brilliant Publishing; Capital Transport; Miles Kelly; Rising Stars Publishing

Storage, packing and distribution of books for publishers.

Order processing and credit control. Operates both full service and fulfilment.

6086

TURNAROUND PUBLISHER SERVICES LTD

Unit 3, Olympia Trading Estate, Coburg Road, London N22 6TZ
Telephone: 020 8829 3000
Fax: 020 8881 5088
Email: sales@turnaround-uk.com
Website: www.turnaround-uk.com

Personnel:

Bill Godber (*Managing Director*)
 Claire Thompson (*Marketing Director & Company Secretary*)
 Sue Gregg (*Finance Director*)
 Andy Webb (*Sales Director*)

Clients include:

Australia: Etram Publishing; Ocean Press; Outre Gallery & Publishing; Power Publications (Australia)
Canada: McClelland & Stewart; Random House Canada; Tradewind
China: Better Link
France: MonaGallery SARL
Germany: From Here to Fame Publishing; Bruno Gmunder Verlag; Kehrer Verlag; Konkursbuch Verlag; Mix of Pix
Italy: Europa Editions
Jamaica: LMH Publishing Ltd
Japan: Kumon Publishing Group
Philippines: Paddleless Press
Republic of Ireland: Maverick House; Mount Eagle Publications
Sweden: Dokument Press; Nicotext; Premium Publishing
Thailand: Creation / Oneiros Books; Creation / Solar Books; Creation / Wet Angel; Sun Vision Press
 UK: Adelita Ltd; AK Press; Allison & Busby; Anorak Press; The Aquarium; Artists' & Photographers' Press Ltd; Ayebia Clarke Publishing Ltd; Black Spring; Blackamber Books; Bookmarks; Borderline Publications; Cinebook; Creative Essentials; Crocus Books; Cutting Edge Press; Dalen Books; Dexter Haven Publishing; Education Now Books; Emerald Publishing; Erotic Review Books; Eurocrime; Facts, Figures & Fun; Fanfare; Galley Beggar Press; Guerilla Books; Hansib Publications; Helter Skelter Publishing; High Stakes Publishing; Honno Welsh

Women's Press; Hoxton Mini Press; Jacaranda Books; Kamera; Kodansha Europe; Dewi Lewis Publishing; London Books; Monday Books; Myriad Editions; New Internationalist; Noir Publishing; Oldcastle Books; Probe; Rankin Photography Ltd; Reel Art Press; Salt Publishing; Satchel; Southbank Publishing; Sportsbooks; Straightforward Publishing; Strange Attractor; Suitcase Press; Tripwire; True Crime Library; Vice UK; Vision Sports Publishing; Zidane Press; Ziji Publishing

USA: Africa World Press; Angel City Press; Arcata Arts; Atria Books; Barricade Books; Blood Moon Productions; Bywater Books; Catbird Press; Checker Publishing; Cleis Press; Demo; DGN Productions Inc; Disinformation Co Ltd; Dominion Press; Drag City; Exact Change; Fantagraphics; Ferine Books; Fulcrum; Green Candy Press; Green Integer; Haymarket Books; IG Publishing; Last Gasp; Leyland Publications; Majority Press; Manic D Press; Microcosm Publishing; NBM; The New Press; Penny Ante Editions; Process; The Red Sea Press; Santa Monica Press; Speck Press; Starbooks; Steerforth Press; Testify Books; Turtle Point Press; Van Patten; Varnish Fine Art

Turnaround provides a sales, marketing and distribution service for a range of UK, US and Irish publishers in the UK and Europe. The above list is only a selection: contact Turnaround for a complete list.

6087

TURPIN DISTRIBUTION SERVICES LTD

Pegasus Drive, Stratton Business Park, Biggleswade, Beds SG18 8TQ

Telephone: 01767 604868

Fax: 01767 604949

Email: neil.castle@turpin-distribution.com

Website: www.turpin-distribution.com

Also at:

Turpin North America, The Bleachery, 143 West Street,

New Milford, CT 06778, USA

Telephone: +1 (860) 350 0041

Fax: +1 (860) 350 0039

Email: turpinna@turpin-distribution.com

Website: www.turpin-distribution.com

Personnel:

Lorna Summers (*Managing Director*)

Neil Castle (*Operations Director*)

Julie Barnes (*Director of HR & Business Performance*)

Richard Stroud (*Group Financial Controller*)

Alan Medd (*Head of IT*)

Robert Rooney (*VP Publisher Relations*)

Parent Company:

UK: Eurospan Group

Clients include:

France: Organisation for Economic Co-operation and Development (OECD)

