



**THE BRITISH BOOK INDUSTRY
AWARDS 2016**

Brought to you by

THE BOOKSELLER



Call for entries

What makes one publisher stand out from another? What attracts an author to a particular agent? What makes one independent bookshop demand publishers' attention? What makes the case for a cash-strapped library? What elevates one editor from their peers?

Whatever part of the book trade you are in, you can't beat trusted, independent, validation from a respected source for raising your profile.

That's where The British Book Industry Awards come in.

From publisher of the year to the best independent bookshop, winning an award delivers kudos, a calling card, a boost to the team and a huge opportunity for flag-waving.

And in 2016, the Awards take a huge step forward with a full Book of the Year programme. Winning one of the four categories – children's, adult fiction, non-fiction and debut – is bound to create additional media interest and retail take up as well as being a magnet for agents and authors.

So if you thought 2015 was good, you know what to do.

Deadline:
Friday 19th February
Enter at <https://www.eventsforce.net/bookseller/80/register>



How to enter

1. Read the relevant criteria for the category/ies you would like to enter.
2. Go to the awards website submissions page to register your details. Submission forms can only be viewed once you have registered.
3. Complete all necessary administration contact details for you, as the submitter.
4. Your email address and password will become your login ID. You will then be able to login and edit your entry. You will also be able to enter multiple categories.
5. Choose the first category that you would like to enter.
6. Complete the entry form.
7. Upload any supporting material. Please be aware that there is a maximum upload limit of 5MB.
8. You can save and return to your entry at any time in this process - when you are happy with your entry, click the 'submit' button.
9. Please note submissions cannot be edited once you have submitted.
10. If you have questions please contact Amanda.groves@thebookseller.com

Book your ticket

Bookings are open between the 15th January and 22nd April 2016. To ensure your place and the best prices, we recommend booking early. Ticket prices and the booking link are listed on the website.

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HarperCollins Young Retailer of the Year, in honour of Sue Butterworth

Who should enter?

Booksellers aged 30 or under, who may work in an independent, chain or for a website

Criteria

The judges will be looking for a bookseller with great book knowledge, flair, energy and enthusiasm, and someone who has translated that into successfully matching customers with books. Credit will also be given for innovative bookselling, for being involved with events or promotions, or for successfully championing an individual title. The winner will be a superb all-round professional bookseller.

Nominations would normally come from the individual's manager or colleagues but young retailers may submit themselves.

What to submit

Testimonials – these can be from colleagues, customers or reps
Evidence of contributions – photos of window displays, events, social media etc.
Evidence of enthusiasm and passion beyond the job – participating in events, writing, etc...

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria and any supporting documents. Your PDF should not exceed 5 pages in total.

Previous Winners

- 2015** Joe Tagg (Blackwells, Oxford)
- 2014** Rachael Wing (The Wallingford Bookshop)
- 2013** Socrates Adams (Blackwell's, Manchester)
- 2012** Katie Clapham (Storytellers, Inc.)
- 2011** Georgina Hanratty (Tales on Moon Lane) and Micah Solana (Blackwell's, Edinburgh)
- 2010** Claire Boothby (Waterstones, Dorking)
- 2009** Lisa Bird (Foyles) and Max Porter (Daunt Books)
- 2008** Craig Hillier (WH Smith Travel)
- 2007** Amy Tipper (Borders)
- 2006** John Webb (AUK)

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Bookshop Manager of the Year

Who should enter?

Store managers of chain bookshops, section managers or owner/managers of independents and section managers of large stores.

Criteria

Judges will be looking for managers who can demonstrate success in the following areas:

- Team-building and management
- Delivering outstanding levels of customer service
- Developing local initiatives to boost competitive advantage
- A store, or section, that can clearly demonstrate how the candidate's management skills have contributed to the financial success of the business

What to submit

Short Biography
Key highlights of achievements within company
Examples of innovative/original work
Testimonials

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria and any supporting documents. Your PDF should not exceed 5 pages in total.

