

WEEKLY BOOK NEWSLETTER

Keeping the Australian book trade up to date

9 March 2005, No 1676

Print Post 381667-00552

TOP 10 BESTSELLERS

Week ending 26 February

- 1 The Da Vinci Code**
Dan Brown, Corgi
\$19.95 pb, ISBN 0552149519
- 2 Angels and Demons**
Dan Brown, Corgi
\$19.95 pb, ISBN 0552150738
- 3 French Women Don't Get Fat**
Mireille Guiliano, Knopf
\$29.95 hb, ISBN 0701178124
- 4 Honeymoon**
James Patterson & Howard
Roughan, Headline
\$32.95 tpb, ISBN 0755305760
- 5 A Short History of Nearly
Everything**
Bill Bryson, Black Swan
\$26.95 pb, ISBN 0552997048
- 6 He's Just Not That into You**
Greg Behrendt & Liz Tuccillo,
Element
\$21.95 pb, ISBN 0007198213
- 7 The Perricone Promise**
Nicholas Perricone, Time Warner
\$32.95 tpb, ISBN 0316729965
- 8 Digital Fortress**
Dan Brown, Corgi
\$19.95 pb, ISBN 0552151696
- 9 Deception Point**
Dan Brown, Corgi
\$19.95 pb, ISBN 0552151769
- 10 The Broker**
John Grisham, Century
\$49.95 hb, ISBN 1488131629

Nielsen BookScan

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A&R/WHITCOULLS CHANGES

There have been a number of changes in senior management at Angus & Robertson (A&R) and also at its New Zealand counterpart Whitcoulls, now combined under the A&R Whitcoulls Group (ARW) banner.

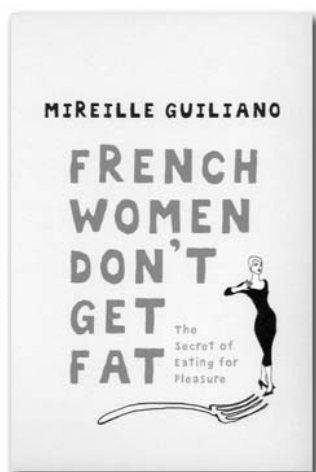
Ian Draper has been confirmed as MD of the group. Following the resignation of Judith Swales (see *WBN* 9 February), the position of general manager for A&R is currently vacant. Stana Pezic is currently the acting GM of Whitcoulls.

There have been significant changes to the structure of buying and marketing for the group. New Zealand-based Joan Mackenzie has been appointed as ARW book manager, 'making her responsible for buying for the group as a whole,' Pezic told *WBN*. A&R will keep its Australian buying team under Andrew Guy, reporting to Mackenzie. Justin Boyes takes up the role of sales and marketing manager for the ARW group, meaning that marketing for A&R will be coordinated from New Zealand. A&R trading manager Colin Gardner has resigned.

Pezic said that Draper 'has already met with many Australian publishers to discuss the changes' and that a letter explaining the new structure had been sent out to all customers. 'Obviously there will be some changes—we will be dealing more with publishers on a centralised basis,' Pezic said, but emphasised that the group is committed to open communication with all its customers.

TMS BOUGHT BY SWEDES

Swedish-owned company IBS (whose largest shareholder is furniture giant IKEA) has bought the Australian publishing software company TMS for a reported \$12 million. IBS describes itself as 'a world-leading provider of supply-chain management solutions.' IBS Australia MD Staffan Wensing told *WBN* that 'because their technology blueprint is the same as ours, we have an overlapping skillset ... it was a natural move.' He emphasised that unlike many other companies in the enterprise resource planning (ERP) field who have grown from a manufacturing or HR base, both IBS and TMS have long specialised in goods distribution.



FRENCH WOMEN DON'T GET FAT

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HIGHEST NEW ENTRIES**Week ending 26 February**

(new releases only)

24 Sheer AbandonPenny Vincenzi, Headline
\$32.95 tpb, ISBN 0755320824**113 In the Company of Cheerful Ladies**Alexander McCall Smith, Abacus
\$22.95 pb, ISBN 034911742X**206 Winter Journey**Diane Armstrong, HarperCollins
\$29.95 tpb, ISBN 0732276942**215 Hating Alison Ashley**Robin Klein, Puffin
\$17.95 pb, ISBN 0143301942**258 Never Let Me Go**Kazuo Ishiguro, Faber & Faber
\$29.95 tpb, ISBN 0571224121**FASTEST MOVERS****Week ending 26 February**

(ranked by unit increase on the previous week's sales)

1 A Short History of Nearly EverythingBill Bryson, Black Swan
\$26.95 pb, ISBN 0552997048**2 Family First**Phillip C McGraw, Free Press
\$39.95 hb, ISBN 0743264932**3 The Rule of Four**Ian Caldwell & Dustin Thomason, Arrow
\$21.95 pb, ISBN 0099451956**4 A Series of Unfortunate Events #4: The Miserable Mill**Lemony Snicket, HarperCollins
\$19.95 hb, ISBN 0064407691**5 Down under**Bill Bryson, Black Swan
\$24.95 pb, ISBN 055299703X

Nielsen BookScan © 2005

Data supplied by Nielsen BookScan's book sales monitoring system from 1000 retailers nationwide.

IBS has pledged to continue developing the TMS Bookmaster product and hopes that the acquisition will see use of the system, currently used by more than 80 publishers in 17 countries, continue to grow.

The main benefit of the acquisition, says Wensing, will be in growing international markets for Bookmaster. While it has been a successful company internationally, TMS has struggled with its distribution, Wensing said. 'IBS operates in 22 countries. With our network, we will become the leading software supplier to the publishing industry, not only in Australia but worldwide.'

Wensing confirmed that all current TMS staff and management will stay on and that Bookmaster will retain its distinct identity within the IBS group: 'TMS needs to be kept as a company within a company.' TMS' Sydney offices will stay at their current location.

POSITIONS VACANT AT PRE-GST LEVELS: 'WBN' ANNUAL JOBS SURVEY

In 2004, for the first time since the introduction of the GST, the number of advertised positions in the industry newsheet the *Weekly Book Newsletter* was over 600, according to the annual survey of the publications' job ads. The number of jobs advertised in 2004 was 641, equal to 2000's highest ever number of advertised positions and up 6.7% on 2003. The diversity of positions advertised last year also increased, with close to 20% falling into the 'other' category—outside the traditional areas of bookselling, editorial, publishing, design & production and sales & marketing.