Greece: Adcotec

Japan: Japanese Society for Analytical Chemistry

Netherlands: Brill Academic Publishers; Hes en de Graaf;

Kluwer Law International

Switzerland: World Trade Organisation (WTO)

UK: Adcotec; Advanced Materials; The Association of Learned and Professional Society Publishers (ALPSP); The Association of Project Managers; Beech Tree Publishing; Berg Publishing; Biohealthcare; Callan Method Organisation; Dunedin Academic Press; Euromoney PLC; Eurospan Group; Fiscal Publications; Greenleaf Publishing; Hodder Education; Intellect Journals; Internet Archaeology; IP Publishing; John Harper Publishing; Journal of Transport & Economic Policy; Liverpool University Press; Modern Humanities Research Association; Pickering & Chatto; Pion Publishers; Royal College of Psychiatrists; Spiranus; The Way; White Horse Press; Zophorus Books

USA: American Association Cancer Research; American

School of Classical Studies; Aspen Publishers Inc;

Berghahn Journals; The Freer Gallery of Art; United

Nations

Turpin Distribution is an international fulfilment and distribution company providing services to the academic, scholarly and professional publishing industry. We provide solutions for book, journal and digital distribution that includes:

- Global fulfilment and distribution
- eBook distribution
- UK and US offices with multilingual customer care advisors

- Order and renewals processing
- Billing and account collection
- Comprehensive warehouse services with global distribution for books and journals
- Full subscription management for print and online journals with e-commerce ordering
- Online sales reporting with data manipulation for analysis and customer management.

Turpin can accommodate any business model and pricing policy, enabling publishers to retain control of their products, develop collections, set multiple pricing options, use a variety of routes to market; and manage its customers successfully.

6088

VINE HOUSE DISTRIBUTION LTD

The Old Mill House, Mill Lane, Uckfield, East Sussex TN22 5AA

Telephone: 01825 767396

Fax: 01825 765649

Email: sales@vinehouseuk.co.uk

Website: www.vinehouseuk.co.uk

Personnel:

Sarah Squibb (*Managing Director*)

Pauline Gosden (*Client & Customer Services Manager*)

Julie McCarron (*Sales & Marketing Manager*)

Tara Horwood (*Research & Marketing Manager*)

Book Publishers:

Australia: Hedgebury; Inn Australia

Estonia: Unitas Foundation

Finland: Fine Publishing

France: ETAI; Vinipresse

India: Spenta Multimedia

Netherlands: Crossbill Guides; Kavino Book Publishing

New Zealand: Wooden Dragon Press

South Africa: Cheviot Publishing; Medspice

Spain: Editorial Moll

Sweden: MagDig Media

Switzerland: Valais Guides

UK: Action in Rural Sussex; Aha Press UK; Andrew Martin International; Bearmondsey Publishing; Bed & Breakfast Nationwide; Bill Hill Family Ltd; Brighton & Hove Libraries; Calder Walker Associates; Dance Books; Dove Publishing; Easy on the Eye; Fitzjames Press; Focalpoint Press; Foresight Preconception; Function Books; Grenadine Publishing; Haldane Mason; Honeyglen Publishing; Horse's Mouth Publications; The International Institute for Islamic Thought; Jaspal Jandu Photography; Julian Richer Publishing; Philip Kaplan; Leonard Hedges; Martin Holmes Rallying; J. W. McKenzie; Motor Racing Publications; Muze Media; Oval Publishing; Oxbridge Applications; Park Lane Books; Picnic Publishing; Puck Books; Red Kite Books; Royal Academy of Dance; Saxon Books; R. D. & A. S. Shepherd Partnership; Silent But Deadly Publications; Superbrands; Tiger Books; Touchstone Books; Turn End Charitable Trust; Umbria Press; Windrush Publishing; WSG Media

USA: Dance Horizons; Princeton Book Co; Wanderlearn Inc; Wine Appreciation Guild

Vine House Distribution provides a comprehensive range of services for small and medium-sized book publishers, including representation, distribution, marketing, publicity and promotion, and mail order fulfilment.

6089

WINDSOR BOOKS

31 Furze Platt Road, Maidenhead, Berkshire SL6 7NE

Telephone: 01628 770542

Fax: 01628 770546

Email: geoffcoven@windsorbooks.co.uk

Website: www.windsorbooks.co.uk

Personnel:

Geoff Coven (*Managing Director*)

Angela Prysor-Jones (*Publicity Manager*)

Associated Companies:

UK: Meyer & Meyer Sport (UK); Star Book Sales

UK Distributor/Representative for:

Germany: Meyer & Meyer Verlag

Windsor Books provides full representation and distribution in the UK and Ireland for the English language division of the sports book publisher Meyer & Meyer. Its associated company, Star Book Sales, also provides sales representation, dis-

tribution and marketing in the UK and European markets for publishers, linked to order fulfillment by Orca Distribution Services Ltd.

