EBMA fosters a unique community that brings together a wide range of wholesalers and publishers in order to address the ever changing book & media buying needs of the educational marketplace.

BECOMING AN EBMA MEMBER

History

The Educational Book and Media Association (EBMA), formerly known as the Educational Paperback Association (EPA) is an association of distributors and publishers who supply paperback books, pre-bound books and other materials to schools and libraries. Founded in 1975 by Jerry Ludington of Detroit based Ludington News Company, EBMA became known as an innovative voice in the paperback book market, representing both U.S. and Canadian distributors and publishers.

Jennifer Allen of The Booksource, Inc. in St. Louis, MO is our current president; and Jill Faherty of Baker & Taylor in Bridgewater, NJ is our vice president.

About EBMA Membership

EBMA has two categories of membership:

- **Regular members** - regular members are considered paperback wholesalers.
- **Associate members** - associate members are trade paperback book and audio publishers.

Dues are $500 per year for Regular members and $825 per year for Associate members. The annual membership period is July 1 - June 30. **New Regular members will have their first year dues waived.**

Applicants for membership in either category must have been in the business of distributing or publishing paperback books or audio titles for at least one year prior to submitting an application for membership.

In addition, all Associate member applicants must:

- Publish new paperback or audio titles annually and maintain an active list of paperback and/or audio titles in print.
- Must make their paperback and audio titles available to all Educational Book & Media Association regular members.

After reviewing supporting data from the applicant and considering any data provided by board members, the EBMA Board of Directors determines if a member applicant meets membership requirements.
Activities of the EBMA

The association holds an annual meeting that is educational in nature with sessions intended for both wholesalers and publishers. The most important parts of the annual meeting are our “One-on-One Sessions,” designed to facilitate business discussions between wholesalers and publisher members. During the three days of these meetings, each wholesaler in attendance will meet with each publisher (and vice versa) for private 8-minute discussions. The presentations inform members on new trends in our market. Social events are planned to bring wholesalers and publishers together in informal settings.

Each year the annual meeting is held in a location that allows for a relaxed atmosphere and promotes networking and learning. Our 2014 annual meeting was held on January 13-16 at the Hilton La Jolla Torrey Pines in San Diego, CA. The 2015 Annual Meeting will be January 12-15 at The Roosevelt New Orleans Hotel, New Orleans, LA.

The EBMA Board of Directors carries on the work of the association at four board meetings during the year. Members are encouraged to interact with the EBMA Board, bring up suggestions, and volunteer on committees.

In addition to the annual meeting, EBMA also provides other connection and education events when the opportunity arises. For instance, EBMA has held meetings or field studies focused on certain subjects or operational topics of interest to members. The EBMA also participates in the Book Industry Study Group (BISG) and provides members updates about their activities.

Each year at the annual meeting EBMA presents the Jeremiah Ludington Award. The 2013 award was presented to Brian Selznick.

Most importantly, EBMA has encouraged and fostered an unusual spirit among its members—new friends and old have learned from each other, shared and improved their knowledge of the market, and gotten to know each other better. We are proud of this and would be pleased to share the experience with you.

How to Apply for Membership

If you wish to apply, please return your application by email to meeting@edupaperback.org. In order to be considered for membership, prospective members must submit their applications no later than 10 weeks prior to the start of the annual meeting.

Regular (Wholesaler) member dues are waived for the first year.
What’s Next?

After your company submits membership application:

1. Reviewed by the EBMA for completeness.
2. EBMA will inform you if any other material is required
3. The EBMA membership committee verifies information and submits the application to the EBMA board of directors for approval
4. If approved, EBMA will send you a welcome packet with instructions on your membership and how to register for the annual conference.
5. If not approved, EBMA will inform you of the reasons your membership was not granted and what you will need to do to comply with EBMA membership policy so you may become a member.
6. The entire process is dependent on the Board of Directors meeting schedule. The EBMA board of directors usually meets to review new applications in May and September.

“Can’t duplicate this anywhere else during the year.”
“That is a lot of what my job consists of. This meeting is wonderful.”

-2 EBMA Wholesalers about the EBMA 2011 Annual Meeting One-on-one Sessions
EBMA Board of Directors
2014-2015

President: Jennifer Allen
eBooks Acquisition Manager
The Booksource, Inc.
St. Louis, MO

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Houghton Mifflin Harcourt
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Margaret Coffee
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Jennifer Jenson
Vice President
Gareth Stevens Publishing
New York, NY

Nancy Stetzinger
Library Solutions Manager
Capstone
Chicago, IL

EBMA Staff:
Brian Gorg – Executive Director
Maureen Gelwicks – Meeting Manager
Warrenton, VA

Educational Book & Media Association
www.edupaperback.org  |  info@edupaperback.org  |  540-318-7770
Application for Regular EBMA Membership

In order to be considered for membership, prospective members must submit their applications no later than 10 weeks prior to the start of the annual meeting.

Company Name________________________________________________________
Address_______________________________________________________________
City_______________________ST/Prov_____________Postal Code____________
Country___________________ Phone #_____________________________________
800 #_______________________ FAX #____________________________________
Education Director_____________________________________________________
Phone #__________________________E-mail_______________________________
Book Buyer____________________________________________________________
Phone #__________________________E-mail_______________________________
Owner/President_______________________________ ________________________
Phone #__________________________E-mail_______________________________

I certify that my firm has demonstrated a commitment to the educational and library book paperback book business and that we have been engaged in this business for at least one year.

Applicant__________________________Title_______________________________
Date______________________________

Visit our website at www.edupaperback.org
Member Profile

Products sold:
- _____ mass market paperbacks
- _____ trade paperbacks
- _____ hardcover books
- _____ prebound books
- _____ workbooks/coloring books
- _____ other (please list)
- _____ used books
- _____ remainders
- _____ textbooks
- _____ audio cassettes

Facilities:
Number of square feet in warehouse: _______
Number of square feet for books: _______
Total number of titles stocked: _______
Number of educational titles: _______
Total number of employees: _______

Educational markets served:
- _____ book fairs
- _____ libraries
- _____ preschool
- _____ RIF
- _____ other institutions (prisons, churches, organizations)
- _____ elementary
- _____ middle/junior high
- _____ high school
- _____ college

We are known as specialists in (book fairs, college stores, etc.):

_______________________________________________

Visit our website at www.edupaperback.org
Promotions:

What promotions do you do at least once a year?

_______ catalogs    How many do you mail? _________
_______ flyers    Do you have your own mailing list? _________
_______ newsletters    _________ open houses
_______ advertising    _________ regional educators’ meetings
_______ teacher guides    _________ national exhibits
_______ educational consultants
_______ sales reps    _________ telemarketing

Do you special order? _______________

Do teachers and librarians visit your warehouse? _______________

Our educational sales of _________ per cent of our overall book sales.

What per cent of your education business is:

_______ book fairs    _________ K-12 schools
_______ colleges    _________ libraries