Positions in trade publishing were up slightly from a low of 27.5% of total positions in 2003, to 32% of the total in 2004, but educational publishing again dominated with 43% of the total (42% in 2003). The number of bookselling positions dropped, down to 18% from 21% in 2003. The 'other' section of employment sectors, incorporating everything from data suppliers to industry associations, also dropped off, down to seven percent from nine percent. Yet, the rise of the 'other' was seen in the type of jobs advertised. Sales and marketing, design and production, editorial and bookselling positions were all slightly down on last year, but the 'other' category (which was dominated by administrative and customer service positions, but covered everything from warehouse manager to senior executives) nearly doubled on 2003.



The definitive industry Price & Availability service
from the Australian Publishers Association

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The new user-friendly price & availability website for booksellers, updated daily by publishers, now has information from 70% of the industry available free to booksellers 24 hours a day, 7 days a week.

Search and download all titles available for sale in Australia by title, author, ISBN, subject
Check current price & availability and stock levels in one convenient place
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Link to relevant publisher and distributor contacts and websites
Save time and money dealing with customer service queries

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BESTSELLERS THIS WEEK

The charts from the last week of the month mean a fresh batch of new releases on the Highest New Entries charts and a new list of books that just might crack the Top 10. This month's contenders are a likely lot—fresh fiction from Penny Vincenzi; the latest paperback issue from the 'No.1 Ladies' Detective Agency' series; a novel from Diane Armstrong, best-known for her account of immigrant arrivals in Australia in *The Voyage of their Life*; Kazuo Ishiguro's *Never Let Me Go*; and, of course, *Hating Alison Ashley*. Booksellers report that customers have been after this for months in response to pre-film publicity, but the with the film tie-in edition not yet ready, copies have been rare as hen's teeth. We expect they're now racing out the door as we write—*WBN*.

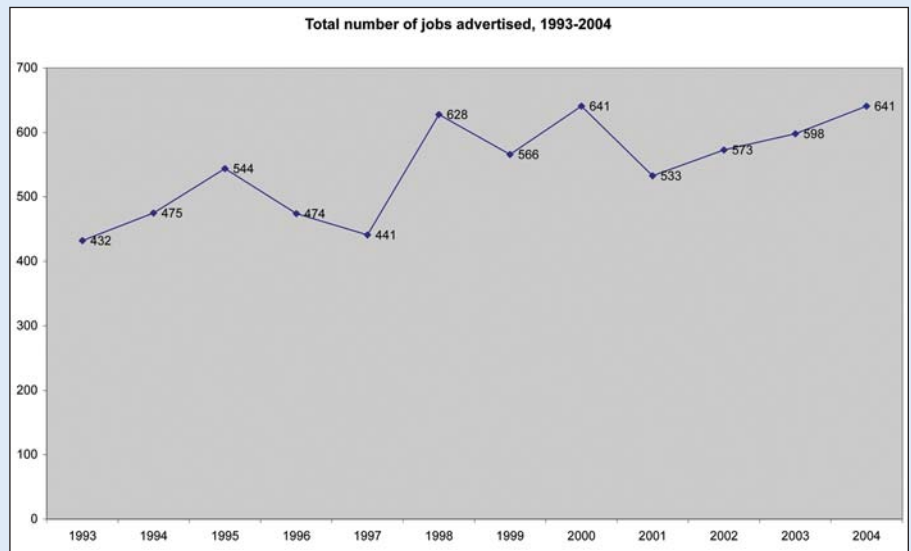
WEEKLY BOOK NEWSLETTER

MEDIA EXTRA

MOST MENTIONED 7 March 2005

- 1 Conviction**
Richard North Patterson, Macmillan
\$30 tpb, ISBN 0333908589
- 2 Blink: The Power of Thinking without Thinking**
Malcolm Gladwell, Allen Lane
\$32.95 tpb, ISBN 071399844X
- 3 Curtin's Gift: Reinterpreting Australia's Greatest Prime Minister**
John Edwards, Allen & Unwin
\$35 hb, ISBN 1865087041
- 4 Dirt Cheap: Life at the Wrong End of the Job Market**
Elisabeth Wynhausen, Pan Macmillan
\$30 tpb, ISBN 1405036443
- 5 Never Let Me Go**
Kazuo Ishiguro, Faber & Faber
\$29.95 tpb, ISBN 0571224121

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The survey also revealed that Melbourne continued its dominance in terms of locations for jobs; and that the first quarter of the calendar year is the peak time for job advertising, lead by January.

A full report will appear in the April issue of *Australian Bookseller & Publisher*.

BOOKS ALIVE 2005 UPDATE

Further to last week's *WBN* story on the Books Alive program for 2005, the industry figures who have been appointed to the selection panel for the *Great Read Guide* have been announced. Lisa Highton, publisher at Hodder Headline; Chris Bothams, owner of Dymocks Carousel in Perth; Brett Osmond, project director of Books Alive; Sandy McCutcheon, presenter of 'Australia Talks Books' on ABC Radio National; Carol George, books editor of *Australian Women's Weekly* magazine; Lucy Clark, books editor of the *Sunday Telegraph*; and Nina Bingham of Lawford's Written Dimension in Noosa will make up the eight-member panel and decide on 44 of the 50 titles that will be included in the booklet.

'Books Alive is all about delivering an enjoyable experience for people,' project director Brett Osmond told *WBN*, arguing that the panel of industry people selected is well-placed to offer consumers a broad range of titles to help people cut through the sometimes daunting amount of choice in

AB&P Buyer's Guide—May

The May edition of the *AB&P Buyer's Guide* will showcase titles to be published between June and August (inclusive).

The deadline for publishers/distributors to submit material for highlighted titles is 18 March.



For further information email buyersguide@thorpe.com.au or phone (03) 8645-0308.

bookstores. The 50 books will be majority Australian-authored and represent a 'strong, workable, commercial list,' said Osmond. The aim of the campaign is to provide an average of 3000–5000 extra copies sold per book featured in the booklet over the course of the campaign, which this year will run for the entire month of August.

Books Alive is planning on printing three million copies of the booklet, which will be distributed to consumers via *Women's Weekly*, bookshops and 'people dressed in Books Alive outfits handing out copies at major shopping centres and transport hubs,' according to a report in the *Age*. Outdoors distribution of the booklet will be timed for end-of-day and shopping peak periods, in order to give people time to read it thoroughly.

DEFAMATION LAW CHANGES CLOSER; COPYRIGHT CHANGES UP FOR DISCUSSION

The prospect of uniform national defamation laws has come a step closer, with Attorney-general Philip Ruddock agreeing to compromise on a number of sticking points with the states (see *WBN* 10 November 2004).

