

For immediate release:

THE STEPHENIE MEYER EFFECT

Little, Brown Book vamp up awards with Publisher of the Year and Imprint of the Year wins

London, Monday 17th May 2010: The book industry today celebrated the achievements of both publishers and retailers at The Bookseller Industry Awards' star-studded reception at The Royal Courts of Justice, London, hosted by TV personality Clive Anderson.

The event was attended by representatives from all sectors of the book industry, from CEOs of major publishing companies, to independent booksellers and an array of famous faces from the world of books. Awards presenters included authors Maggie O'Farrell, Freya North, Philippa Gregory and Mark Billingham.

The prestigious **Publisher of the Year Award** was presented to the Little, Brown Group for its "consistent performance across the group and ticking all the boxes" when it came to demonstrating high quality publishing, commercial success and excellence across all publishing disciplines. With sales of 16 million Stephenie Meyer books at home and abroad, plus the Orange prize for Marilynne Robinson's *Home*, Little, Brown span the market from commercial to literary. This was further in evidence as Little, Brown scooped its second award of the night for **Imprint and Editor of the Year**, presented to Virago's Lennie Goodings by Amanda Ross, managing director, Cactus TV. Lennie Goodings was credited for Virago's ongoing period of growth, in a year that saw Virago win The Orange Prize, obtain a Richard & Judy Book Club selection, and reach the short list for The Man Booker Prize. Eddie Bell, chairman of the Bell Lomax Moreton Agency presented John Blake with an award for **Independent Publisher of the Year**.

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Retailers large and small celebrated award wins. Independent chain Foyles was awarded **Bookselling Company of the Year**, a hotly contested category awarded to them for “becoming the best chain of bookstores in Britain today, standing out for its big values, bold ideas and bookselling prowess.” The award, sponsored by bestselling author Martina Cole, was presented by her son Christopher Whiteside and Jane Morpeth from Headline, to Foyles’ chief executive Sam Husain and chairman Christopher Foyle.

Neill Denny, Editor-in-chief, The Bookseller and chairman of judges, said: “What these awards demonstrate is that British bookselling and publishing is full of success stories, from the largest publishers to the smallest independent bookshop. Little, Brown has shown a formidable range of publishing skills, while Foyles represents a case-study in high-quality, forward-looking bookselling. Everyone who has won tonight deserves the highest praise. “

Other retail awards included the **Sue Butterworth Young Bookseller of the Year**, which was given to Claire Boothby, Waterstone’s Dorking. Steve Orchard, from Blackwell Charing Cross Road won **Manager of the Year**, with WH Smith named **Children’s Bookseller of the Year**. One Tree Books (Petersfield) won the **Independent Bookseller of the Year** category, with The Mainstreet Trading Company (Edinburgh) winning **Children’s Independent Bookseller of the Year**, having also reached the Independent Bookseller of the Year regional shortlist.

For the second year running The Book Depository was crowned **Direct Bookselling Company of the Year**. The judges said they “stunned us with their sales growth and continued slick customer experience”. Sales were up 51% year-on-year, and the business now stocks 3.3 million titles with customers in 185 countries.

A full list of all the The Bookseller Industry Awards is attached, along with details of the publishing panel, which was drawn from expertise within the book trade and beyond.

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The Bookseller Industry Awards were formed via the union of two major industry events; The Bookseller Retail Awards and The British Book Industry Awards, presented in this new format for the first time this year. The awards took place at the Royal Courts of Justice on Monday 17th May, 2010 - the first evening of the Book Industry Conference, a two day conference bringing together leading industry professionals to debate matters at the heart of the industry.

For further information, please contact:

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www.thebookseller.com/awards

Notes to editors

THE BOOKSELLER INDUSTRY AWARDS - THE SHORTLIST...

SUE BUTTERWORTH YOUNG BOOKSELLER OF THE YEAR

- **Claire Boothby, Waterstone's - Winner**
- Georgina Hanratty, Tales on Moon Lane
- Lorna Duncanson, Seven Stories
- Shelly Roberts, Sainsbury's
- Rachael Lloyd, Foyles

PUBLICITY CAMPAIGN OF THE YEAR

- **Joe Pickering, Penguin for *Legend of a Suicide* by David Vann - Winner**
- Anna Robinson, Simon & Schuster for *Lion Man* by Ian McGeechan
- Lyndsey Dalladay, Transworld, for *Unseen Academicals* by Terry Pratchett
- Mari Yamazaki, Penguin Press, for *The Sartorialist* by Scott Schumann
- Reetu Kabra, Puffin, for *DOT Robot* by Jason Bradbury

