



**2023/24**  
**Annual Report and Accounts**  
**Aithisg Bhliadhnail agus Cunntasan**  
**Supporting Scottish publishing for 50 years**

**Publishing  
Scotland**

Foilseachadh Alba

**50** YEARS  
SUPPORTING  
**PUBLISHERS**  
IN SCOTLAND

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Publishing Scotland is part funded by Creative Scotland.

# 02 Our Team

## Working for and with our members

This year we welcomed new team members **Andree Davidson**, **Amy Penrose** and **Abigail McDougall** and said farewell to our colleagues **Andrew May** and **Alice Piotrowska**.

### Chief Executive / **Marion Sinclair**

Marion has worked in publishing for over 30 years, as Editorial Director for a literary press, Polygon, which won *Sunday Times* Small Publisher of the Year under her aegis, as Programme Leader of the Masters Degree in Publishing at Edinburgh Napier University and as Chief Executive of Publishing Scotland since 2008.

### Member Services Manager / **Lucy Feather**

Lucy's main focus is to support the membership and to expand the opportunities available. Her responsibilities include membership recruitment and retention, organising collective stands at book fairs, the annual conference, member events, and the administration of various funds. Lucy has been at Publishing Scotland since 2010. She has worked in both the publishing and charity sectors, including membership organisations.

### Programme Support Officer / **Amy Penrose**

Amy joined Publishing Scotland in November 2024 and provides support for all areas of the organisation's activity. She has experience as a literary social media manager and aided the running of Edinburgh Women's Fiction Festival 2024. She is currently Co-Chair of The Society of Young Publishers Scotland.

### Policy Development and Training Manager / **Abigail McDougall**

Abigail joined in Publishing Scotland in May 2024 in the new role of Policy Development and Training Manager. She is responsible for developing policy relating to some of the big challenges facing publishing, including environmental sustainability and Artificial Intelligence. Other areas of focus are Equality, Diversity and Inclusion, Fair Work and Codes of Conduct. Abigail is also responsible for ensuring that the training programme offered by Publishing Scotland meets the needs of our membership.

### Finance Officer / **Andree Davidson**

Andree Davidson is Finance Officer at Publishing Scotland and works three days per week. Andree has extensive experience in finance roles and handles the membership subscriptions and renewals, as well as all other finance tasks.

### Programme Support Officer / **Patrick Jamieson**

Patrick joined Publishing Scotland in April 2022 and provides support for all areas of the organisation's activity. He is a graduate in Scottish Literature from the University of Edinburgh and Co-Founder of independent publisher Taproot Press. In November he began a PhD at the University of Glasgow, continuing his role at Publishing Scotland for one day per week.

### Marketing and Trade Development Manager / **Vikki Reilly**

Vikki is responsible for developing and overseeing trade relationships for our member publishers as well as providing guidance and training programmes on best sales and marketing practice. Vikki is also the Editor of BooksfromScotland.com. She joined Publishing Scotland in August 2018 (as Events and Marketing Manager) and has over 20 years of experience in the book industry, first as a bookseller, then in the sales and marketing departments of Mainstream Publishing, Mercat Press and Birlinn Ltd.

### **Alice Piotrowska**

Alice was our Training and Digital Marketing Manager. She left in February 2024 to begin a new role as Lecturer in Publishing Studies at Edinburgh Napier University..

### **Andrew May**

Andrew was our Finance Manager from 2018 until 2023, when he left to take on a new role as Corporate Services Manager of Youth Scotland.

# 03 Trustees, Aims and Objectives

## Our aims and objectives and current Board of Trustees

Publishing Scotland is the network for trade, training and development for the book publishing sector in Scotland.

