

# ANNUAL REPORT



Publishers  
Association

There's always more to the story when you #WorkInPublishing

10



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# About us

The Publishers Association is the member organisation for UK publishing, representing companies of all sizes and specialisms.

We exist to champion publishing to the wider world and to provide our members with everything they need to thrive.

We have helped change the law, sought to improve business conditions for publishers, and inspired and supported people to become publishers. We are passionate about the capacity for books and reading to make life better for people.

Our members produce digital and print books, research journals and educational resources across genres and subjects.

Collectively, they form one of the UK's leading creative industries, exporting worldwide to educate, inspire and entertain.

*The Publishers Association Yearbook 2019 contains statistical analysis of publisher revenue for consumer, education, and academic books and journals.*

“

We exist to champion publishing to the wider world and to provide our members with everything they need to thrive.

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## Our work for members centres on:

- Bringing members together, understanding their concerns and representing their interests
- Supporting members practically to help them grow their businesses
- Providing members with insight to help them navigate political, regulatory and business environments



168

total members



149 members  
19 associate members  
21 new members for 2020

13

virtual events with

715 attendees



2

bilateral negotiations commenced with e-platforms to address copyright protection issues



# 2020 OUR YEAR

# 2020

## IN NUMBERS

# 2020



7

industry and sector reports



29

one-to-one parliamentary meetings

72

meetings of our Councils and Groups



49,617

followers on



# Letter from the President

In my inaugural address at our Annual General Meeting last May I said that 2020 was not playing out as I had imagined it would, but that sometimes we are at our best when we are put to the test. What a test the past twelve months have been.

I am incredibly proud to say that we stood up to these challenges and continued to do the important work that we, as publishers, do. I am inspired by the resilience I have seen and have been honoured to serve as the President of our Association this past year.

My primary focus as President has been to help guide the Publishers Association through the Covid crisis. Looking back, I am impressed by how we, as an industry, have fared. We have endured the crisis and have contributed hugely to society during this incredibly difficult time. We adapted, re-focused, experimented and found ways to keep delivering what people need from us. We have delivered books to comfort, provide a temporary escape and generate conversations even when we are apart from each other. We have put high quality resources into the hands and onto the screens of those who suddenly had to continue their education remotely, and we have continued to provide access to robust, peer-reviewed research, the importance of which has never been clearer.

My second priority in my term as President was to commission a narrative to ensure that our positive impact as an industry is clear and effective. I'm happy that, despite the pressing nature of our response to the pandemic, we have been able to pursue this. It's important for us all that the wider world understand what we do, the contribution we make and the value we add. We produce trusted information that facilitates exchange. We connect creators and audiences. And we underpin the global knowledge economy. Publishing is a uniquely valuable industry and I hope that the new narrative will empower us all to communicate this with confidence.

My final priority was to advocate for the needs of the publishing industry and ensure that copyright protection is maintained throughout the Brexit process and beyond. After all, publishing is Britain's best envoy, sharing our language, culture, expertise and stories with the world. To enable us to continue to do this successfully post-Brexit we need to maintain our strong copyright regime. The Publishers Association have been communicating this to the government and will continue to do so under our new President, David Shelley.

Looking to the future, I am confident in our ability to keep adapting and thriving. There will be more challenges and we will meet them. We are a creative and dynamic industry and we have proven our mettle this year.



Annie Callanan  
President  
CEO of Taylor & Francis

“

My primary focus as President has been to help guide the Publishers Association through the Covid crisis. Looking back, I am impressed by how we, as an industry, have fared. We have endured the crisis and have contributed hugely to society during this incredibly difficult time.

”

# Chief Executive's report

## 2020

was an extraordinary year. Bookshops were closed for much of it, learning became increasingly online, and many important events were postponed or cancelled. The impact of the pandemic was felt by all of us on a personal and professional level. Yet despite all of this, reading in lockdown grew and many more people sought the pleasure of a good book.

