

WEEKLY BOOK NEWSLETTER

Keeping the Australian book trade up to date since 1971

8 March 2006, No 1725

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TOP 10 BESTSELLERS

Week ending 25 February

1 **Spotless**

Shannon Lush & Jennifer Fleming,
ABC Books
\$19.95 pb, ISBN 073331712X

2 **Anybody out There?**

Marian Keyes, Michael Joseph
\$32.95 tpb, ISBN 0718149211

3 **CSIRO Total Wellbeing Diet**

Manny Noakes & Peter Clifton,
Penguin
\$29.95 pb, ISBN 014300414X

4 **The 5th Horseman**

James Patterson & Max Paetro,
Headline
\$32.95 tpb, ISBN 0755323084

5 **Memoirs of a Geisha**

Arthur Golden, Vintage
\$23.95 pb, ISBN 0099498189

6 **Cell**

Stephen King, Hodder & Stoughton
\$35 hb, ISBN 0340921455

7 **Brisbane, Gold Coast [etc] Street Directory**

UBD, Universal
\$34.95 pb, ISBN 0731918657

8 **Second Honeymoon**

Joanna Trollope, Bloomsbury
\$29.95 tpb, ISBN 0747584540

9 **Death Dance**

Linda Fairstein, Little, Brown
\$32.95 tpb, ISBN 0316726834

10 **Perfect Match**

Jodi Picoult, A&U
\$12.95 pb, ISBN 1741149037

Nielsen BookScan

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BRIDGE TO LEAVE APA

Susan Bridge has announced that she is stepping down as the CEO of the Australian Publishers Association. She will leave the role in two months time. Bridge has been the APA chief since September 2000.

From the London Book Fair, Bridge told *WBN* that she has enjoyed her role at the APA: 'Book publishers are willing collaborators and generous in support of their industry. I was surprised when I joined the APA to find how helpful publishers were to each other. The book trade attracts intelligent, good-hearted people.'

APA president Peter Field congratulated Bridge on her contribution to the APA's successes in the past five years, including the improved relationships publishers now have with government, the establishment of TitlePage and the defence of territorial copyright.

After leaving the APA at the end of April, Bridge will continue her studies in theology.

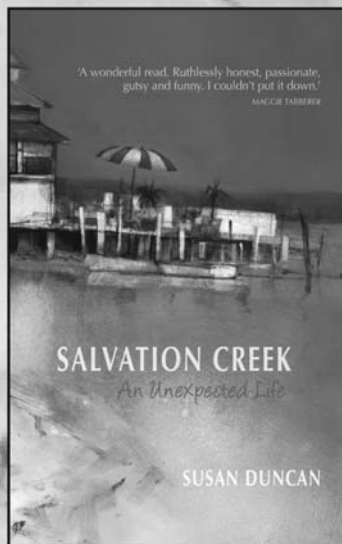
ADELAIDE WRITERS' WEEK

Adelaide's biennial Writers' Week kicked off last Sunday and continues through this week. Initial reports are that crowd numbers are at least equivalent to previous years, with many events—such as the opening-day appearance by Indian writer Vikram Seth—overflowing the venue's larger tent, seeing crowds of up to 2000 seated in any shady spot to be found on the sloping lawns of the riverside Pioneer Women's Memorial Garden.

Awards

South Australian Premier Mike Rann presented the 2006 Festival Awards for Literature on Sunday afternoon. The winners of the \$125,000 prize pool, drawn from a record 563 entries, are:

- Premier's award for literature (\$10,000) and fiction prize (\$15,000): *Sixty Lights* (Gail Jones, Vintage)
- Children's literature award (\$15,000): *It's Not All about YOU, Calma!* (Barry Jonsberg, A&U)



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HIGHEST NEW ENTRIES**Week ending 25 February**

(new releases only)

2 Anybody out There?Marian Keyes, Michael Joseph
\$32.95 tpb, ISBN 0718149211**10 Perfect Match**Jodi Picoult, A&U
\$12.95 pb, ISBN 1741149037**34 Sir Thursday**Garth Nix, A&U
\$14.95 pb, ISBN 1741145880**41 Salvation Creek**Susan Duncan, Bantam
\$32.95 tpb, ISBN 1863254749**103 Marley and Me**John Grogan, Headline
\$25 pb, ISBN 073362071X**FASTEST MOVERS****Week ending 25 February**

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

1 Kostya: From Russia with GlovesTszu & Andrews, ABC Books
\$39.95 hb, ISBN 0733315984**2 My Friend Leonard**James Frey, Hodder Murray
\$23 pb, ISBN 0719561175**3 Gilead**Marilynne Robinson, Virago
\$24.95 pb, ISBN 1844081486**4 Japanese Women Don't Get Old or Fat**Moriyama & Doyle, Vermilion
\$29.95 pb, ISBN 009190711X**5 You Say I'm a Bitch Like It's a Bad Thing**Polish & Wotz, Ten Speed Press
\$19.95 pb, ISBN 1580086373

Nielsen BookScan © 2006

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

- Innovation award (\$10,000): *<More or Less Than> 1-100* (M T C Cronin, Shearsman Press)
- Non-fiction award (\$10,000): *Velocity* (Mandy Sayer, Vintage)
- John Bray poetry award (\$15,000): *Totem* (Luke Davies, A&U)
- Unpublished manuscript award (\$10,000 and publication by Wakefield Press): *The Quakers* (Rachel Hennessy)
- Barbara Hanrahan fellowship (\$15,000): Mike Ladd
- Carclew fellowship (\$15,000): Christine Harris
- Jill Blewitt playwright's award (\$10,000): *This Uncharted Hour* (Finegan Kruckemeyer).

Coetzee naturalised

A surprise event at Writers' Week was the brief appearance by Booker and Nobel-prizewinning author J M Coetzee, who became a naturalised Australian citizen in a ceremony conducted by Minister for Immigration Amanda Vanstone.

South African-born Coetzee moved to Adelaide in 2002 and currently holds an honorary research position at the University of Adelaide. 'I did not so much leave South Africa—a country with which I retain strong emotional ties—as come to Australia,' said Coetzee in a statement, 'and I came because from my first visit in 1991 I was attracted by the free and generous spirit of the people [and] by the beauty of the land itself.'

Industry events

As well as being a major public event, Adelaide Writers' Week is an important get-together for the book trade, as evinced by the number of parties, dinners and book launches held to coincide with Writers' Week.