INNOVATION IN THE PUBLISHING SUPPLY CHAIN

- **Hachette - Printer Direct Delivery Solution - Winner**
- Bertrams
- Macmillan Distribution -MDL Midas System
- Nielsen
- SBS Worldwide

CHILDREN'S INDEPENDENT BOOKSELLER OF THE YEAR

- **Mainstreet Trading Company - Winner**
- Book Nook
- Children's Bookshop, Edinburgh
- Children's Bookshop, Muswell Hill
- Norfolk Children's Book Centre

RIGHTS PROFESSIONAL OF THE YEAR

- **Graham Cook, Haynes - Winner**
- Alex Nicholas, Orion Children's Books
- Andrea Joyce, Canongate
- Andy Hine, Little, Brown
- Jason Bartholomew, Hodder & Stoughton

MANAGER OF THE YEAR

- **Steve Orchard, Blackwell, Charing Cross Road - Winner**
- Gemma Barry, Waterstone's, Lancaster
- Sion Hamilton, Foyles, Charing Cross Road
- Susan Sinclair, Foyles, Royal Festival Hall and St Pancras

LITERARY AGENT OF THE YEAR

- **Luigi Bonomi, LBA - Winner**
- Jo Unwin, Conville & Walsh
- Jonny Geller, Curtis Brown

DIRECT BOOKSELLING COMPANY OF THE YEAR

- **Book Depository - Winner**
- Amazon.co.uk
- Play.com
- Scholastic Book Clubs

DIGITAL INNOVATION

- **HarperCollins, Authonomy.com - Winner**
- Accent Press, Xcite Books
- Bloomsbury, Bloomsbury's Public Library Online
- Ebury, Tess Daly Baby Diaries
- Enhanced Editions
- Harlequin Mills & Boon

IMPRINT AND EDITOR OF THE YEAR

- **Little, Brown - Lennie Goodings, Virago - Winner**
- HarperCollins - Lynne Drew, HarperFiction
- HarperCollins - Nicholas Pearson, Fourth Estate
- Orion - Gollancz Team
- Penguin Group - Stuart Proffitt, Allen Lane
- Quercus – Christopher MacLehose, MacLehose Press

CHILDREN'S BOOKSELLER OF THE YEAR

- **WH Smith - Winner**
- Asda
- Foyles
- Play.com
- Sainsbury's

MARKETING CAMPAIGN OF THE YEAR

- **Quercus, Stieg Larsson Millennium Trilogy - Winner**
- Hodder & Stoughton, *Under the Dome*
- Orion, *True Blood*
- Puffin, *The Very Hungry Caterpillar* 40th anniversary
- Titan, *Watchmen*
- Transworld, Dan Brown
- WH Smith, Times Recommended Read

INDEPENDENT BOOKSELLER OF THE YEAR

- **One Tree Books - Winner**
- Kemp Town Bookshop
- Mr B's Emporium of Reading Delights
- The Chepstow Bookshop
- White Rose Books

INDEPENDENT PUBLISHER OF THE YEAR

- **John Blake - Winner**
- Constable & Robinson
- Hay House Publishers
- Kyle Cathie
- Quiller Publishing
- Search Press

GENERAL OR CHAIN BOOKSELLING COMPANY OF THE YEAR

- **Foyles - Winner**
- Asda
- Blackwell
- Sainsbury's
- WH Smith

PUBLISHER OF THE YEAR

- **Little, Brown Book Group - Winner**
- Faber & Faber
- Orion Publishing Group
- Quercus Publishing
- Simon & Schuster UK
- Transworld

THE BOOKSELLER INDUSTRY AWARDS - THE WINNERS...

Publisher of the Year, sponsored by Publishing Technology

Winner: Little, Brown Book Group. Award presented to Ursula Mackenzie, CEO and Publisher, Little, Brown Group by George Lossius, Publishing Technology

Criteria: Awarded to a company who demonstrates consistently high quality publishing, outstanding commercial success and excellence across all disciplines, including design, production, sales, marketing, rights, publicity editorial and all operational areas. The winner must also demonstrate excellent author relations and care, operational efficiency, innovation and industry leadership in all areas, including environmental issues.

2009 winner: Canongate

General or Chain Bookselling Company of the Year, sponsored by Martina Cole

Winner: Foyles. Award presented to chief executive Sam Husain and chairman Christopher Foyle by Christopher Whiteside and Jane Morpeth, Headline.

Criteria: Awarded to a book retail chain, supermarket, general high street store or any other retailer successfully selling books from shops, showing successful and committed book retailing demonstrated through a clear strategy and understanding of customer's needs, excellence in in-store and online environments, operational expertise and financial results eg margin growth, profit and turnover.