Previous Winners

2015 Jen Shenton (Waterstones)
2014 Paul Thornton (Blackwell's Manchester, Oxford Road)
2013 Ian Owens (Waterstones, Argyle Street, Glasgow)
2012 Darrell Thrush-Denning (Blackwell's, Edinburgh South Bridge)
2011 Zoo Verjee (Blackwell's, Broad Street, Oxford)
2010 Steve Orchard (Blackwell's, Charing Cross Road)
2009 Ian Critchley (Waterstones, Liverpool)
2008 Rob Urquhart (WH Smith Travel, Gatwick South)
2007 Chris Leister-Smith (Waterstones, Birmingham New Street)
2006 Paul Rutherford (Borders, Inverness)
2005 David Lund (Waterstones, Bournemouth, Castlepoint)

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Editor of the Year sponsored by Inspired Selection

Who should enter?

As in 2014, the awards separate 'imprint' from 'editor' allowing judges to reward individual editors or publishers who operate across imprints or who have achieved great success individually even if the imprint generally may not be an award-winner.

The award will go to an editor or individual publisher who has performed consistently well across all key areas of author and imprint development.

Criteria

The judges will be looking for evidence in the following areas:

- Author management and support – particularly new and existing authors being developed creatively and/or commercially
- The building and curation of a successful, coherent and consistent list
- Excellence in all-round publishing, irrespective of the genre or format
- Working with other departments beyond the boundaries of acquisition and editing

What to submit

Biography and career highlights

Review of books worked on and key successes for the year

Summary of titles worked on

Author testimonials

Evidence of successful book campaigns (profits and book data)

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria and any supporting documents. Your PDF should not exceed 5 pages in total.

Previous Winners (as editor and imprint of the year)

2015 Francesca Main (Picador)

2014 Helen Conford (Penguin)

2013 Nicholas Pearson (Fourth Estate)

2012 Liz Foley (Harvill Secker)

2011 Clara Farmer (Chatto & Windus)

2010 Lennie Goodings (Virago)

2009 Ravi Mirchandani (Atlantic Books)

2008 Robin Robertson (Jonathan Cape)

2007 Penelope Hoare (Chatto & Windus) and Simon Prosser (Hamish Hamilton)

2006 Bill Scott-Kerr (Corgi/Black Swan)

2005 Toby Mundy (Atlantic)

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Rights Professional of the Year sponsored by Frankfurt Book Fair

Who should enter?

This award will go to an individual currently working in the rights field who has demonstrated a comprehensive understanding of international markets and excellence in achieving sales in the licensing of rights and/or co-editions or serial rights.

Individuals can be working at a publishing house or a literary agency, and might be working on their own, in small teams, or as part of larger rights departments.

Criteria

- Judges will be looking for an individual who can demonstrate success in the following areas:
- Skilful and profitable trading in the rights markets
- Imaginative packaging and selling rights across all territories
- Imaginative packaging and selling rights in digital, and other non-print, formats
- Maximising backlist opportunities

What to submit

Biography

Key highlights of achievements within company

Examples of deals

Testimonials

Relationship with others i.e. how the individual fits within the overall department, in the case of larger rights teams, and who else on the team has contributed to its recent success.

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria. Your PDF should not exceed 5 pages in total.

Previous Winners

2015 Rachel Mills (Peters, Fraser and Dunlop)

2014 Andrea Joyce (Canongate) and Zosia Knopp (Penguin)

2013 Jason Bartholomew (Hodder & Stoughton)

2012 Andy Hine (Little, Brown)

2011 Jake Smith-Bosanquet (Conville & Walsh)

2010 Winner Graham Cook (Haynes)

2009 Lucy Vanderbilt (HarperCollins)

2008 Diane Spivey (Little, Brown)

2007 Chantal Noel (Pan Macmillan)

2006 Susan Howe (Orion Publishing Group)

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Literary Agent of the Year sponsored by Orion

Who should enter?

Individuals who are currently working in dedicated UK literary agencies, literary divisions of multi-discipline agencies or as independents. The winning agent will display a remarkable mix of skills and sensibilities, and instinctively know when to get involved with all aspects of the publishing process - editorial, design, publicity and marketing.

Criteria

The judges will be looking for evidence of:

- Maximising authors' interests; balancing both long and short-term interests against the backdrop of today's fast changing and challenging publishing environment.
- Active author management e.g. moving the author between publishers; creating a buzz around a début author; re-negotiating deals; maximising income from film, digital and TV rights; or building an author's international profile.
- Ways in which the individual or agency has improved their authors' back list visibility and performance

What to submit

Biography and career highlights
Key successes for the year
Testimonials

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria and any supporting documents. Your PDF should not exceed 5 pages in total.

