

PUBLISHING TRENDS

July 2008

News & Opinion on the Changing World of Book Publishing

Volume XV, Number VII

Distribution Goes Digital

Distributors Offer More Services;
Don't Fear the Micro Press

SINCE WE LAST CHECKED IN WITH DISTRIBUTORS, IN JUNE 2007, there are positive changes for the little guys. This year, micro press distribution experienced turbulence: The Sarasota, Florida-based **BookWorld** closed in late September 2007 without notifying its 104 clients. In January 2008, **NBN** put its micro press sister company **Biblio Distribution** up for sale.

But **AtlasBooks**, the distribution arm of parent company **BookMasters**, took on 70 of **BookWorld's** former publishers and about 500 more clients from **Biblio**. Atlas now represents over 1,000 publishers. "We continue to expand our title offerings in the small- to mid-press area," says **Dave Wurster**, COO of **BookMasters**. "Other distributors have chosen to stay out of this particular niche, but we find it quite exciting."

Atlas's strategy of offering "a fully integrated [distribution] model, all in-house" seems to be a good one. "Distributors as consolidators of services beyond distribution and sales of products is becoming more critical in the eyes of independent publishers," says **Richard Freese**, distribution consultant. **Jane Graf**, Director of **International Publishers Marketing** (IPM), agrees: "Publishers are looking for the greatest 'bang' for the fees they pay, and they want as many services as possible under one roof. They are willing to shop around every few years. So distributors have to work hard not only to sign new clients, but to make them profitable as quickly as possible in order to keep them."

Clients are increasingly interested in digital services, says **Random House** President of Publisher Services **Jeff Abraham**. Along with eBooks and downloadable audio, RH offers clients "digital marketing services, such as the RH widget [Insight], and [has] plans to expand these services over the coming months."

PGW will launch a new digital services division called **Constellation** this summer. "Publishers decide and control which titles to include in these digital programs," says **Susan Reich**, President of **PGW**. "By providing just one book file per title, **Constellation** makes it possible to generate new revenues through multiple digital channels," including "look inside" initiatives on **Amazon** and **BN.com**, eBooks, POD, and other digital services.

As clients request new services, distributors are also looking for clients in new places. Though it left the world of micropresses, "we're continuing to expand our reach outside the book trade," says **Marianne Bohr**, SVP of **NBN**, "including the mass merchandisers and specialty, gift, and niche markets." She adds, "Publisher clients are depending on their distributors more and more for consultation on the changing book markets and advice on ways to reach their markets without having to spend much money."

We say: If any distributors have good answers to those questions, please share them with the rest of us! In the meantime, for our annual distribution roundup, turn to page 6.

Book View

PEOPLE

HarperCollins announced a new management structure following **Jane Friedman's** June 4th resignation and the appointment of **Brian Murray** as President and CEO **HarperCollins Publishers Worldwide**. **Michael Morrison** was also promoted to President and Publisher, U.S. General Books and Canada, and **Victoria Barnsley** has been promoted to CEO and Publisher **HCUK** and **International**, overseeing the UK, Australia, New Zealand, India, and South Africa.

Bob Miller, whose new publishing venture is called **HarperStudio**, has hired **Debbie Stier** from **Morrow** as SVP, Associate Publisher, though she will also be Director, Digital Marketing Development for General Books at HC. **Julia Cheiffetz** has been hired as Senior Editor. She was previously at **Random House**.

Steve Black has been named Director of Sales for **Oxmoor House**, in the New York office.

Matt Schwartz has joined **Random House Publishing Group** as Director, Digital Strategy and Business Development, reporting to **Andrea Sheehan**. He was most recently Director of Online Marketing for the Children's Publishing division at **Simon & Schuster**. Meanwhile, **Christina Pecorale** has moved from **Random House** to **S&S**, where she's the new Director of National Accounts.

Felicia Frazier has been named SVP, Director of Sales at the **Penguin Young Readers Group**. She had been VP, Sales Director for national accounts at **Random House**.

Tim Mak is returning to **Random House**. He will be joining the Academic Marketing Department as Marketing Coordinator on July 7. He was most recently at **H20 Associates**. Prior to that, he was at **HarperCollins** and **Ballantine**.

Karen Cooper is the new Publisher of **Adams Media**, having left the book division of parent company **F&W**.

Taline Najarian has been named Director of Special Sales for **Scholastic**.

Layoffs at **HarperCollins Children's Books**: **Anne Miller Attanas**, **Ruth Katcher**, **Melanie Donovan**, **Claire Hutton**, **Adriana Dominguez**, and **Mary Albi**.

Tom Stewart has left **Harvard Business School Press**, where he was Editor of **HBR**.

John Nee, SVP of Business Development at **DC Comics**, is

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Book View

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leaving the company. However, **David Hyde**, DC Comics VP of publicity, declined to confirm the report and said that DC Comics does not comment on personnel matters.

Leigh Haber has stepped down as VP Editorial Director at **Rodale's Modern Times** imprint. As a result of Haber's departure, Rodale will close the Modern Times imprint after publishing all the titles currently signed up under it.

Ann Campbell has left **Broadway Books**, where she was a Senior Editor. She plans to take on freelance editing and writing starting in September and can be reached at annwcampbell08@gmail.com. The company is looking for her successor.

Joy de Menil has been named Executive Editor of **Viking**, reporting to **Clare Ferraro**. She joins the company from *The Atlantic*, where she was a senior editor, and will work from both Washington and New York.

Genoveva Llosa has joined **Ten Speed Press** as a Senior Editor acquiring business, career, mind-body-spirit, and parenting books. She was previously at **Collins, Crown, and HBS Press**.

Beryl Needham has left **Borders**, where she was mostly recently VP, Merchandising.

Emily Carleton has joined **McGraw-Hill Professional** as an editor in the Consumer group. She was an Associate Editor at **Wiley**.

Anne Savarese has been named Executive Editor of **Princeton University Press**.

Phoenix Books has hired **Gray Peterson** as VP Sales and Marketing. He headed special/mass market/trade sales for Scholastic and was most recently VP of sales at **Dalmatian Press**.

Until Labor Day, when she officially starts at **Amazon.com** in Luxembourg, **Madeline McIntosh** can be reached at: madeline.mcintosh@gmail.com.

PROMOTIONS AND INTERNAL CHANGES

Bill Thomas, SVP, Editor-in-Chief, has been promoted to the additional position of Publisher, General Adult Books, **Doubleday Publishing Group**. Thomas named **Stacy Creamer**, Deputy Editorial Director, Broadway Books, as Editor-in-Chief, Broadway, and **Charles Conrad**, Broadway's Editorial Director, Paperbacks, as the new Deputy Editorial Director for Doubleday.

