

Book Publishers Association
of New Zealand

DIRECTORY

2008/09



Published in 2008 by the Book Publishers Association of New Zealand
with Whitireia Publishing
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or contact the BPAZ office:

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ISSN: 1176-6557
ISBN: 978-1-877192-35-7

BPAZ and Whitireia Publishing have made every effort to ensure that all
members have an entry and that all entries are correct. Please notify BPAZ
if you wish to update your entry.

Cover and text design by Hamish Thompson
Edited and typeset by Elise Gore and Catherine Ford, Whitireia Publishing
Production supervision by John Huria, Ahi Text Solutions
Printed by Publishing Press Ltd

ABOUT THE BOOK PUBLISHERS ASSOCIATION OF NEW ZEALAND

The Book Publishers Association of New Zealand (BPANZ) is the organisation that represents the publishing industry and acts as an advocate for all publishers. It represents the interests of the industry to government and other agencies. BPANZ operates as a professional organisation and provides a range of services, including training. It protects copyright and promotes trade by its members, in both domestic and international markets.

BPANZ has served the New Zealand book publishing industry for thirty years and has performed a fundamental role in the changes and improvements in the industry over that period.

In addition to book publisher members, BPANZ offers associate memberships to designers, distributors, literary agents and printers. It also provides opportunities for people in this field to meet with colleagues and form contacts, in both formal and informal situations.

For all enquiries, please contact Anne de Lautour, Association Director.
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BPANZ is managed by a council of publishers elected annually. Current council members are:

- Tony Fisk, HarperCollins Publishers (NZ) Ltd (President)
- Adrian Keane, Pearson Education New Zealand (Vice President)
- Linda Cassells, Calico Publishing Ltd
- Belinda Cooke, New Holland Publishers (NZ) Ltd
- Sam Elworthy, Auckland University Press
- David Ling, David Ling Publishing Ltd
- Martin Taylor, Addenda Publishing Ltd

What do we do?

We represent the industry on:

- Copyright Council
- Copyright Licensing Ltd Board
- Montana New Zealand Book Awards Committee
- New Zealand Book Council
- Whitireia Diploma in Publishing Advisory Committee

We represent the industry to:

- Booksellers New Zealand
- Creative New Zealand
- Ministry for Culture and Heritage
- Ministry of Economic Development
- Ministry of Education
- New Zealand Society of Authors
- New Zealand Trade and Enterprise
- Other agencies

We are members of:

- Copyright Council
- International Publishers Association

We organise:

- Stands and displays at book fairs and conferences
- Information exchange about publishing nationally and internationally
- Market and industry surveys
- Professional development, including training
- Design and production awards
- Social events

We publish:

- *Book Publishers Association of New Zealand Directory*
- *The Publisher* (BPANZ newsletter)

We founded:

- Book Publishers Association of New Zealand Inc 1978
- Copyright Licensing Ltd 1988
- The Watties Book Awards, which ran for 26 years until handover to Booksellers New Zealand as the Montana New Zealand Book Awards

About this directory

The BPANZ directory is published annually for circulation to members and directory subscribers. It is made available to all parties with an interest in the publishing industry in New Zealand and is distributed at the London and Frankfurt Book Fairs. All BPANZ members are listed free of charge. The directory is also on our website www.bpanz.org.nz.

The benefits of being a BPANZ member

From an article written for the June 2008 edition of *The Publisher*

For me, the greatest value in having a publishers' organisation is copyright. We do not exist without copyright. Copyright is our greatest asset and one that is continually under fire, from traditional attacks by those who want unlimited copying to the new technologies where specious arguments are raised constantly to allow unfettered access or format-shifting. The new Copyright Act would have a number of dangerous aspects had it not been for the efforts of BPANZ. Copyright Licensing Ltd (CLL) is important in this effort as well, not only because they collect income for authors and publishers, but also because they act to stop 'theft by copying' as part of their daily business. BPANZ is now working on a digital strategy that will help small publishers have access to a digital warehouse and advise them how to set up for, and access, digital storage. Even if it was for copyright alone, I would try to ensure a well-funded and professional BPANZ.