6.7 REMAINDER MERCHANTS

6090

BOOKMARK REMAINDERS LTD

Rivendell, Iland, Launceston, Cornwall PL15 7LS

Telephone: 01566 782728

Fax: 01566 782059

Email: andrew.ratray@book-bargains.co.uk

Website: www.book-bargains.co.uk

Personnel:

Andrew Ratray (*Director*)

Carol Ratray (*Director*)

A wide range of genuine remainders and bargain books. Prompt payment to publishers, authors for surplus stocks.

6091

FANSHAW BOOKS LTD

Unit 7, Lysander Mews, Lysander Grove, London N19 3QP

Telephone: 020 7281 9387

Fax: 020 7561 3502

Email: info@roybloom.com

Website: www.roybloom.com

Personnel:

Adam Bloom (*Managing Director*)

Paul White (*Sales*)

Remainder company specializing in real UK publishers' books, mainly non-fiction, art, military, history, etc. It also has a number of retail stores, so customers can buy from one to 50,000 copies of a book.

6092

OCTAGON BOOKS (WHOLESALE) LTD

The Old Exchange, New Pond Road, Holmer Green,

High Wycombe, Bucks HP15 6SU

Telephone: 01494 711717 (mobile: 07718 364857)

Fax: 01494 711176

Personnel:

Ron Ive (*Director*)

Bernard McDonnell (*Commercial Director*)

All types of remainders and promotional reprints.

6093

SANDPIPER BOOKS LTD

6 Battle Road, Heathfield Estate, Newton Abbot, Devon

TQ12 6RY

Telephone: 01626 897090

Fax: 01626 897129

Email: enquiries@sandpiper.co.uk

Website: www.sandpiper.co.uk & www.psbooks.co.uk

Distribution:

Alton Logistics Ltd, Unit 4 Heathfield Industrial Estate,

Battle Road, Heathfield, Newton Abbot, Devon TQ12 6RY

Telephone: 01626 897097

Fax: 01626 832398

Email: enquiries@altonlogistics.co.uk

Personnel:

Robert Collie (*Managing Director*)

Simon Lang (*Mail Order (Postscript)*)

Primarily a mail order company of remainders and overstocks, trading with a monthly catalogue and online sales, Sandpiper also wholesales to an extensive network of trade and non-trade outlets both in the UK and overseas. We buy from major publishers as well as university presses and small trade publishers. Subjects range across the visual arts, history, philosophy, reference, travel, STM and literature, and from general interest publications to scholarly works. We have been trading for almost 35 years, and moved our offices to Devon where our distribution is in September 2011.

6.8 MAIN WHOLESALERS

6094

ARGOSY LIBRARIES LTD

Unit 12, North Park, North Road, Finglas, Dublin 11, Republic of Ireland

Telephone: +353 (0)1 823 9500

Fax: +353 (0)1 823 9599

Email: info@argosybooks.ie

Website: www.argosybooks.ie

Personnel:

Larry MacHale (*Managing Director*)

Ronan Richmond (*Sales Manager*)

Mary Healy (*Buyer*)

Fergal Stanley (*Executive Chairman*)

Trade book wholesaler specializing in books of Irish interest and maps and guides to Ireland. Export service available.

6095

*BERTRAMS

1 Broadland Business Park, Norwich NR7 0WF

Telephone: 0871 803 6666

Fax: 0871 803 6709 (customer services)

Email: sales@bertrams.com

Website: www.bertrams.com

Personnel:

Graeme Underhill (*Managing Director*)

Ian Hendrie (*Finance Director*)

Chris Rushby (*Sales & Marketing Director*)

Roger Miah (*Buying Director*)

Parent Company:

UK: Smiths News PLC

Bertrams is wholly owned by Smiths News PLC, the UK's leading wholesaler of newspapers and magazines. Bertrams celebrated 40 years of trading in 2008 and has a stockholding of over 220,000 titles from over 18,000 publishers and can source over 5 million English language titles from both the UK and USA. With a customer base of over 5,000 it supplies books and other related products into independent booksellers, online retailers, chain booksellers, library suppliers and other multinationals/non-book trade outlets worldwide. Customers can access availability of stock, product information, ordering and shipping details in real time through www.bertrambooks.com, Bertrams' own stock management system as well as its Customer Services department. A proactive marketing program enables publishers to market their titles effectively and efficiently through all sales channels, both business to business and to the end consumer. The warehouse works at 24/7 at peak season and provides a market leading customer service.