Author Solutions, Inc. has appointed **Diane Gedymin** to the position of

Executive Editorial Director. Gedymin will oversee editorial for all ASI's author services brands, including **AuthorHouse**, **iUniverse**, and **Wordclay**. Gedymin had previously worked for **iUniverse**.

Katie Rose has been named VP Director of Marketing for adult books at **Houghton Mifflin Trade & Reference**. She was VP of Marketing for the college division.

Arthur A. Levine has been named VP Publisher, **Arthur A. Levine Books**. He was previously VP and Editorial Director of the imprint.

Grand Central Publishing Executive Editor **Rick Wolff** has added the title of Publisher and Editor-in-Chief of the **Business Plus** imprint, while retaining his current position within GCP. **Natalie Kaire** is a newly named Senior Editor at Grand Central Publishing.

Paul Taunton has been promoted to Editor at **Random House**. Paul will be focusing on **ESPN Books** in his new position.

Roger Labrie has been promoted to Senior Editor at **S&S**.

John Fagan has added another title. He is now Marketing Director of eBooks as well as VP and Director of Marketing for Penguin Books and Executive Director, Academic Marketing and Sales, Penguin Group.

Mike Spring, who joined John Wiley & Sons when **Hungry Minds** was acquired in 2001, is retiring as travel publisher but will become Director of Special Projects and work closely with Wiley's travel publishing team. **Ensley Eikenburg** has been promoted to Associate Publisher/Associate Marketing Director of the travel program at Wiley. She has been Associate Marketing Director of travel and reference publishing. She continues to report to **Claire Griffin**.

Richard Rhorer is taking on the new position of Director of Digital Business development for **Macmillan**. He has been Director of Marketing for the **Henry Holt** adult imprints.

More HC news: **Kathy Schneider** has been promoted to SVP. **Seale Ballenger** has been promoted to VP, Group Publicity Director, for William Morrow, **Morrow Cookbooks**, **HarperEntertainment**, and **Eos**. **Dee Dee De Bartlo** has been promoted to Senior Director of Publicity and new initiatives for Morrow, HarperEntertainment, Eos, and Morrow Cookbooks. **Richard Ljoenes** has been promoted to Vice President, Senior Art Director at **Collins**.

Baker & Taylor has promoted **David Cully** to President, Retail Markets. He will add domestic and international retail book and entertainment sales to his merchandising, purchasing and Baker & Taylor

Marketing Services responsibilities. **Bill Preston**, SVP Books, and **Frank Wolbert**, SVP Entertainment, now report to Cully.

Michael Connor has been named senior editor of the **Quality Paperback Book Club**, and he will continue to have editorial responsibility for **InsightOut Books**. QPB executive editor **Gary Jansen** has left the company.

DULY NOTED

The **American Bookseller Association's** marketing cooperative, **Book Sense**, has changed its name to **IndieBound**. Member stores no longer have to pay a separate fee to participate, but just have to be ABA members. Authors can be affiliates of the Book Sense/IndieBound Web site (<http://www.indiebound.org/indie-bookstore-finder>) and earn similar affiliate fees as with Amazon or Powell's.

The **Chronicle of Higher Ed.** notes that "540 press directors, editors, digital technologists, marketing and business specialists, and other interested parties, including representatives from **Google** and **Amazon.com**" attended the **AAUP's** annual meeting in Montreal from June 26–29. Topics covered included the move toward open access, problems of over-publishing, Amazon and POD, and, of course, returns. Google Book Search seemed to be one of the few areas where (almost) everyone involved was happy to be so. The 2009 Annual Meeting will take place from June 18–21 in Philadelphia.

UPCOMING EVENTS

On July 31 at 6:30 PM, **Mad. Sq. Reads**, **Madison Square Park Conservancy's** free series of summer readings, presents **The Wisest, Kindest Voice: A Celebration of the Work and Life of William Maxwell**, featuring **Christopher Carduff**, **Benjamin Cheever**, **Edward Hirsch**, **Daniel Menaker**, and **Stewart O'Nan**. For more information, visit <https://www.madisonsquarepark.org/programs/madsqreads.aspx>.

Heading to San Miguel de Allende this summer? Stop by **San Miguel Authors' Sala's Literary Festival**, August 19–22 at the **Hotel de Real Minas**, featuring author **Tom Robbins** and his editor, **Alan Rinzler**. For more information, visit <http://www.sanmiguelauthors.com/augusttomrobbins.html>.

CLMP, which celebrates its 40th birthday in 2008, has scheduled this year's fundraiser **Spelling Bee** for **October 27**. For more information on time and place, go to www.clmp.org.

Social Media Marketing: Putting Money Where the Mouths Are

CAN YOU GET A GOOD ROI IN SOCIAL MEDIA? THAT WAS ONE of many questions on the minds of hundreds of publishers and advertisers at the **International Advertising Bureau's Leadership Forum on User-Generated Content and Social Media** in June.

Speakers and panelists agreed on one thing: Social media advertising is not like search, banner, or e-mail advertising. As **Tim Kendall**, Facebook's Director of Monetization, put it, "Search is about demand fulfillment. Social media is about demand generation." He used a prom dress as an example. A girl might use search to browse and buy a prom dress. In social media, several friends share a conversation about prom dresses that their other friends can join—which could easily lead to multiple prom dress purchases.

The 72 million U.S. users on **MySpace** and 36 million U.S. users on Facebook make them the dominant players in social media—and many advertisers give Facebook the edge. Facebook is adding users faster internationally—early in June it caught MySpace in global unique visitors—but its **Social Ads** tool is available to anyone and is far more intuitive than MySpace's **SelfServe Hypertargeting** initiative. Facebook users can now choose among more than 28,000 applications. MySpace is not far behind with its 20,000 apps. And Facebook and MySpace are certainly not alone. The size and numbers of other players—**LinkedIn**, **Bebo**, **Friendster**, **Xanga**, **Orkut**, **hi5**, **Tagged**—are growing (see a list at http://en.wikipedia.org/wiki/List_of_social_networking_websites).

Companies can create pages on both MySpace and Facebook that allow users to sign on as fans. Last November, Facebook and MySpace both launched major advertising initiatives. While negative user reaction turned Facebook's **Beacon** program into a PR fiasco, its Social Ads tool enables anyone to create an ad and estimate how many users will see it based on age, gender, location, and interests (see www.facebook.com/business). MySpace introduced a major redesign, MySpace 2.0, on June 18, and its impact on advertising will be interesting to follow.