Ruddock has agreed to drop his demand that the family of a dead person be allowed to sue for libel (or to continue a case after a plaintiff's death), and it is expected that state legislations will cap defamation payouts. Truth alone will become a defence in all cases. The Commonwealth is still holding out on a number of points, including provision for courts to order a right of reply and the publication of corrections; and that all cases be heard by a jury.

It is now expected that all states will amend their laws to the new uniform standards by 1 January 2006. If they don't, Ruddock will introduce federal legislation.

Ruddock has also instigated a review into possible changes to copyright law to allow for a 'fair use' defense. A paper on 'fair use' will be released in April inviting public submissions. Legislation relating to changes to moral rights affecting Indigenous cultural production is also expected to be introduced into parliament soon.

AUSTRALIANS FOR ANDERSEN

In the bicentennial year of his birth, Monday 7 March was announced as Hans Christian Andersen Day. To mark the occasion, Prince Frederik of Denmark appointed six Australian and New Zealand Hans Christian Andersen ambassadors at a ceremony in Sydney. Authors Mem Fox and Bryce Courtenay, along with television personality Andrew Denton, actor Geoffrey Rush, Princess Mary of Denmark and New Zealand soprano Kiri Te Kanawa were given the roles of ambassadors. Their responsibilities will be 'to help generate awareness of the bicentenary celebrations in their home countries, either by their presence at different events related to the 2005 bicentenary or by conveying their view of Hans Christian Andersen to the world.' Princess Mary is an honorary ambassador, a role given to one person in each country who represents either the royal family or head of state.

Celebrations of Andersen's bicentenary will be held around the world this year, including activities in every state in Australia and a performance in Copenhagen by the Australian Ballet of the ballet 'The Wild Swans', based on an Andersen tale. For more information on anniversary celebrations and activities in your area, go to www.hca2005.com.

GREEN SUIT GETS BLUE RIBBON

Robert Hillman's *The Boy in the Green Suit* (Scribe) has won this year's \$20,000 National Biography Award. The book was chosen from an entry pool of about 50 titles and a shortlist consisting of *Inside Out* (Robert Adamson, Text), *Mao's Last Dancer* (Li Cunxin, Viking), *Midnight Water* (Gaylene Perry, Picador) and *Sparrow Garden* (Peter Skrzynecki, UQP).

Prizemoney for the award was increased from \$15,000 this year after a donation from Michael Crouch. The award is administered and presented by the State Library of NSW and the judges this year were authors Edmund Campion, Gerard Windsor and Amanda Lohrey.

AUSSIES WIN B&N AWARDS

Australian authors Michelle de Kretser and J M Hyland are among the recipients of the Discover New Writers Awards, presented annually by US bookseller Barnes & Noble.

De Kretser and Hyland were both runners-up in the fiction awards, winning US\$2500 (A\$3050) and US\$1000 (A\$1225) respectively for their novels *The Hamilton Case* (de Kretser, Vintage) and *How the Light Gets in* (Hyland, Penguin).

BOLINDA FEATURE IN AUDIE NOMINATIONS

Australian audiobook publisher Bolinda has secured four nominations in the US-based Audie Awards.

Bolinda's versions of *Our Sunshine* (Robert Drewe), *Gould's Book of Fish* (Richard Flanagan), *The Mark of the Angel* (Nancy Huston) and *Holy Cow* (Sarah McDonald) are all in the running for an Audie.

The awards are announced on 3 June.

RUBBO ON MILES

In an article posted on Readings' website, Readings co-owner Mark Rubbo has revealed his reasons for resigning from the judging panel of the Miles Franklin award (see *WBN* 5 January).

While Rubbo says that he found his involvement with the award 'absolutely fascinating and engaging,' he cites difficulties with the award's administrators, Trust, culminating in a dispute over a revised charter for the awards, as the main reason for his resignation and that of fellow judges David Marr and Kerry Goldsworthy.

The article can be found at www.readings.com.au/bookweb/html/milesmark.html.

KIRIYAMA FINALISTS

The finalists for the ninth annual Kiriya Prize for writers from the Pacific Rim have been announced. In the fiction category, the shortlisted titles are: *War Trash* (Ha Jin, Knopf US); *The Sari Shop* (Rupa Bajwa, Viking); *Seasons of the Palm* (Perumal Murugan, Tara Publishing US); *Grace is Gone* (Kelly Ana Morey, Penguin); and *Maps for Lost Lovers* (Nadeem Aslam, Faber).

The nonfiction shortlist is: *The Devil's Highway* (Luis Alberto Urrea, Little, Brown); *The Whale and the Supercomputer* (Charles Wohlforth, Farrar, Strauss & Giroux US); *Pol Pot: Anatomy of a Nightmare* (Philip Short, John Murray); *The Life of Isamu Noguchi* (Masayo Duus, Princeton University Press); and *Maximum City* (Suketu Mehta, Hodder).

The Kiriya Prize is presented annually to books that promote greater understanding of and among the nations of the Pacific Rim and South Asia. The US\$30,000 (A\$37,800) prize will be shared between two winners, one each from the five-strong fiction and nonfiction shortlists, and will be announced on 29 March.

NORFOLK ISLAND FESTIVAL

The third annual Norfolk Island Writers' and Readers' Festival will be held from 17–24 July. The festival will offer a range of sessions and panel discussions along with entertainment, a concert and a function. Guests at the festival will include Judy Nunn, Stephen Downes, Tobsha Lerner and Shane Maloney. For more information visit www.writersfestival.nlk.nf.

PANDANUS PRESS CHANGES NAME

Pandanus Press has announced that it will change its name to Pargos Press, following confusion between the independent Queensland press and the more recently launched Pandanus Books imprint at the Australian National University (see *WBN* 5 January). For more information, see Classifieds.

RIP MARY ELL

Cheryl Sullivan writes: 'Mrs Mary Ell, of Max Ell Books in Roselands NSW and originally Ell's Bookstore Newcastle, has passed away peacefully at home after a long illness.

'Married for 58 years, Max gave Mary the Roselands bookstore as a Mother's Day gift 31 years ago.

'A stalwart in the book trade, Mary will be remembered as a tireless and enthusiastic worker while we had our Sydney city bookstores, especially at Roselands when she came to help during our centre court stalls.

'Loved by Max and her family, staff, colleagues and loyal customers. She will be sadly missed.'

RIP GUILLERMO CABRERA INFANTE

Cuban novelist Guillermo Cabrera Infante has died in London aged 75. Infante wrote many novels, but his book *Three Trapped Tigers* (Faber) was hailed as one of the classics of the boom in the Latin American novel.