2009 winner: WH Smith (General Retailer), Waterstone's (High Street Retailer)

Imprint and Editor of the Year

Winner: Lennie Goodings, Virago (Little,Brown Book Group). Award presented to Lennie Goodings by Amanda Ross, managing director, Cactus TV

Criteria: Awarded to a publishing imprint which has performed consistently well and to an editor of that imprint whose all-round skills have led to success in the market place: the building of new authors, commitment to quality, commercial awareness and originality.

2009 winner: Ravi Mirchandani, Atlantic Books

Sue Butterworth Young Bookseller of the Year, sponsored by HarperCollins

Winner: Claire Boothby, Waterstone's. Award presented to Claire Boothby by Victoria Barnsley, publisher and CEO, HarperCollins

Criteria: For booksellers aged 30 or under, awarded to a bookseller with great book knowledge, flair, energy and enthusiasm, translating that into successfully matching customers with books.

2009 winner: Jointly awarded to Lisa Bird (Foyles) and Max Porter (Daunt Books)

Publicity Campaign of the Year, sponsored by the Publishers Publicity Circle and Midas Public Relations

Winner: Joe Pickering, Penguin – for *Legend of a Suicide* by David Vann. Award presented to Joe Pickering by Polly Samson

Criteria: Awarded to a creative and energetic campaign to build PR and coverage of a book across all media, irrespective of genre. The shortlist for this category was drawn from the winners of the PPC's Annual Awards.

2009 winner: Louise Rhind-Tutt, for *The Outcast* (Chatto)

Innovation in the Publishing Supply Chain, sponsored by IBS Bookmaster

Winner: Hachette – Printer Direct Delivery Solution. Award presented to Peter Quartley, commercial operations director at Hodder & Stoughton, by crime author Mark Billingham

Criteria: Awarded to a company demonstrating improved supply chain efficiency eg new models for streamlining distribution, on or offline; shortening the distribution process and supply chain cycle to get books to market quickly and the application of technology to enhance supply chain performance.

2009 winner: This is a new award for 2010.

Children's Independent Bookseller of the Year, sponsored by Walker Books

Winner: Mainstreet Trading Company, Edinburgh. Award presented to Bill and Rosamund de la Hey by author Patrick Ness

Criteria: Awarded to an independent bookshop running an excellent all round retail operation, demonstrating they are building a sustainable and profitable bookselling business.

2009 winner: Jarrold's Children's Book Department, Norwich

Rights Professional of the Year, sponsored by The Frankfurt Book Fair

Winner: Graham Cook, Haynes. Award presented to Graham Cook by Katja Bohne, communications director for the Frankfurt Book Fair

Criteria: Awarded to a rights professional demonstrating evidence of skilful and profitable trading in the rights markets, imaginatively packaging and selling rights in overseas markets, maximising the potential of author earnings across all territories and formats.

2009 winner: Lucy Vanderbilt (HarperCollins)

Manager of the Year, sponsored by Wiley

Winner: Steve Orchard, Blackwell, Charing Cross Road, London. Award presented to Steve Orchard, Blackwell by David Edyvean, Wiley

Criteria: Awarded to a manager demonstrating expertise in team building and management; delivering outstanding levels of customer service; developing local initiatives to boost competitive advantage, and demonstrate how the management skills have contributed to the financial success of the business.

2009 winner: Ian Critchley, Waterstone's, Liverpool

Literary Agent of the Year, sponsored by Orion Publishing Group

Winner: Luigi Bonomi, Luigi Bonomi Associates. Award presented to Luigi Bonomi by Malcolm Edwards, deputy chief executive and group publisher, Orion Publishing Group

Criteria: Awarded to an agent demonstrating expertise in maximising the author's short and long-term interests, against the backdrop of today's fast-changing and challenging environment, including renegotiating deals, maximising income from film and TV rights, or building an author's international profile.

2009 winner: Jonathan Lloyd (Curtis Brown)

Direct Bookselling Company of the Year, sponsored by BDS

Winner: Book Depository. Award presented to Kieron Smith, Managing Director, Book Depository and Will Jones, IT Director, Book Depository by author Freya North.

Criteria: Awarded to an online retailer demonstrating a clear understanding of their customers; operational expertise in areas such as buying, systems and range management; excellence in in-store and online environments and financial results eg margin growth, profit, turnover.

2009 winner: The Book Depository

Digital Innovation, sponsored by FutureBook

Winner: HarperCollins, Authonomy.com. Award presented to Kate Hyde, senior editor, Digital department, HarperCollins, by leading publishing marketing consultant Damian Horner

Criteria: Awarded to a company from any part of the publishing industry which has demonstrated a clear understanding of new media and applied it to the development of new products or services eg author-specific sites, mobile 'apps', e-book stores and reader-involvement sites.