As our members had to grapple with transforming their businesses, the Publishers Association's aim has been to provide the best possible support and resources, but also to provide a direct line of communication to government at such an uncertain time. To do so we shared regular updates on government announcements and collected information about what publishers were doing to mitigate the impact of the crisis, as well as what they needed to get through it.

We were able to call for additional industry support, successfully securing the early implementation of the VAT cut on e-publications and more flexible furlough among other things. While I know that many publishers have really struggled over the past year, it is my hope that the actions we took as your association and the advice we provided this year have helped our members in part to weather the storm and prepare for brighter times ahead.

By any standard, Covid-19 on its own was a lot to contend with. But beyond the pandemic – if there can be such a thing – our policy agenda was full. A

Brexit deal struck at the very end of the year required a rapid assessment to provide comprehensive advice on its impact on publishing and how best to respond. We did so with welcome support from Publishers' Licensing Services and we hope that the Brexit Review helped the industry grapple with an enormous shift in trading conditions.

Over the past year there have been a number of notable moments: from removing VAT on e-publications in March 2020, to delivering virtual member briefings with high profile individuals such as UK High Level Climate Action Champion for COP26, Nigel Topping, and publishing key industry reports on AI, audiobooks, as well as our annual statistics Yearbook.

If all of that wasn't enough, we have continued our big-tech roundtable discussions and with online retail platforms in particular. This has led to some real progress in how publishers' content is being dealt with online and we are very grateful for all of those members who have supported this work as it is finally bearing fruit.

This year, while members have hopefully seen the value the Publishers Association offers amid turbulent times, we have been reminded of the immense value our members offer society. From world class education materials, to cutting edge peer-reviewed research, to the enormous comfort of fiction for all ages. We are incredibly proud to represent this industry, but especially in a year that has presented so many challenges and



Stephen Loting  
Chief Executive

“

We are incredibly proud to represent this industry, but especially in a year that has presented so many challenges and needed so many solutions – many of which came from publishing.

”

needed so many solutions – many of which came from publishing. We look forward to continuing to work together over the years ahead as our success is dependent on the ongoing support and engagement of our members.

Prime Minister Boris Johnson joined Waterstone's Children's Laureate Cressida Cowell and children from Charles Dickens Primary School in Southwark for the event.



## World Book Day

We celebrated World Book Day 2020 by hosting a reception with Prime Minister Boris Johnson, Children's Laureate Cressida Cowell and thirty local school children at No.10 Downing Street. The children heard from Cressida about her inspiration for the *How to Train Your Dragon* series and the Prime Minister joined them for a draw along activity, with pictures of the event featured in *The Daily Telegraph* and the *Evening Standard*. We were also delighted to welcome 103 MPs to our annual parliamentary reception, during which parliamentarians learnt more about World Book Day, took a picture for their social media feeds and collected books for their constituents. Attendees included the Secretary of State for Education the Rt Hon Gavin Williamson CBE MP.



No.10 Downing Street joined the celebrations for World Book Day 2020, hosting thirty school children from Southwark to help 'Share a Million Stories' and celebrate reading for pleasure.

# Value of publishing

## Publishers Association Yearbook

The *Publishers Association Yearbook 2019*, our report with statistical analysis of UK publishing revenue, showed that 2019 was publishing's biggest year ever. Total publishing sales income reached £6.3bn.

To add to the good news, growth was across the board – print, digital, home and export all saw meaningful rises against the previous year. Export sales accounted for 59% of total sales income.

The *Publishers Association Yearbook 2019* was covered in the *Times*, the *Guardian*, *Times Radio*, *BBC World Service*, *City A.M.*, *PA Media* and the trade press.

The Yearbook included a foreword from Caroline Dinenage MP, Minister of State for Digital and Culture in which she declares that publishing is an 'export powerhouse' and underlined the importance of publishing to the other creative industries.