How should a new advertiser get involved with social media? "Start a conversation," recommends **Seth Goldstein**, cofounder and CEO of **SocialMedia**. "Ask a question. In social media, questions are the equivalent of search keywords."

Terri Walter of **Avenue A | Razorfish** offered a vivid example of how advertising campaigns have to be reframed for social media. To publicize the new season of *Project Runway* for **Levi's**, Razorfish created a Levi's 501 Design Challenge in which online users designed their own variations on Levi's jeans and trucker jackets and encouraged their friends to go online and rate their designs. Such a campaign requires a different metric, Walter cautioned—not clickthroughs and purchases, but number and length of visits, uploads, and blog coverage.

The Promise of App-vertising

Are widgets the key to monetizing social media? At a workshop hosted by **Pointroll**, an agency specializing in widget creation, account executive **Kym Lewis** claimed that 40 percent of Internet users, or 81 million people, viewed a widget in April. And the possibilities of widgets seem limitless. Ads can appear inside widgets or widgets can appear inside ads (www.mediaforge.com has a great example of a downloadable widget inside an **Overstock** ad). Most importantly, specialty agencies like **Rockyou**, **Clearspring**, and **Gigya** are building widget business models, offering publishers, advertisers, and developers access to networks of millions of widget users. Clearspring has a widget wrapper that tracks placement, visits, clicks, and the viral spread of the widget. Lewis noted that ads with widgets consistently surpass benchmarks. And some widgets can even refresh content dynamically—like the widget offering video and news for this year's **Sundance Film Festival** (www.sundancechannel.com/festival)—or can be designed to allow users to upload their own content. An **Irish Spring** widget encourages you to upload your picture into the ad, add your own text, and e-mail it to a friend. This was built by **Oddcast**, one of many sites (**Sprout Builder** is another) that allow you to experiment with building your own widget. You can view a gallery of widgets at www.widgipedia.com.

Ian Shafer, CEO of interactive ad agency **Deep Focus**, had one final exhortation: "Become the champion of social media in your company. You will be remembered for it."

PT thanks New York-based marketing consultant Rich Kelley (www.linkedin.com/in/richkelley) for this report.

Adventures in Museum Publishing

STEPHANIE MEDLOCK AND HER COLLEAGUES AT THE **U. of Chicago** worked their magic yet again at the **13th National Museum Publishing Seminar** in Chicago in June. The over 300 attendees were entertained and instructed in the often arcane (to commercial publishers, anyway) ways of museums.

The recent plethora of expansion projects taken on by museums across the country has resulted in tighter budgets, exhausted fundraisers, and tapped-out donors. But publish we must, and in addition to panels on everything from design to copyright issues, a trio of panels reviewed publishing programs in light of their interest and sales to the public in the form of the museum visitor. In one panel, **Mamie Bittner** of the **Institute of Museum and Library Services** presented the results of an extensive, comprehensive survey* on the habits of museum-goers in 2006. That year, 148 million people visited art museums in person (the survey also covered "visits" via TV and the Internet); they visited over 700 million times during the year. 60.6% of the visitors used the museum shop, and 15.8% bought a book.

Some publishers and **Marilyn Jensen**, manager of the **Met Museum** store, quibbled with these purchase stats; nevertheless, **Sean Halpert**, Senior Book Buyer for the **MFA** store in Boston, made an enthusiastic argument for the museum store to become a destination and replace the demised art book specialty store, ready to sell and carry books over \$50—particularly after **Barnes & Noble's Michelle Marozik** said only 15–20% of B&N stores are

set up to carry art books. Halpert also pointed out that as his store is the only store around that carries art books, he feels a responsibility to stock a broader range of art-themed, loosely related titles, from fiction like *GIRL WITH A PEARL EARRING* to illustrated cookbooks.

The curatorial requirements for scholarship produce somewhat intractable results for museum publishing departments. Despite the plethora of museum-trained freelance writers and editors, curators still seek to control the content of exhibition catalogues. If today's margins were met, the \$50 catalogue should probably be \$75. With the increased acceptance and sophistication of the Web, maybe those 200 pages of bibliography and footnotes could be posted rather than printed in the exhibition catalogue, resulting in smaller rather than larger tomes, and priced accordingly. Curators are also ill-equipped to write for the non-academic visitor, in addition to frequent late delivery of manuscripts: a continuing conundrum.

We have lost the "eloquence of brevity," as **Susan Rossen** pointed out in her pointed and witty closing remarks (entitled "Back to the Future"—in other words, 'twas ever thus), which constituted a history of the exhibition catalogue through the ages. The show goes on and will regrow in Washington, DC in 2010.

* IMLS Study on the Use of Libraries, Museums, and the Internet. <http://interconnectionsreport.org/reports/IMLSMusRpt20080312kjm.pdf>

Auf Wiedersehen, Aufbau?

German Publishing House in Turmoil

A SHOCKING ANNOUNCEMENT. AN ABRUPT DEPARTURE. LOTS AND LOTS of questions. What's become an all-too-familiar story in the industry now takes an international twist with multi-layered German publisher **Aufbau**. After almost fifteen years of legal battles over ownership of the company and the rights to its titles, Publisher **Bernd F. Lunkewitz** was named sole owner by a federal court on March 3, 2008. Following this ruling, Lunkewitz surprised his colleagues by refusing responsibility for the future of the house and suing for 183 million euros as compensation for the previous 17 years.

In an attempt to make sense of the long, messy history that led up to this unexpected turn of events that Aufbau's publishing director **René Strien**, among others, have called "an unconscionable act of treason," *Publishing Trends* enlisted the help of the **German Book Office**. The GBO's Director, **Riky Stock**, and Coordinator, **Hannah Johnson**, were kind enough to put together a document summarizing the epic drama that has left the prominent publishing house fighting for its life. Below, we present, for the first time in an English publication, as clear an understanding as exists to date.

The background:

"In 1990, after the fall of the USSR, an agency called the **Treuhand Agency** was set up in Germany to privatize the companies of former East Germany that had been owned by the public. Since 1946, Aufbau was owned by **Kulturbund** [cultural alliance], a nonprofit organization that is still in operation today. According to Aufbau's recent press release, Lunkewitz claims that Aufbau was illegally seized by the Treuhand Agency in 1991 and sold to an investment group, and that the investment group therefore does not legally own Aufbau. . . . The true proprietor has always been the Kulturbund, who sold the publishing house to Lunkewitz."