Previous Winners

2015 Gordon Wise (Curtis Brown)
2014 Caroline Dawnay (United Agents)
2013 Maggie Hanbury (The Hanbury Agency Ltd)
2012 Jonny Geller (Curtis Brown)
2011 Robert Kirby (United Agents)
2010 Luigi Bonomi (LBA)
2009 Jonathan Lloyd (Curtis Brown)
2008 David Miller (Rogers, Coleridge & White)
2007 Clare Alexander (Aitken Alexander Associates)
2006 Mark Lucas (LAW Agency)

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The BA Award for Outstanding Contribution to the Book Trade

Formally the Gerry Davies Award, this award is given to an individual who has made an outstanding contribution to the industry. Past winners include Dame Gail Rebuck, Roger Katz, Jamie Bing, Rachel Russell and Willie Anderson

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Marketing Strategy of the Year sponsored by Nielsen

Who should enter?

Publishers of all kinds, retail chains, independent booksellers, supermarkets, online retailers, mail order and book clubs, general retailers, any other business or organisation that can demonstrate marketing expertise in expanding book buying or book reading, e.g. media outlets, pan-industry campaigns and promotions, prizes or award schemes.

A marketing strategy in the context of this award can be a single advertising campaign for a book; a campaign to support an event or initiative or the creation of a genre or imprint-specific marketing, or branding, initiative

Entrants can come from publishers', or other organisations', own marketing teams or from the agencies working with them. Entries must have client sign off.

Criteria

Inter alia, judges will be looking for evidence of:

- Well-planned and executed marketing campaigns with clear objectives and tangible results. Entrants should provide key data to support claims.
- External proof of success such as winning or being commended in the Book Marketing Society's awards scheme
- Ways in which entrants have worked across different media types and marketing disciplines
- Intelligent ways in which readers can discover new books, or authors, given the pressures on the High Street

What to submit

Evidence of exciting/innovative marketing decisions

Social media

Merchandising and tie-ins

Advertising

Understanding of audience

Success of campaign: book reviews, press coverage, sales figures, chart data, awards & recognition

Please submit a single PDF containing your written submission of up to 2000 words addressing the category criteria and any supporting documents. Your PDF should not exceed 10 pages in total.

Book Marketing Society (BMS) award winners may submit their existing BMS entry (as a PDF) with no further adjustment.

Previous Winners

2015 Canongate (Letters Live)

2014 Orion (Gillian Flynn's *Gone Girl*)

2013 Penguin (Daniel Kahneman's *Thinking Fast and Slow*)

2012 Pan Macmillan (Emma Donoghue's *Room*)

2011 Harlequin UK (Mills & Boon New Voices)

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- 2010** Quercus (Stieg Larsson's Millennium trilogy)
- 2009** Borders (Where's Wally on Google Earth)
- 2008** Waterstone's (Writer's Friend)
- 2007** Amazon (Harry Potter)
- 2006** David's Bookshop Letchworth (World Book Day)
- 2005** Stanfords (Give Them The World)

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Publicity Campaign of the Year sponsored by the PPC

Once again, The Bookseller is delighted to support the Publishers' Publicity Circle, and the work of publicists, by presenting the 'best of the best' from the PPC's own awards scheme.

Nominations not required

The shortlist for this category will be drawn from the winners of the PPC's Quarterly Awards, which are presented in conjunction with trade and consumer media, to the publicists responsible for the best campaign of the year.

Previous winners

- 2015** Ruth Waldram, *H is for Hawk* (Jonathan Cape)
- 2014** Ben Willis, *The Silent Wife* (Headline)
- 2013** Emilie Ferguson and Emma Knight, *A Street Cat Named Bob* (Hodder)
- 2012** Anwen Hoosen and Amelia Fairney (Riot Communications and Penguin)
- 2011** Rina Gill, *Matterhorn* (Corvus)
- 2010** Joe Pickering, *Legend of a Suicide* (Penguin)
- 2009** Louise Rhind-Tutt, *The Outcast* (Chatto)
- 2008** Emma Knight and Tara Gladden, *First Among Sequels* (Hodder & Stoughton)
- 2007** Helen Johnstone, *The Dangerous Book for Boys* (HarperCollins)
- 2006** Benjamin Usher, *Does Anything Eat Wasps?* (Profile)
- 2005** Katie Bond, *Jonathan Strange & Mr Norrell* (Bloomsbury)

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Library of the Year

Who should enter?