We worked with Nielsen Book Research to ensure that that, for the first time, there was analysis of the top 50 individual export territories by country as well as by region.

## Axe the Reading Tax

The Chancellor of the Exchequer officially "Axed the Reading Tax" in the March 2020 Budget.

In the run up to the announcement, we had secured support from over 100 parliamentarians and nearly 700 authors, led by Children's Laureate Cressida Cowell. National media coverage in *The Sunday Times*, *The Metro* and *The Sun*, amongst others, had also helped to capture the attention of HM Treasury.

On the day of the Budget, direct reference to the campaign was made in the Chancellor's statement and in the publicly released "red book" – although audiobooks were unfortunately omitted from the final scope of the policy.

Shortly after the announcement, and in light of Covid-19, the government decided to accelerate the zero-rating to commence from the 1st May 2020, seven months earlier than originally intended.

The campaign has been subsequently recognised by two industry awards, and we continue to lobby the government to extend the zero-rating to audiobooks.

“

The majority of publishers expect AI to have a transformative impact on both their organisation and the competitive landscape in the next five years.

”

## People Plus Machines

Delivered in partnership with Frontier Economics, the Publishers Association's report *People Plus Machines: The role of artificial intelligence in publishing* found that the majority of publishers – irrespective of size and sector – expect AI to have a transformative impact on both their organisation and the competitive landscape in the next five years. Investment in AI in publishing, the report concludes, will bring benefits to readers, the wider industry, and the UK economy. The report also recommends creating the right policy landscape to facilitate AI investment, from ensuring legal certainty with regard to UK IP law to promoting cross-industry R&D collaboration and helping SMEs access AI investment finance and skills. We used the report to respond to the government's consultation on AI and intellectual property, and we continue to use the findings to support our policy work in this area.

# Inclusivity

## Diversity and inclusion

We released the findings of the most comprehensive survey of the publishing workforce. Our report showed that while publishing continues to meet its target to employ at least 50% of women in senior roles within five years, there has been little progress towards increasing the ethnic diversity of the workforce. The 2019 survey, the third of its kind, was based on data from over 57 publishing companies of varying sizes across academic, education and consumer publishing. Data from a total of 12,702 employees was collected, an increase in survey size of 98% from the previous years.

We also continued developing the Publishing Assistant Apprenticeship Standard, the only one of its kind to cater specifically to book and journal publishers. We supported the first cohort in their first year of the programme through our partnership with the training provider LDN Apprenticeships and offered support to members interested in taking up an apprentice, including through an event partnership with the Northern Fiction Alliance on how to hire an apprentice.

“

There is a huge amount of valuable work going on across publishing to drive change. I am particularly encouraged by the new Publishing Assistant Apprenticeship which has created an additional route into the industry with a great deal of potential.

*Stephen Lotinga,  
Chief Executive of  
the Publishers  
Association*



We asked people across the publishing industry to share their best advice for what to put on an entry level publishing CV.



Lynda Cooper

Lecturer in Publishing, University of Plymouth and Freelance Editor



Cassie Leung

Resourcing Advisor, Penguin Random House



## Careers in publishing

Our annual campaign to inspire people to pursue a career in publishing was once again a great success. The hashtag #WorkInPublishing reached 5.2 million people on Twitter and generated 22.3 million impressions. 1,499 people were tweeting about the campaign, with a total of 3,713 tweets.

Our website also received significant traffic with 5,631 views on the campaign landing page during the week thanks to our updated careers advice pages, showcasing key initiatives in the publishing industry.