Then there is export. This doesn't affect everyone, but for those of us it does, it is of great importance. The New Zealand stand at the Frankfurt Book Fair is the cornerstone. When funding looked to be withdrawn it was BPANZ who got stuck in, found a solution that worked for publishers and the funding agencies, and got our stand back on track. London Book Fair, Beijing – if it wasn't for BPANZ involvement, many of us would not have taken advantage of these opportunities. In addition, the Association is working with NZTE on an exporter-training programme for the second half of 2008.

Training is another active area. Many of us have staff who have gained a lot from the Wairakei and Hamilton training weekends; good solid hands-on experience that complements Whitireia's Diploma in Publishing that some enjoy. The internship programme has also been successful, both for students and for smaller publishers who gain access to half-cost staff. For educational publishers, BPANZ is initiating a research and training programme for both international markets and international digital initiatives. This is put in place by the new education subcommittee that has been set up specifically to address issues facing education publishers. And Auckland publishing staff will have a new regular evening networking programme which will extend to other centres, once established there.

Of great interest to me from the beginning was industry statistics. I used to tell people that I came from a third-world country, because that seemed the best way to explain our total lack of information. How big was our industry? We didn't know. What were our bestsellers? We didn't know. What were the salary parameters? We didn't know. In fact, we operated in the deepest of black holes when it came to making business decisions. Now we have the Colmar-Brunton survey, the salary survey, as well as the long-standing education spending survey. BPANZ also made approaches that eventually led to BookScan coming to New Zealand. Perhaps not first-world yet, but no longer third-world!

We all look to the organisation to respond on our behalf to issues that affect or threaten us, and now that there is an Association Director and a dedicated office, our submissions can be given the care and time they require. The speed and quality of action that is available out of the Association now is light-years ahead of what could have been offered at the turn of the century.

There are other things we know about: *The Publisher*, the Design Awards, involvement in the Montana Book Awards, the NZ Post Awards and the BPANZ website. All of these are good and worthwhile, but the fact is the industry needs a strong publisher-focused organisation to look after the important things, and I feel better knowing it is there, ready to defend our ability to publish.

Kevin Chapman
Managing Director
Hachette Livre NZ Ltd

A

ACCESSIBLE FORMAT PRODUCTION

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Activity Press is a publisher of non-fiction books with a special emphasis on business and technology.

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AUT Media is the new press for AUT University. Launched in 2007, the press's aim is to create books, magazines, DVDs, websites and other multimedia products that have high relevance and practical applications for New Zealand industry and the public. AUT Media has so far published books on climate change, children's health, Pacific history and natural history, and an award-winning business magazine.

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Awa Press is an independent, award-winning New Zealand-owned company which specialises in contemporary non-fiction by New Zealand and overseas authors. Its list includes the popular Ginger Series, and its 100 Essential New Zealand series is set to enjoy the same success. The company is keenly interested in international co-publishing and rights sales. It welcomes non-fiction book proposals in its fields of interest, but will accept only a content outline and one sample chapter. Send by post.



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Founded in 1988, Biozone International Ltd is a New Zealand-based publishing house with sales offices in the UK and Australia. Biozone specialises in the production of high-quality student and teacher resources for senior biology for use throughout the world, with specific editions targeting markets in the UK, Australia, USA, IBO Diploma and New Zealand. Biozone's core products are its student workbooks published for whole-course programmes, as well as the popular modular series workbooks and presentation media on CD-ROM.

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Established in 2003, Calico Publishing Ltd is an independent publishing house that produces non-fiction books for local and overseas markets. It also provides editorial and production services to companies and individuals.

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CONTACT Hugh Price

Gondwanaland Press is a small, private publisher that issues one or two carefully designed books and pamphlets a year. The Press is non-commercial (but allows generous discounts to booksellers) and does not seek manuscripts or proposals from authors.



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Hachette Livre NZ Ltd is part of the Hachette Group of companies. Hachette Livre NZ acts as the distribution agent for English language books published by the Hachette Group, including Hodder & Stoughton, Headline, Hachette Children's Books, Orion, Octopus and Little, Brown. It also publishes a wide variety of books for the trade market, particularly in the sports, wine, food and history fields.