The parties began on Saturday night, with Penguin Australia celebrating its 60th anniversary with a garden party in Adelaide's Botanic Gardens. 'It's hard to believe we started with a tin shed in South Melbourne in 1946,' said Penguin Australia MD Gabrielle Coyne in her speech.

There will be a full report on Adelaide Writers' Week in the April issue of BOOKSELLER+PUBLISHER.

NEW APA 'ACADEMY' AWARDS

The Australian Publishers Association (APA) has announced an extension to its annual industry awards, with a new 'academy' consisting of 'equal

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Leiza Clark

**Female Entrepreneurs**

Leiza Clark

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- how they started out and got their first break, their approach and attitude towards business;
- how they balance their personal lives with business;
- practical business advice to aspiring businesswomen.

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BESTSELLERS THIS WEEK

Anybody out There? If this were a question for Marian Keyes fans, the answer would be a resounding yes. The latest novel from the Irish family-drama queen has gone straight to number two. Australian writer Susan Duncan also debuted strongly with her memoir *Salvation Creek* entering the charts at 44. Duncan tells how, at age 44, she gave up a successful career as a magazine editor to start her life afresh, following the deaths of her husband and brother. Her new book won't be out till April but Jodi Picoult is back in the charts anyway. A&U has released a promotional version of *Perfect Match* at the bargain price of \$12.95, pushing the title back into the bestseller charts—WBN.

WEEKLY BOOK NEWSLETTER

MEDIA EXTRA

MOST MENTIONED

27 February

- 1 The Resurrectionist**
James Bradley, Picador
\$32.95 tpb, ISBN 033042226X
- 2 Ludmila's Broken English**
D B C Pierre, Faber
\$29.95 tpb, ISBN 0571231659
- 3 Second Honeymoon**
Joanna Trollope, Bloomsbury
\$29.95 tpb, ISBN 0747584540
- 4 Margaret Olley: Far from a Still Life**
Meg Stewart, Knopf
\$49.95 hb, ISBN 1740513142
- 5 Suite Francaise**
Irene Nemirovsky, Chatto & Windus
\$32.95 tpb, ISBN 0701179937

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numbers of booksellers and publishers' to judge most of the awards.

The awards to be judged by the academy will be:

- Australian publisher of the year
 - Australian distributor of the year
 - Australian small publisher of the year
 - Australian chain bookseller of the year
 - Australian independent bookseller of the year
 - Australian marketing campaign of the year
 - Australian biography of the year
 - Australian children's book of the year (for younger readers)
 - Australian children's book of the year (for older readers)
 - Australian literary fiction book of the year
 - Australian general fiction book of the year
 - Australian general nonfiction book of the year
 - Australian illustrated book of the year
 - Australian newcomer of the year (debut writer)
 - Australian book of the year.
- Panels of industry members will determine the final three awards:
- Australian export project of the year
 - The Lloyd O'Neil award (for service to the Australian book industry)
 - The Pixie O'Harris award (for distinguished and dedicated service to the development and reputation of children's books).

The awards will be announced in Sydney on 26 July, coinciding with the launch of the 2006 Books Alive campaign.

Details of the awards, including how to nominate titles, will be available soon. For further information, contact Janice Fewin at the APA on tel (02) 9281-9788 or email janice.fewin@publishers.asn.au.

AUTHORS ENJOY PERTH FESTIVAL

The UWA Perth International Arts Festival 2006 was a hit with visiting authors who took part in the Writers' Week program. 'We had a fantastic group of authors who've all been raving about the time they had here,' Katherine Dorrington, director of the Words and Ideas program, told WBN.

Festival attendance figures also suggest that readers too were impressed with what the program had to offer. A session with *Are Men Necessary?* author Maureen Dowd sold out, a literary lunch with novelist Kate Grenville

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was a major drawcard and many of the events, the majority of which were free, were full to capacity.

The festival also catered to readers from outside Perth with the 'One Book' campaign. Designed as a 'book club for the entire state' it involved author visits by Carrie Tiffany and discussion of her book *Everyman's Rules for Scientific Living* (Picador). A visit by authors Duncan Ball and Kate Grenville to communities in the Pilbara region was another successful example of the festival branching out across the state. 'The feedback was that it was a very accessible festival,' said Dorrington, who will be enjoying a well-deserved week off before preparations begin for the 2007 festival.

DESIGN AWARDS: SHORTLIST ANNOUNCED

The shortlist of finalists of the 54th year of the APA Australian book design awards has been announced. Chosen by a panel of expert judges from over 500 entries, the contenders in 23 categories will now wait until May to hear the final results. These will be announced at an awards ceremony and cocktail party at the Powerhouse Museum as part of the Sydney Writers' Festival on Monday 22 May.

The premier awards of Lamb Print Best Designed Book of the Year, The McPherson's Printing Best Designed Cover of the Year and the Hachette Livre Best Young Designer of the Year will also be announced on the night.

Tickets to the event are now available from the APA and must be pre-booked. Ring Michaela or Dee on tel (02) 9281-9788. For full details see website www.publishers.asn.au/awards.cfm?doc_id=24

The full shortlist follows at the end of the News section, on pages 5-7.

NEW PRIZE FOR VICTORIAN WRITERS

The Melbourne Prize Trust is offering a range of new prizes for Victorian writers in 2006. The Melbourne Prize for Literature 2006, to be run by the Trust in conjunction with the Committee for Melbourne, will award \$60,000 to one writer for an outstanding lifetime body of work, an additional \$30,000 'Best Writing' award to a writer under 40 and a \$3000 Civic Choice Award to a writer to be decided by public vote.

The awards are open to Victorian-based writers and are for writing in any form. Entry forms will be available from 1 May and the prizes will be awarded in November 2006. Visit www.melbourneprize.org for further details.

UNWIN TRUST FELLOWSHIP AWARDED TO HANNAH WESTLAND

Hannah Westland from the UK-based literary agency Rogers, Coleridge and White has been awarded the 2006 Unwin Trust Fellowship. The fellowship, which was initiated to encourage greater understanding of their respective markets by the Australian and UK book industries, is worth up to £10,000 (A\$22,600). Westland is the first literary agent to win the award and will visit Australia immediately after the Frankfurt Book Fair to examine the effects of market arrangements applied to fiction rights for UK and Australian authors. For further information contact Clare Drysdale on clared@allenandunwin.com.