Individual funded public libraries and community libraries and their library authorities; school or academic libraries.

Criteria

This aims to find the best library in Britain, to spotlight the individual librarians that make it such a success and to celebrate the vital role that libraries play in encouraging reading. In 2015, we are looking especially for the individuals that have contributed to the library's success.

The judges will be looking for evidence of any combination of the following:

- Innovations that have led to increased use of libraries by the public or students, as measured by visits and book lending
- Innovations that have improved the public or student experience of libraries, be that the physical space, author visits, reading schemes, children's events, homework clubs or other outreach services
- A superb all-round service, demonstrated by knowledgeable and inspiring librarians, expertly selected books and a welcoming environment
- A well executed approach to e-lending (if applicable to the particular library)
- Well thought through strategies for continuing to deliver high levels of user service during a time of financial cut backs

Entries from library authorities must include details of specific library success not just the authority as a whole. Although the award is given to the library or authority, the judges will want to see the role of individual librarians being given as much emphasis as physical, or financial, improvements.

What to submit

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria. Any supplementary material should be submitted in a single PDF file and may include:

- Library reports
- Events
- Community engagement
- Testimonials
- Innovative ideas to promote
- Spaces/location

Your PDF should not exceed 10 pages in total.

Previous Winners

2015 Orkney Library and Archive

2014 Midlothian Library Service

Deadline:

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2013 Devon Libraries/Dundee Library Service
2012 Edinburgh City Libraries
2011 Hillingdon Libraries

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Non-Traditional Retailer of the Year sponsored by Quarto

Who should enter?

Bricks and Mortar stores, or chain of stores, where books are an important but not primary part of the retail offer and who demonstrate a continuing commitment to the physical book as part of their retail strategy.

Criteria

Judges will be looking for quality of curation, merchandising and promotion as well as enthusiasm and innovation to drive book sales. Consideration will be given to:

- Demonstration of increased commitment to book sales
- Demonstration of improved book sales
- Creativity in book selection

What to submit

- Photos of in-store or window displays
- Highlights of the year (and why they are highlights)

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria. Any supplementary material should be included in the single PDF file. Your PDF should not exceed 5 pages in total.

Previous Winners

New category

Deadline:
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Independent Bookshop of the Year Sponsored by Gardners

The winner of this award will simply be the best all-round independent bookshop in Britain.

Who should enter?

Independent bookshops and small chains with fewer than five branches

Criteria

The judges are looking for evidence that you are running a great bookshop. This falls into six areas:

- Operational excellence. In areas like range, staff, website, premises, marketing & promotions and opening hours
- Customers and service. How you go the 'extra mile' to provide the best possible customer service
- Your place in the community. How your bookshop fits into the local area. This might include author events; work with the local library, school or college, and acting as a hub for people in the area
- The physical shop. What makes your shop a great place to spend time and money?
- Sustainability. The judges would like some evidence of financial success and viability. Although the content of all entries remains confidential, we will accept indexed comparisons
- Digital books. How your shop is responding to the opportunity and threat posed by the growth in e-publishing

What to submit

Examples of marketing or customer newsletters

Press coverage

Testimonials from customers

Photos of window displays, in-store promotions, campaigns through the year

Events that engage young readers

Engagement with the community

Highlights of the year (and why they are highlights)

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria and any supporting documents. Your PDF should not exceed 10 pages in total.

How to enter

Regional shortlists will be selected from entries submitted during the entry period 15th January – 19th February 2016. The winning bookshop in each region will go on to become a contender for the national Independent Bookshop of the Year award.

The regional shortlist will be announced in March. At this point, the general public will be involved with customers invited to add their comments in support of their favourite shortlisted bookshop.

Deadline:

Friday 19th February

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The final judging will take place, together with all other categories, at the end of March. The overall winner of this important category will be announced at the awards ceremony on the 9th May 2016.