### Aims and Objectives

- To **develop** and **promote** the work of book publishing companies to an international audience
- To **run** a first-class skills and training programme for the sector
- To **expand** our comprehensive network of publishers, content creators, and service providers
- To **facilitate** access to key markets, information, and opportunities
- To **act** as the voice of the sector

### Board of Trustees

#### November 2023–January 2025

- Kate Gibb (Chair)
- Laura Wilkie, Canongate (Treasurer)
- Davinder Bedi, BookSource
- Simon Brown, Anderson Strathern
- John MacPherson, Bright Red Publishing
- Gillian Macrosson, Witherbys
- Anna Glazier, Edinburgh University Press
- Andrea Joyce, Joyce Literary Rights Agency (Network)
- Ann Crawford, National Galleries of Scotland Publishing
- Fiona McParland, APS
- Gavin MacDougall, Luath Press
- Marion Sinclair, Chief Executive, Publishing Scotland



Well attended by delegates from across the industry, our book trade conference took place in May 2024. Photo by Sandy Young Photography.

# 04 A Word from our Chair

**Kate Gibb**

**Our Chair Kate Gibb looks back on the past year in the publishing industry, and considers the challenges ahead.**

Marking the milestone of 50 years in operation is no small achievement for any organisation. For Publishing Scotland, it is testimony that its purpose to serve its community, and work with them and for them remains valid. We remain committed to being a trusted partner for all our members, looking both nationally and internationally to promote books, eBooks and audio versions of all the stories and works of non-fiction that are created and brought to publication by such a diverse and dynamic group.

We are funded and supported in this by the Scottish Government, through Creative Scotland, and this support is vital if we are to continue supporting this publishing community. Fifty years ago, the main goal of this organisation's predecessor, founded with just ten members, was to collaborate on gathering information, marketing and exhibiting at book fairs. Fifty years on, Publishing Scotland still attends, with its members, various international trade fairs, but that is just one of an extensive list of activities we now engage in. They include providing business support and advice, training on editorial, financial, sales and marketing activities, running intensive sales sessions, supporting the membership with EDI and environmental sustainability initiatives, focus trips to key international territories, hosting the international fellows each year as well as showcasing Scottish interest books and authors.

Our subsidiary company, Booksource, distributes over two million books a year as well as providing customer support and collection facilities for many members. In a year that has seen the closure of a major book distribution centre and others, Booksource has continued to adapt, invest in its facility and expand operations to take on some of the fallout from this market contraction.

If authors and their books are at the heart of publishing, it is the small team of people, led by Marion Sinclair, who are the heart of Publishing Scotland. Everything they do and achieve comes down to this group, who constantly juggle their priorities to best serve members' needs. How much they achieve is staggering and I am always grateful for their dedication and hard work.

As an industry, we still face many of the same challenges. Margins are still being squeezed, across the world there are

still too many people living in conflict zones, governments are changing underlying political and financial principles, and freedom of speech remains under threat in many countries. AI also presents an open challenge to our industry, and how we harness the upside of this technology for our advancement while ensuring the underlying original creative work it is based on is adequately recognised and rewarded, is going to be extremely important for our long term prospects.

As always we have our books. We know many new books will publish over the next year, a few will make major headlines, but many may just give a moment of joy or illumination to a reader somewhere. And this thought is a constant source of inspiration

**Kate Gibb / Chair**



# 05 Chief Executive's Report

Marion Sinclair

Our Chief Executive Marion Sinclair reports on our activities over the past year.

A warm welcome to our annual report 2023/24 – our 50th anniversary year - during which we celebrated five decades as a support and membership organisation, and which gave us an opportunity to showcase the growth of Scottish publishing over the past half century.

In 1974, 10 publishers got together and decided they wanted a trade association that would be closer to hand – running training courses, organising trade stands at bookfairs, and which would reflect the independent, cultural, educational, and academic publishing sector here. So, the Scottish Publishers Association was born, changing its name to Publishing Scotland in 2007.

This year, we've been reflecting on the past fifty years and the many books that represents, the vast numbers of writers launched upon their careers, the range of people who have made up the publishing industry in Scotland, and the trailblazing, all adding a distinctive contribution to the culture and business of Scotland and beyond.

Underpinning that effort has been the support of our funders, Creative Scotland, whom we would like to warmly thank. There are very real concerns about public funding of the arts in the UK and certainly in Scotland, and it is up to us all to continue to put pressure on our elected politicians to maintain spending on arts and culture, currently less than 1% of all Scottish government spending.