COPYRIGHT UPDATE

The Australian Copyright Council has recently published two new books examining the implications of the Australia and US Free Trade Agreement on copyright law in Australia, *Australia/US Free Trade Agreement Amendments and Fair Use: Issues & Perspectives*. The first examines the changes to the Australian Copyright Act that resulted from the Free Trade Agreement with the US, the second looks at the background of the Federal Government inquiry into whether Australian copyright law should be further amended to include an exception to copyright infringement for 'fair use', as exists in the US.

The Council has also published a new supplement updating its book *Educational Institutions: Digital & AV Resources* and a report by the US Copyright Office on 'orphan works'—works for which a copyright owner cannot be found.

Both books, the report and the supplement can be ordered at website <http://shop.copyright.org.au>.

LBF

This year's London Book Fair (LBF) ended yesterday, the first Fair to be held at the new ExCel venue on the London Docklands. Early feedback is that there have been a few teething problems with the new venue but good attendance figures, with numbers at seminar sessions, activity on the floor and attention for author appearances on a par with recent years.

Among the seminars, two sessions hosted by Google Book Search (formerly known as Google Print) have reportedly drawn large crowds.

A publishing announcement of interest is that Kylie Minogue has been signed up to make her debut as a children's author—*The Showgirl Princess* will be released in the UK in September this year by Puffin.

A full report on LBF from an Australian perspective will appear in April's issue of BOOKSELLER+PUBLISHER.

BOOKISH OSCARS

A number of the winning films in this year's Academy Awards (the 'Oscars') are derived from books, including: *Memoirs of a Geisha*, based on Arthur Golden's novel (Vintage); *Brokeback Mountain*, based on Annie Proulx's short story (HarperCollins); *Walk the Line*, based on two memoirs by Johnny Cash, *The Man in Black* (currently out of print) and *Cash: An Autobiography* (HarperCollins); *Tsotsi*, from Athol Fugard's novel (Text); *Capote*, based on a chapter of Gerald Clarke's biography of Truman Capote (Abacus); *The Constant Gardener*, derived from John le Carré's novel (Hodder); and *Syriana*, loosely derived from *See No Evil* (Robert Baer, Random).

March of the Penguins, winner of the Oscar for documentary feature, has a number of tie-in books, published by National Geographic; and *The Lion, the Witch and the Wardrobe* is of course an adaptation of C S Lewis' children's classic (HarperCollins).

TIME WARNER TO SELL ONLINE

Time Warner is the latest international publisher to sell books directly to the public, with the re-launch of its UK website, Book Juice (www.bookjuice.co.uk). The site offers users competitions, extracts and information about authors and events as well as the option to buy all of Time Warner's books online.

Time Warner Book Group UK marketing manager Simon Sheffield told the *Bookseller* that the redesigned site marked the start of plans to upgrade other Time Warner sites such as those of Virago, Orbit and Abacus.

However, he stressed that the sites would be an extra sales channel and that 'we are not competing with retailers.'

QUARTO SALES GROW IN US

The UK-based Quarto, parent company of Global Book Publishing in Australia, has reported that US sales accounted for 49% of its total 2005 revenue of £95 million (A\$214 million). In the UK, however, a failed acquisition contributed to a fall in overall operating profits from £7 million (A\$15.8 million) in 2004 to £6.6 million (A\$14.9 million) in 2005.

ROMANCE FADES AT TORSTAR

Canadian-based media group Torstar, which publishes the Harlequin/Mills & Boon romance imprint through its books division, has called 2005 a 'challenging year with mixed financial results.'

The newspaper division reported profits down six percent on the previous year, however Harlequin finished 'a bit higher' in the quarter than anticipated. The overall profit at the book publishing division fell nearly two percent to CAN\$95.4 million (A\$107 million).

NBCC AWARDS

In the US, the National Book Critics' Circle (NBCC) has announced its annual awards.

The winners are:

- General nonfiction: *Voices from Chernobyl* (Svetlana Alexievich, Picador)
- Biography: *American Prometheus* (Kai Bird & Martin Sherwin, Knopf US)
- Criticism: *The Undiscovered Country: Poetry in the Age of Tin* (William Logan, Columbia UP)
- Poetry: *Refusing Heaven* (Jack Gilbert, Knopf US)
- Autobiography: *Them: A Memoir of Parents* (Francine du Plessix Gray, Penguin US)
- Fiction: *The March* (E L Doctorow, Little, Brown).

CORRECTION

In last week's issue of *WBN* Viacom was incorrectly described as the parent company of Simon & Schuster. In fact, Simon & Schuster has been owned by CBS since it split from Viacom Inc on 31 December 2005. CBS has released its first quarterly financial report as a separate company—with results separated retrospectively from those of Viacom. While the report does not break out publishing as its own division, *Publisher's Lunch* calculates that Simon & Schuster reached sales of between \$727 million (A\$949 million) and \$742 million (A\$968.6 million) for 2005.

DESIGN AWARDS SHORTLIST IN FULL

The Bloomin' Books Best Designed Children's Fiction Book:

Mimus (cover designer: Sandra Nobes, Tou-Can Design; internal designer: Sandra Nobes, Tou-Can Design; publisher: Allen & Unwin)

How Hedley Hopkins Did a Dare (cover designer: Ruth Gruener; internal designer: Ruth Gruener; publisher: Puffin)

Little Fur: The Legend of Little Fur (cover designer: Marina Messiha; internal designer: Marina Messiha; publisher: Viking)

Paul Jennings' Funniest Stories (cover designer: Adam Laszczuk; internal designer: Adam Laszczuk, publisher: Viking)

The Tien Wah Press Australia Best Designed Children's Nonfiction Book:

Fair Dinkum Histories: Grim Crims & Convicts (cover designer: Lore Foye, Lake Shore Graphics; internal designer: Lore Foye, Lake Shore Graphics; publisher: Scholastic)

Shirtfront (cover designer: Blue Boat Design; internal designer: Blue Boat Design; publisher: Black Dog Books)

The Scholastic Australia Best Designed Children's Picture Book:

Dougal Loves Noodles (cover designer: Katie Christie; internal designer: Katie Christie; publisher: Zebra Press)

What the Sky Knows (cover designer: Stella Danalis; internal designer: Stella Danalis; publisher: UQP)

The True Story of Mary Who Wanted to Stand on Her Head (cover designer: Sandra Nobes, Tou-Can Design; internal designer: Sandra Nobes; publisher: A&U)

Rex (cover designer: David Mackintosh; internal designer: David Mackintosh; publisher: Viking)

The Random House Australia Best Designed Children's Series:

'Stuff' series (books 1–3) (cover designer: Jobi Murphy; internal designer: Jobi Murphy; publisher: Random)

Left Shoe and the Foundling and *Marigold and the Dark* (cover designer: Liz Seymour; internal designer: Liz Seymour; publisher: Macmillan)

Scott Monk (*Raw, Boys 'r' Us, The Crush*) (cover designer: Ellie Exarchos; publisher: Random)

'It's True!' series (*It's True! Animals are Electrifying, It's True! Squids Suck, It's True! This Book is a Load of Rubbish*) (cover designer: Ruth Gruener; internal designer: Ruth Gruener; publisher: A&U)

The Griffin Press Best Designed Young Adult Book:

The Story of Tom Brennan (cover designer: Louise Davis, Mathematics; internal designer: Louise Davis, Mathematics; publisher: Random)

Evil Genius (cover designer: Ellie Exarchos, Scooter Design; internal designer: Ellie Exarchos, Scooter Design; publisher: A&U)

The King of Whatever (cover designer: Marina Messiha; internal designer: Marina Messiha; publisher: Penguin)

Lost Property (cover designer: Marina Messiha; internal designer: Marina Messiha; publisher: Viking)

The Penguin Books Australia Best Designed Commercial Fiction Book:

The Fashion Pack (cover designer: Nikki Townsend; internal designer: Nikki Townsend; publisher: Viking)

On, Off (cover designer: Katy Wright; internal designer: Katy Wright; publisher: HarperCollins)

Crook as Rookwood (cover designer: Michael Donohue; internal designer: HarperCollins Design Studio; publisher: HarperCollins)

The Kinokuniya Best Designed Cookbook:

The Cocktail Keys (cover designer: Stephen Smedley; internal designer: Stephen Smedley; publisher: Murdoch Books)

French (cover designer: Frost Design; internal designer: Frost Design; publisher: Lantern)

Saha: A Chef's Journey Through Lebanon and Syria (cover designer: Gayna Murphy, Greendot Design; internal designer: Gayna Murphy, Greendot Design; publisher: Hardie Grant)

Neil Perry: The Food I Love (cover designer: Marylouise Brammer; internal designer: Marylouise Brammer; publisher: Murdoch Books)

The Lamb Print (WA) Best Designed Exhibition Catalogue or Book:

Sparse Shadows, Flying Pearls: A Japanese Screen Revealed (cover designer: Chris Starr; internal designer: Chris Starr; publisher: Queensland Art Gallery)

Kiss of the Beast: From Paris Salon to King Kong (cover designer: Chris Starr; internal designer: Chris Starr; publisher: Queensland Art Gallery)

John Young (cover designer: Studio Round; internal designer: Studio Round; publisher: Craftsman House)

City of Shadows: Sydney Police Photographs 1912–1948 (cover designer: Louise Cornwall; internal designer: Louise Cornwall; publisher: Historic Houses Trust of NSW)

The Murdoch Books Best Designed Illustrated Book:

One (cover designer: Anthony Battaglia; internal designer: Anthony Battaglia; publisher: Jamie Durie Publishing)

Lonely Planet Guide to Experimental Travel (cover designer: Daniel New; internal designer: Daniel New; publisher: Lonely Planet)

Plastered: The Poster Art of Australian Popular Music (cover designer: Phil Campbell; publisher: MUP/Miegunyah)

The Cocktail (cover designer: Simone Elder & Kat MacLeod; internal designer: Simone Elder & Kat MacLeod; publisher: Hardie Grant Books)

Italian Joy (cover designer: Sandy Cull; internal designer: Sandy Cull; publisher: Lantern)

The Allen & Unwin Best Designed Literary Fiction Book:

Ghost Tide (cover designer: Natalie Winter; internal designer: Natalie Winter; publisher: Fourth Estate)

Pomegranate Soup (cover designer: Natalie Winter; internal designer: Natalie Winter; publisher: Fourth Estate)

The Third Brother (cover designer: Chong Weng Ho; internal designer: Chong Weng Ho; publisher: Text Publishing in association with Grove Press, New York)

The Lost Thoughts of Soldiers (cover designer: Mary Callahan; internal designer: Mary Callahan; publisher: Picador)

The Tax Inspector (cover designer: Jenny Grigg; internal designer: Jenny Grigg; publisher: Vintage)

Surrender (cover designer: Tony Palmer; internal designer: Tony Palmer; publisher: Viking)

The Better Read Than Dead Bookshop Best Designed Literary Nonfiction Book:

Playing with Water (cover designer: Kate Mitchell; internal designer: Kate Mitchell; publisher: Fourth Estate)

In My Skin: A Memoir (cover designer: Chong Weng Ho; internal designer: Chong Weng Ho; publisher: Text Publishing)

My Life as a Father (cover designer: Sharon McGrath; internal designer: Sharon McGrath; publisher: Park Street Press & Media 21 Publishing Pty Ltd)

Notebooks (cover designer: Darian Causby, Highway 51 Design Works; internal designer: Midland Typesetters; publisher: Harvill Secker)

Layla's Story (cover designer: Debra Billson; internal designer: Debra Billson; publisher: Viking)

The Adobe Software Best Designed Multimedia Title or Literary or Publishing Website:

Making Multicultural Australia www.multiculturalaustralia.gov.au (cover designer: Lyndon Sharp, Mark Williams & Andrew Ivin; internal designer: Lyndon Sharp, Mark Williams & Andrew Ivin; publisher: The Office of the Board of Studies NSW & The Department of Education and Training)

Pissarro. The First Impressionist www.pissarro.com.au (cover designer: Jo Hein; internal designer: Jo Hein; publisher: The Art Gallery of New South Wales)

Heinemann eBiology 1 and 2 (4th Edition)(series) (cover designer: Claire Wilson (CD face); internal designer: Anna Yuan and Willow Berzin; publisher: Harcourt Education)

The Best Designed Nonfiction Book (text):

It's Not Etiquette: A Guide to Modern Manners (cover designer: Kate Mitchell Designs; internal designer: Midland Typesetters; publisher: Knopf)

Absurdistan (cover designer: Katherine Hall; internal designer: Katy Wright; publisher: HarperCollins)

Carnivorous Nights: On the Trail of the Tasmanian Tiger (cover designer: Chong Weng Ho; internal designer: Simon M. Sullivan; publisher: Text Publishing)

The Unusual Life of Edna Walling (cover designer: Ruth Gruener; internal designer: Ruth Gruener; publisher: A&U, A Sue Hines Book)

