

## Distributor Profiles 2018

Company	Contact Name	Contact Email	Contact Phone	# of Clients	10 Key Clients	Sales Force				Pbook Services				Warehouse	
						In House Reps	Commission Trade Rep Groups/ # of reps	Commission Gift Rep Groups/ # of reps	Sells House Imprints as well?	Full?	a la carte?	International?	Digital Services?	Location	3rd Party or Company Owned?
<b>Abrams</b>	Marti Malovany	<i>mmalovany@abramsbooks.com</i>	212-229-7132	11 plus various one-offs	The Vendome Press, V&A, Tate, SelfMadeHero, Cameron + Co, Getty Children's Books, 5 Continents, Alain Ducasse, Booth-Clibborn Editions, Ludion, Chihuly Workshop, MoMA Children's Books	11	7/30	10/108	Yes	Yes	No	Yes	Yes	Lebanon, IN	Third Party: Hachette
<b>Antique Collectors' Club</b>	John Brancati	<i>john.brancati@accpublishinggroup.com</i>	212-645-1111	75	ACC Art Books, Editions du Chene, Lannoo, Images Publishing, Pointed Leaf Press, Carlton, Luster, Emons	4	5/35	4/80	Yes	Yes	Yes	Yes	No	Blue Ridge Summit, PA	Third Party: National Book Network
<b>ARTBOOK D.A.P.</b>	Elisa Nadel	<i>enadel@dapinc.com</i>	212-627-1999 x216	200+	Guggenheim, Hatje Cantz, JRP Ringier, MFA Publications Boston, MoMA NY, Steidl, Walker Art Center, Walther König, Skira, Lars Mueller	5	10/35	1/17	No	Yes	No	Yes	Yes	Jackson, TN	Third Party: Ingram
<b>Baker &amp; Taylor Publisher Services (formerly Bookmasters)</b>	Mark Suchomel	<i>mark.suchomel@baker-taylor.com</i>	312-590-1516	200+	I.B.Tauris, Arcturus Publishing, Purdue University Press, Walah!, Christian Focus Publications, Flame Tree Publishing, Lexham Press, Waterford Press, Nomad Press, The Innovation Press	5	6/20+	1/2	No	Yes	Yes	Yes	Yes	Ashland, OH; Momence, IL; Commerce, GA; Bridgewater, NJ; Reno, NV	Own

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<b>Cardinal Publishers Group</b>	Tom Doherty	<i>todoherty@cardinalpub.com</i>	800-296-0481	62	Axel & Ash, Blue River Press, Body & Breath, Emerald Career Publ, EMS Publishing, Lotus Publ, Meyer & Meyer, Price World Publ, Propriometrics Press, Stone Road Press, The Resume Place	5	5/18	0/3	Yes	Yes	No	Yes	Yes	Indianapolis, IN	Own
<b>Casemate IPM</b>	Jane R. Graf	<i>jane.graf@casematepublishers.com</i>	610-853-9131	45	Penguin Random House South Africa, Allison & Busby, Grub Street Cookery, Classics Illustrated, George F. Thompson, Liberties, Libro International, Choc Lit, Medina, Enodare	2	6/30	N/A	No	Yes	Yes	Yes	Yes	Dulles, VA	Third Party: Books International
<b>Greenleaf Book Group</b>	Steve Elizalde	<i>selizalde@greenleafbookgroup.com</i>	512-891-6100	1,000+	Joe Cross, Bandha Yoga, Tim Koegel, Melissa Joulwan, Darren Hardy, Jeff Olson, Michael Bungay Stanier, Susan Wittig Albert, Richard Blum, Gary P. Nunn	2	5/20+	0/2	Yes	Yes	Yes	Yes	Yes	Strongsville, OH	Third Party: Archway
<b>Hachette</b>	Todd McGarity	<i>todd.mcgarity@hbgusa.com</i>	212-364-1386	17	Abrams, Chronicle, Disney, Hachette UK, Marvel, Moleskine, Phaidon, piKids, Quarto, Time, Inc. Books	60+	0	8/100+	Yes	Yes	Yes	Yes	Yes	Lebanon, IN	Own

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<b>Houghton Mifflin Harcourt</b>	Morgan Hillman	<i>morgan.hillman@hmhco.com</i>	617-351-5539	5	Larousse, Old Farmer's Almanac	15	2/14	8/100	Yes	Yes	No	Yes	Yes	Indianapolis, IN	Own
<b>Independent Publishers Group</b>	Richard T. Williams	<i>rwilliams@ipgbook.com</i>	312-337-0747	400	Albert Whitman & Company, Triumph Books, Chicago Review Press, Pavilion Books Group, The Crossroad Publishing Company, Project Management Institute, Flashlight Press, Fulcrum Publishing, Central Avenue Publishing, Top That Publishing	12	6/36	6/100	N/A	Yes	No	Yes	Yes	Chicago, IL	Own
<b>Ingram Content: Consortium</b>	Lindsay Eidel	<i>lindsay.eidel@ingramcontent.com</i>	612-746-2628	100+	Akashic, City Lights, Copper Canyon, Haymarket, New Society, Theatre Communications, 3D Total, Enchanted Lion Books, Redleaf Press	23	0	11/100	No	Yes	No	Yes	Yes	Jackson, TN, Roseburg, OR, Fort Wayne, IN, LaVerge, TN, Chambersburg, PA	Own (Ingram)
<b>Ingram Content: Ingram Academic Services</b>	Kurt Hettler	<i>kurt.hettler@ingramcontent.com</i>	212-340-8175	13	Berghahn Books, Brookings Institution Press, Columbia University Press, Fordham University Press, Indiana University Press, Minnesota Historical Society Press, New York University Press, Princeton University Press, Stanford University Press, University of California Press	40+	0	4 in house, 9/100+	N/A	Yes	Yes	Yes	Yes	Jackson, TN, Roseburg, OR, Fort Wayne, IN, LaVerge, TN, Chambersburg, PA	Own (Ingram)