What will be our themes as we look ahead? The greatest challenge our members face is to be sustainable on a business level – these are tough times, and they are taking their toll on even the most established companies. Other key themes relate to climate change and inequalities within our industry, but we also need to maintain our international activity - a huge challenge. This past year we made our first steps towards a more sustainable publishing sector through a valuable, extensive process with consultants, BlackSkiesBlue. Our environmental sustainability plan was previewed at the Annual Book Trade Conference in Edinburgh in May and launched in Autumn.

This is a weighty programme of work and relies upon partnership working with our membership. The context, however, is challenging – economic and political instability, cost-of-living crises, climate change, and the rise in AI all contribute to a vast amount of change coming down the

tracks towards independent publishers as they compete on the high street and online.

Thanks, as always, are due to the Publishing Scotland Board, ably led by our chair, Kate Gibb, for their expertise and engagement throughout the year, as well as to all those who give up their time on our sub-committees. Thanks also to my colleagues at Publishing Scotland and at BookSource for their hard work and dedication. Booksource have had an amazing year, ably led by their MD, Davinder Bedi, and his team – over 190 publishers are now warehoused there. A final special mention goes to my predecessors in the post over the past fifty years – Lorraine Fannin, Judy Moir, and Janis Adams – who helped steer a course through the years for our remarkably diverse membership.

Here's to the next 50 years...!



Marion Sinclair / Chief Executive

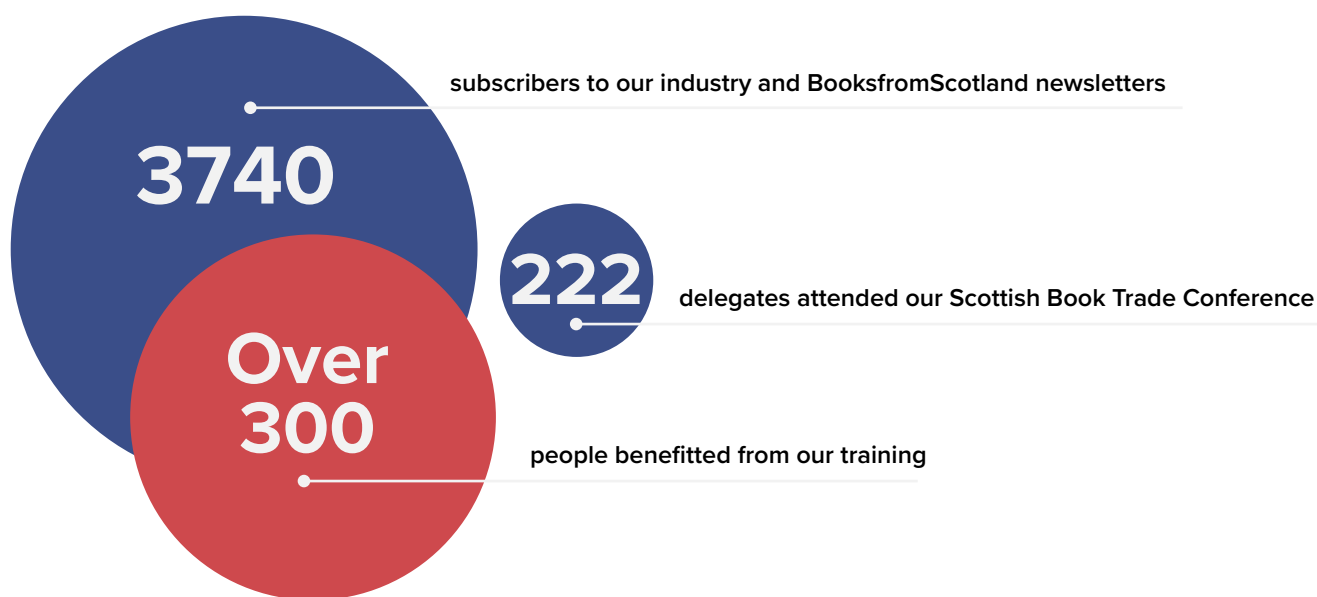


Photo of Marion Sinclair by Sandy Young Photography

# 06 Summing Up

## Our work in figures

A brief look at some of our events and activities, with numbers.