The current legal situation:

"Lunkewitz is still fighting against the Treuhand Agency and wants to be reimbursed for the damage done to him. For almost twenty years, Lunkewitz personally invested almost 27 million euros in a company whose profits were going to investors who had no legal claim to them. In a press announcement, he explained that he does not want to interfere with freeing the publishing house from the claims of Treuhand or the future funding of Aufbau. However, Lunkewitz is due this financial compensation from

Aufbau, which has drained the company's finances and pushed Aufbau CEOs **Tom Erben** and Rene Strien to file for insolvency."

What comes as an affront to Strien and Aufbau's many supporters is not Lunkewitz's costly lawsuit, but rather his move to unceremoniously sever all financial ties with the company, thereby forcing the house into its current state of crisis. In an impassioned open letter to the former publisher and owner that has been reprinted in numerous publications, Strien states: "The way I see it, the actions of Mr. Lunkewitz . . . served the purpose to gamble against the German government and he misused the publishing house as a bet."

While Aufbau reorganizes itself under a "Chapter 11 [receivership] like legal situation" and explores options for life after Lunkewitz, which Strien says include possibly "selling part or the whole of its shares" or "even, under certain circumstances, a management buyout," both agents and rights directors in the national and international business have expressed their great concern and support for the fallen

INTERNATIONAL F

| | 1 | 2 | 3 | 4 | 5 |
|----------------|--|--|---|--|---|
| UNITED KINGDOM | DEVIL MAY CARE Sebastian Faulks <i>Penguin</i> | SAIL James Patterson and Howard Roughan <i>Century</i> | THE BEACH HOUSE Jane Green <i>Michael Joseph</i> | DEAD MAN'S FOOTSTEPS Peter James <i>Macmillan</i> | THE FRONT Patricia Cornwell <i>Little, Brown</i> |
| FRANCE | ALL THOSE THINGS WE NEVER SAID Marc Levy <i>Robert Laffont</i> | MEN WHO DON'T LOVE WOMEN Stieg Larsson <i>Actes Sud</i> | THE CONSOLATION Anna Gavalda <i>Le Dilettante</i> | THE GIRL WHO PLAYED WITH FIRE Stieg Larsson <i>Actes Sud</i> | CASTLES IN THE SKY Stieg Larsson <i>Actes Sud</i> |
| GERMANY | WETLANDS Charlotte Roche <i>DuMont</i> | A MINUTE'S SILENCE Siegfried Lenz <i>HoCa</i> | SUFFER THE LITTLE CHILDREN Donna Leon <i>Diogenes</i> | WORLD WITHOUT END Ken Follett <i>Libbe</i> | THE CHINESE Henning Mankell <i>Zsolnay</i> |
| SPAIN | THE ANGEL'S GAME Carlos Ruiz Zafón <i>Planeta</i> | THE BOY IN THE STRIPED PAJAMAS (jun.) John Boyne <i>Salamandra</i> | THE AMAZING TRIP Eduardo Mendoza <i>Seix Barral</i> | WORLD WITHOUT END Ken Follett <i>Plaza & Janés</i> | THE ROSE LABYRINTH Titania Hardie <i>Suma de letras</i> |
| ITALY | GOMORRA Roberto Saviano <i>Mondadori</i> | FIRMIN: ADVENTURES OF A METROPOLITAN LOWLIFE Sam Savage <i>Einaudi</i> | THE LONELINESS OF PRIMARY NUMBERS Giordano Paolo <i>Mondadori</i> | THE ELEGANCE OF THE HEDGEHOG Muriel Barbery <i>E/O</i> | NOWHERE TO HIDE Giorgio Faletti <i>Baldini Castoldi Dalai</i> |
| SWEDEN | NEVER FUCK UP Jens Lapidus <i>Wahlström & Widstrand</i> | CATHEDRAL OF THE SEA Ildefonse Falcones <i>Bazar</i> | LIFETIME Liza Marklund <i>Piratförlaget</i> | STILL WATERS Viveca Sten <i>Forum</i> | A THOUSAND SPLENDID SUNS Khalid Hosseini <i>Wahlström & Widstrand</i> |
| DENMARK | THE GIRL WHO PLAYED WITH FIRE Stieg Larsson <i>Modtryk</i> | THE KITE RUNNER Khaled Hosseini <i>Cicero</i> | A THOUSAND SPLENDID SUNS Khaled Hosseini <i>Cicero</i> | CASTLES IN THE SKY Stieg Larsson <i>Modtryk</i> | CRIME AND PUNISHMENT F. M. Dostoyevsky <i>Rosinante</i> |
| CZECH REPUBLIC | MAKING MONEY Terry Pratchett <i>Talpress</i> | DEAD HEAT Dick Francis and Felix Francis <i>Olympia</i> | THE STORYTELLER Barbara Nesvadbova <i>Motto</i> | MOTHER IN CRISIS Simona Monyova <i>Mony</i> | THE YEAR OF THE COCK Tereza Bouckova <i>Odeon</i> |
| CHILE | THE KITE RUNNER Khaled Hosseini <i>Salamandra</i> | THE ANGEL'S GAME Carlos Ruiz Zafón <i>Planeta</i> | THE ISLAND Sándor Márai <i>Salamandra</i> | DOSTOYEVSKY'S HOUSE Jorge Edwards <i>Planeta</i> | PILLARS OF THE EARTH Ken Follett <i>Nuevas Ediciones de Bolsillo</i> |
| BRAZIL | THE BOOK THIEF (jun.) Markus Zusak <i>Intrinseca</i> | THE KITE RUNNER Khaled Hosseini <i>Nova Fronteira</i> | THE SILENCE OF LOVERS Lya Luft <i>Record</i> | AN INVENTED LIFE Maite Proença <i>Agir</i> | A THOUSAND SPLENDID SUNS Khaled Hosseini <i>Nova Fronteira</i> |

giant, calling what's happened a "crying shame" and a "debacle." The press release reports that "an overwhelming number of authors, friends, and partners [have] expressed their solidarity and loyalty," naming actor and author **Armin Mueller-Stahl** and Berlin's mayor, **Klaus Wowereit**, among them.

Meanwhile, Lunkewitz is reported to have formed a new company, **Alta Aufbau**, and is seeking the transfer of all contracts and rights to it.

Aram Fox, Aufbau's literary scout in New York, recently returned from Europe and echoes this sentiment, saying, "It was incredibly moving and invigorating to see other publishers and agents rallying to their side. . . . That kind of support can be traced to Aufbau's reputation, to its relationship with like-minded publishers, agents, and authors in the international publishing community."

