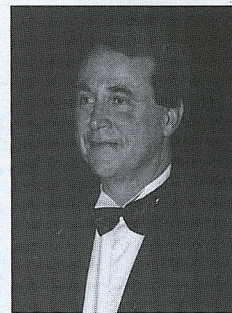


As Tony Harkins sails off into the sunset on the Hauraki Gulf friends and colleagues reflect on his 30 years in the trade.



Tony was always available for advice and conversation. He has always been interested in looking beyond the here and now and trying to see what the issues are that the industry needs to be focused on into the future. Obviously this has sometimes meant bringing people outside of their comfort zone but it has been important to pose questions that need answering.

Tony has also been a great supporter of the industry be it events like the New Zealand Post Readers and Writers Week or the Auckland Readers and Writers Festival.

I would like to personally thank him for the support he has shown me over the years and wish him well in his retirement.

Michael Moynahan

Random House New Zealand Ltd

There was a time when Tony was my boss; the days when the face of Penguin was Karen Ferns and Colin Cox. At one of Tony's recent 27 (and still counting) farewell dinners across the southern hemisphere I was reminded (by Tony) of the power of revisionism in history.

When Matthew Byrne and I were rooky Penguin reps we were immediately transported to a Bay of Islands resort (Tony says it was a mere hotel) with an 18 hole front lawn (Tony says it was a small patch out the front) and Tony was delivered onto it by chopper (Tony says not, came by car) wherein he ducked down to avoid the blades, listening intently to a large 1989 cell phone (Tony says no) which was delivering to him the news of the fatwa on Salman Rushdie (Tony says it was that night, on a phone with a cord, in his hotel room) after which he burst into the Penguin sales conference lunch to advise the situation (Tony says it was calm, and at dinner). This seemed dramatic and not at all like Century Hutchinson from whence I had come.

Perhaps the story says a lot about the inner drama queen of 80s vintage reps.

But a good thing about both the tale and Tony Harkins is that he's always been very generous with that Penguin New Zealand helicopter, lending it for any flimsy trade construct, so that it is constantly whirring above both islands laden with Matthew Byrne or (that extinct thing) "car stock" or independent booksellers in a hurry.

Tilly Lloyd

Unity Books Wellington

I haven't ever worked directly with Tony but I have always appreciated his warmth and

friendliness, his enthusiasm for books especially Penguins, his financial acumen and his public-spirited involvement in book trade matters. And he even forgave me when I once backed into his car!

Elizabeth Caffin

Auckland University Press

Tony has been closely involved with the staff of Hodder & Stoughton/Hodder Headline/Hodder Moa Beckett/Hachette Livre since the beginning of the shared warehousing back in 1989. A joint venture for distribution inevitably involves disagreement over policy and operational issues, but while our name has changed, our relationship with Tony has not.

Tony has been consistently straight in his dealings. Disagreement is handled without emotion, with a focus on the issue, not personalities. He has a passion for Penguin, the company that he has given so many years to, but shows respect for competitors and their views. He has a strong moral sense, and sense of duty.

I have always found that I can talk about any industry issue with Tony. We disagree on many things, but his views need to be respected because they are based on his take on doing the right thing for his company. I will miss working with him, and hope that travel and time on the boat will give him real satisfaction – he's earned it.

Kevin Chapman

Hachette Livre

It's getting on for 20 years since I first met Tony. I think I moved to Auckland in the mid '80s and made his acquaintance soon after. I remember some late night conversations at a couple of Booksellers New Zealand conferences, and over the years I like to think that we established a certain rapport. Since then we have interacted in a number of ways – as competitors, as industry reps, as publisher/bookseller, and as friends.

Tony has given generously of his time and his wisdom. He has been unfailingly helpful and happy to debate issues at length and with reason – his ability to keep a good argument going can be really quite astonishing. But he's never lost sight of the joy and the power of a darned good book and during his tenure has made a contribution to the New Zealand book industry which will not easily be replaced. I, like many others, wish him great peace and enjoyment in not working, and in starting a whole new chapter in his life. Thanks Tony for your friendship over the years, and for your support, your enthusi-

asms, your wisdom and your insights. Travel safely, read lots of books, and come back for more!

Joan Mackenzie

**Whitcoulls Angus & Robertson Group
Australasia**

Thirty years in the book trade is quite an achievement, indicating a fair degree of tenacity and Tony has certainly provided Penguin Books New Zealand with a very steady hand at the helm for many of those years. His other "baby", Book Distributors New Zealand has become a major player in our trade's distribution arrangements.

As a senior member of our trade, Tony is widely respected, fair minded, a good listener and a genuine supporter of our industry. While I've not had a lot to do directly with Tony over the years, I've appreciated him popping into our shop whenever he's been in town, always keen to appreciate a retail perspective on the issues of the day. I wish Tony well in this new stage of his life.

Bruce Caddy

Dymocks Booksellers

During his time as managing director of Penguin Books, Tony Harkins has made a major contribution to the book industry in New Zealand. His willingness to devote not only his own time, but also the resources of Penguin to industry issues, deserves the appreciation of us all.

Of course Tony's motives for devoting both his own energies and the resources of Penguin to the success of the industry were not truly altruistic as clearly he believed strongly that a healthy book industry was a prerequisite for a healthy Penguin Books. However, it always seemed to me that he personally enjoyed (for the most part at least) his involvement in the wider industry.

Tony was also keen to develop lines of communication within the publishing sector and the after hours get-togethers over a few glasses of wine at which he hosted some interesting "off the record" debates.

The problem with writing tributes is that they can often sound like obituaries and this certainly is not one of those. Tony and Anne have some really exciting plans for the future and we wish them both all the best for a long and happy retirement with lots of time to enjoy the good things of life – travel, sailing and great books.

Tony Fisk

HarperCollins