

# REFERENCES

## NBN PUBLISHERS

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**Lake Isle Press**  
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**Harvard Common Press**  
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**Dot Gibson Distributors**  
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**Wireless Catalog**  
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## LOOKING FOR DISTRIBUTION?

If you're interested in NBN's distribution services, we invite you to submit the following for our consideration:

- A completed New Publisher Questionnaire
- A brief description of your publishing program and marketing plans
  - Samples of your bestselling books
  - 3 copies of your catalog

Our Acquisitions Committee will contact you in 4–6 weeks.



### PLEASE MAIL YOUR MATERIALS TO:

**Marianne Bohr**  
Senior Vice President, New Business Development  
National Book Network  
4501 Forbes Blvd., Suite 200, Lanham, MD 20706

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05/19/09



national book network

## COMMUNICATION

We are a **hands-on distributor** offering day-to-day communication with our clients and face-to-face consultation on sales and marketing matters. Our dedicated Account Managers, who serve as liaisons with our publishers, have extensive experience in publishing, book buying and book selling. They consult with you on all aspects of your publishing program. We also send regular **NBN University** communications to our clients to keep them abreast of the changing marketplace.

## EXPERIENCED SALES FORCE

NBN's sales organization consists of a **21-person team** generating 90% of our annual sales, including five special sales reps who call on accounts outside the book trade. In addition, 25 commission reps cover secondary and tertiary accounts throughout North America.

## PUBLISHERS' SUCCESSES

We are proud of the role we played in helping grow Lake Isle Press, publisher of **Rachael Ray's cookbooks** which sold millions of copies over the past several years.

We also helped many other NBN clients publish bestsellers, including Harvard Common Press, Kelley Blue Book, Windsor Peak, Davies-Black, M. Evans and Bard Press (publisher of **Little Red Book of Selling** and **Little Black Book of Connections**.)

## NBN KIDS



Our "NBN Kids" **children's book program** includes some of the finest children's book publishers in the industry, including Tanglewood, publisher of *The Kissing Hand*, August House, Two-Can, NorthWord, and Rising Moon.

## SUCCESS ACROSS CATEGORIES

Our experience includes selling titles across many genres: cooking (Culinary Institute of America/Lebhar-Friedman, Harvard Common Press); travel (AAA, Karen Brown's Guides); legal (American Bar Association and Nova); and mind, body, spirit (Snow Lion, Oneworld, Crystal Clarity and World Wisdom.)

## MARKETING

NBN's marketing department oversees NBN's presence at many trade shows such as BEA, ALA, and the London and Frankfurt Book Fairs. We create seasonal catalogs, coordinate co-op advertising and reproduce tip sheets and cover art. It also produces our **News Breaking Now** client newsletter.

## WAREHOUSING/DISTRIBUTION

NBN owns its state-of-the-art, **300,000 square foot distribution center** and warehouse management system (WMS) in Blue Ridge Summit, Pennsylvania. It is completely automated and paperless and was the first to offer in-house POD printing services.

## NBN INTERNATIONAL

Our **Canadian office** is located in Toronto and we have an experienced sales force that calls on virtually every account north of the border. We also own NBN International in Plymouth, England where we offer distribution services to the UK, Australia and New Zealand.

S A L E S  
M A R K E T I N G  
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F I N A N C I A L  
M A N A G E M E N T

Helping Publishers Succeed Since 1986

# NATIONAL BOOK NETWORK

## SALES REPRESENTATION

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<b>NEIL LEVIN</b> Senior Vice President	<b>MARIANNE BOHR</b> Senior Vice President
<b>MICHAEL SULLIVAN</b> Vice President, Sales	<b>SPENCER GALE</b> Vice President, Sales
<b>JEANNE KRAMER</b> Vice President, Account Management	<b>MARK COZY</b> Senior Director, Sales Administration
	<b>TRESSA HELVEY</b> Senior Director, Production

### NATIONAL ACCOUNTS

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**CANADA, U.K.,  
AUSTRALIA,  
NEW ZEALAND**

# NATIONAL BOOK NETWORK

## SALES REPRESENTATION

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