

PUBLISHING TRENDS Distributor Profiles 2013

Company	Contact Name	Contact Email	Contact Phone	# of Clients	10 Key Clients	Sales Force						Pbook Services			Warehouse		
						In-House Reps	Commission Reps	Gift Reps	Commission Rep Groups	Gift Rep Groups	Sells House Imprints as well?	Full?	a la carte?	International?	Digital Services?	Location	3rd Party or Company Owned?
ABRAMS	Marti Malovany	<i>mmalovany@abramsbooks.com</i>	212-229-7132	8 plus various one-offs	5 Continents, Alain Ducasse, Booth Clibbom, Ludion, Other Criteria, Royal Academy, Tate, Vendome, V&A	11	40	108	7	10	Yes	Yes	No	Yes	Yes	Lebanon, IN	Third Party: Hachette
ANTIQUÉ COLLECTORS' CLUB	John Brancati	<i>jbrancati@antiquecc.com</i>	212-645-1111	75	Congedo, De Jong Hand, Editions du Chene, Editmos Estratrgiae, Electa/ Mondadori, Luster, Niyogi	2	35	20	5	2	No	Yes	Yes	Yes	No	Blue Ridge Summit, PA	Third Party: National Book Network
ARTBOOK D.A.P.	Elisa Leshowitz	<i>elshowitz@dapinc.com</i>	212-627-1999 x216	200+	Aperture, Guggenheim, Hatje Cantz, JRP, MFA, MoMA NY, Walker Art Center, Walther Konig	5	35	17	10	1	No	Yes	No	Yes	Yes	Jackson, TN	Third Party: Perseus
ATLASBOOKS	Tony Proe	<i>tproe@bookmasters.com</i>	315-679-3627	BDS: 20 Atlas: 200	American Golfer, Arcturus Publishing, Bright Sky Press, Design Media, CRW, earBOOKS, Ian Allan, Islandport Press, Museyon Guides, Purdue University Press	4	4	40	0	8	No	Yes	Yes	Yes	Yes	Ashland, OH	Own
CONSORTIUM	Lindsay Shuck	<i>lshuck@cbsd.com</i>	612-746-2628	100+	Akashic, City Lights, Copper Canyon, Haymarket, New Society, Theatre Communications	7	16	100	0	0	Yes	Yes	No	Yes	Yes	Jackson, TN	Own

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GLOBE PEQUOT PRESS	Andrea Jacobs	<i>andrea.jacobs@globepequot.com</i>	203-458-4500	20	Appalachian Mountain Club, Bradt Travel Guides, D&B Publishing, Everyman Chess, Good Sam Enterprises, Jonglez, Quality Chess, The Milepost, Stoecklein, Trailblazer Publications	15	23	39	4	3	Yes	Yes	No	Yes (Canada)	No	Springfield, TN	Own
GREENLEAF BOOK GROUP	Steve Elizalde	<i>selizalde@greenleafbookgroup.com</i>	512-891-6100	700	Bandha Yoga, Geoff Smart, Koegel, Steve Spangler Science, West Brands, Melissa Joulwan, Gianna Angelopolous, Patti Wheeler, Peter Gerogescu, Ken Lindner	2	20+	2	5	0	No	Yes	Yes	distribution only, foreign rights agent	Yes	Strongsville, OH	Third Party: Archway
HACHETTE	Todd McGarity	<i>todd.mcgarity@hbgusa.com</i>	212-364-1386	18	Abrams, Chronicle, Disney, Guinness World Records, HMH (Int'l Sales), Time Inc Home Entertainment, Oxmoor House, Marvel, Phaidon, Quayside (effective Jan 2014)	60+	0	100+	1	8	Yes	Yes	Yes	Yes	Yes	Lebanon, IN	Own
<i>NEW!</i> HANOVER PUBLISHER SERVICES	Chip Fleischer	<i>chip@steerforth.com</i>	603-643-4787 x303	5	Steerforth, Archipelago, For Beginners, Campfire Graphic Novels, New Europe Books	35	0	5	0	125	Yes	Yes	No	Yes	Yes	Westminster, MD	Third Party: Random House

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HOUGHTON MIFFLIN HARCOURT	Morgan Hillman	<i>morgan.hillman@hmhco.com</i>	617-351-5539	5	Chambers, Harvard Common Press, Larousse, Old Farmer's Almanac, Zest Books	16	20	2	3	10	Yes	Yes	No	No	No	Indianapolis, IN	Own
INDEPENDENT PUBLISHERS' GROUP	Mark Voigt	<i>sporty@ipgbook.com</i>	312-337-0747	400	Allen & Unwin, Atlantic Books, Chicago Review Press, Pan Macmillan, Random House UK & AUS, Triumph Books, American Cancer Society, Anova Books, Microcosm Publishing, Souvenir Press	14	45	120	10	11	No	Yes	No	No	No	Chicago, IL	Own
INGRAM PUBLISHER SERVICES	Leah Rex & Mark Ouimet	<i>leah.rex@ingramcontent.com, mark.ouimet@ingramcontent.com</i>	Leah: 615-213-5343 Mark: 510-665-3900	98	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	No	Yes	Yes	Yes	Yes	LaVergne, TN; Chambersburg, PA; Ft Wayne, IN; Roseburg, OR	Own
INTERNATIONAL PUBLISHERS MARKETING	Jane R. Graf	<i>jane@booksintl.com</i>	703-661-1586	32	Allison & Busby, Carnegie, Choc Lit, George F. Thompson, Kolibri, Liberties Press, Mercury Learning, Protea, Random House-Struik, Real Reads, University of Buckingham Press	1	47	0	6	N/A	No	Yes	Yes	Yes	Yes	Dulles, VA	Own