The HarperCollins Best Designed Nonfiction book (illustrated):

Lonely Planet Bluelist (cover designers: Daniel New & Mark Adams; internal designer: Mark Adams; publisher: Lonely Planet)

Avalon: Art and Life of an Apartment Building (cover designer: Ricardo Felipe; internal designer: Ricardo Felipe; publisher: Museum of Brisbane and Vanity Publishing)

The Pursuit of Wonder (cover designer: Peter Long; publisher: MUP/Miegunyah)

The Bridge (cover designer: Phil Campbell; internal designer: Phil Campbell; publisher: A&U, A Sue Hines Book)

The Thomson Learning Best Designed Primary Education Book:

The Really Big Beliefs Book (cover designer: Nick Mau, Mau Design; internal designer: Nick Mau, Mau Design; publisher: Curriculum Corporation)

Chatterbox Anthologies (cover designer: Anita Adams; internal designer: Anita Adams; publisher: Pearson Education)

The Pearson Education Australia Best Designed Secondary Education Book:

Bersama-sama Senior Focus Book (cover designer: Josie Semmler; internal designer: Josie Semmler; publisher: Thomson Nelson)

English Alive 1 (series) (cover designer: Delia Sala; internal designer: Delia Sala; publisher: John Wiley & Sons)

Science Links 1 & 2 (series) (cover designer: Sue Dani; internal designers: Lisa Austin & Sue Dani; publisher: Harcourt Education)

Focus on Folio: Senior Student Guide to Creating a Folio (cover designer: Claire Wilson; internal designer: Claire Wilson; publisher: Harcourt Education)

The BPA Print Group Best Designed Tertiary and Further Education Book:

Microeconomics, Third Edition (series) (cover designer: Delia Sala; internal designer: Delia Sala; publisher: John Wiley & Sons)

Integrated Marketing Communications (cover designer: Olga Lavecchia; internal designer: Leigh Ashforth; publisher: Thomson Learning)

Business and the Law (cover designer: Olga Lavecchia; internal designer: Alba Design; publisher: Thomson Learning)

Essentials of Marketing (cover designer: Olga Lavecchia; internal designer: Jo Groud; publisher: Thomson Learning).

From the Overseas Trade Press

THE BOOKSELLER 3 MARCH 2006

News: The French Publishers Association and several publishers are likely to file a lawsuit against Google during the Paris Book Fair for digitising hundreds of French books without permission; David Roche, former product director of Waterstone's, has been recruited as chief executive of Borders UK; Penguin chief executive John Makinson is confident that the sale of the publisher by parent company Pearson is not on the cards.

Features: Penguin takes the direct route—Penguin hopes that its purchase of the direct sales operation Index Books will enable it to get closer to customers.

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 6 MARCH 2006

News: To celebrate the 60th anniversary of its Penguin Classics series, Penguin has teamed up with the US sports league for a co-branded campaign that champions the titles and promotes reading; Total advertising expenditures by publishers rose 15% in 2005, to US\$231.9 million (A\$302.7 million), according to figures compiled by TNS Media Intelligence; Roger Cooper has been named publisher of Perseus' CDS Books imprint; Gross sales of audiobooks increased by 4% in 2004, to approximately US\$832 million (A\$1.1 billion), according to survey findings of the Audio Publishers Association.

Features: Making a name—large publishers work to build brand authors but key to success for smaller presses is to create a name for themselves; Indie surprises for summer—looks at 'fresh' summer reading from independent publishers.

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BOOKSELLERS BRIEF (NZ) 2 MARCH 2006

Angie Willocks has joined Macmillan Publishers NZ as publicist/promotions manager, coming from a role on the Whitcoulls book buying team; The next phase of development for the relaunched Booksellers New Zealand website will involve live links for all bookshop and publisher members; Writers and illustrators with finalist books in this year's New Zealand Post Book Awards will be touring New Zealand; Calendar; Radio review information; Situations vacant.

Booksellers Brief is published weekly by Booksellers NZ. For more information, email brief@booksellers.co.nz or phone Holly Robinson on +64-4-478-5511.

Personnel – Agency Changes – Moves

HAY HOUSE TO NEW HOLLAND PUBLISHERS

As of 1 July 2006, New Holland Publishers will be the exclusive distributor of Hay House products into the Australian market. New Holland will be setting up new accounts through United Book Distributors over the next few months. For further information please contact New Holland's national sales manager Anthony McKenney on tel (02) 9975-6799 or email anthony@newholland.com.au.

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 AWARDS FOR EXCELLENCE IN EDUCATIONAL PUBLISHING—ENTRY FORMS NOW AVAILABLE

The entry form for the Australian Awards for Excellence in Educational Publishing is now available. In 2006, awards will be made in 22 categories—plus the overall winner—across primary, secondary, scholarly, TAFE and vocational education and tertiary categories. This year the awards have a new major sponsor in Ligare Book Printers. Entries for the awards close on Thursday 4 April. Entry forms are available from Janice Fewin at the Australian Publishers Association at email janice.fewin@publishers.asn.au or by visiting the website www.publishers.asn.au.

CBCA SHORTLIST ANNOUNCEMENT

The announcement of the 2006 Notable Australian Children's Books and the Shortlist for the Children's Book of the Year Awards will take place at Kinokuniya Books, George St Sydney from 11am on Wednesday 5 April. All publishers, authors and illustrators are invited to attend. For more information, go to the website www.cbc.org.au.

APA PROFESSIONAL DEVELOPMENT HIGHLIGHTS

Sedition and Defamation: How do the new laws impact on publishing? For CEOs, managing directors, managers, publishers and commissioning editors, presented by a panel of leading Australian legal experts. In Sydney from 10am to 12pm on 21 April and Melbourne from 3pm to 5pm on 4 May. A defamation workshop for early-career publishing-industry participants will run in Melbourne on 29 May and in Sydney on 5 June.

A new course has been confirmed for Melbourne: Basic Copyediting and Proofreading (27 April) to partner the workshop Grammar: Switching on the Light (30 March). Amanda Philips will be leading a full-day workshop on Recruitment and Selection in Sydney on 6 April and Melbourne on 7 April.

For further details and a full program, please go to the APA website www.publishers.asn.au/training.cfm?doc_id=13 or phone Dee on (02) 9281-9788.