Of course, standing up in solidarity and sitting down to make a book deal are two different things. And while friends of the publishing house have been more than willing to volunteer themselves for the former,

committing to the latter is another story. Fox admits, "Some U.S. agents and rights directors have asked tough but appropriate questions." Similarly, GBO's Johnson, who often acts as intermediary between Aufbau and U.S. publishers, says, "They're having a hard time buying and selling translation rights." While noting that there hasn't been any negative commentary, it appears that "everyone is just waiting for a solution."

In the meantime, as trying as times may be, Strien and Erben have announced that business should continue as usual. Making this task slightly easier was the annual GBO editors' trip that took place last month, bringing a small group of American editors together with German professionals for a variety of activities, including a "speed dating-like session" in which participants were encouraged to discuss specific titles. According to Aufbau's Rights Manager for the UK/U.S. market, the meeting went well and editors responded warmly to quite a few offerings from their autumn catalog. This type of encouragement, along with Aufbau's older titles (French author

Fred Vargas's *THE THIRD VIRGIN* and American author **Kim Edwards's** *THE MEMORY KEEPER'S DAUGHTER*) camping out on the bestseller lists, surely help lend credibility to Strien's confident declaration, "We will continue business with full power."

But full power for a company attempting to rise from a hole as deep as the one Lunkewitz has pushed Aufbau into will also take some strategic maneuvering, especially since the strain of the lawsuit is compounded by a combination of old debts, high interest charges, expensive purchases, and overdue payments. One source says that agents and authors have been complaining of not receiving their royalties. **Publishers Lunch** reports that the company only has "enough cash flow to pay salaries until August" and may soon be losing its lease (Lunkewitz apparently owns the building). Surely there are more changes ahead.

For now, despite the Sturm und Drang, agents and rights folks are not changing course, and remain on good terms with Aufbau editors. But with an intricate legal process unfurling and new twists surprising even those closest to the tempest, it may take some time before anyone knows what's in store for Aufbau. In other words, watch this space!

For updates on the Aufbau situation, contact GBO's Riky Stock at stock@gbo.org or visit Aufbau's Web site at www.aufbauverlag.de. For rights information, contact **Britta Marckwardt** at marckwardt@aufbaumedia.de.

CTION BESTSELLERS

| 6 | 7 | 8 | 9 | 10 |
|---|---|--|--|--|
| WEDDING SEASON Katie Fforde <i>Century</i> | THANKS FOR THE MEMORIES Ceceilia Ahern <i>HarperCollins</i> | THIS CHARMING MAN Marian Keyes <i>Michael Joseph</i> | REVELATION C. J. Sansom <i>Macmillan</i> | WHISTLEBLOWER Tess Gerritsen <i>Mira</i> |
| I WILL COME BACK TO GET YOU Guillaume Musso <i>XO</i> | WHERE ARE YOU NOW? Mary Higgins Clark <i>Albin Michel</i> | THE RING ROAD Henry Bauchau <i>Actes Sud</i> | MONTESPAN Jean Teulé <i>Julliard</i> | THE ELEGANCE OF THE HEDGEHOG Muriel Barbery <i>Gallimard</i> |
| HOLIDAYS WITH PAPA Dora Heldt <i>DTV Premium</i> | THE ELEGANCE OF THE HEDGEHOG Muriel Barbery <i>DTV Premium</i> | NOT MY DAY Ralf Huzmann <i>Scherz</i> | THE TASTE OF APPLE SEEDS Katherina Hagena <i>Kiepenbeuer & Witsch</i> | AMATEUR DRAMATICS Volker Klüpfel and Michael Kobr <i>Piper</i> |
| THE ELEGANCE OF THE HEDGEHOG Muriel Barbery <i>Seix Barral</i> | INSTRUCTIONS TO SAVE THE WORLD Rosa Montero <i>Alfaguara</i> | A DAY OF RAGE Arturo Pérez-Reverte <i>Alfaguara</i> | ILL GIVE YOU THE EARTH Chufu Llorens <i>Grijalbo</i> | HARRY POTTER AND THE DEATHLY HALLOWS (jun.) J. K. Rowling <i>Salamandra</i> |
| THE DAILY NEWS Andrea Camilleri <i>Mondadori</i> | THE KITE RUNNER Khaled Hosseini <i>Piemme</i> | THE APPEAL John Grisham <i>Mondadori</i> | THE EASY WAY TO STOP SMOKING (nf) Allen Carr <i>EWT</i> | WHAT IS MINE Anne Holt <i>Einaudi</i> |
| WE, THE DROWNED Carsten Jensen <i>Albert Bonniers</i> | HEY DOLLY Amanda Svensson <i>Norstedts</i> | CRUSADE Robyn Young <i>Prisma</i> | OUT OF THE VOLCANO'S MOUTH Helena von Zweigbergk <i>Norstedts</i> | BY THE TIME YOU READ THIS Giles Blunt <i>Albert Bonniers</i> |
| THE YACUBIAN HOUSE Alaa al Aswany <i>Hr. Ferdinand</i> | LIFETIME Liza Marklund <i>GB Forlagen</i> | AFTERSHOCK Arne Dahl <i>Modtryk</i> | ELEVEN MINUTES Paulo Coelho <i>Bazar Forlag</i> | THE CITY HALL CLIMBER Kim Blæsbjerg <i>Borgen</i> |
| BRIDA Paulo Coelho <i>Argo</i> | THE CATHEDRAL OF THE SEA Ildefonso Falcones <i>Argo</i> | HEARTSTOPPER Joy Fielding <i>Ikar</i> | CHILDREN FROM THE ZOO STATION Christiane F. <i>Oldag</i> | GOTTLAND Mariusz Szczygic <i>Dokoran</i> |
| WORLD WITHOUT END Ken Follett <i>Plaza y Janés</i> | A THOUSAND SPLENDID SUNS Khaled Hosseini <i>Salamandra</i> | HARRY POTTER AND THE DEATHLY HALLOWS (jun.) J. K. Rowling <i>Salamandra</i> | THE WEEPING WOMAN Marcela Serrano <i>Planeta</i> | THE SUM OF OUR DAYS Isabel Allende <i>Sudamericana</i> |
| PEOPLE OF THE BOOK Geraldine Brooks <i>Ediouro</i> | THE ANGEL'S GAME Carlos Ruiz Zafón <i>Objetiva</i> | THE MEMORY KEEPER'S DAUGHTER Kim Edwards <i>Sextante</i> | LOVE STORY Contardo Calligaris <i>Companhia das Letras</i> | BLINDNESS Jose Saramago <i>Companhia das Letras</i> |