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Hana Limited is a publishing company specialising in delivering high quality Māori language resources to schools and other educational environments. We produce multimedia, cross-curricula resources for both teachers and learners, including books, web-based resources, CD-ROMs, videos, music and other audio CDs. We have developed strong relationships with various iwi, hapū and whānau and with the Ministry of Education. We pride ourselves in fostering creative excellence, offering diversity in resource material and inspiring students and teachers in Aotearoa.

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EDITORIAL Brian Bargh

Huia Publishers publishes and promotes Māori and Pacific writers, Māori language and Māori perspectives in literature. Huia publishes fiction and non-fiction for adults and children, as well as educational resources in the Māori language.

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In 2007 Learning Media Ltd celebrated 100 years of publishing the *School Journal*, but its range is much wider than this iconic publication. Literacy is its special area of expertise in both professional development and educational publishing around the world. In New Zealand, its expertise also encompasses maths, science and the curriculum, while it is a major publisher of te reo Māori resources and publishes in six Pasifika languages. Hundreds of titles are published each year in a range of languages and media for use in New Zealand, Australia, the Pacific, the UK, the US and Asia.

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Longacre Press specialises in publishing a wide range of non-fiction: art, self-help, finance, outdoors, natural history, food, biography, popular science, books of particular southern New Zealand interest; and quality junior and young adult fiction. Since its early beginnings Longacre Press has won many awards for its non-fiction, and young adult and junior fiction. Longacre likes to publish books that excite them, and which they believe will be successful commercially and critically; but most of all, they publish books because they love them.



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Macmillan Publishers New Zealand Ltd is part of the international Macmillan Group. The New Zealand company publishes locally for the primary school market, and distributes trade and educational titles for the international Macmillan Group. Macmillan also distributes for several overseas trade publishers and Taylor and Francis' academic list. The company enjoys a close relationship with Pan Macmillan Australia and Macmillan Education Australia.

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Established in 1980, Mallinson Rendel Publishers is an independent company specialising in children's books. The company publishes about eight books a year and warehouses and distributes its own titles. While the majority of these titles are published in English, Mallinson Rendel has published three titles in Māori and is always willing to consider Māori-language books for children.

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Tourism award-winning company established in 1985. McLaren Brown Publishing Ltd produces free visitor guides in English, Japanese, Chinese, Korean, German, Spanish and French. The company also produces maps, brochures and a comprehensive marine publication *The Boaties Book* scheduled to go nationwide later this year with a new website www.boaties.co.nz. McLaren Brown is a brand partner in The New Zealand Way, holds two New Zealand Tourism Awards, and won the Westpac Enterprise North Shore Business Excellence Award for Tourism in 2007. The company's vision statement is 'Our Excellence is Your Asset'.

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CONTACT Joy Allcock, Director

MJA Publishing Ltd publishes resources written by the owner, Joy Allcock. The first book was published in 2000 but over the past eight years, Joy has written and published a wide range of teaching resources and literacy games, designed to make it easier for people to learn to read and spell English. These resources are used in educational institutions throughout New Zealand and beyond.



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National Pacific Press is an independent publisher of 8–12 books a year. The company produces fiction, non-fiction and children's books and works largely with talented first-time authors, helping them to get their work published in a competitive marketplace. Titles are marketed through the book trade in New Zealand and Australia, and through selected retailers in other overseas markets.

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New Holland Publishers (NZ) Ltd celebrates its 10th anniversary this year. Its local publishing programme has grown dramatically over the past decade, now boasting more than 200 quality non-fiction titles still in print across a wide range of genres including travel, natural history, outdoor pursuits, food, wine, gardening, gift, humour, reference, history, military and children's. The company publishes about 50 new titles annually and imports books of a similar nature from its associate companies in London, Sydney and Cape Town, as well as from agency principals.

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Established in 1972, the Book Council runs a range of programmes that bring writers and readers together across New Zealand. Through its Writers in Schools programmes, over 50,000 students each year meet writers and hear them speak about their work. The Book Council's website is New Zealand's largest and most comprehensive site for the literary arts and provides updated biographies of hundreds of New Zealand writers. The Book Council is a not-for-profit organisation funded by its membership base, Creative New Zealand and other donations and grants.