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<b>Ingram Content: Ingram Publisher Services</b>	Mark Ouimet & Gonzalo Ferreyra	<i>mark.ouimet@ingramcontent.com, gonzalo.ferreyra@ingramcontent.com</i>	Mark: 510-809-3762 Gonzalo: 510-809-3753	98	Callisto Media, Fodor's, NoLO, Open Road Media, O'Reilly Media, Indiana University Press, Taschen, Turner Publishing, Velo Press, Windsor Peak Press, Aperture	30	0	11/100	No	Yes	Yes	Yes	Yes	Jackson, TN, Roseburg, OR, Fort Wayne, IN, LaVerge, TN, Chambersburg, PA	Own
<b>Ingram Content: Two Rivers Distribution</b>	Matty Goldberg	<i>matty.goldberg@ingramcontent.com</i>	212-340-8120	30	Abbeville Press, Assouline, BenBella Books, D.A.P., F+W Media, Harvard Business Review Press, Humanix Books, Regnery Publishing, The New Press, Skyhorse Publishing	40+	0	4 in house, 9/100+ commision	N/A	Yes	Yes	Yes	Yes	Jackson, TN, Roseburg, OR, Fort Wayne, IN, LaVerge, TN, Chambersburg, PA	Own (Ingram)
<b>Ingram Content: Publishers Group West</b>	Kevin Votel	<i>kevin.votel@ingramcontent.com</i>	510-809-3720	100+	Agate, Counterpoint/Soft Skull, Entrepreneur Press, Grove/Atlantic, Faber & Faber, McSweeney's, New World Library, Ulysses Press, Tuttle, Europa	40+	0	11/117	Yes	Yes	No	Yes	Yes	Jackson, TN, Roseburg, OR, Fort Wayne, IN, LaVerge, TN, Chambersburg, PA	Own (Ingram)
<b>Macmillan</b>	Liz Tzetzto	<i>liz.tzetzto@macmillan.com</i>	646-307-5352	11	Bloomsbury USA, College Board, Drawn & Quarterly, Entangled, Graywolf, Kingfisher, Macmillan Collector's Library, Media Lab, Page Street, Papercutz, Guinness World Records	84	0	9/100	Yes	Yes	No	Yes	Yes	New York, NY	Own

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<b>Midpoint Trade</b>	Julie Hardison	<i>julie@midpointtrade.com</i>	212-727-0190	275	WND Books, Primal Nutrition, Printopya, New Holland, Spencer Hill, Mr. Food, CalorieKing, Summer Fit Workbooks	8	N/A /12	N/A	N/A	Yes	No	Yes	Yes	LaVergne, TN	Third Party: Ingram
<b>National Book Network</b>	Jason Brockwell	<i>jbrockwell@nbnbooks.com</i>	301-459-3366	90+	Globe Pequot Press, Footprint, Appalachian Mountain Club, C&T, Michelin Travel & Lifestyle, Bard Press, Kyle Books, Taylor Trade, American Bar Association	12	5/18	13/135	Yes	Yes	Yes	Yes	Yes	Blue Ridge Summit, PA	Own
<b>W.W. Norton</b>	Michael Levatino	<i>mlevatino@wwnorton.com</i>	212-354-5500	15	Thames & Hudson, New Directions, Pegasus Books, Fantagraphics Books, The Overlook Press, Tin House Books, Well-Trained Mind, Tilbury House Publishers, George Braziller/Persea Books, Pushcart Press	15	3/5	7/60	Yes	Yes	No	Yes	Yes	Scranton, PA	Own
<b>Penguin Random House</b>	Todd Berman	<i>tberman@prh.com</i>	212-572-2842	40	Beacon, Candlewick, DC Comics, Quirk, National Geographic, Other Press, Rizzoli, Shambhala, Smithsonian, Soho	150	0	5 in house, N/A /5	Yes	Yes	No	Yes	Yes	Crawfordsville, IN; Westminster, MD	Own
<b>Red Wheel/Weiser</b>	Michael Kerber	<i>mkerber@rwwbooks.com</i>	978-465-0504	11	Connections, For Beginners, Hampton Roads, Nicolas-Hays, Quest Books	2	5/18	5/36	Yes	Yes	No	Yes	Yes	Dulles, VA	Third Party: Books International

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<b>SCB Distributors</b>	Aaron Silverman	<i>aaron@scbdistributors.com</i>	310-532-9400	160	Power Press, Write Bloody Press, Russell Enterprises, HeadPress, Adventures Unlimited, Greenery Press, Belly Kids, I Love Mel, Hohm Press, Last Gasp	0	7/30	1/6	No	Yes	No	Yes	Yes	Gardena, CA	Own
<b>Simon &amp; Schuster</b>	Michael Perlman	<i>michael.perlman@simonandschuster.com</i>	212-698-7061	53	Andrews McMeel, Bonnier, Chicken Soup for the Soul, Gallup Press, Hazelden, Hooked on Phonics, Kaplan, Reader's Digest Children, Ripley's, VIZ	104	1 (Christian) /0	9/100	Yes	Yes	Yes	Yes	Yes	Riverside, NJ	Own