From the Overseas Trade Press

THE BOOKSELLER 4 MARCH 2005

News: Dorling Kindersley is to undergo a radical restructure with the loss of 14 jobs—frontlist titles are also being cut by at least 10% from 2006; Bloomsbury has bowed to pressure from independent booksellers and the BA concerned about *HP6* discounting and will alter returns policies and offer 'extensive support' to indies; The Independent Publishers Guild is challenging large retailers to work more closely with independent publishers; The UK's minister for small business and enterprise is campaigning for fresh funding so UK publishers can supply books to developing countries; Amazon.co.uk is in the running for the title of Bookselling Company of the Year at the trade awards the Nibbies; Budget cuts could result in fewer grants for publishers wishing to exhibit at international book fairs; Simon & Schuster turned its first profit in the UK in five years after an overhaul under MD Ian Chapman; Libraries need to become much more commercially minded if they are to thrive in the next decade, according to a new blueprint; Sainsbury's has followed Tesco into membership of the Booksellers

Association; Blackwell Publishing has taken a step towards new open-access publishing by launching a new author-pays model for its scholarly journals.

Features: Interview with Penguin UK's John Makinson; Report on Independent Publishers Guild conference; Profile of humour publisher Crombie Jardine; Interview with film director-turned-publisher Franc Roddam; The new generation of independent booksellers; June titles previewed.

The **Bookseller** annual subscriptions to Australia are available for A\$658 airmail. All payment methods accepted. Subscribe online at www.thebookseller.com or mail to Tower Publishing Services Ltd, Tower House, Lathkill Street, Market Harborough, LE16 9EF, UK; email booksellermag@subscription.co.uk, fax +44-1858 438-841, tel +44-1858-432-164.

PUBLISHERS WEEKLY 7 MARCH 2005

News: Revised figures from the Association of American Publishers confirmed what preliminary estimates from the AAP suggested earlier last month: there was little growth in the industry in 2004; Thomas Nelson diversifies beyond its Christian niche; The *PW* stock index fell 2.8% in February as the stock prices fell at 13 companies while rising at only nine; Picador celebrates its 10th birthday in the US with some quirky ads; Ann Rice revives memoir; Preliminary estimates from the US Census Bureau show total bookstore sales in 2004 fell 0.8%, to US\$16.67 billion (A\$20.4 billion); The ongoing investigation of the advertising practices at Advanced Marketing Services has resulted in a second indictment.

Features: Jerusalem Book Fair report; *Disappearance of the Universe* a surprise bestseller; AAP/PW summit discusses the good, the bad and the ugly in publishing today; Hollywood round-up; 'Book on the side': when big-name authors take time out; Indie publishers tap new channels to spur growth; Comics, graphic novels and manga feature.

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Personnel – Agency Changes – Moves

DUFFY NEW UQP PUBLISHER

The University of Queensland Press (UQP) has confirmed the appointment of Madonna Duffy to the new role of publisher, after three years as managing editor. UQP GM Greg Bain said in a statement that Duffy's appointment 'complemented a strong management team and she will be appointing new editorial staff following a recent restructure.'

Duffy said that she 'plan[s] to maintain our current publishing diversity—it's more important than ever that UQP continues its long-standing investment in Australian culture.' She also said that 'it is one of my priorities to build up the scholarly publishing lists as befits a university press.'

GEORGE SMITH RETIRES

Macmillan Education Australia writes: 'after more than 40 years with Macmillan Australia, George Smith is retiring from the position of production director with Macmillan Education Australia. George has made an outstanding contribution to the Macmillan company over many years and will be missed by his many friends and colleagues. George will be heading for a six-month consulting project with Macmillan in Asia before returning to "full-time" retirement later in the year.'

NEW IMPRINTS DISTRIBUTED BY DA TRADE

DA now distributes for Boydell & Brewer, Camden House Publishing, University of Rochester Press, Tamesis Books and Focus Publishing. For inquiries phone (03) 9210-7777 (see Classifieds).

FUNTAISTIC TRADE DISTRIBUTION

Funtastic advises new contact details for its book trade distribution in Australia. For all book store inquiries contact Shane Kolacz at Access Sales Force on mobile 0417-396-127. For all newsagent and general inquiries contact Chris Price at Funtastic head office on tel (03) 9579-6011.

KIWI MAPS DISTRIBUTION UPDATE

Universal Publishers has ceased distributing the Kiwi Maps range in Australia. Returns under its normal trading terms will be accepted until 31 May 2005.

INBOOKS AGENCY CHANGES

Inbooks is the exclusive distributor for Asia 2000 and Melrose Books (Australasia) and for the University of Texas Press. For inquiries phone (02) 9986-7082 or email orders@inbooks.com.au (see Classifieds).

IVOR INDYK MOVES SOUTH

Ivor Indyk, founder of the imprint Giromondo and *HEAT* magazine, has moved from Sydney's North Shore to be closer to the University of Western Sydney (UWS), where he has been appointed to the Whitlam Chair in Writing and Society. Indyk can be contacted at Dean's Unit CAESS, UWS, Locked Bag 1797, Penrith South BC NSW 1797, tel (02) 9772-6350, fax (02) 9772-6737, email books@giramondopublishing.com.

Notices

Items in this section are carried free of charge once for industry groups.
Second and subsequent placement will be charged at normal classified advertising rates.

AUSTRALIAN CHRISTIAN BOOK OF THE YEAR AWARDS

Now is the time for publishers to submit entries for Australian Christian Book of the Year Awards for 2005 following these guidelines: the publication date must be between 1 April 2004 and 31 March 2005; there is no limit to the number of titles that a publisher may submit; entries should be submitted now (or as published), accepted until 30 April 2005; entry must be accompanied by a fee of \$50 per title; and four copies of each title are required.

Entries should be sent to the Book of the Year Coordinator, Australian Christian Literature Society c/o ALS Library Services, 125 Rundle St, Kent Town SA 5067. Entries close 30 April 2005. For more information phone 1300-137-725, email acls@spcka.org.au or check website www.spcka.org.au.

APA PROFESSIONAL DEVELOPMENT WORKSHOPS & SEMINARS

The Australian Publishers Association is offering the following workshops in March and April:

- Grammar and proofreading for non-editors—on Thursday 17 March in Sydney and Tuesday 5 April in Melbourne. A one-day workshop for editorial, promotions, publicity, publishing, marketing and production staff. The cost is \$350 APA members, \$380 non-members.
- Running effective meetings—on Wednesday 30 March in Sydney and in Melbourne. Getting the most out of meetings. For anyone who attends meetings or is involved in team projects. The cost is \$220 APA members, \$250 non-members.