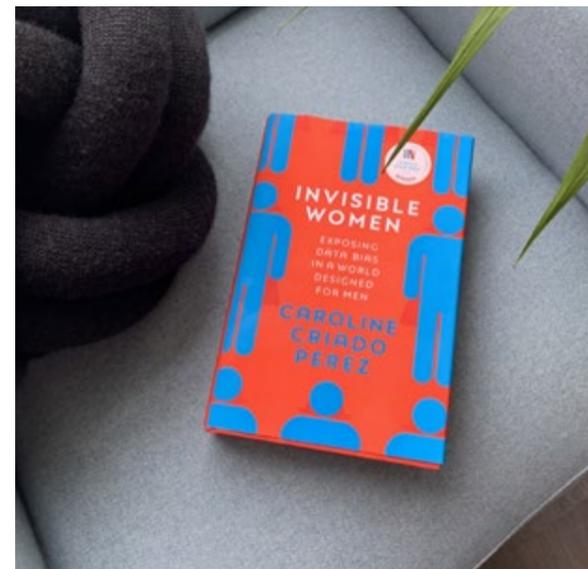
We also reached a further 437 people with our daily webinars on children's publishing in partnership with Pathways into Children's Publishing which aimed to support the professional development of aspiring and emerging illustrators from underrepresented and marginalised communities.



## New Sustainability Taskforce

We convened a new Sustainability Taskforce, comprising over 30 publishing businesses from across the membership. The Taskforce has devised an industry strategy and action plan, which will be released in 2021. Their work will be integral to driving change in the industry towards a more sustainable future.

Love Audio Week returned for a fourth year, showcasing the accessibility, innovation, and creativity of the audiobook format.



We presented a list of Best New Voices in audiobook publishing for Love Audio Week.

## Audio

In September, we celebrated the Audio Publishers Group's annual campaign to promote the audio publishing sector with Love Audio Week. The hashtag #LoveAudio reached 9.7 million on Twitter with 26.4 million potential impressions. The campaign received fantastic engagement from the publishing industry, early career professionals and book-loving individuals. During the week Dominic Gribben of Hodder Book Group and chair of the Audio Publishers Group, participated in an online workshop highlighting how to break into the audiobook market for small and medium-sized publishers.

## Children's

Chaired by Hilary Murray Hill of Hachette Children's Group, our Children's Publishers Group focused on a range of issues including how best to support teachers and students during the pandemic, with external speakers from CLPE and World Book Day presenting to the group. The group participated in our annual children's book pitch event which would usually take place at London Book Fair in partnership with the Booksellers Association, pitching their titles to a virtual room of over 30 independent booksellers.

# Championing sectors



## Academic

Our Academic Publishers Council, chaired by Liz Ferguson of Wiley, has been continuing to focus on UK Research and Innovation's ongoing Open Access review. APC members also assisted with the composition of an Innovation in Academic Publishing Roundtable which will take place in 2021 and be attended by BEIS and DCMS civil servants. The event is designed to showcase how academic publishers are investing in innovative technology; supporting research integrity; and supporting the sustainability and inclusivity agendas.

Liz Ferguson, Chair of APC  
Wiley



## Higher & Further Education

Chaired by Andrew Robinson of Cengage, our Higher and Further Education Publishers Council has been focused on data collection, piracy and policy. We convened a number of extraordinary calls during the pandemic, considering issues linked to sudden large scale remote learning such as content access and licensing. External speakers from organisations including Advance HE, BibliU and Nielsen Book have also presented to the Council.

Andrew Robinson, Chair of HFEPC  
Cengage



## Education

Our Education Publishers Council chaired by Jane Harley of Oxford University Press focused on a number of key issues presented to education publishers including supporting remote education in response to school closures. The Council have also played a key role in establishing new research looking at teacher attitudes and spending patterns in relation to learning resources. The EPC Maths and Literacy sub-groups have continued to meet to discuss Maths Mastery policy and the new Letters & Sounds framework.

Jane Harley, Chair of EPC  
Oxford University Press



## Consumer

The Consumer Publishers Council saw Perminder Mann of Bonnier Books UK become the new chair during 2020, succeeding David Shelley of Hachette UK. The group had another productive year focusing on a range of issues including Covid-19 recovery, diversity and inclusion, and campaigns and research. Members of CPC also met with the Society of Authors and Association of Authors' Agents to discuss key issues the industry has faced due to the pandemic.