Previous winners

2015 Booka bookshop, Midland and Wales

2014 Dulwich Books

2013 Lingham's Bookshop, Wirral

2012 The Mainstreet Trading Company, St Boswells, Scottish Borders

2011 Mr B's Emporium of Reading Delights, Bath

2010 One Tree Books, Hampshire

2009 Simply Books, Bramhall, Cheshire

2008 The Watermill Bookshop, Aberfeldy, the Scottish Highlands

2007 Jaffe & Neale, Chipping Norton, Oxfordshire

Deadline:

Friday 19th February

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Children's Bookseller of the Year sponsored by Macmillan Children's Books

As in 2014, this category unifies independent bookshops, chains and non-physical sellers to identify the best retailer of children's books.

Who should enter?

Dedicated children's independents; general independents in which children's books form a significant part of the business; chain retailers, supermarkets, online retailers, mail-order retailers, book clubs and general retailers

Criteria

Judges will be looking for strong commercial flair and results in children's book selling, developing existing readers, bringing new readers in and building a strong, sustainable, business. Consideration will be given to:

- Demonstration of your commitment to growing the market by attracting new customers, in-store, online or direct.
- Particular credit will be given to booksellers who can demonstrate that they have brought in light or reluctant readers.
- Creativity in your approach to children's bookselling across all retail disciplines; from buying and merchandising to marketing and events.
- A well-trained team that can offer education and guidance in book buying to children, parents and/or gift buyers-in-store, online or both.
- Community outreach, for example to school or pre-school children

What to submit

Testimonials from customers

Photos of window displays, in-store promotions, campaigns through the year

Events that engage young readers

Engagement with the community

Highlights of the year (and why they are highlights)

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria and any supporting documents. Your PDF should not exceed 5 pages in total.

Previous Winners (Independent Children's Bookseller)

2015 The Book Nook (Brighton and Hove)

2014 The Edinburgh Bookshop

2013 Octavia's Bookshop (Cirencester)

2012 The Book Nook (Brighton and Hove)

2011 Tales on Moon Lane

2010 The Mainstreet Trading Company (St Boswells, Roxburghshire)

2009 Jarrolds Children's Book Dept (Norwich)

2008 Tales on Moon Lane (Primrose Hill and Herne Hill, London)

2007 The Norfolk Children's Book Centre (Norwich)

2006 Simply Books (Stockport)

2005 The Children's Bookshop (Muswell Hill)

Deadline:

Friday 19th February

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Previous Winners (Children's Bookseller - chain, mail order etc.)

- 2013** Sainsbury's
- 2012** Foyles
- 2011** Waterstones
- 2010** WH Smith
- 2009** Borders
- 2008** Borders
- 2007** Borders
- 2006** Ottakar's
- 2005** Ottakar's

Deadline:
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Book Retailer of the Year

Who should enter?

This category is aimed at finding the best large-scale UK & Irish book retailer. Entries will be welcomed from book retail chains, internet booksellers of all types, supermarkets, book clubs, general high street stores where books form part of a larger overall range, or any other retailer successfully selling books. For the purposes of this category, a chain is defined as a retailer with four or more branches.

The winner of independent bookshop of the year and e-book retailer of the year categories will automatically be entered into this category.

Criteria

Judges will be looking for evidence of successful and committed book retailing, demonstrated through a clear strategy:

- Overall excellence in in-store and online environments.
- A clear understanding of customers' needs and how they have been met
- Operational expertise and successful innovation in areas such as buying, returns, and range management.
- Attention will be paid to financial results such as margin growth, profit, turnover and like-for-like performance. All figures will be treated in absolute confidence. Indexed figures permissible where actuals are not legally permissible but in both cases UK & Irish breakdowns are required
- Particular emphasis will be given to companies which strive to promote the discoverability of front, mid and backlist books to a wider audience and enhance a reading culture.
- Judges will want to see evidence of how retail businesses are contributing to the sustainability of the entire book trade.

What to submit

Schemes in place – bursary schemes, improving literacy, supporting the community projects

Digital retailing elements – screen caps and online strategy

Consumer campaigns – events, book campaigns, author projects

Brand promotion – advertising campaigns, brand management

Sales data

Market share

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria and any supporting documents. Your PDF should not exceed 10 pages in total.