Bertram Library Services business provides stock and selection advice for public libraries throughout the country. Bertram Publisher Services, the distribution arm of the group, provides distribution facilities for a range of publishers and retailers.

Bertrams is a key industry player with membership of the BA and BIC, working towards improving the supply chain throughout the book industry.

6096

BOOKSPEED

16 Salamander Yards, Edinburgh EH6 7DD

Telephone: 0131 467 8100

Fax: 0131 467 8008

Email: sales@bookspeed.com

Website: www.bookspeed.com

Personnel:

Kingsley Dawson (*Chairman*)

Fiona Stout (*Sales Director*)

Matthew Perren (*Operations Director*)

Lewis Dawson (*Commercial Director*)

Shona Rowan (*Marketing & Bibliographic Manager*)

Dean Rougvie (*Sales Manager*)

Parent Company:

UK: Rhodawn Ltd

The company provides a wholesale bookselling and consultancy service to non-bookshop outlets in the UK and Republic of Ireland, most of which operate in the Gift, Heritage and Tourist sectors. For publishers we provide an easy route to this difficult-to-reach market.

6097

BOOKWORLD WHOLESALE LTD

Unit 10, Hodfar Road, Sandy Lane Industrial Estate, Stourport-on-Severn, Worcs DY13 9QB

Telephone: 01299 823330

Fax: 01299 829970

Email: info@bookworldws.co.uk

Website: www.bookworldws.co.uk

Personnel:

Justin Gainham (*Sales Director*)

Andrea Gainham (*Director*)

Transport, military, aviation and modelling book wholesaler and distributor. Mail order department worldwide. Minimum order one book, full trade terms given but postage added to orders under £50 in value. Teleordering mnemonic BK WORLD. Range of distribution whole of UK. Number of publishers for whom we distribute is in excess of 70.

6098

GARDNERS BOOKS LTD

1 Whittle Drive, Eastbourne, East Sussex BN23 6QH

Telephone: 01323 521555

Fax: 01323 521666

Email: sales@gardners.com

Website: www.gardners.com

Personnel:

Alan Little (*Chairman*)

Jonathan Little (*Managing Director*)

Andrew Little (*Technical Director*)

Nicky Little (*Finance Director*)

Bob Jackson (*Commercial Director*)

Simon Morley (*Buying Director*)

Garry Elwood (*Sales Director*)

David O'Reilly (*Warehouse Director*)

Phil Edwards (*Senior Buying Manager*)

David Brewster (*Customer Care Manager*)

Gardners is Britain's leading independent book and DVD wholesale distributor, offering the largest in-stock catalogue in the UK with 500,000+ titles, books, DVD's, music CDs and associated gift lines. Additional services include e-commerce solutions, including 400,000+ ebooks, drop-ship fulfilment, Gardlink EPOS System, publisher distribution services and Print on demand

Orders can be placed 24 hours a day via its account holders' website, Gardlink electronic ordering system, Gardcall automated telephone enquiry service, fax and EDI. Gardners experienced customer care team is available from Monday to Saturday between 9am and 6pm to take orders and assist customers.

Gardners' trade website, www.gardners.com, is free to account holders and features real-time stock figures, invoices, backorders and promotional offers. Information on additional services Gardners offers, such as B2B and B2C home delivery fulfilment, marketing materials and initiatives, including the Independent Booksellers Affiliate Programme, can also be found on the site.

6.9 MAIN LIBRARY SUPPLIERS

6099

ROY YATES BOOKS

Smallfields Cottage, Cox Green, Rudgwick, Horsham,

West Sussex RH12 3DE

Telephone: 01403 822299

Fax: 01403 823012

Email: royyatesbooks@btconnect.com

Personnel:

Roy Yates (*Managing Director*)

Specialist supplier of children's books to schools and libraries; distributes multilingual books; distributes foreign-language books, especially bilingual dictionaries.

6.10 BOOK CLUBS

6100

BIBLIOPHILE BOOKS

Unit 5 Datapoint Business Centre, 6 South Crescent, London E16 4TL

Telephone: 020 7474 2474

Fax: 020 7474 8589

Email: orders@bibliophilebooks.com

Website: www.bibliophilebooks.com

Personnel:

Anne Quigley (*Director*)

Jackie McDaid (*General Manager*)

Martyn Daniels (*Director*)

Steven Lee (*Distribution*)

Produces 10 catalogues a year, offering books at bargain prices to private buyers.

Range: general, eg biography, history, travel, handicrafts, humour, literature.