A Key to the Lists

We've attempted to determine what is generally accepted as the most reliable list for each country and to bring you, translated and standardized, the list of the top fiction bestsellers (where the distinction exists). **Brazil:** *Estado de Sao Paulo*, 6/16; **Chile:** *El Mercurio*, 6/20; **Czech Republic:** *Knizny novinky*, 5/19; **Denmark:** *Gad.de*, 6/20; **France:** *L'express*, 6/19; **Germany:** *Der Spiegel*, 6/23; **Italy:** *Internet Bookshop*, 6/19; **Spain:** *larazon.es*, 6/23; **Sweden:** *Svensk Bokhandel*, 6/23; **UK:** *The Bookseller*, 6/14. We thank the following for helping us to assemble, translate, and understand the various lists: Susanne Bent Andersen, Pilar Gonzalez, Joakim Hansson, Arash Hejazi, Chris Herschdorfer, Aušrinė Jonikaitė, Froydis Jorve, Taini Kukkonen, Eva Kuløy, Piergiorgio Nicolazzini, Gabriella Piomboni, Karin Schindler, Milan Sillan, R. Sriram, and Monika Szuchta.

Distributor Profiles 2008

Key to our abbreviations: In the "Sales Force" column, **IH** = in-house, national accounts, field sales; **C** = commission; **G** = gift reps; **CR** = commission rep groups; **GR** = gift rep groups. In the "Services Offered/Notes" column, "full service" is as defined by the distributor (front and back office functions are provided as one package, but some distributors do not offer sales). "A la carte" means clients pick and choose services.

| Company | Contact | # of clients | Clients include | Sales Force | Services Offered/Notes |
|--------------------------------------|--|--------------|--|------------------------------------|---|
| Distributors | | | | | |
| Antique Collectors' Club | Dan Farrell dfarrell@antiquecc.com (413) 529-0861 | 85+ | Scala, Images, Pointed Leaf, Mapin, Garden Art, Arnoldsche, Hudson Hills, Beta Plus, Lannoo/Terra, Arsenele, ACC Ed. | 3 (IH), 5 (CR) | Full service. NBN handles fulfillment, special sales, Canada |
| AtlasBooks/BookMasters | Matt Wurster mwurster@atlasbooks.com (800) 537-6727 | 1000 | Purdue University Press, Discipleship Publications International, Integral Yoga Publications, many former Biblio/Bookworld publishers | 10 (IH), 8 (CR), various intl. | Full service; direct-to-consumer fulfillment; customer support; manufacturing through BookMasters |
| Ingram Publisher Services | Janet McDonald janet.mcdonald@ingrampublisherservices.com (615) 213-5129 Mark Ouimet mark.ouimet@ingrampublisherservices.com (510) 665-3913 | 70 | O'Reilly Media, Taunton, Taschen, AMMO, Applewood, Berrett-Koehler, Cool Springs, Bloomberg, Future Horizons, Kogan Page, North South, Laughing Elephant, Patagonia, Lunchbox Lessons, Museum of Jewish Heritage | 26 (IH), 10 (CR) | Full service with à la carte sales service; POD and digital through Lightning Source and Ingram Digital |
| IPG | Mark Suchomel suchomel@ipgbook.com (312) 337-0747 | 400 | Allen & Unwin, Benbella Books, Chicago Review Press, Interweave, Random House UK, S&S UK, Urban Land Institute, Visible Ink Press | Mix IH/C, 100 G | Full service, all formats including eBooks |
| IPM | Jane R. Graf jane@booksintl.com (703) 661-1586 | 40 | Capital Books, Allison & Busby, American Univ. in Cairo, Chaucer, Red Mill, Duckworth, Garnet, Double Storey, ATF, Mercury | 40 (C, US and Can) | Full service marketing and fulfillment; catalogs; access to in-house POD; custom Web site sales |
| Midpoint Trade | Eric Kampmann ekampmann@aol.com (212) 727-0190 | 275 | Bilingual Books, Beaufort Books, Dragon Door, Love and Logic Press, WND Press, Self Counsel | 7 (IH) | Full service including some marketing; many marketing activities offered à la carte |
| NBN | Marianne Bohr mbohr@nbnbooks.com (301) 731-9512 | 90 | Harvard Common Press, Helen Exley, Bard Press, CK Media, AAA | 21 (IH), 6 (CR), 6 (special sales) | Full service, à la carte, POD |
| Consortium | Lindsay Shuck lshuck@cbsd.com (612) 746-2628 | 100+ | Seven Stories Press, New Society Publishers, Akashic Books, City Lights Publishers, Soho Press | 12 (IH), 24 (C), 100 (G) | Full service; digital services including POD and eBooks; catalogs; marketing support |
| Perseus Distribution Services | Sabrina McCarthy sabrina.mccarthy@perseusbooks.com (212) 340-8131 | 50 | Newmarket Press, Atlas Books, Avalon Press, Harvard Business School Press, LifeTime Media | 40 (IH), 6 (GR) | Full service including sales and fulfillment; à la carte options; additional services upon request |
| PGW | Susan Reich susan.reich@pgw.com (510) 809-3701 | 100+ | Grove/Atlantic, New World Library, Counterpoint/Soft Skull, Time Out, McSweeney's | 40 (IH), 110 (G), 6 (intl.) | Full service, including intl. and digital (SPR, POD, eBook) |
| SCB Distributors | Aaron Silverman aaron@scbdistributors.com (310) 532-9400 | 120 | Adventures Unlimited Press, Clarity Press, Pet Friendly Publications, Power Press, Silver Lake Publishing | 30 (C) | Full service; will handle fulfillment for clients |
| Comic Book Direct Market | | | | | |
| Diamond Book Distributors | Kuo-Yu Liang lkuo@diamondbookdistributors.com (917) 769-6595 | 50 | Marvel, Dark Horse, Image, Bandai, IDW, BBC UK, Digital Manga, Oni Press, Juno, Nightshade, Cartoon Books, Fantagraphics (Canada) | 10 (IH), 25 (C), 100 (G) | Full-service. Specializes in graphic novels, manga, sci-fi. Exclusive and non-exclusive agreements. |

