

Publishing Trends Distributor Profiles 2012

Company	Contact Name	Contact Email	Contact Phone	# of Clients	(up to) 10 Key Clients	Sales Force: In-House Reps	Sales Force: Commission Reps	Sales Force: Gift Reps	Sales Force: Commis. Rep Groups	Sales Force: Gift Rep Groups	Pbook Services: Full?	Pbook Services: offered a la carte?	Pbook Services: International?	Digital Services: Offered separately of Print Services?
Antique Collectors' Club	John Brancati	jbrancati@antiquecc.com	212-645-1111	75	Congedo, De Jong Hand, Editions du Chene, Editmos Estratrgriae, Electa/Mondadori, Luster, Niyogi	2	35	0	0	0	yes	yes	yes	no
ARTBOOK D.A.P.	Elisa Leshowitz	eleshowitz@dapinc.com	212-627-1999 x216	200+	Aperture, Guggenheim, Hatje Cantz, JRP, MFA, MoMA NY, Walker Art Center, Walther Konig	5	35	17	10	1	yes	no	no	yes
BDS / AtlasBooks	Tony Proe	tproe@bookmasters.com	315-679-3627	BDS: 20 Atlas: 200	American Golfer, Ammonite, Arcturus Publishing, BrightDesign Media, CRW, earBOOKS, Ian Allan, Islandport Press, Museyon Guides, Sky Press	BDS: 4 Atlas Books: 4	40	0	8	0	yes	yes	yes	yes
Consortium	Lindsay Shuck	lshuck@cbsd.com	612-746-2628	100+	Akashic, City Lights, Copper Canyon, Haymarket, New Society, Theatre Communications	7	16	100	0	0	yes	no	yes	yes
Greenleaf Book Group	Jenn McMurray	jenn@greenleafbookgroup.com	512-891-6100	650	Bandha Yoga, Geoff Smart, Koegel, Steve Spangler Science, West Brands	3	30+	8	9	1	yes	no	no	yes
Ingram Publisher Services	Leah Rex & Mark Ouimet	leah.rex@ingramcontent.com mark.ouimet@ingramcontent.com	Leah: 615-213-5343 Mark: 510-665-3900	83	APA (Insight Guides and Berlitz language), Berrett-Koehler, NOLO, Open Road Media, O'Reilly Media, Severn House, Taschen, Turner Publishing, Velo Press, Windsor Peak Press	19	0	100	0	11	yes	yes	yes	yes

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Independent Publishers' Group (IPG)	Mark Suchomel	suchomel@ipgbook.com	312-337-0747	400	Allen & Unwin, Atlantic Books, Chicago Review Books, Nomad Press, Pan Macmillan, Random House UK & AUS, Triumph Books	14	45	120	10	0	yes	no	no	no
International Publishers Marketing	Jane R. Graf	jane@booksintl.com	703-661-1586	30	Allison & Busby, Bristol Classical Press, Carnegie, Choc Lit, George F. Thompson Publishing, Mercury Learning, NB, Protea Random House-Struik, Struik Christian Media	1	40	0	6	?	yes	yes	yes	yes
Midpoint Trade	Arthur Kampmann	arthur@midpointtrade.com	212-727-0190	275	Dunham Group, New Holland, Primal Nutrition, Whitecap Books	8	not available	not available	not available	not available	yes	no	yes	yes
National Book Network (NBN)	Jason Brockwell	jbrockwell@nbnbooks.com	301-459-3366 x5521	80+	C&T, Down East, Gooseberry Patch, Lake Isle Press, Michelin Travel & Lifestyle, Nicholas Brealey, Robert Kennedy	6	18	75	6	0	yes	yes	yes	yes
Publishers Group West	Susan Reich	susan.reich@pgw.com	510-809-3701	100+	Cleis Press, Counterpoint/ Soft Skull, Frances Lincoln, Gallup Press, Grove/Atlantic, McSweeney's, New World Library, Time Out, Ulysses Press, Wisdom Publications	40	0	117	0	10	yes	yes	yes	yes