Previous Winner

2015 Waterstones

2014 Blackwell's

Previous Winners (as National Bookseller)

Deadline:

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2013 Foyles

2012 Foyles

NB The General or Chain Bookselling Company of the Year was formed by the amalgamation of General Retailer of the Year and High Street Retailer of the Year in 2010

Previous Winners of General or Chain Bookseller

2011 Sainsbury's (General or Chain Bookseller)

2010 Foyles (General or Chain Bookseller)

2009 WHSmith (General Retailer) and Waterstones (High Street Retailer)

2008 WHSmith (General Retailer) and Waterstones (High Street Retailer)

2007 Asda (General Retailer) and Blackwell (High Street Retailer)

2006 Tesco (General Retailer) and Borders (High Street Retailer)

2005 Amazon.co.uk (General Retailer) and Borders (High Street Retailer)

Previous Winners of Direct Bookselling Company

2011 Amazon.co.uk

2010 The Book Depository

2009 The Book Depository

2008 Play.com

2007 The Book People

2006 Amazon.co.uk

Deadline:

Friday 19th February

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Imprint of the Year

Who should enter?

As major publishers have increased in size, the success of individual imprints can sometimes be lost in the overall company financial performance. This new category allows The Bookseller to shine a light on the performance of imprints themselves.

Criteria

The judges will be looking for evidence in the following areas:

- Author management and support – particularly new and existing authors being developed creatively and/or commercially
- The building and curation of a successful, coherent and consistent list
- Excellence in all-round publishing, irrespective of the genre or format
- The building of a clear imprint brand that communicates effectively to agents, authors, retailers and readers online and in print.
- Innovation in the promotion, design and marketing of books in all formats, including digital.

What to submit

Awards and recognition for the year
Brand management and marketing of the brand
Marketing strategies for books
Social media
Digital strategy and engagement
Sales & growth
Reviews of publications

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria and any supporting documents. Your PDF should not exceed 10 pages in total.

Previous Winners

2015 Weidenfeld and Nicolson
2014 Jonathan Cape
2013 Nicholas Pearson (Fourth Estate)
2012 Liz Foley (Harvill Secker)
2011 Clara Farmer (Chatto & Windus)
2010 Lennie Goodings (Virago)
2009 Ravi Mirchandani (Atlantic Books)
2008 Robin Robertson (Jonathan Cape)
2007 Penelope Hoare (Chatto & Windus) and Simon Prosser (Hamish Hamilton)
2006 Bill Scott-Kerr (Corgi/Black Swan)
2005 Toby Mundy (Atlantic)

Deadline:

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Academic, Educational and Professional Publisher of the Year

This category is split into two – those companies with turnover in excess of £20 million (this category) and those below £20 million (independent)

Who should enter?

This award is for those who specialise in academic, educational or professional publishing; or specialist divisions within larger publishers. The winner will demonstrate consistent high-quality publishing within its chosen field, outstanding commercial success, and excellence throughout all areas of the business including digital innovation, sales, marketing, publicity, editorial and all operational areas.

Criteria

Judges will be looking for all-around excellence in the publishing programme. Evidence may include:

- The commercial success of the publishing programme during the year and evidence that the publisher has built a sustainable and durable business.
- Innovation in the publishing programming, particularly with digital (including e-book and journal platforms, Virtual Learning Environments and internal digital workflow) and new ways to engage with learners.
- Excellent relations and engagement with institutions, staff, faculty, teachers, professional organisations, learned societies and/or students
- Evidence of how publishers are contributing to the sustainability of the entire book trade

What to submit

Press coverage/testimonials

Key highlights from the year (successful campaigns etc)

Annual Reports

Sales figures and market share, esp. growth on previous year's campaign

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria and any supporting documents. Your PDF should not exceed 10 pages in total.

Previous winners

2015 Hodder Education

2014 Bloomsbury Academic & Professional

2013 Bloomsbury Academic & Professional

2012 Oxford University Press

Deadline:

Friday 19th February

Enter at <https://www.eventsforce.net/bookseller/80/register>



Independent Academic, Educational and Professional Publisher of the Year

This category is split into two – those companies with turnover below £20 million (this category) and those above £20 million

Who should enter?

This award is open to smaller publishers whose revenue does not exceed £20m per annum who specialise in academic, educational or professional publishing; or specialist divisions within larger publishers. The winner will demonstrate consistent high-quality publishing within its chosen field, outstanding commercial success, and excellence throughout all areas of the business including digital innovation, sales, marketing, publicity, editorial and all operational areas.