96 books spotlighted in standalone features across BooksfromScotland

500 copies of our New Books Scotland catalogues distributed at book fairs and to industry professionals

90 people attended our online Careers in Publishing event

22 publishers and agents held business meetings with our International Publishing Fellows



26 international publishers received translation funding for translating Scottish writers

8 International Fellows took part in the Publishing Scotland International Publishing Fellowship 2024

14 Scottish authors funded to take part in overseas events through the Author International Travel Fund

# 07 Publishing Scotland Calendar

## What we did in 2024

# 01

## January



The year got off to a busy start with:

- BooksfromScotland issue Wake Up!
- BooksfromScotland Luna Press Publishing Takeover Newsletter
- Two standalone BooksfromScotland features
- Launch of our Environmental Sustainability survey
- Pitching day for Borders Book Festival and Wigtown Book Festival
- Regular membership, training, and bestseller newsletters
- Open Book session on AI with Nadim Sadek of Shmmr
- Harper MacLeod webinar on trading overseas
- The first of our Digital Marketing for Publishing Professionals course
- Launch of our new Publishing Scotland Member Forum

# 02

## February



The shortest month was a packed one and featured:

- Two standalone features on BooksfromScotland
- 2024 International Publishing Fellows selected
- Author international Travel Fund awards made
- Translation Fund awards made
- The second Open Book session of the year with WF Howes
- Call out and work on the New Books Scotland Spring/Summer catalogue
- BookSource board meeting
- Regular membership, training, and bestseller newsletters



Launched in March, our New Books Scotland catalogue was distributed across Scotland and at the London Book Fair.

# 08 Publishing Scotland Calendar

## What we did in 2024

### 03 March

An unusual March for us this year as London Book Fair arrived one month early:

- Nine members exhibited in person at the London Book Fair and Publishing Scotland hosted a sponsored drinks reception for publishers, past and present Fellows, and others in the industry, with around 100 guests joining us in total
- Second iteration of our Digital Marketing for Publishing Professionals course
- New Books Scotland rights catalogue launched online
- BooksfromScotland 404 Ink Publisher Takeover Newsletter
- Publishing Scotland board meeting
- Creative Scotland Annual Plan submitted
- Harper Macleod webinar on Open Access
- Special one-off TV pitching event for publishers as part of the Glasgow TV Festival
- Regular membership, training, SBI, and bestseller newsletters

### 04 April

Though we didn't have a stand at Bologna Book Fair this April, we did support Floris Books, Little Door Books, and Fraser Ross to attend:

- Introduction to Copyediting and Introduction to Proofreading courses
- We supported three publishers in attending the Bologna Book Fair
- Open Book session on audiobooks with Sounded
- Meeting of the Trade and Marketing Committee
- Regular membership, training, SBI, and bestseller bulletins
- The Ray of Light Issue from BooksfromScotland celebrated those moments in life that inspire everlasting memories
- Three standalone BFS features
- SBI Travel Fund grants distributed

Our Scotland at London stand was as busy as ever.



# 09 Publishing Scotland Calendar

## What we did in 2024

# 05

May



There was a great turnout in Edinburgh for the hybrid Scottish Book Trade Conference and we welcomed our new Policy Development and Training Manager.

- Scottish Book Trade Conference with the Booksellers Association, joined by two-hundred and twenty-three delegates, and twelve publishers presenting at our half-day Trade Fair
- Webinar with Jamie Watt of Harper Macleod on AI in publishing
- PS and BookSource Board meetings
- Four pieces of standalone content on BooksfromScotland
- Open Book session on the European Accessibility Act (EAA)
- Network member meeting
- Regular membership, training, SBI, and bestseller newsletters
- Our new Policy Development and Training Manager Abigail McDougall joined the team
- SBI Travel Fund grants distributed

# 06

June



This month was busy with fund launches, meetings, and planning:

- Further Copyediting with Cathy Tingle
- Round 1 of the 2024/25 Translation Fund was launched
- 13 publishers signed up to pitch their titles to Browns and Askews at the Publishing Scotland office
- Day of pitching to Historic Environment Scotland for our members, attended by 10 publishers
- Regular membership, training, SBI, and bestseller newsletters
- Great holiday reading was provided in the special summer reading BooksfromScotland newsletter, spotlighting work published by
- SBI Travel Fund grants distributed
- Planning and meetings for Frankfurt Book Fair, backlist panel event, funds, website features and more



Booksellers browsing our members' stands at the half-day trade fair prior to the Scottish Book Trade Conference..