COLIN SIMPSON MEMORIAL LECTURE—‘CHRISTOPHER SMART’S CAT AND THE NEW AUSTRALIAN NATIONALISM’

Award-winning poet Dorothy Porter will deliver the 2006 Colin Simpson Memorial Lecture for the Australian Society of Authors on the theme ‘Christopher Smart’s Cat and the New Australian Nationalism’ at 11.30am on Saturday 25 March at Redfern Town Hall (73 Pitt St, Redfern). Christopher Smart was an 18th-century English poet who was confined to a lunatic asylum for much of his life and wrote an ode to his cat. Porter will explore a writer’s intimate praise of the specific, personal and small in contrast to the loud, belligerent love of a country. Free event; no RSVP necessary. For inquiries phone (02) 9318-0877 or email cathy@asauthors.org.

EVENTS AT THE VICTORIAN WRITERS’ CENTRE

Fiction Publishers Tell All with Michael Williams (Text), Henry Rosenbloom (Scribe), Ali Arnold (Black Dog) and Gordon Thompson (ThompsonWalker) from 6.30pm to 8pm on Tuesday 14 March. These editors/publishers will be talking about their editorial principles, likes and dislikes and submission guidelines, providing aspiring authors with the information they need to submit their work. There will also be time for Q&A.

Melbourne Poets Union and Victorian Writers’ Centre host the Talking Poetry lecture series. The next lecture, On Being a Poetry Reader Today, will be presented by well-known critic, anthologist, poetry editor and teacher John Leonard at 2pm on Saturday 18 March. Leonard will attempt to undo the myth that if you don’t understand a poem fully and instantly, either it is too arcane or you are too dumb. A lively discussion will follow the paper.

Both events are held at the Victorian Writers’ Centre, First Floor, Nicholas Building, 37 Swanston St, Melbourne. For bookings phone (03) 9654-9068. For more information email info@writers-centre.org or go to the website www.writers-centre.org.

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 2006 rates for classified items in WBN are 95 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.

‘BOOKSELLER+PUBLISHER’ APRIL TITLE SHOWCASE

Publishers and distributors are reminded that the deadline for submitting material for the title showcase section in the April edition of Bookseller+Publisher is this Friday (10 March). Please email material to advertising@thorpe.com.au. For more information phone (03) 8645-0308.

DIRECT MARKETING WORKSHOPS WITH BLOOM PARTNERS

Join us for a day’s investment in your career as the APA presents Direct Marketing: Heading for High Gear with Bloom Partners, in Melbourne on Tuesday 4 May and Sydney on Thursday 6 May. For more information go to the website www.bloompartners.com.au.

GARY ALLEN WELCOMES DAVID ADAMSON

Gary Allen Pty Ltd welcomes David Adamson to our Victorian team as Renata Dabal has gone to pursue further education. David’s mobile number is the same as before (0408-367-693) and his fax number for returns purposes is (03) 9489-8456. Orders can be faxed directly to our Sydney office on (02) 9609-6155. Thank you for your continued support.

ARE YOUR FUTURE RELEASES IN 'BOOKSELLER+PUBLISHER'S BUYER'S GUIDE'?

Are your forthcoming releases appearing in the BOOKSELLER+PUBLISHER Buyer's Guide listing? To be considered for inclusion, titles must be in Thorpe-Bowker's Global Books in Print database with full Australian-market information. This information can be submitted using BowkerLink (see website www.thorpe.com.au/bowkerlink) or using electronic files, including ONIX. For further information contact Thorpe-Bowker's data collection manager Kevin Mark at email kevin.mark@thorpe.com.au or tel (03) 8645-0304.

MACMILLAN DISTRIBUTION SERVICES (MDS) CUSTOMER SERVICE ANNOUNCEMENT

Due to an internal change this weekend, our customers may experience a slight disruption to our regular service. We envisage this disruption to be limited to the following times: customer service phones close 12pm Friday 10 March 2006 and reopen 12pm Tuesday 14 March 2006. Note: Monday 13 March is a public holiday in Victoria, Tasmania and South Australia.

GARY ALLEN—RETURNS INFORMATION FOR HAY HOUSE

Gary Allen Pty Ltd wishes to advise the trade that it will cease distribution of Hay House publications on 30 June 2006. Returns, which must be authorised and within normal trading terms, will be accepted at its Smithfield warehouse until 31 July 2006. For inquiries, please contact customer service on tel (02) 9725-2933, fax (02) 9609-6155 or email customerservice@garyallen.com.au.

ATTENTION INDEPENDENT PUBLISHERS & SELF-PUBLISHED AUTHORS

We provide a free bibliographic listing of your published titles, so please ring 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.

ALLEN & UNWIN CONGRATULATE LUKE DAVIES & BARRY JONSBURG

We are thrilled that the John Bray Poetry Award from the 2006 Festival Awards for Literature was awarded to Luke Davies for his exquisite collection of poems, *Totem* (ISBN 1741143489). Congratulations also to Barry Jonsberg, whose hilarious and engaging novel *It's Not All about YOU, Calma!* (ISBN 1741144841) won the Award for Children's Literature. To order copies, please contact Alliance Distribution Services customer service on toll-free fax 1800-664-477 or tel (02) 4390-1300.

HERRON BOOKS WISHES IAN COOK A HAPPY RETIREMENT

After 25 years, Ian Cook of Herron Book Distributors has decided to retire to become a grey nomad and terrorise Australian roads with his rig. We all at Herron wish Ian and his wife Gwen all the best in their new adventures of crocodile hunting, bushwalking, catching barra and keeping Australia's wine industry buoyant.

Promotions

NEW HOLLAND PUBLICITY

- *The Real Life Diet Plan*

Maryon Stewart, author of *The Real Life Diet Plan* (\$29.95, ISBN 1741104556, APN 9781741104554) is touring Australia over the next two weeks from the UK. Maryon is the author of 24 books and has sold over 1,000,000 copies of her books. She is confirmed in the following: 'Today Tonight' on Channel 7, John Laws across Australia, *That's Life!* magazine, 5AA with Michael Keenan, Radio West network in WA, 2GB with Frank Crook, ABC Newcastle, 2HD with Luke Grant, ABC Tasmania with Elaine Harris, 4BC with Tony Murphy and much more to come.

- *Sex Lies and Relationships*

Ruth Simons has released her book *Sex Lies and Relationships* (\$24.95, ISBN 1741104017, APN 9781741104011) this week. With over 30 years of counselling around Australia, Ruth will appear in the following: 'A Current Affair' on Channel 9, *WHO* magazine, Radio 2GB with Luke Bona, Radio 2UE with Stan Zemanek, *Marie Claire*, ABC Radio with Steve Austin, Radio National's 'Life Matters', *Weight Watchers* magazine and regional radio with over 35 radio interviews.