A 20% discount applies to these workshops when five or more people from one company attend.

Course outlines and registration forms are available from the APA website at www.publishers.asn.au. For more information contact Angela Wong at the APA on tel (02) 9281-9788 or email training@publishers.asn.au.

AUSTRALIAN COPYRIGHT COUNCIL TRAINING

The Australian Copyright Council is offering the following training sessions in Melbourne on 18 April:

- copyright essentials (11am–1pm, \$100)
- moral rights (2pm–3.30pm, \$90)
- recent developments in copyright (4pm–5pm, \$80).

For bookings email info@copyright.org.au or go to website www.copyright.org.au.

CLOSING DATES FOR QUEENSLAND AWARDS

The Arts Queensland Judith Wright Calanthe Award for poetry, valued at \$15,000, is presented to an Australian author for the best collection of poetry published in the previous year.

The Arts Queensland Steele Rudd Australian Short Story Award, also valued at \$15,000, is presented to an Australian author for the best collection of short stories published in the previous calendar year.

Entries for both awards close June. For more details phone (07) 3255-0254, fax (07) 3255-0362, email info@brisbanewritersfestival.com.au or visit website www.brisbanewritersfestival.com.au.

Classifieds

(All prices quoted are recommended retail and GST inclusive unless otherwise indicated. Advertisers are asked to include ISBNs wherever possible.)

Advertisers please note that 2004 rates for classified items in WBN are 90 cents (ex GST) per word, based on a Microsoft Word word count facility, with a minimum charge of \$30. The deadline for all advertising material is 12 noon every Tuesday, Victorian time.

Send material to email wbn@thorpe.com.au, or fax (03) 8645-0368. Thorpe-Bowker cannot guarantee inclusion of material sent to the newsletter unless confirmation is sought and a response received before deadline. Advertisers must provide a billing address and the full name of an appropriate contact person at the time of placing each advertisement.

ROBERT HILLMAN WINS NATIONAL BIOGRAPHY AWARD

Scribe is delighted to congratulate Robert Hillman for winning the prestigious National Biography Award with his memoir *The Boy in the Green Suit*. Described by the judges as 'a memoir of great sophistication and artfulness ... dramatically moving and laugh-aloud funny', *The Boy in the Green Suit* (\$30, ISBN 0908011989) is available through Pan Macmillan on tel 1300-135-113, fax 1300-135-103.

INBOOKS AGENCY CHANGES

We are pleased to announce that Inbooks has been appointed exclusive distributor for Asia 2000 and Melrose Books in Australasia. We are also the EWEB stock agent for the University of Texas Press effectively immediately. If you would like a list of Inbooks' agencies, please contact Inbooks marketing on email marketing@inbooks.com.au or ask your local sales rep. To place an order, contact Inbooks customer service on tel (02) 9986-7082 or email orders@inbooks.com.au.

'AB&P BUYER'S GUIDE'—MAY

The May edition of the *AB&P Buyer's Guide* will showcase titles to be published between June and August (inclusive). The deadline for publishers/distributors to submit material for highlighted titles is 18 March. For further information phone Robert Hamilton-Jones on (03) 8645-0308 or email buyersguide@thorpe.com.au.

'GOING DOWN SWINGING #22' NOW AVAILABLE

Going down Swinging (GDS) has been Australia's freshest voice in literature since 1981. Dennis Jones & Associates (DJ&A) will be fulfilling standing orders for GDS stockists. Issue number 22 is a 156-page book and 26-track CD with full-colour cover and attractive design, \$16.95. To order phone DJ&A on tel (03) 9720-6761 or fax (03) 9720-4472.

NEW IMPRINTS DISTRIBUTED BY DA TRADE

DA Trade is pleased to announce representation of Boydell & Brewer, publishing the finest examples of first-hand history, (085115, 085991) and its imprints Camden House Publishing (09538160), University of Rochester Press (158046, 1878822) and Tamesis Books (07293, 000411). Previously with Peribo, these lists are available from DA immediately. DA Trade is also pleased to announce representation of Focus Publishing, a US publisher dedicated to classical and modern languages (158510, 0941051). For inquiries phone (03) 9210-7777.

'CHILDREN'S BOOKSELLER & PUBLISHER'

Don't miss the first *Australian Bookseller & Publisher* children's supplement of 2005. Published with the March issue of *AB&P*, it will include news, feature articles and lots of reviews exclusively from the world of children's publishing.

PANDANUS PRESS PUBLISHING HOUSE CHANGES NAME

Pandanus Press of Brisbane (directors Susanna de Vries, editorial director; Jake de Vries, architect and book designer as design director; and Marusia McCormick, publicity manager) announces a change of name to Pirgos Press (Pirgos being the Greek word for 'tower') its sole distributor being Tower Books of Sydney.

Pirgos Press, under the Pandanus imprint, which it has now relinquished although the books already in print will of course retain it, has enjoyed success with publications on topics as diverse as Australian art and history, notably *Historic Sydney: The Founding of Australia* (three editions); *Historic Brisbane, Convict Colony to River City*, (two editions, latest January 2005); and *Parenting Girls*. It also holds the rights to *Blue Ribbons, Bitter Bread*, the biography of Joice Nankivell Loch, Australia's most heroic woman (latest updated edition illustrated), released by Tower Books in January 2005 and simultaneously in Greece.

Joice Loch's tower home in Ouranoupolis, northern Greece, has been restored thanks to the sale of Susanna de Vries' award-winning book and is about to be opened as a house museum, making Joice Loch the only Australian honoured in this way. *Rescuing* is the story of the woman a review in the *Australian* newspaper described as 'one of Australia's most outstanding biographies of the heroine who came in from the shadows.'

Pirgos Press thanks Australian booksellers for supporting this important title, whose sales have grown by word of mouth. This is the only title this small but vibrant publishing house will be publishing this year. Due to the outstanding success of Susanna de Vries' 'Great Australian Women' series published by HarperCollins, a fourth book in the series, *Great Pioneer Women of the Outback*, is to be launched in June 2005 with a full promotion campaign by HarperCollins. Susanna's biography of another fascinating woman, Daisy Bates, is due out with HarperCollins in time for Mother's Day 2006. Pirgos Press thanks members of the book trade for their support in the past and looks forward to more successful cooperation in the future.

ENSURE YOUR PUBLISHED & DISTRIBUTED BOOKS ARE LISTED WITH NIELSEN BOOKDATA

We provide a free bibliographic listing of your locally published and distributed titles so please phone the Nielsen BookData/James Bennett data collection team today to set up the most effective and efficient way of forwarding your data.