# 10 Publishing Scotland Calendar

## What we did in 2024

07  
July

08  
August

A quieter month due to holidays within the industry, but we used this time for planning ahead:

- 50th anniversary promotion with Bookshop.org highlighting 50 of the best Scottish books still in print since 1974
- 50th anniversary newsletter sent out to trade contacts including bookshops and libraries
- Call out and work on the New Books Scotland Autumn/Winter Catalogue
- Regular membership, training, and bestseller newsletters
- Creative Scotland roundtable
- Planning ahead, including brainstorming for a restructure of the BooksfromScotland website

This month saw the Fellowship take place during the Edinburgh International Book Festival:

- A packed week of meetings and events for the 8 International Publishing Fellows
- Global Ink international industry day at the Edinburgh International Book Festival, where Publishing Scotland staff worked on the Translation Pavilion
- Summer drinks reception at the Edinburgh International Book Festival for Fellows, members, and other guests
- Members books on sale at Edinburgh International Book Festival
- Harper Macleod webinar on the funding landscape in the wake of the new Labour Government
- BookSource Board meeting and AGM
- Regular membership, training, and bestseller newsletters



The Publishing Scotland team and chair Kate Gibb celebrating our 50th anniversary at our summer drinks reception..

# 11 Publishing Scotland Calendar

## What we did in 2024

### 09 September

The first month of autumn saw us announce our Environmental Plan, and host AI training for publishers – a developing strand of our training programme:

- Publishing Scotland's Environmental Plan was launched and shared with members
- New Books Scotland Autumn/Winter catalogue published in print and online featuring new books by members
- Representing Scotland at the Gardners Trade Fair
- Open Book sessions on Bookbug with Scottish Book Trust, and on the Non-traditional Market with Bookspeed
- PS Board meeting
- Translation Fund round 1 awards
- Regular membership, training, and bestseller newsletters
- The Swansong Issue of BooksfromScotland was launched, looking ahead to Halloween and Christmas
- First draft of the Sales Handbook completed
- AI Principles for Publishers training event



### 10 October

The Frankfurt Book Fair is the highlight of the year for many in the publishing world:

- Members exhibited on the Scotland at Frankfurt stand at the Frankfurt Book Fair
- New Books Scotland Autumn/Winter catalogue distributed in print around Frankfurt Book Fair
- BrightRED publisher takeover newsletter from BooksfromScotland
- Four standalone BooksfromScotland features
- Open Book session with Anna Frame from the Publishers Publicity Circle
- Regular membership, training, and bestseller newsletters
- A list of 40 books was compiled for St Andrews Day to be shared via LoveReading ahead of November
- We ran our Green Book Design and Production training at the Edinburgh Climate Change Institute
- We presented at the UNESCO Cities of Literature Conference at the Scottish Storytelling Centre
- Building a Better Data Landscape training session
- Network member meeting
- Our Intro to Copyediting course ran for the second time this year
- Publisher audit meeting with Into Creative

Rosie Hilton of Saraband and Andrea Joyce of Joyce Literary Rights Agency marking our 50th anniversary at Frankfurt Book Fair.

# 12 Publishing Scotland Calendar

## What we did in 2024

# 11

## November

# 12

## December

One of the biggest book celebrations in Scotland – Book Week Scotland – took place in November, alongside Scotland’s National Book Awards:

- PS board meeting
- Book Week Scotland event: digital debut showcase
- DC Thomson publisher takeover newsletter
- Four standalone pieces of content on BooksfromScotland
- Marketing Your Editorial Business training course
- Legal headaches and how to avoid them - free training session
- Our new Programme Support Officer Amy Penrose joined us
- Publisher audit meetings with Zeta Maths and White Horse Press
- Edinburgh International Book Festival pitching day for children’s and adult programme
- Round two of the Translation Fund 24/25 is launched

Audit meetings and festive promotions rounded off the year:

- Publisher audit meetings with Sunono, Main Point Books, Knight Errant Press, and Jasami Publishing Ltd
- Finalising the Annual Report
- BooksfromScotland Advent Calendar spotlighting ten books by members
- A public training course, an in-house training course

In November Publishing Scotland members had books listed for each of Scotland’s National Book Awards.