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Otago University Press publishes about 20 scholarly works and books for general readers, distributed internationally. Special emphasis is given to original research in history, the arts, natural history and social and health sciences, while more general books include the Local Guides ecotourism series. The Press also publishes *Landfall*, New Zealand's leading literary and arts journal, and some new writing.

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Pearson Education New Zealand is the local subsidiary of Pearson Education, the largest educational publisher in the world. Pearson Education New Zealand publishes 100–120 new titles each year, all designed for the New Zealand and export educational markets. Pearson is also active in publishing in te reo Māori. Pearson Education is the agent for WW Norton.

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Founded in 1987, Pindar (NZ), formerly Egan-Reid, provides every book production service, from simple editorial tasks through to project management, complete book packaging, software development and promotional packages with special emphasis on XML and all other digital outputs. The Pindar Group has offices in 10 countries. The New Zealand office heads up Pindar's book industry services worldwide. It is also leading an initiative within the Group to develop a book publishers' version of Pindar's world-leading content management software.

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Commencing operation in 1996 Publishing Press Ltd operated as an independent print provider from its original beginnings as the in-house printing operation of CCH New Zealand Ltd. Publishing Press is 100 percent New Zealand owned and brings a wealth of book printing knowledge to the market, with a plant geared to specialise in book production. It can print publications in large format impositions on a wide variety of paper weights and textures, from 40gsm bible paper through to 350gsm art board. Publishing Press also specialises in short-run book printing through both digital and offset printing processes all under the one roof.



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The New Zealand division of Random House Inc, Random House New Zealand Ltd publishes approximately 110 new titles each year under the Vintage, Black Swan, Godwit, Arrow and Random House imprints. Genres include fiction, natural history, art, house and garden, children's books and general New Zealand non-fiction. Random House distributes all Random House and Transworld imprints as well as books published by Victoria University Press, Longacre Press, New Holland Publishers, Huia Publishers, Te Papa Press, Gecko Press, and Hardie Grant (from July 1st 2008). The New Zealand division enjoys a close working relationship with Random in Australia; together they ensure that both local lists receive exposure in their respective countries.

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Rawlinsons Media Ltd is a niche publisher for the construction industry, and is a subsidiary of Rawlinsons Ltd, a New Zealand-wide firm of quantity surveyors. The company's main title, *Rawlinsons New Zealand Construction Handbook*, has been published annually since 1986, and contains current building cost information and associated industry data. In 2003, two further titles were published both dealing with the Construction Contracts Act.

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SALES/DISTRIB. Books R Us, Sales; David Bateman Ltd, Distribution

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RSNZ Publishing, the Royal Society of New Zealand's publishing unit, produces seven quarterly national scientific journals of primary research, available in both print and online formats. It also produces an online-only journal of social science, as well as a range of educational, scientific and technical leaflets, books and resource materials.

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WEBSITE www.rsvp-publishing.co.nz
CONTACT Stephen Picard, Publisher

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EDITORIAL Penny Scown, Senior Editor

Scholastic New Zealand Ltd is one of New Zealand's largest publishers and distributors of children's books. Founded in 1962, the company publishes 40–50 titles annually, aimed at all levels, from preschool to young adult. Locally published titles are actively promoted overseas, initially through the international Scholastic group. Submissions should be directed through a literary agent or similar agencies.

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Jeanette Avery, Distributions Manager

Sigma Publications Ltd is an educational publisher specialising in write-on workbooks and revision books for primary and secondary schools. These cover the two main core subjects of English and mathematics from years 3 to 13. The company is based in Tauranga and has been publishing since 1998. Currently, the list contains 27 titles and books are continually updated to meet the requirements of the changing New Zealand curriculum. Sigma Publications distributes its own books direct to schools and also sells direct to educational book distributors and retailers. Contact can be made during office hours on the 0800 number or via the website.

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Don Long, Publishing Manager

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South Pacific Press is a medium-sized educational publishing company based in Wellington. Its venture projects are aimed at the export market, particularly the US, UK, Australia and New Zealand. Lift Education is its contract publishing division.

SOUTHERN PUBLISHERS GROUP

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Southern Publishers Group is an independent distributor working with an eclectic range of international and New Zealand publishers. Imprints represented include Chronicle, Ten Speed, Perseus, Steele Roberts and Ryland Peters & Small.

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