Phone (02) 9986-7084 or email bookdata@bennett.com.au to ensure your data is accessible to booksellers, libraries, universities and specialist resellers locally and internationally.

Promotions

'THE ITALIAN ROMANCE'

The Italian Romance (Joanne Carroll, UQP, \$22.95, ISBN 070223513X) has been selected as the *Australian Women's Weekly* book of the month for the May issue. Perfect for Mother's Day, this is a moving novel about families and the different faces of love. Joanne Carroll will be visiting Australia from Ireland as a guest of the Sydney Writers' Festival. Chapter samplers for *The Italian Romance* are available now and readers' notes for book clubs are at website www.uqp.uq.edu.au. *The Italian Romance* is distributed by United Book Distributors and released on 28 April.

Positions Vacant

University of Queensland Press EDITOR—SCHOLARLY TITLES, BRISBANE

An experienced editor is sought to manage the publication of scholarly nonfiction titles. A background in academic or educational publishing will be highly regarded.

The successful applicant will be:

- skilled in manuscript assessment, structural editing and copyediting
- experienced in managing all stages of the publishing process
- responsible for delivering projects on time and within budget
- proficient in the usage of English grammar and spelling
- motivated, energetic and able to work effectively in a team environment
- competent in the use of industry-standard software packages.

This is a rare opportunity to join a small, dynamic team taking one of Australia's best known independent presses into a new era.

For full details, including position description, email hr@uqp.uq.edu.au. The closing date is 24 March 2005.

Palgrave Macmillan TRADE SALES COORDINATOR, MELBOURNE

Palgrave Macmillan is seeking a trade sales coordinator for its busy trade academic division. This is a support role in a small team, and involves a variety of administrative tasks that will also service other departments of Palgrave Macmillan outside of trade sales.

This entry-level position offers an excellent opportunity to be involved in many varied and interesting facets of the publishing industry. In return the ideal candidate needs to be highly motivated and:

- willing to perform many of the basic tasks that run an efficient office
- show an aptitude that will work well with our internal and external customers in a sales environment
- be capable of quickly understanding and utilising the technology programs that drive our business. (These include the standard major business applications as well as in-house databases and sales reporting programs.)

You must be able to demonstrate initiative, attention to detail and the ability to work on a variety of tasks efficiently and effectively. Any previous administrative and/or customer service experience would be looked on favourably and a relevant tertiary degree is desired.

Applications in writing only to the Trade Sales Manager, Palgrave Macmillan, 627 Chapel St, South Yarra VIC 3141 or email palgraveadmin@macmillan.com.au.

General & Children's Book Shop SALES POSITIONS, SYDNEY

We have several exciting positions to work in our expanding store—from managerial to several casual sales positions. Flexitime and full training given. Candidates must be well-read and have some computer skills. Contact Hedley Gordon on tel (02) 9144-7837.

DA Books TERRITORY SALES MANAGER, SYDNEY

An exciting challenge to join the trade division of DA Books, as it continues to expand its representation of quality trade lists. We are seeking a Sydney-based territory manager to actively service the book trade in NSW, ACT and Queensland. Are you self-motivated, a good communicator and well-organised? Do you have extensive sales experience in a publishing company and established relationships with major booksellers? We offer a competitive remuneration package dependent on experience. Please send your résumé to Manager Trade Sales, DA Books, PO Box 163, Mitcham VIC 3132 or email chenry@dadirect.com.au by 4 March 2005. Confidential inquiries to Warren Broom on tel (03) 9210-7804.

HarperCollins Publishers Australia
PUBLISHING ASSISTANT—FICTION, SYDNEY

We have an entry-level position for someone keen to develop a career in publishing as the publishing assistant for fiction. This position will provide administrative support to the fiction publisher and acquisitions editor. In line with these duties, this role will also act as a production editor through coordinating production materials for buy-in rights titles and preparing cover and internal copy for those titles.

To be successful in this position, the right candidate must possess the following attributes:

- outstanding organisational and time-management skills
- strong verbal and written communication
- a sound command of spelling and grammar
- a good general knowledge
- proficiency in Microsoft applications.

Based in Pymble, our pleasant office is an easy stroll from the station. Undercover parking is also available. Salary and benefits will be commensurate with experience and skills. Career opportunities are available to candidates who are capable, successful and keen to learn.

To apply, please forward a résumé and cover letter to Kate Foster, human resources advisor, at email employment@harpercollins.com.au. Applications close Friday 18 March 2005.

HarperCollins Publishers Australia is an equal opportunity employer.

Oxford University Press
HIGHER EDUCATION SALES REPRESENTATIVE, MELBOURNE

Do you enjoy working independently in a job with lots of variety? Do you have an interest in books and the education sector? An exciting opportunity exists to work with the successful higher education team as a sales representative at Oxford University Press, a publisher and distributor of higher education and school textbooks and dictionaries.

This position will work with a growing list of Australian and imported texts in a wide variety of disciplines, including law, sociology, health, politics, chemistry and media studies. It involves meeting with academics on university campuses, to promote and discuss these textbooks, with the aim of having them prescribed as texts for students. In keeping with our corporate attributes, Oxford University Press creates an environment that fosters growth and professional development.

The ideal candidate will have an undergraduate degree in any discipline, a demonstrated ability to work independently and some experience in a sales environment. We are looking for an enthusiastic, well-organised, results-focused professional with excellent communication skills. The position requires around five to six weeks travel per year and a current driver's licence is required.

The remuneration package will be commensurate with experience, includes an annual salary, incentive scheme and superannuation. A fully maintained company vehicle will also be provided.

To apply, quote reference number 'PVHER', when sending your application to the HR Coordinator, GPO Box 2784Y, Melbourne VIC 3001 or email recruitment.au@oup.com by Wednesday 16 March 2005.

Focus Publishing
SENIOR EDITOR—BOOK PUBLISHING, SYDNEY

Focus Publishing, Australia's leading custom and business book publisher, is seeking a talented editor/project manager to work on a varied and challenging range of retail, business and corporate titles. You will be part of a small, friendly team. Your role will include:

- contracting and working closely with writers across a broad range of subject areas
- liaising with corporate and business clients
- manuscript assessment and structural editing
- working closely with designers
- supervising freelance staff as required.

Strong editorial skills are essential, including the ability to write clear, vigorous text and a good eye for detail. We offer an attractive salary package and excellent working conditions in our modern offices at Bondi Junction, a few minutes walk from the train station.