Criteria

Judges will be looking for all-around excellence in the publishing programme.

Evidence may include:

- The commercial success of the publishing programme during the year and evidence that the publisher has built a sustainable and durable business.
- Innovation in the publishing programming, particularly with digital (including e-book and journal platforms, Virtual Learning Environments and internal digital workflow) and new ways to engage with learners.
- Excellent relations and engagement with institutions, staff, faculty, teachers, professional organisations, learned societies and/or students
- Evidence of how publishers are contributing to the sustainability of the entire book trade

What to submit

Press coverage/testimonials

Key highlights from the year (successful campaigns etc)

Annual Reports

Sales figures and market share, esp. growth on previous year's campaign

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria and any supporting documents. Your PDF should not exceed 10 pages in total.

Previous winners

2015 Liverpool University Press

2014 Edward Elgar Publishing

2013 Edward Elgar Publishing

Deadline:

Friday 19th February

Enter at <https://www.eventsforce.net/bookseller/80/register>



Children's Publisher of the Year

Who should enter?

This award is for independent children's publishers, or for specialist children's divisions within larger publishers. The winner will demonstrate consistently high-quality children's publishing, outstanding commercial success and excellence across all appropriate disciplines, e.g. design, production, sales, marketing, rights, publicity, editorial and all operational areas. The winning publisher must demonstrate excellent author relations, operational efficiency and innovation. The category is open to publishers operating across all formats or digital-only.

Criteria

The judges will be looking for all-round excellence in children's publishing. Evidence may include:

- The commercial success of the publishing programme this year and evidence that it is part of a sustainable and durable business
- Lively, creative and engaging publishing as evidenced by, for example, awards and prizes
- The discovery of creative and commercially significant debut authors.
- The retention of authors and evidence of investment in back list development
- Innovation in the promotion, design and marketing of books in all formats, including digital.
- Evidence of how the publisher has contributed to initiatives to grow the market, encourage reading and improve literacy levels
- Evidence of how publishers are contributing to the sustainability of the entire book trade

What to submit

Marketing campaign highlights
Key achievements
Innovations
Sales data
Rights deals
Press
Awards & recognition

Please submit a single PDF containing your written submission of up to 1,500 words addressing the category criteria and any supporting documents. Your PDF should not exceed 10 pages in total.

Previous Winners

2015 Harper Collins Children's Books
2014 Harper Collins Children's Books
2013 Scholastic Children's Books
2012 Usborne Publishing
2011 Penguin Children's Books

Deadline:

Friday 19th February

Enter at <https://www.eventsforce.net/bookseller/80/register>



Independent Publisher of the Year sponsored by Firsty

Who should enter?

This award will be presented to a publisher with a turnover of below £20 million per annum. The company will have demonstrated a high quality of publishing, innovation and success in the market place commensurate with its size.

Criteria

The judges will be looking for all-round excellence in publishing. Examples of the type of evidence required include:

- The commercial success of the publishing programme this year and evidence that it is part of a sustainable and durable business
- Lively, creative and engaging publishing as evidenced by, for example, awards and prizes
- The discovery of creative and commercially significant debut authors.
- The retention of authors and evidence of investment in back list development
- Innovation in the promotion, design and marketing of books in all formats, including digital
- Evidence of how publishers are contributing to the sustainability of the entire book trade

What to submit

Marketing campaign highlights
Key achievements
Innovations
Rights deals
Press
Awards & recognition
Sales figures and market share, esp. growth

Please submit a single PDF containing your written submission of up to 2000 words addressing the category criteria. Any supplementary material should be included in the single PDF file. Your PDF should not exceed 10 pages in total.

Previous Winners

2015 Profile Books
2014 Canongate
2013 Alma Books
2012 Constable and Robinson
2011 Faber & Faber
2010 John Blake Publishing
2009 Atlantic Books
2008 Quercus Books
2007 Quercus Books
2006 Profile Books and Snow Books
2005 John Blake Publishing

Deadline:

Friday 19th February

Enter at <https://www.eventsforce.net/bookseller/80/register>



Publisher of the Year

Who should enter?