# 13 Our Members

## Publishers and network

We welcomed a total of 9 new publisher and network members during the last year.

### Publisher members

This year's publisher membership stands at **71** with **6 new publishers** joining in this period: Halcyon Publishing, The Islands Book Trust, Main Point Books, Orkneyology Press, McNidder and Grace, and Fruitmarket Publishing..

404 Ink • Acair Ltd • Arkbound • Association for Scottish Literature • Banner of Truth Trust • Barrington Stoke • Birlinn Ltd • Black & White Publishing • Bright Red Publishing • Brown, Son & Ferguson Ltd • Canongate Books • Charco Press • Curly Tale Books • Dalen Books • DC Thomson & Co, Ltd • Edinburgh University Press • Extremis Publishing • Floris Books • Foggie Toddle Books • Forest Research • Frontline Noir • Fruitmarket Gallery Publishing • Gaelic Books Council/Comhairle nan Leabhraichean • Glasgow Museums Publishing • Golden Hare Publishing • Halcyon Publishing • Handsel Press • HarperCollins • Haunt Publishing • Historic Environment Scotland • Hodder Gibson • Into Creative • Jasami Publishing • Kitchen Press • Knight Errant Press • Leamington Books • Leckie & Leckie Ltd • Lexus • Little Door Books • Luath Press Ltd • Luna Press Publishing • Main Point Books • McNidder and Grace • Muddy Pearl • National Galleries of Scotland • NMS Enterprises Ltd – Publishing • Orkneyology • Pippin's Book • Ringwood Publishing • Royal Botanic Garden Edinburgh • Rymour Books • Sainted Media • Saraband • Scotland Street Press • Scottish Book Trust • Scottish Mountaineering Press • Scottish Text Society • Serafina Press • Society of Antiquaries of Scotland • Sparsile Books • Studies in Photography • Sunono Publishing Ltd • Swan & Horn • The Islands Book Trust • The White Horse Press • Thunderpoint Publishing • Tippermuir Books • Vagabond Voices • Waverley Books • Wild Goose Publications • Witherby Publishing Group

### Network members

The network membership reached a total of **41** with **3 new members** joining during the year: Eventispress, First Drafts Editorial, and Intuitive Editing..

Above the Treeline • Ace Inclusion Consultancy • APS Group Scotland • Association of Scottish Literary Agents • BDS • Belle Media • Bibliographic Data Services • Biblichor Book Production • Bookspeed • Booksellers Association • Donald Greig • Doric Books • Edinburgh City of Literature Trust • Edinburgh Napier University • Eventispress • FAS Editorial • First Drafts Editorial • Green Gables Editing • Intuitive Editing • Jane Cornwell's Studio • Joyce Literary Rights Agency • Lianne Walker • Lumphanan Press • Mairi Sutherland • Martins the Printers • National Library of Scotland • Nielsen BookData • Palimpsest Book Production Ltd • Portobello Literary • Prepress Projects Ltd • Raspberry Creative Type • Rowan Tree Publishing • Saltire Society • Scottish Universities Press • Sharon McTeir, Creative Publishing Services • Scottish Library & Information Council • Society of Authors in Scotland • Sorrel Packham Freelance • The Art of Music • University of Stirling • Zeta Maths

# 14 Spotlight on New Members

## New publisher members

Six new publishers joined in 2024. Between them they publish: books on football; books on the natural world through a focus on country pursuits, mountains, and science and society; works on the history of photography; and books on the arts, media and popular culture.



### Halcyon Publishing

Halcyon is a publisher of books that tell real stories about real football. They believe in celebrating the beautiful game, finding hope and inspiration between the lines and in the deeply personal relationships their writers develop with the sport over their lifetimes.