- *Sex at 6pm*

Covering the rollercoaster ride of IVF, *Sex at 6pm* (\$24.95, ISBN 1741104610, APN 9781741104615) is receiving much media attention, including features in the following: Radio National's 'Life Matters', 2GB with Chris Smith,

ABC 744 Midday, 4BC with Tony Murphy, ABC radio with Steve Austin, the *Lounge* magazine, Nova 96.9 with Bianca Dye and the *Sunday Telegraph*.

Please place your orders with UBD on tel (03) 9811-2555 or fax (03) 9811-2405. New Holland—supporting Australian authors.

Positions Vacant

Scribe Publications PRODUCTION EDITOR, MELBOURNE

Scribe Publications, one of Australia's leading independent book publishers, is seeking a production editor responsible for overseeing the production of approximately 40 new trade titles and various reprints annually.

Specific responsibilities include establishing and maintaining master production schedules and cost budgets; monitoring book production and editing from manuscript to bound book; handling permissions; and taking in author and editor corrections. The appointee will also log, track and ship manuscripts and page proofs to freelance copyeditors, indexers and authors.

Candidates must have two to three years of book-production experience and must have strong organising skills, the ability to set and meet deadlines, to establish priorities and to work cooperatively in a small, lively office. Competence with Word, Excel, FileMaker and Quark/InDesign is required; a typographic eye is highly desirable.

Submit applications either by email to info@scribepub.com.au with the subject 'Production Editor' or by mail to The Manager, Scribe Publications Pty Ltd, PO Box 523, Carlton North VIC 3054. Applications close 17 March 2006.

The Gallery Shop, Art Gallery of NSW EXPERIENCED BOOKSELLER (PART-TIME), SYDNEY

- 12-months temporary, renewable
- part-time position (three days per week)

The Art Gallery of New South Wales Gallery Shop is Australia's leading fine-art bookstore. We require an experienced bookseller with a genuine interest in the visual arts to work three days per week with regular weekend work included.

Selection criteria—we require a bookseller with at least two years experience in bookselling and a good understanding of bookshop operations, including experience with special orders and bibliographic databases such as GBIP and TitlePage. The applicant will have a good knowledge of art and art publications, experience with e-bility or other point-of-sale systems, demonstrable customer service skills, and be able to work in a team environment.

The position is temporary for 12 months and may be renewed. Applicants are also expected to have an understanding of, and commitment to, equal opportunity (EEO), Ethnic Affairs Priority Statement (EAPS), occupational health and safety (OHS) and ethical practice.

Information packs, including a position description, can be requested from email gallerieshop@ag.nsw.gov.au. Please send applications in writing, addressing the selection criteria, to the Human Resources Officer, AGNSW, Art Gallery Rd, The Domain NSW 2000.

Oxford University Press HIGHER EDUCATION SALES REPRESENTATIVE, SYDNEY

We are looking for a driven, results-focussed and well-organised professional to sell our Australian and imported higher-education texts. The position involves calling on academics in a wide variety of disciplines at universities across NSW, with the aim of having our texts prescribed for students. In keeping with our corporate attributes, Oxford University Press creates an environment that fosters growth and professional development.

Please visit the 'About Us—Career Opportunities' section of our website www.oup.com.au for full details. To apply, quote reference number 'PVHER' and email your application to the HR coordinator at recruitment.au@oup.com by Friday 24 March 2006.

**ABC
EDITOR, CHILDREN'S BOOKS, SYDNEY**

- \$51,080–\$54,735

ABC Children's Books is looking for an experienced editor of children's books to join its small, busy team. Under the direction of the children's commissioning editor, the role will involve coordinating, editing (structural and copyediting) and proofreading children's projects, from trade titles to licensed projects. Administrative responsibilities will include the preparation of project costings, schedules and marketing and publicity plans.

The successful applicant will need proven editorial experience, preferably in the area of children's publishing, a thorough knowledge of locally published children's books and an excellent understanding of publishing processes from manuscript to finished book. You will need strong communication and interpersonal skills and the ability to meet deadlines, while working both independently and as part of a busy team.

For further information phone Belinda Bolliger on (02) 8333-3956. Applications quoting reference number 'ONE609092' should be sent to Recruitment Coordinator, ABC, GPO Box 9994, Adelaide SA 5001 or email recruitment@your.abc.net.au by 17 March 2006. Applicants must address selection criteria. For information on how to apply visit the website abc.net.au/jobs. The ABC is an equal opportunity employer. The ABC invites Indigenous Australians to apply for this position.

**Australian Publishers Association
CEO, SYDNEY**

- Make a difference

Are you an experienced general manager or publishing industry professional, disenchanted with working in a large corporate environment? Do you imagine yourself in a role where you can influence and make a contribution to an industry people are passionate about?

The role involves:

- representing the interests of members to other industry bodies, governments and interested parties
- initiating programs that contribute to the development of the industry in Australia and its export markets
- encouraging excellence in all areas
- leading a dedicated and committed team of seven.

Is this you?

- Strategic planning skills—you are able to identify opportunities and juggle competing priorities effectively in the interests of long-term success.
- You are able to articulate and promote a compelling vision—exceptional oral and written communication skills are required.
- Demonstrated skills in influencing the external environment, generating innovative solutions to commercial challenges.
- Resourceful, pragmatic, with a keen attention to detail and able to do a lot with little.

Phone Nancy Hromin on (02) 9331-4182 or email your details to jobs@strikezone.com.au. Applications close 19 March 2006.

**Pascal Press
PROJECT EDITOR, SYDNEY**

We have a full-time position in our Excel study-guide division. Excel publishes educational titles Australia-wide for preschool, primary, junior-secondary and senior-secondary-school levels.

The project editor will be involved in coordinating all aspects of production for a number of titles until their completion. This is a busy role involving a wide variety of editorial, production and administrative tasks.

The ideal candidate will be an experienced editor who is well-organised and has a proven ability to manage workflow, juggle a range of different projects and work to deadlines. A thorough understanding of the book production process is essential and experience in editing educational materials is desirable.

Please forward your application and résumé via email to vivienne@pascalpress.com.au or post to Project Editor Position, Pascal Press, PO Box 250, Glebe NSW 2037 by 17 March 2006.