2009 winner: This award is new for 2010.

Children's Bookseller of the Year, sponsored by Usborne

Winner: Rachel Russell, WH Smith. Award presenter to Rachel Russell, business unit director for books at WH Smith by Peter Usborne, founder Usborne Children's Books

Criteria: Awarded to a bookseller with strong commercial flair and results in the area of children's book retailing, demonstrating they have bought in light or reluctant readers; creativity across all retail disciplines and a well trained team.

2009 winner: Borders

Marketing Campaign of the Year, sponsored by Nielsen

Winner: Quercus - Stieg Larsson Millennium Trilogy. Award presented to Iain Millar, Marketing Manager at Quercus by author Maggie O'Farrell

Criteria: Awarded to a publisher, retail chain, independent, supermarket, online retailer, mail order and book clubs, general retailer and any other business or organisation that can demonstrate marketing expertise to expand book buying or book reading, with clear objectives and tangible results.

2009 winner: Borders, Where's Wally on Google Earth

Independent Bookseller of the Year, sponsored by Gardners Books

Winner: One Tree Books, Petersfield. Award presented to Tim O'Kelly, One Tree Books by author Philippa Gregory

Criteria: Awarded to a bookshop that can demonstrate excellence in a whole range of bookselling disciplines including operational excellence, customers and service, community and sustainability through some evidence of financial success.

2009 winner: Simply Books, Bramhall, Cheshire

Independent Publisher of the Year, sponsored by Lightning Source

Winner: John Blake. Award presented to John Blake, founder and managing director of John Blake Publishing by David Taylor, group managing director, Lightning Source

Criteria: This award is presented to a publisher with a turnover of not more than £10 million per annum, demonstrating a high quality of publishing, innovation, environmental awareness and success in the marketplace.

2009 winner: Atlantic Books

THE PANEL OF JUDGES

CHAIRMAN OF JUDGES

- Neill Denny, Editor-in-chief, The Bookseller

THE RETAIL PANEL

- Robert Clark, director, Retail Knowledge Bank
- Jo Howard, chair of World Book Day and former WH Smith Director
- Damian Horner, founder of Mustoes advertising agency and publishing marketing consultant
- James Heneage, founder and managing director, Ottakar's
- Kate Mosse, bestselling author
- Paul Smiddy, retail analyst
- Peter Williams, non-executive director of ASOS plc., and Silverstone
- Tom Tivnan, features editor, The Bookseller

THE PUBLISHING PANEL

- Nigel Roby, managing director, The Bookseller
- Brian Berg, managing director, Universal Music TV (UMTV)
- Kate Wilson, managing director, Nosy Crow Ltd
- Angus Phillips, Director, Oxford International Centre for Publishing Studies
- Judy Piatkus, founder of Piatkus Books and business consultant
- Eddie Bell, chairman, Bell, Lomax Moreton Agency and former executive chairman of HarperCollins
- Kit Van Tulleken, executive director, Quayle Munro

The Book Industry Conference 2010

The Book Industry Conference, organised for the industry by the Booksellers Association, runs Monday 17th May, 2010 to Tuesday 18th May, 2010 at Hotel Russell, Bloomsbury, London.

An annual fixture in the book trade's calendar for over 100 years, the conference is a unique opportunity for senior professionals to meet face to face, engage in debates affecting the industry today and discuss areas for growth in the future.

The 2-day programme was put together by a BAPA Working Party, under the Chairmanship of new President of the Booksellers Association, Sharon Murray [Hammicks]. The conference was preceded by an Independent Booksellers Forum on Sunday May 16th, 2010.

The Booksellers Association

The Booksellers Association of the United Kingdom and Ireland Limited, representing over 90% of stockholding booksellers in the UK and Ireland, is committed to providing the widest possible range of services to its membership, the value of which far outweigh the cost of being a member.

Its services range from the commercial, such selling and exchanging National Book Tokens, paying suppliers electronically through the 'batch' service, offering reduced rates on credit and debit cards and a tailor made insurance scheme, to the practical, such as promoting World Book Day, publishing the 'Christmas Books' catalogue and offering carrier bags, to the intangible but invaluable, such as representation to Government and the EU.

The Booksellers Association offers advice and information in a multitude of areas, from book prize winners to price marking legislation; it runs conferences, meetings and events across the country with its Small Business Forums and throughout the year; helps market bookshops through co-operative action; publishes invaluable trade directories of publishers, booksellers and suppliers to the trade; talks to other organisations; provides financial advice through a network of independent financial advisors and runs a stockists scheme with the Open University.