Perminder Mann, Chair of CPC  
Bonnier Books UK

# 2020

# HIGHLIGHTS

26 We host the Parliamentary Book Awards 2019 at the House of Commons where James O'Brien, Rachel Reeves and Ian Murray were announced as the winners

27 We launch the #MyThreeBooks campaign to celebrate reading

22 We launch *The Publishers Association Yearbook 2019*, containing statistical analysis of publisher revenue for consumer, education and academic books and journals

30 We host the Virtual Children's Book Pitches for publishers to highlight their best titles to booksellers

18 We issue our Brexit Review document: a high-level overview of the impact of Brexit in terms of key publishing issues, to help members prepare for the UK leaving the EU

2 We launch Summer Stories, a summer audio reading list for parliamentarians

7 *People Plus Machines: The role of Artificial Intelligence in Publishing* report launch

February

April

July

October

December

January

March

May

September

November

28 Our annual survey of the publishing workforce is published

2 We host a reception with Prime Minister Boris Johnson, Children's Laureate Cressida Cowell and thirty local school children at No.10 Downing Street

14 We host our first ever virtual Annual General Meeting and Annie Callanan becomes President

21 We launch the Best New Voices in audio publishing list to mark the start of Love Audio Week

4 We host a virtual member briefing with High Level Climate Action Champion, Nigel Topping to discuss climate change, sustainability and how the publishing industry can effectively respond to this pertinent issue

5 The All-Party Parliamentary Group for Publishing launched its latest report *Maintaining a World Leading Publishing Sector*

11 Announcement that VAT on digital books, journals and newspapers will be zero-rated from 1st December 2020

25 We launch the Publishers Association's new brand and website

13 We launch the PA Sales Monitor (PASM), a report of publisher sales across sectors, formats and markets, January – June 2020/2019

16-20

We host the Pathways into Children's Publishing webinar series during Work in Publishing Week

# Public Affairs

Throughout 2020 we engaged with the Secretaries of State, Ministers, Shadow teams and officials responsible for our key policy areas at the Department for Digital, Culture, Media and Sport (DCMS); the Department for Education (DfE); the Department for Business, Energy, and Industry Strategy (BEIS), the Department for International Trade (DIT) and the Intellectual Property Office (IPO).

## Westminster

In the early part of the year, we were able to host the 2019 Parliamentary Book Awards in the House of Commons. This was quickly followed by our inaugural “Publishers in Parliament Day” – which saw a delegation of publishing representatives engage with 15 MPs and four Peers, including the Minister of State for Media and Data and the Chair of the DCMS Select Committee. We also met bilaterally with the Minister of State for School Standards.

By late March, our engagement had moved online. Virtual highlights have included meetings with the Chairs of the Education and DCMS Select Committees, the Minister for Science, Research and Innovation, the Shadow Secretary of State for DCMS, and the Permanent Secretary for Education. We rounded off the year with a Christmas Prize draw for MPs with over 100 entries. The six winners received a collection of children’s books for a deserving organisation in their constituency.

The All Party Parliamentary Group for Publishing continues to support our industry, and published a report on *Maintaining a World Leading Publishing Sector* earlier in the year.