6101

LETTERBOX LIBRARY

Unit 151 Stratford Wkshops, Burford Road, Stratford, London E15 2SP

Telephone: 020 7503 4801

Fax: 020 7503 4800

Email: info@letterboxlibrary.com

Website: www.letterboxlibrary.com

Personnel:

Kerry Mason (*Contact*)

Fen Coles (*Contact*)

Letterbox Library is a children's bookseller specializing in children's books which celebrate inclusion, equality and diversity. Book can be bought via an annual catalogue, highlights leaflets and website. Books are multicultural and non-sexist and also show groups of people traditionally under-represented in children's books, e.g. different faith groups, disabled children, refugees. All books are approved by an independent team of volunteer reviewers. Letterbox Library also provides book displays for schools and libraries, attends exhibitions and administers the Little Rebels Children's Book Award for radical children's fiction on behalf of the ARB.

Subscription is £5 a year and entitles members to discounts. Non-members can buy books at the retail price. Letterbox Library is a not-for-profit social enterprise.

6102

POETRY BOOK SOCIETY

Dutch House, 307-308 High Holborn, London WC1V 7LL

Telephone: 020 7831 7468

Fax: 020 7833 5990

Email: info@poetrybooks.co.uk

Website: www.poetrybooks.co.uk &

www.poetrybookshoponline.com

Personnel:

Chris Holfield (*Director*)

Charity, membership organization and mail order book club promoting contemporary poetry titles to an international readership. Quarterly publication of *Bulletin* magazine new poetry titles selected by our Poet Selectors. The Society also acts as distributor for The Poetry Archive CDs, and runs and awards the annual T. S. Eliot Prize for Poetry, with its Shad-owing and Reading Group schemes.

Membership from £16 p.a., full membership with the quarterly Choice is £10.

Also runs www.poetrybookshoponline.com, selling 90,000 poetry titles.

6.11 LITERARY & TRADE EVENTS

6103

BOOKSELLERS ASSOCIATION ANNUAL CONFERENCE

6 Bell Yard, London WC2A 2JR
Telephone: 020 7421 4640
Fax: 020 7421 4641
Email: mail@booksellers.org.uk
Website: www.booksellers.org.uk

Personnel:

Tim Godfray (*Chief Executive*)
 Naomi Gane (*Conference Organizer*)
 Alan Staton (*Head of Marketing & Communications*)
 Meryl Halls (*Head of Membership Services*)

Major UK book trade event. The Booksellers Association Annual Conference provides an opportunity for all those working in the book trade to meet and discuss the issues facing them. Details from: above address.

6104

THE TIMES CHELTENHAM LITERATURE FESTIVAL

Cheltenham Festivals Ltd, 109 Bath Road, Cheltenham, Glos GL53 7LS
Telephone: 01242 537282
Fax: 01242 256457
Email: rose.stuart@cheltenhamfestivals.com
Website: www.cheltenhamfestivals.com

Personnel:

Donna Renney (*Chief Executive*)
 Jane Furze (*Festival Director*)
 Sarah Smyth (*Artistic Director*)

Annual in October. Promoted by Cheltenham Festivals Ltd. Performances, poetry readings, talks and discussions by literary personalities. Includes Book It! Festival for Children, and Write Away creative writing workshops.

Details from: Artistic Director: Sarah Smyth or Festival Director: Jane Furze.

6105

CHILDREN'S BOOK WEEK

Booktrust, Book House, 45 East Hill, Wandsworth, London SW18 2QZ
Telephone: 020 8516 2976
Fax: 020 8516 2992
Email: cbw@booktrust.org.uk
Website: www.booktrust.org.uk

Personnel:

HRH The Duchess of Cornwall (*Patron*)
 Viv Bird (*Chief Executive*)
 Alistair Burtenshaw (*Chair of Board*)

Children's Book Week is a national celebration of reading for pleasure for children of primary school age, which takes place each year in the first full week of October. During the week, a range of book-related events and activities take place in schools and libraries across England.

6106

CIANA LTD

Rockholt, Ellimore Road, Lustleigh, Newton Abbot TQ13 9TF
Telephone: 01626 897106
Email: enquiries@ciana.co.uk
Website: www.ciana.co.uk

Personnel:

Robert Collie (*Director*)
 Sarah Weedon (*Director*)

Organizers of two annual trade fairs for the remainder, over-stock and promotional book market. Over 100,000 discounted books, stationery items, CDs and DVDs.

The September Fair is held in Islington, London. The January Fair is in the Barbican in the City of London.