### The Islands Book Trust

Since 2003, The Islands Book Trust has published over 100 books or booklets on the history and culture (in English and Gaelic) of Scottish islands. IBT also organises events, makes broadcasts, and encourages research on island topics.



### Main Point Books

Main Point Books was established in 2023 by Jennie Renton and Madeleine Mankey as a publisher of alternative poetry. As publishing freelancers, Maddie and Jennie sought to pool their skills and expertise to bring projects that excite them to life.



### Orkneyology Press

Orkneyology Press exists to give voice to stories that deserve to be known. Their mission is to rescue and preserve some of these most worthy stories – stories which might otherwise end their days languishing in a stuffy drawer.



### Fruitmarket Publishing

Fruitmarket is a free, public space for culture in the heart of Edinburgh, providing inspiration and opportunity for artists and audiences. Their award-winning publications extend the life, reach, and impact of their exhibition and commissions, and give artists a tool to reach audiences and develop their careers.



### McNidder and Grace

Based in the Scottish Borders, they specialise in non-fiction and fiction titles for adults with a particular emphasis on popular culture.



# 15 Spotlight on New Members

## New network members

We were delighted to welcome three new network members. They include individuals and companies providing self-publishing services, proofreading, and copyediting.



### Eventispress

A publishing collective with bases in Fife and Central Bedfordshire, where each author shares their expertise to promote success. The company itself is non-profit making. Authors only pay for the services they need, (for example a professional editor or typesetter). These services may be provided in-house or bought in, in discussion with each author.



### First Drafts Editorial

A professional writer and editor specialising in Licensed, Children's and YA publishing. However, over the years they have worked on everything from academic journals to romance novels and are open to all new opportunities in writing, copy-editing, proofreading, brand development, project management, fact-checking and/or archiving.



### Intuitive Editing

A professional editor and the founder of Intuitive Editing. They work with independent authors and traditional publishers to bring clarity and to make a text as polished and professional as it deserves to be. They edit and proofread fiction and non-fiction books across a wide range of genres, from romance, fantasy, crime and YA to creative non-fiction and memoir.

# 16 Annual Conference

## Scottish Book Trade Conference 2024

Our annual conference returned as a hybrid event, well attended by delegates from across the industry.

The annual Scottish Book Trade Conference 2024 took place on 16 May at Central Hall in Edinburgh. We had a healthy delegation of 223 attendees, with a small number joining virtually.

Working in partnership with the Booksellers Association we put together a full programme for booksellers, publishers and others in the industry chaired by Jenny Brown of Jenny Brown Associates.

The programme included an opening welcome from Mr Angus Robertson MSP Cabinet Secretary for the Constitution, External Affairs and Culture, followed by an online presentation of the annual books and consumer session from Nielsen's Steve Bohme; a debate on sales including publishers, booksellers and sales agencies came before lunch, with an afternoon session focussing on the pros and cons of embracing AI in our work practices.

Publishers and booksellers then had their own bespoke sessions drilling down into sustainability and the challenges in the current retail space. The conference afternoon closed with a discussion from publishers who had spent time working as booksellers and an inspiring and humorous keynote delivered by The Hebridean Baker, author of best-selling cookbooks published by Black & White.

This event brings together a wonderful mix of people from across the industry to stimulate thought, debate and examples of best practice. We are very grateful to the generous sponsorship we received from Batch Ltd, Nielsen BookData, Ingram, Libro FM, MVB UK, Edelweiss, National Book Tokens and Bell & Bain Ltd.

We ended the day with a celebration of our 50 year anniversary with drinks, cake and giveaways.



Delegates at a session of the 2024 conference in Central Hall, Edinburgh. Photo by Sandy Young Photography.

# 17 Scottish Books International

## Part of internationalisation work

2024 saw continued interest in the Author International Travel Fund and a new overseas Crime Fiction event.

Scottish Books International's primary project, the Author International Travel Fund, continued throughout the year, supporting fifteen Scottish authors and organisations platforming Scottish authors at overseas events.