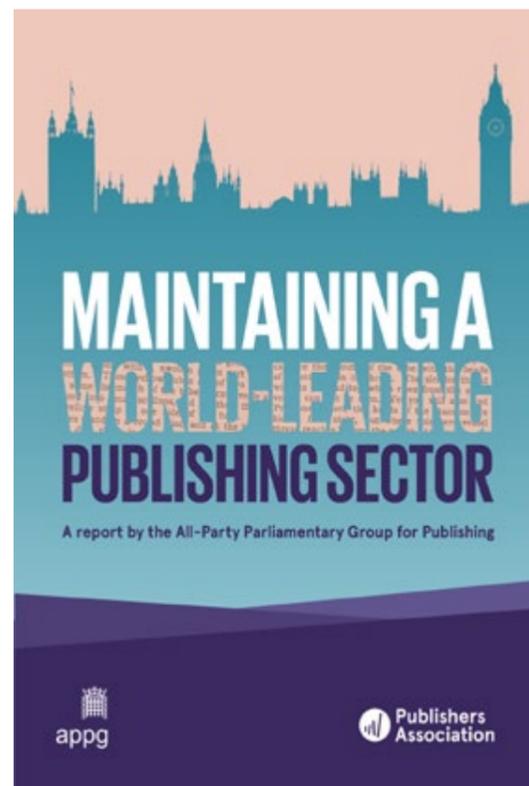
## Whitehall

We continue to sit on the copyright advisory board for the Intellectual Property Office and on the Creative Industries Expert Trade Advisory Groups convened by DIT for post-Brexit trade negotiations. We have fed into major consultations on Artificial Intelligence, the impact of Covid-19, the Spending Review, BEIS’ R&D roadmap DCMS’ National Data Strategy and post-Brexit immigration.

“

Virtual highlights have included meetings with the Chairs of the Education and DCMS Select Committees, the Minister for Science, Research and Innovation, the Shadow Secretary of State for DCMS and the Permanent Secretary for Education.

”



*Maintaining a World Leading Publishing Sector has sought to assess the benefits that publishing houses and booksellers from all disciplines bring to the UK.*

# Policy

*We regularly updated members with advice and resources relating to Coronavirus of relevance to the publishing industry.*

## Brexit

We ensured our key priorities were heard in Westminster and Whitehall. We provided regular updates to members and took specific concerns directly to officials working on the negotiations. When a Brexit deal was agreed with the EU, we circulated a Brexit Review guidance note that covered the key implications for publishers alongside a practical Q&A document. We also organised a series of events, including a forum with legal experts at Fieldfisher LLP, a presentation on trademarks post-Brexit by a partner at D Young & Co, and a discussion on post-Brexit sanctions led by the Head of Global Sanctions and Risk at ACAMS. We continued to lobby for a national exhaustion copyright framework post-Brexit.

## Content Protection and Enforcement

Our focus has been the establishment of the Publishers Association as an industry mark of excellence for content protection and enforcement activity, and the go-to authority for members and government on piracy issues in the book and journal markets.

We made plans to expand our operations in a number of ways: (i) developing our Copyright Infringement Portal functionality in a way that derives member benefit and generates data for our wider work; (ii) mapping out the publishing piracy landscape, capturing the different facets of book and journal piracy and prioritising/ranking threats to the industry in relative terms; and (iii) supporting members in taking collective enforcement action. We continued to work with our Anti-Piracy Working Group and Law Group to assess and agree on strategic enforcement targets. We liaised with counterpart industry organisations and enforcement coalitions, consolidating ongoing anti-piracy efforts. We responded to consultations and advocated for strong copyright law and enforcement frameworks at home and abroad.

We continued to push for the best outcome for publishers from the Creative Industries Sector Deal Roundtable process, in particular, meaningful and long-lasting commitments on unlawful parallel imports and piracy. IPO-led negotiations of an MOU between online marketplaces and creative industries stalled after two years, but we subsequently pursued bilateral negotiations with these platforms focussing on industry-specific issues.

The Copyright Infringement Portal, which Publishers Association members are able to access without charge as part of their membership, continued to support rights owners of all sizes by identifying instances of copyright infringement online and enabling the sending of takedown notices.



## Navigating Covid-19

We ensured that members were kept informed of the latest government announcements and support schemes relating to Covid-19 and regularly surveyed members on the most pressing issues they were facing. Remaining in close contact with government ministers and officials, we provided constructive feedback on the best ways of supporting the publishing industry through the pandemic, contributing to a series of inquiries on the impact of the virus. We were also able to celebrate the generosity and community spirit of our members, who went to great lengths to support their customers. The work done by publishers was acknowledged at ministerial level across multiple departments.