6107

EDINBURGH INTERNATIONAL BOOK FESTIVAL

5A Charlotte Square, Edinburgh EH2 4DR
Telephone: 0131 718 5666
Email: admin@edbookfest.co.uk
Website: www.edbookfest.co.uk

Personnel:

Nick Barley (*Director*)
 Janet Smyth (*Children & Education Programme Director*)
 Sarah Loveday (*Administrative Director*)
 Amanda Barry (*Head of Marketing & PR*)
 Sadie McKinlay (*Head of Sponsorship & Development*)
 James Shaw (*Head of Booksales & Retail*)

The Edinburgh International Book Festival is a public celebration of the written word and takes place every August. Over 800 events feature writers from across the globe, bringing authors together with their readers to talk about books, discuss ideas and share the latest thinking on a range of subjects from the environment to poetry.

The festival runs its own independent book sales operation on the site – a tented village in Edinburgh's Charlotte Square Gardens – offering three large retail outlets, including a bookshop dedicated to children's books.

6108

FRANKFURT BOOK FAIR

Braubachstr. 16, 60311 Frankfurt am Main, Germany
Telephone: +49 (0)69 2102 0
Fax: +49 (0)69 2102 227 & 277
Email: info@book-fair.com
Website: www.book-fair.com

Personnel:

Juergen Boos (*Chief Executive Officer*)
 Katja Böhne (*Director, Marketing & Communication*)

Parent Company:

Germany: Börsenverein des Deutschen Buchhandels

The Frankfurt Book Fair is the biggest book and media fair in the world – with around 7300 exhibitors from around 100 countries. It also organizes the participation of German publishers at around 20 international book fairs. It maintains the most visited website worldwide for the publishing industry and its directory of decision-makers in the book and media industries features around 40,000 contacts. The Frankfurt Academy – the new conference brand of the Frankfurt Book Fair in co-operation with the German Publishers & Booksellers Association – organizes international conferences and trade events all year long. The Frankfurt Book Fair is a subsidiary of the German Publishers & Booksellers Association.

6109

THE LONDON BOOK FAIR

Gateway House, 28 The Quadrant, Richmond, Surrey TW9 1DN
Telephone: 020 8271 2124
Email: lbf.help@reedexpo.co.uk
Website: www.londonbookfair.co.uk

Personnel:

Jacks Thomas (*Director*)
 Sam D'Elia (*Sales Coordinator*)

Parent Company:

UK: Reed Exhibitions

The London Book Fair is the global marketplace for rights negotiation and the sale and distribution of content across print, audio, TV, film and digital channels. Taking place every spring in the world's premier publishing and cultural capital, it is a unique opportunity to explore, understand and capitalize on the innovations shaping the publishing world of the future. The London Book Fair brings you direct access to customers, content and emerging markets.

The London Book Fair 2014, the 43rd Fair, will take place from Tuesday 8 to Thursday 10 April 2014, at Earls Court, London.

6110

WORLD BOOK DAY

c/o Booksellers' Association, 6 Bell Yard, London WC2A 2JR
Telephone: 020 7421 4640

Email: kirsten.grant@btinternet.com
Website: www.worldbookday.com

Personnel:

Kirsten Grant (*Director, World Book Day*)

One of the UK's biggest celebrations of books and reading, held on the first Thursday in March. It is a partnership of publishers, booksellers and interested parties who work together to promote books and reading for the personal enrichment and enjoyment of all. One of the main aims of World Book Day is to encourage children to explore the pleasures of reading by providing them with the opportunity to have a book of their own. Thanks to the generosity of National Book Tokens and participating booksellers, schoolchildren are entitled to receive a World Book Day £1 book token, which can be exchanged for one of the specially published £1 books or is redeemable against a book or audio-book of their choice.

6.12 PUBLISHING REFERENCE BOOKS & PERIODICALS

6111

BOOKS FOR KEEPS

Unit 1, Brampton Park Road, London N22 6BG
Telephone: 020 8889 1292
Email: enquiries@booksforkeeps.co.uk
Website: www.booksforkeeps.co.uk

Personnel:

Andrea Reece (*Managing Director*)

ISSN: 0143-909X

Available to all via website.

Reviews all children's books and carries articles/features about authors, publishing, education, etc. Main readership – teachers, librarians and parents.

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THE BOOKSELLER

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 Neill Denny (*Editor-in-Chief*)
 Marzia Ghiselli (*Business Development Director*)

Parent Company:

UK: Bookseller Media Group Ltd

ISSN: 0006-7539

Weekly £4.40. Annual subscription: £177 (UK: public libraries), £186 (UK: all other businesses), £192 (Europe – airmail), £264 (rest of world – airmail).

The weekly newspaper of the book trade, offering in the course of a year over 7000 pages of news, analysis, features, letters, advertising and lists of books published in the UK. Major national and international events reported, regular authoritative articles on matters of trade, special features, book features and rights, stock market, legal and financial pages. Twice a year a six-month special issue of over 700 pages provides the best reference source for British publishers' publishing plans. Regular supplements in specialist areas.