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NEW! LEGATO PUBLISHERS GROUP	Mark Suchomel	<i>mark.suchomel@perseusbooks.com</i>	312-316-9618	22	ECW Press, Amherst Media, Search Press, Our World of Books, Trafalger Square Books, Tachyon, Visible Ink, Clavis, Cuento de Luz, Findhorn	40	0	117	N/A	10	Yes	Yes	Yes	Yes	Full distribution through Constellation	Jackson, TN	Own
MACMILLAN	Patti Hughes	<i>patti.hughes@macmillan.com</i>	646-307-5354	9	Bloomsbury USA, College Board, Drawn & Quarterly, Entangled, Greywolf, Kingfisher, Page Street, Papercutz, Rodale	79	0	110	0	10	Yes	Yes	No	Yes	Yes	Gordonsville, VA	Own
MIDPOINT TRADE	Arthur Kampmann	<i>arthur@midpointtrade.com</i>	212-727-0190	275	Dunham Group, New Holland, Primal Nutrition, Whitecap Books	8	12	N/A	N/A	N/A	No	Yes	No	Yes	Yes	Little Rock, AR	Third Party: Leisure Arts
NATIONAL BOOK NETWORK	Jason Brockwell	<i>jbrockwell@nbnbooks.com</i>	301-459-3366	80+	C&T, Down East, Gooseberry Patch, Lake Isle Press, Michelin Travel & Lifestyle, Bard Press, Kyle Books	6	18	75	6	0	No	Yes	Yes	Yes	Yes	Blue Ridge Summit, PA	Own
W.W. NORTON	Michael Levatino	<i>mlevatino@wwnorton.com</i>	212-354-5500	20	Thames & Hudson, New Directions, Pegasus Books, Fantagraphics, Peace Hill Press, Skyhorse, George Braziller, Persea Books, Dalkey Archive, Pushcart Press	15	5	60	3	7	Yes	Yes	No	Yes	Yes	Scranton, PA	Own
PENGUIN	Kristin Feehan	<i>kristin.feehan@us.penguin.com</i>	212-366-2472	6	Europa, Kensington, Library of America, Overlook, Reader's Digest, Tribute International	115	N/A	2	80	N/A	Yes	Yes	No	Yes	Yes	Kirkwood, NY and Pittston, PA	Own

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PERSEUS	Sabrina McCarthy	<i>sabrina.mccarthy@perseusbooks.com</i>	212-340-8131	40	Columbia University Press, D.A.P, Harvard Business Review, The New Press, Regnery, Skyhorse	40+	0	4 in house, 100+ commission	0	10	Yes	Yes	Yes	Yes	Yes	Jackson, TN	Own
PUBLISHERS GROUP WEST	Susan Reich	<i>susan.reich@pgw.com</i>	510-809-3701	100+	Agate, Cleis, Counterpoint/Soft Skull, Entrepreneur Press, Gallup Press, Grove/Atlantic, Insight Editions, McSweeney's, New World Library, Ulysses Press	40	0	117	0	10	Yes	Yes	Yes	Yes	Yes	Jackson, TN	Own
RANDOM HOUSE	Todd Berman	<i>tberman@randomhouse.com</i>	212-572-2842	30	Beacon, Candlewick, DC Comics, Quirk, National Geographic, Other Press, Rizzoli, Shambhala, Smithsonian, Soho	35	0	5	0	125	Yes	Yes	Yes	Yes	No	Crawfordsville, IN; Westminster, MD	Own
RED WHEEL/WEISER	Michael Kerber	<i>mkerber@rwwbooks.com</i>	978-465-0504	8	Connections, Hampton Roads, Nicolas-Hays, Ozark Mountain, Witches Almanac	2	18	92	N/A	N/A	No	Yes	Yes	Yes	Yes	Dulles, VA	Third Party: Books International
SCB DISTRIBUTORS	Aaron Silverman	<i>aaron@scbdistributors.com</i>	310-532-9400	160	Adventures Unlimited, Baby Tattoo Books, Flesk Publications, Greenery Press, Hohm Press, Last Gasp, Merlin Unwin, Russell Enterprises, Smart Guide, Write Bloody	0	30	6	7	1	No	Yes	No	Yes	Yes	Gardena, CA	Own
SIMON & SCHUSTER	Steve Black	<i>stephen.black@simonandschuster.com</i>	212-698-2838	28	Andrews McMeel, Chicken Soup for the Soul, Good Books, Harlequin, Hooked on Phonics, Kaplan, Reader's Digest Children, Ripley's, VIZ	104	0	0	1 (Christian)	9	Yes	Yes	Yes	Yes	Yes	Riverside, NJ	Own