# Officers



**President:**  
Annie Callanan  
*Taylor & Francis*



**Vice-President and Treasurer:**  
David Shelley  
*Hachette UK*



**Past President:**  
Peter Phillips  
*Cambridge University Press*

# Council

Stephen Barr, SAGE International  
*Re-elected 2018, second term*

Emma Bourne, Springer Nature  
*Elected 2016, second term*

Rod Bristow, Pearson UK  
*Elected 2018, first term*

Kathleen Farrar, Bloomsbury  
*Elected 2019, first term*

Anne Kitson, Elsevier  
*Elected 2019, first term*

Juliet Mabey, Oneworld Publications  
*Elected 2018, first term*

Miriam Maus, Wiley  
*Elected 2018, first term*

Stephen Page, Faber & Faber  
*Elected 2020, first term*

Cally Poplak, Farshore (previously Egmont)  
*Elected 2017, second term*

Charlie Redmayne, HarperCollins  
*Re-elected 2020, second term*

Rebecca Smart, DK  
*Elected 2020, first term*

Rebecca Sinclair, Penguin Random House  
*Elected 2020, first term*

## Co-opted Member

Lis Tribe, Hodder Education  
*Elected 2019*

## Ex-Officio

Liz Ferguson, Wiley  
*Chair of Academic Publishers Council*

Perminder Mann, Bonnier Books UK  
*Chair of Consumer Publishers Council*

Jane Harley, Oxford University Press  
*Chair of Education Publishers Council*

Andrew Robinson, Cengage  
*Chair of Higher and Further Education Publishers Council*

# Our team



Stephen Lotinga,  
Chief Executive



Dan Conway,  
Director of External Affairs



Ruth Howells,  
Deputy Director of External Affairs

## Senior Management



Catriona Stevenson,  
General Counsel



Mark Wharton,  
Director of Operations

## Staff



Claire Anker,  
Senior IP Enforcement Manager



Olusola Awonuga,  
Accounts Clerk



Gloria Bailey,  
Senior International Book Fairs Manager



Willa Cunningham,  
PA to CEO



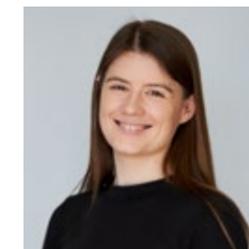
Maeve Dunne,  
Policy and Public Affairs Manager