Distributor Profiles 2008 (continued)

| Company | Contact | # of clients | Clients include | Sales Force | Services Offered/Notes |
|----------------------------------|--|--------------|--|---|---|
| Publishers | | | | | |
| Abrams | Marti Malovany mmalovany@hnabooks.com (212) 229-7132 | 8 | Victoria & Albert Museum, Tate, Royal Academy of Arts, Vendome Press, 5 Continents Editions | 7 (IH), 7 (G) | Full service |
| Andrews McMeel | Jim Fallone jfallone@amuniversal.com (816) 360-6924 | 6 | Gooseberry Patch, Universe Rizzoli (calendars), Signatures Network, Cartoon Bank, Stowers Innovations | 5 (IH), 220 (C) | Full service; fulfillment handled by S&S |
| Globe Pequot | Andrea Jacobs andrea.jacobs@globepequot.com (203) 458-4500 | 25 | Waterford Press, Everyman Chess, Globetrotter, Woodall Publications, Appalachian Mountain Club Books | 30 (IH) plus specialty trade and commission | Full service |
| Hachette | Chris Hamley christopher.hamley@hbgusa.com (501) 269-7787 | 12 | Chronicle Books, InnovativeKids, Arcade, Phaidon Press, Filipacchi Publishing, Weinstein Books | 50+ (IH) | Full service and à la carte; new Canadian distribution strategy begins January 2009 |
| HarperCollins | Glenn D'Agnes glenn.d'agnes@harpercollins.com (212) 207-7782 | 4 | Disney/Hyperion, Scholastic, Dorchester, TokyoPop | 50+ | Full service and à la carte; not actively seeking clients but will consider appropriate à la carte services |
| Houghton Mifflin Harcourt | Laurie Brown laurie.brown@hmhpub.com (212) 592-1156 | 4 | Beacon Press, Old Farmer's Almanac, Larousse (Paris and Mexico), Chambers | 25 (IH), 120 (C) | Full service |
| Macmillan | Patti Hughes patti.hughes@macmillan.com (646) 307-5354 | 13 | Rodale, Bloomsbury USA & Walker Books, Oxmoor House/Sunset Books, Watson-Guption, Consumer Reports, Virgin Books, Seven Seas | 45 (IH), 100 (G) | Full service |
| Norton | Dosier Hammond dhammond@wnnorton.com (212) 354-5500 | 16 | Atlas, Fantagraphics, New Press, Pushcart, Quantuck Lane, Skyhorse Publishing, Verso | 19 (IH), 3 (CR), 2 (GR) | Full service |
| Penguin | Kristin Feehan kristin.feehan@us.penguin.com (212) 366-2472 | 6 | Reader's Digest, Overlook Press, Library of America, Europa Editions, Prentice Hall, Kensington (back office) | 80 (IH), 80 (G) | Full service; back office functions available separately |
| Random House | Todd McGarity tmcgarity@randomhouse.com (212) 572-2842 | 21 | Candlewick Press, DC Comics, National Geographic Society, New York Review of Books, Rizzoli, Shambhala | 200+ (IH) | Full service, including sales, fulfillment, back office, digital services, and production; à la carte |
| Simon & Schuster | Joe Bulger joe.bulger@simonandschuster.com (212) 698-2829 | 15 | Harlequin, Kaplan, Meadowbrook, Reader's Digest Children's, Andrews McMeel (fulfillment), Viz, World Almanac | 130 (all channels) | Full service, a la carte |
| Small Press Distributors | | | | | |
| Blu Sky Media Group | Greg Snider greg.snider@bluskymediagroup.com (615) 995-7072 | 60 | Blue Water Press, Pink Lemonade, Capital Press, The Enchanted Self, Humane Exposures Publishing | 20 (IH) | Full service; à la carte. Services include consulting and title/product development. |
| Cardinal Publishers Group | Tom Doherty tdoherty@cardinalpub.com (317) 352-8200 | 34 | Blue River Press, Lloyd Wright Publishing, Nice Dog Press, Woods N' Water Press, AMI Publishers | 3 (IH), 35 (C) | Full service |
| Greenleaf Book Group | Kristen Sears kristen@greenleafbookgroup.com (512) 891-6100 | 300+ | The Koegel Group, Raw Family Publishing, Fire Starter Group, Viter Press | 25 (IH), 14 (C), 14 (G) | Full service; also design, editorial, accounting, and marketing services |

Calendar of Book Fairs, Conventions, and Conferences

July 1–5, 2008

LIBER (ASSOCIATION OF EUROPEAN RESEARCH LIBRARIES) ANNUAL GENERAL CONFERENCE

Theme: Bridging the Digital Divide: Effective Library Partnerships in the Digital Age

Koç University, Istanbul, Turkey. <http://liber2008.ku.edu.tr>

July 2–6, 2008

FESTA LITERÁRIA INTERNACIONAL DE PARATI (FLIP)

Parati, Rio de Janeiro, Brazil. Call 24 3371-7082; fax 24 3371-7084; e-mail flip@flip.org.br; www.flip.org.br

July 10–13, 2008

TOKYO INTERNATIONAL BOOK FAIR

Tokyo Big Sight, Tokyo, Japan. Call +81 3 3349 8507; fax +81 3 3345 7929; e-mail tibf-eng@reedexpo.co.jp; www.reedexpo.co.jp/tibf/english/index.phtml

July 11–12, 2008

INNOVATE! NACS CONFERENCE ON TECHNOLOGIES IN RETAILING AND COURSE CONTENT DELIVERY

Minneapolis Marriott City Center, Minneapolis, MN. Contact Tony Ellis, tellis@nacs.org; call (800) 622-7498; fax (440) 775-4769; www.nacs.org/public/events/innovate

July 13–17, 2008

CBA INTERNATIONAL CHRISTIAN RETAIL SHOW

Orange County Convention Center, Orlando, FL. Call (800) 252-1950; fax (719) 272-3510; e-mail info@cbaonline.org; www.cbaonline.org

July 17–20, 2008

HARLEM BOOK FAIR

West 135th St. from 5th Ave. to Adam Clayton Powell, Jr. Blvd., New York, NY. Call (212) 348-1681; fax (646) 290-5970; e-mail hbf@qbr.com; www.qbr.com/page10688.asp

July 23–29, 2008

HONG KONG BOOK FAIR

HK Convention & Exhibition Centre, Hong Kong. Call +852 1830 668; fax +852 2824 0026; e-mail exhibitions@tdc.org.hk; <http://hkbookfair.com>

July 24–27, 2008

SAN DIEGO COMIC-CON

San Diego Convention Center, San Diego, CA. Call (619) 491-2475; fax (619) 414-1022; e-mail cci-info@comic-con.org; www.comic-con.org/cci