Please send your application in confidence to Annette Carter, Managing Editor, Focus Publishing, PO Box 1628, Bondi Junction NSW 1355 or email annettec@focus.com.au. For more information about Focus Publishing, visit our website www.focus.com.au.

Elsevier
PROJECT COORDINATOR, SYDNEY

Elsevier is the world's premier health science publisher and Australia's largest publisher of health science titles. We are currently looking for an experienced, full-time project coordinator to assist with the editorial and production aspects of our publishing program.

The position reports to the publishing services manager and would suit someone keen, enthusiastic and well-organised to coordinate the various book publishing stages, including some picture rights, permissions and administrative duties, often under pressure. We are looking for someone with good people skills (extensive liaison with freelance editors, designers, typesetters and printers) and good computer skills (Word, Excel, mostly PC but some Mac work) to join our small but hard-working team based in our Marrickville head office. This is very much a 'traffic control' position and does not involve any hands-on editing work.

Applications to email h.klijn@elsevier.com or Locked Bag 16, St Peters NSW 2044 by Monday 23 March 2005. Initial inquiries to Helena Klijn on tel (02) 9517-8902.

HarperCollins Publishers Australia
SPECIAL SALES MANAGER, SYDNEY

We have an exceptional opportunity for a highly motivated individual to join our team at HarperCollins Publishers Australia in Pymble NSW.

We are seeking an innovative and experienced team player to join us as a special sales manager. This is a busy and challenging position that will be responsible for developing and implementing strategy plans for key customers within special sales. This role will focus on ensuring HarperCollins Publishers Australia maximises opportunities with these retailers through a unique understanding of their business and its customers.

To be successful in this position, the right candidate must have the following attributes:

- previous national account or senior sales manager experience
- proven understanding and appreciation of broad business issues
- strong commercial awareness
- sound negotiation skills
- effective communication skills, both written and verbal
- P & L management experience.

To apply, please send your covering letter and résumé to Kate Foster, HR advisor, at email employment@harpercollins.com.au. Alternatively mail to PO Box 321, Pymble NSW 2073.

Applications close Friday 18 March 2005.

Cambridge University Press

TRADE SALES REPRESENTATIVE—EDUCATIONAL BOOKS (12-MONTH CONTRACT), MELBOURNE

Cambridge University Press has a vacancy for an education sales representative to sell a range of study guides to retail and educational booksellers. The role involves calling on bookstores in Sydney and Melbourne.

This role is for a 12-month contract and offers a competitive salary package and the chance to be part of one of the world's most respected publishing houses.

A background in sales is essential and ideally you will have experience as a trade sales representative or as a bookseller. You will be encouraged to use your initiative to grow in this dynamic area of educational publishing. If this sounds like you, please apply to email vacancies@cambridge.edu.au.

The closing date for applications is Friday 18 March.

Lippincott Williams & Wilkins
CUSTOMER SERVICE/RECEPTION (PART-TIME), SYDNEY

Lippincott Williams & Wilkins is seeking a customer service/reception person for its Sydney office. The position requires a dedicated team member who is customer service focused, enjoys liaising with customers, is computer literate and has a friendly but confident manner. Strong communication skills are essential. The position also entails reception duties. It is part-time and operates on a 31-hour week.

Applications for this position should be submitted in writing to the Manager, Finance and Operations, Lippincott Williams & Wilkins, Suite 303, 55 Mountain St, Broadway NSW 2007 or by email to promotions@l-ww.com.au by Friday 19 March 2005.

Harcourt Education

GRAPHIC DESIGNERS (PERMANENT & MATERNITY-LEAVE CONTRACT), MELBOURNE

Harcourt Education is a recognised leader in educational publishing. We currently have two exciting opportunities (a permanent role and a one-year maternity-leave replacement), for experienced and highly motivated graphic designers to join our creative secondary education team—Heinemann.

As the successful applicant you will be responsible for creatively designing books and electronic products, briefing typesetters and illustrators and managing projects from conception through to completion. Your solid design background in the publishing industry, preferably in educational publishing, together with your tertiary qualifications in graphic design and your high level knowledge of InDesign, QuarkXPress, Illustrator and Photoshop in a Macintosh environment will ensure your success in this role.

We are looking for team players who can coordinate their own workload to tight deadlines. Good knowledge of pre-press workflow and file management skills are obligatory. The ability to work efficiently, with close attention to detail and excellent oral and written communication skills, while multi-tasking in a high pressure environment, is essential.

If you would like the opportunity to join a dynamic and professional design team and work on a great variety of projects, please send written applications to the Human Resources Manager, Harcourt Education, PO Box 460, Port Melbourne VIC 3207 or email vacancies@harcourteducation.com.au by Friday 18 March 2005.

Pearson Education

SENIOR EDITOR, MELBOURNE

Pearson Education, the world's leading educational publisher, is seeking applications from enthusiastic and suitably experienced people to perform the critical role of senior editor within our schools division. You will manage and mentor a small team of in-house editors and provide technical and editorial support to the team and the broader division. In addition to undertaking editorial work on key titles, you will be responsible for developing editorial guidelines and identifying and implementing editorial process improvement.

The ideal candidate will have significant editorial experience within the trade or in an educational publishing environment and ideally have had supervisory experience. You will have the ability to plan, problem-solve and prioritise several assignments at the same time. Additionally, you will have high editorial standards, strong knowledge of the editorial process and be resourceful, self-directed and a flexible team player. You must possess excellent interpersonal skills and have strong technology skills.

If you want to be proactively involved in improving processes/standards and implementing innovative solutions to continue our leadership in educational publishing, then please apply to Pohlen Kean, quoting reference number 'CC05161', by email to pk@pohlenkean.com or mail to Level 1, Exchange Tower, 530 Little Collins St, Melbourne VIC 3000. For inquiries phone (03) 9909-7447.

Melbourne University Publishing

SALES & MARKETING ASSISTANT, MELBOURNE

Melbourne University Publishing, Australia's most prestigious scholarly publishing house, seeks a sales and marketing assistant.

Reporting to the sales and marketing managers, you will support the work of the sales and marketing department. Duties will include designing advertisements, liaising with professional designers, assisting in direct marketing and database management. You will have the ability to manage your time effectively, multi-task and meet deadlines.

You should have some demonstrated desktop publishing (preferably InDesign) and database management skills. Some web design and packaging-for-print experience would be desirable. A willingness to learn and a flexible approach are important.

This is a great opportunity to join a forward-looking company at an exciting time in its development. An attractive salary will be negotiated in accordance with skills and experience.