Mollie Haynes,  
Administration and Communications Executive



Jasmine Joynson,  
Media Relations Manager



Eliza Kavanagh,  
Communications Manager



Susan Pinkney,  
Head of Research



Amy Price,  
Senior Policy and Public Affairs Manager

# Members

ACA Publishing Ltd • Agenda Publishing • Ahlan Kids Education Ltd • AHRO Scientific Publishing Ltd • Alpha Science International Ltd • And Other Stories Publishing • Andersen Press • Anthem Press • Austin Macauley Publishers Ltd • b small publishing • Badger Publishing Ltd • Barrington Stoke Ltd • Bayan Publishing Company • Bloomsbury Publishing • Bluemoose Books • Bolinda UK • Bonnier Books UK • BookLife • Brilliant Publications Limited • Bristol University Press • British Small Animal Veterinary Association • Burning Chair • Cambridge University Press • Canongate Books Ltd • Capstone Global Library Ltd • Carcanet Press • Carnegie Publishing Ltd • Cengage Learning • Channel View Publications Ltd • Cicada Books • Comma Press • Commonwealth Secretariat • Creative Content Ltd • Dedalus Limited • Delancey Press • Dunedin Academic Press Ltd • E-Planet Educational Services • Educational Planning Books • Eleusinian Press Ltd • Elsevier • European Journal of Oriental Medicine Ltd • Express Publishing Ltd • Extremis Publishing • Eyewear Publishing Ltd • Faber & Faber • Fincham Press • Fine Feather Press Ltd • Firefly Press Ltd • Five Quills • Garnet Publishing Ltd • Gatehouse Media Ltd • Geographical Association • Geological Society of London • Global ELT • GMC Publications • Hachette UK • HarperCollins Publishers • Hawthorns Publications Ltd • Heroic Books Ltd • Hymns Ancient & Modern • Impress Books • IOP Publishing • Islamic Texts Society • IWA Publishing • Jacaranda • JK Books Ltd • Knights Of • Kogan Page • Koros Press • Ladbroke Audio Ltd (Spokenworld Audio) • Langham Publishing • Laurence King Publishing • Learning Together • Letterland • Liminal 11 • Listening Books • Liverpool University Press • Macmillan Publishers International • Maths No Problem! • McGraw-Hill Publishing Company • Medinews (Cardiology) Ltd • Mehri Publication Ltd • Michael O'Mara Books • Moonlight Publishing • Nabekna Graphics & Publishing Ltd • New Frontier Europe Publishing • North Staffordshire Press • Nosy Crow • Ockley Books • Old Barn Books • Oneworld Publications • Oxford University Press • PatrickGeorge • Pearson • Peepal Tree Press • Penguin Random House UK • Piquant Editions • Portland Press • Princeton University Press • Profile Books • Purcell Press • Pushkin Press • Radio Society of Great Britain • Ransom Publishing • Richmond ELT • Robotto Publishing • Rowman & Littlefield International • Royal National Institute of Blind People • Royal Society of Chemistry • Rudolf Steiner Press Ltd • SAGE Publications • Saraband • Scallywag Press • Schofield & Sims • Scholastic UK Group • Scribe UK • Simon & Schuster • Skylark Learning • Special Interest Model Books • Springer Nature • Starwalker Press • Stour Valley Publishing • Strathmore Publishing • Super Course ELT Publishing • Sweet Cherry Publishing • Taylor & Francis Group • Technical One Ltd • TFM Publishing Ltd • Thames & Hudson • The British Library • The Davenant Press • The Institution of Engineering and Technology • The Salariya Book Company • The Scottish Council of Law Reporting • Troika Books Ltd • Twig Education Ltd • UCL Press • University of Plymouth Press • Unseen Sketchbooks • Vor Press • W.F.Howes • Wacky Bee Books • Walker Books • Watkins Media Limited • Weather Glass Books • Westbourne Publishers Limited (Saqi Books) • Wiley • Wolters Kluwer Health • WordUnited • Write Business Results • Zero To Ten Limited

# Associate Members

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## Jellybooks DISCOVERY

Jellybooks DISCOVERY enables readers to 'peek inside' narrative books, illustrated books and audiobooks on the websites of high street bookshops and then purchase the book directly from that bookshop. Development and roll-out of the platform is being supported by Innovate UK and Arts Council England with Blackwell's Books being the first retailer to adopt.

To find out more about DISCOVERY or how publishers can join the DISCOVERY platform or make use of any of other Jellybooks services visit:

<https://jbks.co/publishers>



A PASSION FOR PRINT



CPI UK has a long history of producing quality books for the Trade and STMA markets. In recent years our offering has extended to include supply chain solutions, which encompass zero and managed inventory initiatives, as well as a comprehensive and well established Print on Demand programme.

LET'S TALK

[spt@cpi-print.co.uk](mailto:spt@cpi-print.co.uk)

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Croydon  
CR0 4YY

[cpi-print.co.uk](http://cpi-print.co.uk)

We are delighted to partner with the Publishers Association to ensure a focus on the environment and sustainability is at the heart of every decision we all make about the future direction of the physical book supply chain.

# 2020



**Representing UK Publishing**

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[@PublishersAssoc](https://twitter.com/PublishersAssoc)