July 30–August 2, 2008

ROMANCE WRITERS OF AMERICA ANNUAL NATIONAL CONFERENCE

San Francisco Marriott, San Francisco, CA; Call (832) 717-5200; Fax (832) 717-5201; e-mail conference@rwanational.org; www.rwanationalconference.org

August 16–21, 2008

NEW YORK INTERNATIONAL GIFT FAIR

Jacob K. Javits Convention Center and other locations, New York, NY. Call (603) 665-7524; www.nyigf.com

September 1–4, 2008

BEIJING INTERNATIONAL BOOK FAIR

Tianjin International Exhibition Center, Tianjin, China. Contact Zhang Jichen, +86 10 6506 3080; fax +86 10 6508 9188; e-mail zhangjc@bibf.net; www.bibf.net

September 3–8, 2008

MOSCOW INTERNATIONAL BOOK FAIR

Moscow, Russia. Call +7 (495) 699-3466; fax +7 (495) 699-1110; e-mail mibf@mibf.ru; www.mibf.ru/english

September 14, 2008

BROOKLYN BOOK FESTIVAL

Brooklyn Borough Hall and Plaza, Brooklyn, NY. Contact Tom McGinn, (718) 802-3772, tmcginn@brooklynbp.nyc.gov; www.brooklynbookfestival.org

September 14–15, 2008

CIANA REMAINDER & PROMOTIONAL BOOK FAIR

The Business Design Centre, Islington Green, London. Call +44 (0)20 8682 1969; fax +44 (0)20 8682 1997; e-mail enquiries@ciana.co.uk; www.ciana.co.uk

September 27, 2008

NATIONAL BOOK FESTIVAL

National Mall, Washington, D.C. Call (888) 714-4696; e-mail bookfest@loc.gov; www.libraryofcongress.gov/bookfest

October 8–10, 2008

26TH LIBER INTERNATIONAL BOOK FAIR

Fira de Barcelona, Gran Via Exhibition Centre, Barcelona, Spain. Call +34 93 233 20 00; www.liberbcn.com

October 9–12, 2008

BOUCHERON WORLD MYSTERY CONVENTION

Sheraton City Center Hotel, Baltimore, MD; www.charmedtodeath.com

October 10–12, 2008

SOUTHERN FESTIVAL OF BOOKS

War Memorial Plaza, Nashville, TN. Call (615) 770-0006; fax (615) 770-0007; <http://tn-humanities.org/festival>

October 11–16, 2008

DMA08 CONFERENCE & EXHIBITION

Las Vegas Convention Center, Las Vegas, NV. Call (212) 790-1500; fax 212.302.7643; e-mail customerservice@the-dma.org; www.dma08.org

October 15–19, 2008

FRANKFURT INTERNATIONAL BOOK FAIR

Guest of honor: Turkey

Frankfurt, Germany. Call +49 (0) 69 2102-0; fax +49 (0) 69 2102-227; e-mail info@book-fair.com; www.book-fair.com

October 24–26, 2008

CIROBE INTERNATIONAL REMAINDER AND OVERSTOCK BOOK EXPOSITION

Hilton Chicago, Chicago, IL. Call (773) 493-1389; fax (773) 955-2967; e-mail info@cirobe.com; www.cirobe.com

October 25–27, 2008

6TH ANNUAL CONFERENCE ON THE BOOK

Catholic University of America, Washington, D.C. Call (217) 328-0405; fax (217) 328-0435; e-mail mail@commongroundpublishing.com; www.book-conference.com

October 30–November 2, 2008

WORLD FANTASY CONVENTION

Theme: Mystery in Fantasy and Horror

Hyatt Regency, Calgary, Alberta. Call (206) 350-1932; e-mail info@worldfantasy2008.org; www.worldfantasy2008.org

November 1–2, 2008

TEXAS BOOK FESTIVAL

State Capitol Building, Austin, TX. Call (512) 477-4055; fax (512) 322-0722; e-mail bookfest@texasbookfestival.org; www.texasbookfestival.org

November 19, 2008

NATIONAL BOOK AWARDS

Cipriani Wall Street, New York, NY. Call (212) 685-0261; e-mail nationalbook@nationalbook.org; www.nationalbook.org

November 19–24, 2008

SALON DU LIVRE DE MONTREAL

Place Bonaventure, Montreal, Quebec. Call (514) 845-2365; fax (514) 845-7119; e-mail slm.info@videotron.ca; www.salondulivredemontreal.com

November 20–23 (Convention), 23–25 (Workshops), 2008

NATIONAL COUNCIL OF TEACHERS OF ENGLISH CONFERENCE

San Antonio, TX. Call (217) 328-3870; fax (217) 328-9645; www.ncte.org/profdev/conv/annual

REGIONAL TRADE SHOWS

September 15–17, 2008

PACIFIC NORTHWEST

Airport Holiday Inn, Portland, OR. Call (541) 683-4363; fax (541) 683-3910; e-mail info@pnba.org; www.pnba.org/show.htm

September 17–20, 2008

MOUNTAINS & PLAINS INDEPENDENT

Crowne Plaza Hotel, Colorado Springs, CO. Call (800) 752-0249; www.mountainsplains.org/tradeshow.html

September 18–20, 2008

NEW ENGLAND INDEPENDENT

Hynes Convention Center, Boston, MA. Call (781) 316-8894; fax (781) 316-2605; e-mail Nan.Sorenson@neba.org; www.newenglandbooks.org

September 21–22, 2008

NEW ATLANTIC INDEPENDENT

Holiday Inn Crowne Plaza, Cherry Hill, NJ. Contact Eileen Dengler, (516) 333-0681; e-mail info@naiba.com; www.naiba.com

September 26–28, 2008

SOUTHERN INDEPENDENT

Mobile, AL. Call (803) 779-0118; fax (803) 779-0113; e-mail wanda@sibaweb.com; www.sibaweb.com

October 3–5, 2008

GREAT LAKES

Hyatt Regency Dearborn, Dearborn, MI. Contact Joan Jandernoa, (616) 847-2460; fax (616) 842-0051; e-mail joanj@books-globa.org; www.books-globa.org

October 3–5, 2008

NORTHERN CALIFORNIA INDEPENDENT

Oakland Convention Center, Oakland, CA. Contact Hut Landon, (415) 561-7686; fax (415) 561-7685; e-mail office@nciba.com; www.nciba.com

October 18, 2008

SOUTHERN CALIFORNIA INDEPENDENT

Millennium Biltmore Hotel, Los Angeles, CA. Call (626) 793-8435; fax (626) 792-1402; www.scibabooks.org

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