

*The 3rd Annual*  
D W Thorpe Book Industry Awards

Recognising outstanding service to the New Zealand book industry during the year ending June 1997

Proudly sponsored by D W Thorpe



2: *The D W Thorpe*

## **1997 BOOKSELLER OF THE YEAR**

To decide who should be declared 1997 Bookseller of the Year, publishers and distributors throughout New Zealand were asked to nominate 'best performers' in a number of categories. Then, considering their category nominations, they were asked to nominate the single bookshop best deserving the *D W Thorpe 1997 Bookseller of the Year Award* for outstanding service to the industry for the year ending June 1997

Category winners this year are:

1: **For professional operation and management**

(1996: Unity Books Auckland)

This year's category winner is again Unity Books Auckland, followed by Beattie & Forbes in Napier.

2: **For efficient ordering and receiving**

(1996: Dymocks Atrium, Auckland)

Dymocks Atrium on Elliott in Auckland is the category winner again this year, followed by University Books Otago.

3: **For best overall store presentation and range of stock**

(1996: Unity Books, Auckland)

The category winner is Dymocks Atrium on Elliott Auckland, followed by Muirs Bookshop Gisborne.

4: **For creative advertising and promotion**

(1996: Dymocks Atrium on Elliott)

The category winner for 1997 is Dymocks Atrium on Elliott Auckland, followed by Unity Books Auckland

5: **For excellence in staff training**

(1996: Muirs Bookshop Gisborne)

There was no clear winner in this section this year with the multiple nominations being received for Unity Books (Auckland and Wellington stores), Muirs in Gisborne and Lambton Square Paper Plus in Wellington.

6: **For positive relationship with suppliers**

(1996: Unity Books Auckland)

Tied winners are Unity Books' Auckland and Wellington stores followed by Coastlands Paper Plus in Paraparaumu.

7: **For outstanding product knowledge**

(1996: Scorpio Books Christchurch)

Winner is Chapters and Verses Timaru; runner up is Dymocks Hamilton.

The overall winner, the bookstore nominated by New Zealand's suppliers as best deserving recognition as *The D W Thorpe 1997 Bookseller of the Year Award* for outstanding service to the book trade is **Unity Books, Auckland**. Runners up this year are Unity's Wellington store and Dymocks Atrium on Elliott.

Unity Books Auckland was the winner last year and Dymocks Atrium won the inaugural award in 1995.

Unity Books opened in Auckland in August 1989 under the dual <sup>management</sup> ~~ownership~~ of Jo McColl and Nigel Cox. The shop, now managed solely by Jo McColl, enjoys a reputation as a readers' bookshop, committed to building repeat business and positive relations with all its customers and suppliers. Unity Book Auckland also won this prestigious award in 1996.

Award citations will be presented to both winners this year at Booksellers' New Zealand annual conference dinner in Christchurch, 23 July 1997.

The D W Thorpe Book Industry Awards are run annually in both Australia and New Zealand. They were introduced to allow the trade to judge itself and to praise excellence in categories considered critical to the business of books. Winners receive citations and may use the designation "Bookseller of the Year" and "Publisher of the Year" in their promotional material both nationally and internationally.

For more information on the D W Thorpe Book Industry Awards, please call Jo Breese at Booksellers New Zealand in Wellington, tel (04) 472 8678, or Michael Webster at D W Thorpe in Melbourne, tel (03) 9245 7382.

Both shops  
owned by  
Alan Preston

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## **1997 PUBLISHER OF THE YEAR AWARD**

Nominations for this prestigious, peer assessment award, which recognises outstanding service to the New Zealand book industry during the year ended June 1997, were received from bookstores throughout the country.

Before nominating their overall 'best performer' of the year, nominating booksellers were asked to judge excellence in nine separate categories, in each case using last year's category winner as a benchmark performer. They were then asked to culminate their results into an overall winner.

This year's category winners are:

1. **For commitment to high editorial standards**  
(1996: Godwit Publishing)  
This year's category winner is Godwit Publishing; runner up is Reed Publishing.
2. **For excellence in production quality**  
(1996: Godwit Publishing)  
The category winner is Godwit Publishing, the third time it has won this section. Runner up is Malison Rendell.
3. **For effective promotional activity**  
(1996: Hodder Moa Beckett)  
The 1997 winner is tied between Random House and Penguin, followed by Hodder Moa Beckett.
4. **Sales strength and support**  
(1996: Penguin)  
This year's winner is again Penguin, followed by Macmillan.

5. **Distribution efficiency**

(1996: Random House)

Once again Random House has won this category, followed by Transworld.

6. **Customer Service satisfaction**

(1996: Random House)

The category winner in 1997 is Random House, followed by Penguin.

7. **Building close relationships within the trade**

(1996: Random)

The 1997 winner of this category is Random House; runner up is Penguin

8. **Long term commitment and innovation**

(1996: Reed)

Won in 1997 by Random House, followed by Scholastic

In addition, booksellers nominated David Bateman as the 'most improved' supplier during the year ended June 1997.

Based on the separate category winners, New Zealand booksellers voted **Random House New Zealand** as the supplier most deserving of the *D W Thorpe 1997 Publisher of the Year*.

Random House won the award last year and was runner up to Transworld in the inaugural 1995 presentation.

Random House has been operating in New Zealand under various guises since the early 1960s. The company's name changed following the acquisition of the old UK-based Jonathan Cape, Chatto & Windus and Bodley Head by the New York-based, family-owned Random House Group. Random's worldwide philosophy is to work with booksellers to expand the market for books. This is the second year New Zealand booksellers have rewarded the company for the practical application of its philosophy.