



BIC New Trends Seminar 2013

Monday 29th July 2013, 9.30-2pm

The Stationers' & Newspaper Makers' Company

#bicnewtrends13

@BIC1UK

Speaker Biographies

Jo Henry, Global Director, Bowker Market Research
@Bowker @BMR_UK

Bowker Market Research, the leading provider of consumer data and business intelligence for the book industry, was formed in March 2012 by combining RR Bowker's consumer research business in the US and BML (Book Marketing Ltd), originally established in the UK in 1990. Bowker Market Research monitors the US and UK book markets through Books & Consumers, the premier resource for understanding consumer book buying behavior, as well as undertaking adhoc research for a wide range of clients.



Jo Henry was previously the Managing Director of BML. She started in publishing at Victor Gollancz, becoming Sales Director in 1989 and, after Cassell's purchase of Gollancz, the Group's International Trade Sales Director. She left Cassell in 1993 to join the HEA's Publishing Division as Head of Sales & Marketing, before joining BML in 1995. Following the acquisition of BML by Publishing News, she became Managing Director of the PN Group in 2007. Following the closure of Publishing News, BML was acquired by Bowker in 2010.

Matthew Cashmore, Digital Director, Blackwell's
@matthewcashmore @blackwellbooks

A board level executive, Matthew is the Digital Director at Blackwell's. He has a key strategic focus on finding and executing new opportunities and guiding a digital step change - making Blackwell's the architects of the digital academic future.

Matthew makes the move from Hachette UK where as Digital Development Director he took a leading role in digital research & development and digital operations across the group's publishers.

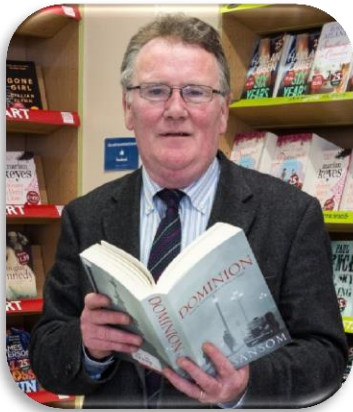
Previously he held senior roles with Lonely Planet and at the BBC where Matthew led various digital and research projects that enabled innovation to become part of



every day processes. He also spoke publically all over the world on behalf of both organisations – focusing on digital r&d and social marketing. Matthew's fundamental belief is that the boundaries of traditional business thinking should be challenged. A catalyst for change he inspires others to engage with change in a way that delivers real products and services.

John Mc Namee, President, European and International Booksellers Federation (EIBF)

The EIBF is on [Facebook](#)



In 2005 John Mc Namee was Elected President of the European Booksellers Federation, following over twenty five years' experience as a bookseller. John's first bookshop opened in Portlaoise in 1986, and was shortly followed by another branch in Newbridge a couple of years later. John has been a Member of the Booksellers Association Council, and Director of The Booksellers Association of the United Kingdom & Ireland since 1997; he has been a Member of the Irish branch since 1992.

Between 2001-2003 John acted as the Irish co-ordinator for World Book Day (WBD) activities, and still contributes to the WBD Committee. Having been involved in WBD for over ten years, since its creation, John continues to devote time and energy to this event which he believes is a vitally important promotion tool that encourages reading amongst children. John has also worked with Irish Publishers on many children's book festivals, and ran his own very successful children's festival in Co Laois for more than 6 years. He was also involved in the launch of a very innovative, "Buy a Book for your local hospital" national campaign.

**Karina Luke, Executive Director, Book Industry Communication
@BIC1UK @KarinaLuke**

Karina has worked in the publishing industry since 1993: 5 years with Dorling Kindersley, followed by 12 years at Penguin where she was the Digital and Data Supply Chain Manager. She joined BIC as its new Executive Director in February 2012.

Previous publishing industry roles have included international sales/rights, customer operations and stock management. She has a wealth of operational & data experience in both the physical supply chain and the digital supply chain and is passionate about metadata & process improvement.



**Richard Mollet, Chief Executive, The Publishers Association
@RichardMollet @PublishersAssoc**

Richard Mollet became Chief Executive of the Publishers Association in October 2010. In this role he is responsible for leading political engagement with government and parliament at a national and EU level. He also regularly represents publishers in the broadcast and print media.

Prior to this he was Director of Public Affairs at the BPI (the representative body of the UK recorded music industry) where he was closely involved in the Digital Economy Act, the Gowers Review of Intellectual Property, and the wider debates around the value of copyright and the creative industries.

Before joining the BPI Richard had ten years' experience as a political communications consultant, working across a range of political and media sectors. He studied PPE at Worcester College, Oxford University. Richard is Chair of Book Industry Communication and Chair of the cross-industry Alliance for Intellectual Property.



**Sara Montgomery, Head of Guardian Books, Guardian News and Media
@GuardianBooks**



As Head of Guardian Books, Sara Montgomery oversees all book publishing and retailing activities of the Guardian News and Media Group. Since stepping up to the newly created role 18 months ago, Sara has launched a successful digital-only publishing list, Guardian Shorts, relaunched the Guardian Bookshop, driving a 200% year-on-year growth in revenue, and has doubled the profitability of the Guardian's publishing operation. Most recently, Sara has been instrumental in establishing the Guardian Faber imprint - a joint publishing venture with Faber & Faber.

Previously, Sara was a Marketing Manager in the journals division of Oxford University Press before joining Guardian Books as Commercial and Marketing Manager in 2007.

**Jane Tappuni, EVP, Business Development, Publishing Technology
#publishingtech**

Jane Tappuni joined Publishing Technology in August 2009, bringing 20 years of publishing industry experience to her role as EVP, Business Development. She is responsible for generating sales globally, managing client relationships with existing clients and working between sales and marketing departments to ensure synergy. Her valuable industry insight, key contacts and general market knowledge consistently help the company to sustain its position as a market leader for publishing software products and services.

Having graduated in 1992 from Queen Mary and Westfield College, University of London she started off her career working in Gillette's marketing department. Jane worked in long term sales and marketing positions at Dorling Kindersley and Rodale Books before she co-founded mobile phone digital distribution company ICUE, where she was Managing Director. Working in partnership with



major publishers, authors and retailers, Jane helped to develop internet and mobile strategies and became a major player in the digital publishing world from its infancy.

Jane predicts that in the future the role of the publisher will broaden out as they begin to see themselves more as media companies exploiting brands and IP, as opposed to simply publishers of book content. She believes that publishers will need to become increasingly experimental with new business models and multiple formats if they are to gain market share.

Richard Wallis, Technology Evangelist, OCLC
@rjw @OCLC

Richard Wallis, distinguished thought leader in Semantic Web and Linked Data technology, joined OCLC in 2012 as Technology Evangelist.

Richard has been at the forefront of emerging Web and Semantic Web technologies in the wider information world for over 20 years. He is an active blogger, and was a regular podcaster in the "Talking with Talis" series. From 2008 to 2010, he hosted and chaired "Library 2.0 Gang," a monthly round-table podcast series that brought together thought leaders, movers and shakers, and executives from leading organizations in library technology.



Richard most recently had been with Talis, a Linked Data and Semantic Web technology organization in the United Kingdom. He is based in Birmingham, United Kingdom.