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BRITISH COPYRIGHT COUNCIL

Copyright House, 29-33 Berners Street, London W1T 3AB
Telephone: 01986 788122
Email: info@britishcopyright.org
Website: www.britishcopyright.org

The BCC was founded in 1965 and incorporated in 2007. It is a national consultative and advisory body representing those who create, hold interests in or manage rights in literary, dramatic, musical and artistic works, films, sound recordings, broadcasts and other material in which there are rights of copyright or related rights; and those who perform such works.

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PUBLISHING, BOOKS & READING IN SUB-SAHARAN AFRICA: A CRITICAL BIBLIOGRAPHY

Hans Zell Publishing, Glais Bheinn, Lochcarron, Ross-shire IV54 8YB

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ISBN: 978 0 9541029 5 1

Published October 2008, 762 pp, cased, £130/€195/\$260. Print and online (online access bundled with print). Online only £65/€97.50/\$130.

This much acclaimed reference resource charts the growth of publishing and book development in the countries of Africa south of the Sahara, as well as containing a very large number of entries on many other topics as they relate to books and reading in Africa, including digital media and electronic publishing.

To provide maximum currency the online version continues to be frequently updated and expanded with numerous new entries – all with abstracts, or critically annotated – of books, articles, studies, reports, and Internet documents that have been published since the cut-off date of the 2008 print edition, thus offering a continuing resource in the field. Currently containing almost 2900 fully annotated records, it is now the most comprehensive database, and ongoing analysis, of the state of publishing and the book sector in Africa. Select blog postings, as well as video recordings and radio/TV broadcasts are now also included on a regular basis. Additionally, frequent updates are made to the extensive listings of organizations and African book professional associations, as well as agencies, networks, NGOs, and book charities supporting the book and information sector in Africa.

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SHEPPARD'S WORLD

Richard Joseph Publishers Ltd, PO Box 15, Torrington, Devon EX38 8ZJ

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Sheppard's World is a central reference source for businesses in the secondhand and antiquarian book trades, and includes dealers in antique maps, prints and ephemera. Subscribers can search on line (and in printed directories as and when published) covering all the details previously found in our printed directories – full contact details, opening hours, size of stock, major subjects stocked, credit cards accepted, and membership of trade associations. Details are posted to www.sheppardsworld.co.uk

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THE TIMES LITERARY SUPPLEMENT

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The *TLS* is a weekly literary publication, featuring reviews by leading authorities on up to 3000 books a year, covering literature and language, history, politics, philosophy, the arts and music, social studies, economics, natural history and many other subjects. It reviews exhibitions and performing arts; features new writing and research on a wide range of topics in the 'Commentary' section; publishes new poetry; and has a letters page, which is the principal forum for literary debate. It is essential reading for anyone with a passion for literature and the arts.

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WRITERS' FORUM

[owned by Select Publisher Services Ltd]

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Parent Company:

UK: Select Publisher Services

Associated Companies:

UK: The Flower Press; Tailormade Publishing

12 issues a year. Subscription: UK £38; Europe £49; Rest of World £56.

Writers' Forum is a major resource for writers of books, short stories, freelance articles and poetry, covering the who, why, where, what and how on the craft and business of writing; it runs monthly story and poetry competitions featuring cash prizes and publication of the winning entries in the magazine.

The editor welcomes queries by email for articles on any aspect of the craft and business of writing. Length: by arrangement. Payment: by arrangement. Founded 1993.

6.13 TRAINING

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CITY UNIVERSITY LONDON

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Max Adam (*Visiting Lecturer*)

Stephen Mesquita (*Visiting Lecturer*)

Brenda Stones (*Visiting Lecturer*)

The City MA publishing programme offers two Master's degrees, an MA in Publishing Studies and an MA in International Publishing Studies, both of which can be studied full time or part time in the heart of London. They aim to both deliver excellent Masters-level analytical education and enhance the students' career prospects within the industry.

The MAs offer eight taught modules (including the choice of a 5-week placement or an International Publishing Case Study module) and a dissertation. Modules are led by City's top-rated research staff, and the teaching is actively supported by a range of lecturers and visitors, who share experience from across the industry, including project supporters, industry visits and presentations, and dissertation support. The programmes have a strong track record of student satisfaction, and of supporting our graduates to gain transferable publishing skills which support them to gain

employment in the industry. Our graduates have also been awarded the UK MA dissertation prize more often than any other programme.

In addition to gaining informal publishing placements in London through the teaching year, students who opt for the MA in International Publishing are encouraged to work directly with publishers in other countries to develop their market awareness and enhance their skills in business analysis.

The MSc in Electronic Publishing, run within City's School of Informatics, offers a practical introduction to digital media, information management and multi-media production.