This award is for a company that demonstrates consistently high quality publishing, outstanding commercial success and excellence across all disciplines, e.g. design, production, sales, marketing, rights, publicity, editorial and all operational areas. The winning publisher must demonstrate excellent author relations, operational efficiency, innovation and industry leadership in all areas.

Whilst this award has been won in the past by some of the UK's largest publishing firms, it is an acknowledgement of excellence, not size. Smaller, and non-trade, publishers are equally welcome to enter.

Criteria

The judges will be looking for all-round excellence in publishing. Examples of the type of evidence required include:

- The commercial success of the publishing programme this year and evidence that it is part of a sustainable and durable business
- Lively, creative and engaging publishing as evidenced by, for example, awards and prizes
- The discovery of creative and commercially significant debut authors.
- The retention of authors and evidence of investment in back list development
- Innovation in the promotion, design and marketing of books in all formats, including digital.
- Evidence of how the publisher has contributed to initiatives to grow the market, encourage reading and improve literacy levels
- Industry leadership on key issues
- Evidence of how publishers are contributing to the sustainability of the entire book trade

What to submit

Marketing highlights
Key achievements
Innovations
Rights deals
Press & reviews
Awards & recognition
Sales figures and market share, esp. growth

Please submit a single PDF containing your written submission of up to 2000 words addressing the category criteria and any supporting documents. Your PDF should not exceed 15 pages in total.

Previous Winners

2015 Pan Macmillan

2014 Little, Brown Book Group

Deadline:

Friday 19th February

Enter at <https://www.eventsforce.net/bookseller/80/register>



2013 The Random House Group
2012 HarperCollins
2011 Quercus
2010 Little, Brown Book Group
2009 Canongate
2008 Random House CCV Division
2007 Penguin
2006 Faber & Faber
2005 Orion Publishing Group

Deadline:
Friday 19th February
Enter at <https://www.eventsforce.net/bookseller/80/register>



The Bookseller's Book of the Year

This category is subdivided into four categories. The winner of each category will then be submitted to the overall Book of the Year category.

In 2016, there will be four categories – children's, adult fiction, non-fiction and debut. From those, we will award the prize of overall Book of the Year. Becoming a category winner or winning the overall Book of the Year will be a huge accolade for author and publisher alike.

We are seeking to reward the outstanding books of the year, both for what's inside their covers but also for every part of the publishing process, from design through to PR. This is the Oscars or BAFTAs of the book trade - anointing the book where everyone came together to make a beautiful thing that lots of people wanted to buy, borrow, share, discuss.

Who should enter

Imprints within major publishing houses or independent publishers. Please note that there is a limit of three (3) books per imprint.

Entries from self-publishers are welcome so long as they meet criteria below.

Criteria

- Books need to be published in the UK or Ireland in first format during the calendar year January to December 2015
- In the case of digital first books, subsequent print publication will also need to have taken place during January to December 2015.
- The award is open to English-language (only) books. This includes books in translation as long as the translation has been published during the year.
- Judges will be looking for the book that demonstrates the best of publishing in 2015. This might be based on the content, the design and production, the execution of a publishing strategy or marketing campaign, the speed of publishing, or its opposite — the length of time in bringing a title to publication — and the attention to detail.
- Attention will be paid to the sales performance, and critical and consumer reception, and these will be judged within the context of the publishing. Special note will be taken of prizes won.
- The award will also look to reward innovation both in form and format and creativity.
- Entries must show evidence of availability in high street stores, mixed-multiple outlets and supermarkets, as well as through online stores
- Entrants must certify the validity of sales data, be that from Nielsen, Amazon or other sources.

What to submit

- Please submit, through the Awards site, a single PDF containing your written submission of up to 1,000 words addressing the category criteria. Any supplementary material should be included in the single PDF file.

Deadline:

Friday 19th February

Enter at <https://www.eventsforce.net/bookseller/80/register>



- Three copies of the book clearly marked with the category for which the book is being entered. Please send to:

Book of the Year
British Book Industry Awards
The Bookseller
Crowne House
56 – 58 Southwark Street
LONDON
SE1 1UN

- Please include a printout of your Awards submission with the physical copies.

Terms and conditions

Please note that there is no fee for submitting an entry to Book of the Year but there is a fee if your book is shortlisted for any category.

Please see the terms and conditions online for further information.

Deadline:
Friday 19th February
Enter at <https://www.eventsforce.net/bookseller/80/register>