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Red Wheel/Weiser	Michael Kerber	mkerber@rwwbooks.com	978-465-0504	8	Connections, Hampton Roads, Nicolas-Hays, Ozark Mountain, Witches Almanac	2	18	92	not available	not available	yes	yes	yes	no
SCB Distributors	Aaron Silverman	aaron@scbdistributors.com	310-532-9400	160	Academic Insights, City Guides, Drago, Hungry?, Milk Mug, Sedona, Silver Lake, Twisted Spoon, Wolf Creek	0	30	6	7	1	yes	no	yes	yes

Publishers

Abrams	Marti Malovany	mmalovany@abramsbooks.com	212-229-7132	8	5 Continents, Alain Ducasse, Booth-Clibborn, Ludion, Other Criteria, Royal Academy, Tate, Vendome Press, V&A	11	40	108	7	10	yes	no	yes	no
Globe Pequot	Andrea Jacobs	andrea.jacobs@globepequot.com	203-458-4500	20	Alastair Sawday, Appalachian Mountain Club, Bradt Travel Guides, D&B Publishing, Everyman Chess, Jonglez Publishing, The Milepost, Stoecklein Publishing, Thomas Cook, Woodall Publications	15	23	39	4	3	yes	no	Canada	no
Hachette	Todd McGarity	todd.mcgarity@hbgusa.com	212-364-1386	18	Abrams, Chronicle, Disney and Hyperion (beginning April 2013), Guinness World Records, Home Entertainment /Oxmoor House, Marvel, Phaidon, Time Inc.	60+	0	100+	1	8	yes	yes	yes	yes

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HarperCollins	Mary Beth Thomas	marybeth.thomas@harpercollins.com	212-207-7103	4	Disney, Hyperion (until April 2013), Delphinium, Scholastic	not available	not available	not available	not available	not available	yes	yes	no	no
Houghton Mifflin Harcourt	Morgan Gould	morgan.gould@hmhpub.com	617-351-5539	5	Chambers, Harvard Common Press, Larousse, Old Farmer's Almanac, Zest Books	14	20	2	3	10	yes	yes	no	no
Macmillan	Patti Hughes	patti.hughes@macmillan.com	646-307-5354	8	Bloomsbury USA, College Board, Drawn & Quarterly, Graywolf, Kingfisher, Papercutz, Rodale	56	0	110	0	10	yes	no	yes	yes
Norton	Eugenia Pakalik	epakalik@wnnorton.com	212-790-9432	25	Dalkey Archive, Fantagraphics, New Directions, Peace Hill Press, Pegasus, Skyhorse, Thames & Hudson, Verso	15	5	4	3	6	yes	no	yes	no
Penguin	Kristin Feehan	kristin.feehan@us.penguinroup.com	212-366-2472	6	Callaway, Europa Editions, Kensington, Library of America, Overlook, Reader's Digest	115	N/A	2	80	N/A	yes	no	yes	no
Perseus Distribution	Sabrina McCarthy	sabrina.mccarthy@perseusbooks.com	212-340-8131	35+	Columbia University, D.A.P, Harvard Business Review, The New Press, Regnery, WS Publishing	40+	0	4 in house, 100+ commission	0	10	yes	yes	yes	yes
Random House	Todd Berman	tberman@randomhouse.com	212-572-2842	28	Beacon Press, Candlewick, DC Comics, Quirk, National Geographic, Other Press, Rizzoli, Shambhala, Smithsonian, Soho Press	35	0	5	0	125	yes	yes	yes	no

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Simon & Schuster	Steve Black	stephen.black@simonandschuster.com	212-698-2838	23	Andrews McMeel, Chicken Soup for the Soul, Harlequin, Hooked on Phonics, Kaplan, Reader's Digest Children, Ripley's, VIZ	104	0	0	1 (Christian)	9	yes	yes	yes	yes

University Presses

Chicago Distribution Center	Karen Barch	kbarch@press.uchicago.edu	773-702-7024	95	U. of Alabama, U. Chicago, Getty, Island Press, U. of Nevada, Roberts Publishing, Royal Collections, Seagull, Stanford UP, U. of Wisconsin	0	0	0	0	0	yes	no	no	yes
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