**Therapeutic Guidelines Limited
ELECTRONIC & DESKTOP PUBLISHER, MELBOURNE**

Therapeutic Guidelines Limited (TGL) is an Australian independent not-for-profit organisation. TGL's aim is to promote the quality use of medicines; it does this through the writing, publication and sale of therapeutic guidelines. TGL is respected and recognised nationally and internationally.

A vacancy for an electronic and desktop publisher provides a rare opportunity to join the successful multidisciplinary editorial and production team. A key role of the electronic and desktop publisher is to prepare the material for publication in print and electronic forms. The guidelines are published in print format as a series of pocket-sized books and also in electronic formats suitable for both personal and handheld computers.

The ideal candidate will have qualifications and experience in desktop publishing, website design and management and/or graphic design. The successful candidate will have good interpersonal and organisational skills and be able to pursue tasks to completion within pre-arranged deadlines.

For more information and the job description, email mhemming@tg.com.au or phone (03) 9326-6324. Send applications to CEO, Therapeutic Guidelines Ltd, Ground Floor, 23-47 Villiers St, North Melbourne VIC 3001 by 17 March 2006.

**Swinburne Bookshop Co Op Ltd
RETAIL BOOKSHOP BRANCH COORDINATOR, MELBOURNE**

The Swinburne Bookshop Co Op Ltd at 160 High St in Prahran seeks a professional, enthusiastic and experienced branch coordinator for its bookshop and design/art products operations at its Prahran campus. This exciting opportunity would ideally suit someone with relevant industry experience who is able to take responsibility for the bookshop's performance and quality. The position requires a hands-on, 'I can do anything' type of person, responsible for all aspects of the business, including cashiering, customer service, day-end procedures and so forth. This 1.5 person operation is ably supported by a large enthusiastic and professional infrastructure team.

The successful applicant will possess:

- experience dealing with a demanding client base, including excellent customer-service skills
- demonstrated knowledge and experience in the financial and general-management requirements of a successful retail operation, including day-end procedures
- excellent communication and interpersonal skills
- an understanding and awareness of the book publishing trade
- an appreciation and knowledge of art and design materials would also be an advantage but not imperative
- excellent leadership and teamwork skills
- demonstrated skills in utilising information technology, specifically Microsoft Word, Excel and BookNet
- demonstrated understanding of the day-to-day operations and requirements of running a small business.

Retail management or associated experience is essential. This position attracts remuneration of \$42,358 pa. Obtain a position description and other details by contacting Rolf Wilkens on email rwilkens@swin.edu.au or tel (02) 9214-5495.

Applications close 17 March 2006. Forward your application, addressing the selection criteria, to Rolf Wilkens c/- Swinburne Bookshop Co Op Ltd, John St Hawthorn VIC 3122.

**ABC
SENIOR EDITOR, CHILDREN'S BOOKS (MATERNITY-LEAVE POSITION), SYDNEY**

- Maternity-leave cover up to 10 months (April 2006 to January 2007)
 - \$55,946-\$60,977

ABC Children's Books is looking for a senior-level editor with experience in children's book publishing to commission and manage children's publishing projects with a focus on licensed projects.

Under the direction of the children's commissioning editor, the role will involve editing texts, supervising freelancers and briefing and consulting authors, illustrators, photographers and designers. There will also be administrative responsibilities, including project budgets, production schedules and marketing plans.

The successful applicant will need high-level editorial experience, a thorough knowledge of the publishing industry both national and international, and solid experience in children's books with an emphasis on licensed publishing. Together with well-developed financial abilities, applicants will need excellent communication skills with a flair for creative ideas.

For further information phone Belinda Bolliger on (02) 8333-3956. Applications quoting reference number 'EOI609032' should be sent to Recruitment Coordinator, ABC, GPO Box 9994, Adelaide SA 5001 or email recruitment@your.abc.net.au by 17 March 2006. Applicants must address selection criteria. For information on how to apply, visit the website abc.net.au/jobs. The ABC is an equal opportunity employer. The ABC invites Indigenous Australians to apply for this position.

Thomson Learning Australia
SALES REPRESENTATIVE, SYDNEY

Thomson Learning Australia is seeking a highly motivated, professional sales representative for its higher-education division to promote educational print and media products to universities in NSW and the ACT.

Strong communication, selling and organisational skills and PC proficiency are required, as are enthusiasm, creativity and the ability to work independently. Experience in the education sector will be well regarded and a tertiary qualification is essential. An attractive package, including base salary, bonus and fully maintained vehicle, will be offered. Some country travel will be required.

Applications in writing should be emailed to Lynne Lloyd at enquiries@peoplereults.com.au. For further information, contact Lynne on mobile 0421-998-749. Applications close 15 March 2006.

John Wiley & Sons Australia Ltd
SALES REPRESENTATIVE—TRADE, SYDNEY

We would like to appoint an enthusiastic, sales-oriented sales representative to be based in our trade head office, located in Sydney. The position involves the presentation of new and bestselling titles each month to bookshops. The successful applicant should possess strong written and verbal skills, have the ability to work unsupervised and have the energy and initiative to manage and develop new and existing business and build good relationships with customers. You need to be able to work to meet target deadlines, multi-task and manage your time effectively. Previous sales experience is essential, with experience in the trade publishing industry or a retail bookshop a distinct advantage. A current driver's licence is also essential.

John Wiley & Sons professional/trade division, distributors of quality nonfiction books for the consumer and professional markets, is expanding. Areas we specialise in include general interest (including 'Dummies'), business, finance, computing, architecture, culinary and psychology.

Salary package commensurate with experience includes a fully maintained company car, incentive scheme and superannuation. Email applications to positions@johnwiley.com.au or send in writing to Des Murphy, Regional Sales Manager, John Wiley & Sons, PO Box 174, North Ryde NSW 1670. All applications should be received by 5pm Friday 17 March 2006. John Wiley & Sons Australia Ltd is an equal opportunity employer.

Work wanted/services available

BOOKSHOP FOR SALE, SUNSHINE COAST

Bookshop and party business plus hire in Woolworth's Shopping Centre. Established for three years. Huge potential, solid lease, \$85,000 walk in walk out. Extensive book stock, party and hire equipment. Phone Michael at Sunshine Coast Commercial on mobile 0403-617-038.

SHELVING FOR SALE, SYDNEY

Professionally built bookshelves, gondola and wall units. Can email photos. Located in Caringbah, Sydney. Best offers on individual items or the lot. Phone Jack on (02) 4321-0311.

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ENTERTAINMENT

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