Please contact Dr Neil Thurman in the Department of Journalism: 020 7040 8222 or n.j.thurman@city.ac.uk.

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GERMAN TUITION – BARBARA CLASSEN

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Nicole Nagel (*Co-Tutor*)

Marina de Quay (*Co-Tutor*)

Itamar Groisman (*Co-Tutor*)

Matina Grebener (*Co-Tutor*)

Andrea Reinacher (*Co-Tutor*)

Theresa Weisensee (*Co-Tutor*)

Associated Companies:

Germany: Deutsch in Freiburg

The company offers lively German tuition at all levels and specializes in German for the book trade. Students can choose between one-to-one tuition or small groups of 4–6. German Tuition also offers short-term tailor-made intensive courses.

Tutors are professional, experienced native speakers and offer free consultations with trial lesson. Students may work towards one of many recognized exams. Clients include publishers, booksellers, journalists and other professionals. Classes are held in the central London German Tuition office or in client's office/home 7 days a week.

German Tuition London has a small branch in Freiburg, Germany, offering tailor-made German language holidays and Business German courses for the book trade, usually over one week.

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MARKETABILITY (UK) LTD

12 Sandy Lane, Teddington, Middx TW11 0DR

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Personnel:

Rachel Maund (*Director*)

Marketability provides practical training to publishers, both through its small-group open workshop programme and through tailored in-house training. These flexible courses can be devised to cover a wide range of publishing issues. All tutors are actively working for publishers in the areas in which they are training. Our clients represent all areas of publishing, from large academic, STM and university presses, to small institutes, to large and small trade publishers. We devise and deliver training programmes for publishers' associations internationally as well as in the UK. (See our client list in our other entry under section 6.5 of this directory for more details.)

The open course programme includes: academic marketing, e-marketing, social media marketing, email marketing, copywriting, SEO marketing, schools marketing, marketing planning, marketing digital products, introduction to marketing in publishing, publicity, essential editorial skills, and profitable commissioning. There are numerous in-house course options, including market research, direct mail, working with authors, grammar and proofreading.

Also provides marketing support and consultancy. See separate entry under 6.5 Sales and Marketing Services.

6121**OXFORD INTERNATIONAL CENTRE FOR PUBLISHING STUDIES**

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Angus Phillips (*Director*)

The Oxford International Centre for Publishing Studies, at Oxford Brookes University, is renowned for its degree programmes at both undergraduate and postgraduate level. Our students come from all over the world to study for both the BA and MA in Publishing in the largest department in Europe. Ranked first in the 2013 *Sunday Times University Guide* league table, Publishing at Oxford Brookes is the market leader.

The Centre is also active in the areas of research, consultancy and professional development. It has excellent contacts throughout the industry and works closely with industry and other organizations such as the Publishers Association, Arts Council, and the London Book Fair.

Staff have published widely on the history and future of publishing. Its website has podcasts, the latest news about the Centre, and listings of job vacancies and work experience opportunities.

6122**THE PUBLISHING TRAINING CENTRE**

45 East Hill, Wandsworth, London SW18 2QZ

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Fax: 020 8870 8985

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Website: www.train4publishing.co.uk

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Becky Hunter (*Course Manager*)

Edelweiss Arnold (*Marketing Manager*)

The Publishing Training Centre was set up in 1979 as an educational charity for book and journal publishers.

It offers over 40 different courses, most of which are run several times a year. Courses are between one and four days long and cover a wide range of publishing and management skills.

Courses are held at The Publishing Training Centre's London premises, and other regional centres.

In addition, The Publishing Training Centre offers:

- in-company courses in the UK and overseas;
- distance learning courses in proofreading, editing, editorial project management, grammar, freelancing;
- consultancy service;
- training needs analysis;
- books.

The Publishing Training Centre is responsible for the development and updating of the industry-agreed standards for each job function specific to publishing.

6123**STIRLING CENTRE FOR INTERNATIONAL PUBLISHING & COMMUNICATION**

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Claire Morris (*Rights Manager*)

Mary Jones (*Submissions Editor*)

Stephanie Glencross (*Editor*)

The Stirling Centre for International Publishing and Communication at the University of Stirling was established in 1982, and has since developed a global reputation for its postgraduate degrees in publishing, its research activities, and its industry links. Focusing on book, magazine, journal and digital publishing, the Centre trains the publishers of the future, provides opportunities for those currently working in the industry to reflect on their professional practice and, through its research, critically analyses the past, present and future of publishing.

The Centre offers an Mlit in Publishing Studies and an MRes in Publishing Studies (one year full time or two years part time), as well as facilities for research at PhD level.