Position description and selection criteria available from the general manager, Ross Wallis at email rwallis@unimelb.edu.au. Applications, indicating position(s) applied for, addressed to the general manager, close 18 March.

Thomson Learning
COORDINATING EDITOR—HIGHER EDUCATION, MELBOURNE

Thomson Learning, one of Australia's leading educational publishers, seeks a coordinating editor to project manage titles in the higher education list. The coordinating editor may also be required to edit manuscripts when time permits. The successful applicant will work closely with the rest of the editorial team and will report to the managing editor of the higher education division. The position is based in the Melbourne head office.

The position requires book editors with excellent project-management, editorial, computer and communication skills; initiative; problem-solving abilities; and knowledge of current production technologies and procedures. The successful candidate will possess a demonstrated ability to juggle a diverse workload while maintaining schedules, budgets, priorities and a sense of humour. A sound knowledge of educational publishing is essential.

This is a challenging position that would suit an editor with in-house experience who wishes to further their career in a progressive environment. The salary package offered will be commensurate with skills and experience.

A detailed job description is available to interested applicants. Please forward written applications, quoting reference number 'CEHE1705', to the Human Resources Manager, Thomson Learning, 102 Dodds St, Southbank VIC 3006 or email employment@thomsonlearning.com.au by Friday 18 March 2005.

Oxford University Press

Two exciting opportunities exist with Oxford University Press, a publisher and distributor of education, higher education and reference books.

PROMOTIONS ASSISTANT, MELBOURNE

This newly created position will provide administration support for the school education promotions team. Responsibilities include general administrative duties, data entry, maintenance of a CRM database and various promotions lists, coordinating conference materials, promotion mail-outs and liaison with the sales team. Quote reference number 'PVPA'.

SALES ADMINISTRATION ASSISTANT, MELBOURNE

We require a highly organised and enthusiastic person to provide administrative support to the education sales department. The role is varied and busy and the duties include liaison with the sales team and external customers, attendance at subject conferences and product information displays, data entry and general administrative duties. Quote reference number 'PVAA'.

The ideal candidates for both vacancies cited above will be effective and confident communicators with the ability to organise and prioritise a busy workload. They will also possess a thorough knowledge of Microsoft Office applications.

Both vacancies are entry-level positions and would ideally suit people wanting to pursue a career in the publishing industry.

To apply for any of the above vacancies, please quote the appropriate reference and send your cover letter and résumé to the HR Coordinator, GPO Box 2784Y, Melbourne VIC 3001 or email recruitment.au@oup.com.

Applications close Tuesday 15 March 2005.

Australian Booksellers Association
CHIEF EXECUTIVE OFFICER, MELBOURNE

The Australian Booksellers Association (ABA) is a not-for-profit organisation established in 1924 to protect and promote the interests of booksellers throughout Australia. Membership includes booksellers, retail suppliers and related individuals.

The role is a full-time position reporting to the management committee of the ABA, responsible for:

- successfully managing the business of the Association
- guaranteeing the relevance of existing services and constantly reviewing potential services and benefits
- fulfilling the role of ambassador for the ABA within the industry and in the public arena.

The requirements:

- proven leader and strategic thinker, with successful track record in association management
- excellent written, oral and personal communication skills, with expertise to build rapport with ABA members, the industry, government and the public
- blend of maturity and energy
- knowledge and/or experience of the bookselling industry an advantage.

Salary is negotiable. Apply now to Enterprise Care Not for Profit Services, Level 1, 21 Burwood Rd, Hawthorn VIC 3122, tel (03) 9819-2169, fax (03) 9819-2593, email smithc@enterprisecare.com.au.

Booklegger**THE BEST BOOKSELLING JOB IN AUSTRALIA, MELBOURNE**

An opportunity to represent a huge range of in-demand library and reference titles to an educational market in Melbourne and further afield. Most of your appointments will be made by customers ringing to see if you can fit them in! Full-time position, will involve driving bookmobile and attending conferences and working in an educational field with a great team in a well-established business. Contact Darren at The Booklegger on tel (03) 9898-9528 or email sales@booklegger.com.au.

Borders**FICTION BUYER, MELBOURNE**

This is your chance to source and buy the new titles that our knowledgeable customers will demand. You'll keep abreast of new releases, review the inventory to ensure that appropriate width and depth is maintained, work with our suppliers to improve terms and conditions and much more besides. You'll be our resident expert in terms of market, competition and financials and as a team-player, you'll work with other functions, including operations, marketing and distribution to maximise sales.

With a solid book-buying background, gained with a high volume multi-site retailer, it is essential you have the ability to build rapport and effectively communicate at all levels. You are enthusiastic, service-oriented and flexible, with the strong interpersonal skills to build collaborative relationships in-house and with vendors.

Email applications to human resources manager at positions@bordersgroupinc.com.

Applications close Monday 18 March.

Palgrave Macmillan**CAMPUS SALES REPRESENTATIVE, SYDNEY**

Palgrave Macmillan is one of Australia's leading publishing companies. The position will be based in our Sydney office, with a territory covering metropolitan and country universities and bookshops and a distance territory.

We are seeking someone with a university degree and the following attributes: excellent communication and organisational skills; enthusiastic and highly motivated; a capacity to work hard with little supervision; the ability to achieve sales budgets; excellent computer skills; enjoy working in a challenging and changing environment; demonstrated problem-solving initiative; and a willingness to travel intra/interstate.

Sales experience in a publishing environment is preferred.

Remuneration package consists of a salary plus performance-linked bonus, a company car and superannuation.

Written applications only, including CV and business referees, to Campus Sales Manager, Palgrave Macmillan, Level 2, St Martins Tower, 31 Market St, Sydney NSW 2000 or email palgraveadmin@macmillan.com.au. Reference 'campus sales representative position' in your application.

University of Queensland Press**EDITOR—FICTION/GENERAL NONFICTION, BRISBANE**

An experienced editor is sought to manage the publication of titles for the adult fiction and general nonfiction lists. Extensive experience working within a book publishing environment is essential, as is a thorough understanding of the editorial and production process.

The successful applicant will be:

- skilled in manuscript assessment, structural editing and copyediting
- experienced in managing all stages of the publishing process
- responsible for delivering projects on time and within budget
- proficient in the usage of English grammar and spelling
- motivated, energetic and able to work effectively in a team environment
- competent in the use of industry-standard software packages.

This is a rare opportunity to join a small, dynamic team taking one of Australia's best known independent presses into a new era.

For full details, including position description, email hr@uqp.uq.edu.au. The closing date is 24 March 2005.

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ABN 77 097 830 745

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