From South Africa to New Zealand to Poland and beyond, the Fund supported a range of authors and organisations platforming Scottish authors. These included K Patrick's participation in the Auckland Writers Festival, where they read to an audience of over one thousand, and Nadine Aisha Jassat's tour of South Africa, where she spoke to over 2,000 children at events in schools, school libraries, and bookshops in Cape Town, Johannesburg and Pretoria, as well as appearing on radio.

Open throughout the year, our Author International Travel Fund is available to Scottish writers who have been invited overseas to promote their work. As of September 2024, the fund has supported 62 Scottish writers or organisations platforming Scottish writers.

Throughout the end of 2024, we worked with the Scottish Government in Germany to organise the Four Nations Reading Event in Berlin, Germany. Platforming female crime fiction writers from each of the home nations, this special showcase event will include a Q&A with Prof Gesa Steadman of the Centre for British Studies and an extended networking session with industry professionals from around Germany.



Among many others, our Travel Fund has supported poet Chrys Salt's participation in the Kistrech International Poetry Festival in Kenya (top, photo by Richard Macfarlane) and author Elle McNicoll's visit to Italy for the Tutttestorie Festival (photo courtesy of the Tutttestorie Festival).

# 18 International Trade and Rights

## Book fairs and international trade mission

A welcome return to in-person attendance at the Bologna, London and Frankfurt book fairs.

### London Book Fair

London Book Fair 2024 took place at London's Olympia from 11-14 April.

Our Scotland at London collective stand welcomed the following 11 members plus Booksource:

BookSource, DC Thomson, Fraser Ross Associates, Floris Books, Luath Press, Portobello Literary, Underline Literary Agency, Moonlight Publishing, Scotland Street Press, Saraband, Waverley Books, and National Galleries of Scotland.

Publishing Scotland's Marion Sinclair, Lucy Feather and Vikki Reilly were there along with Davinder Bedi, Louise Morris and Clare Barron of BookSource. Also in the fair were Canongate, Edinburgh University Press and Jenny Brown Associates.

The three days were busy and the atmosphere was lively and collaborative. As always we held our annual Arran whisky reception, along with some Scottish gin and a cake to celebrate our 50th anniversary which was well attended by members, colleagues, former international Fellows

The sponsorship with the Isle of Arran distillery is a relationship we are very grateful for.

The London Book Fair takes place every spring. It is the global marketplace for rights negotiation and the sale and distribution of content across print, audio, TV, film and digital channels. Staged annually, the in-person event typically welcomes more than 25,000 publishing professionals to London for the week of the fair to learn, network, and kick off their year of business.

### Frankfurt Book Fair

The Frankfurt Book Fair took place at the Messe Frankfurt from 16-20 October. The Scotland at Frankfurt stand hosted the following members for the 3 key business days of the fair:

Canongate, DC Thomson Ltd, Floris Books, Moonlight Publishing, Portobello Literary, Saraband, Joyce Literary Rights Agency, Jenny Brown Associates, National Galleries Scotland.

Waverley Books / Geddes & Grosset were also at the fair.

The week was productive, less busy than London, but

steady in the work being done and the meetings held. Our drinks reception, supported again by the Arran whisky distillery added to the networking and discussion as well as offering a chance to relax with colleagues and friends, and we added in a final 50th birthday cake to enjoy with international colleagues.

The Frankfurt Book Fair (Frankfurt Buchmesse) is the world's largest trade book fair. They reported this year that over 105,000 trade visitors attended with 4,000 exhibitors from 90 countries.

### Bologna Book Fair

The Bologna Book Fair 2024 took place 8-11 March. We did not host a Scotland stand this year but were able to fund 3 of our members, Floris Books, Little Door Books and Fraser Ross to attend.



Members busy with meetings at the London Book Fair 2024.

# 19 International Trade and Rights

## Publishing Scotland International Publishing Fellowship

In 2024 we were delighted to welcome Fellows from Sweden, Finland, Mozambique, Brazil, China, France, Germany, and the US.

Our eighth International Fellowship took place from 19–25 August 2024, and we were delighted to welcome eight Publishing Fellows to Scotland for a packed programme of business meetings, author showcases, cultural visits and networking events, set against the backdrop of the Edinburgh International Book Festival.

Visiting Edinburgh, Glasgow and Inverness, highlights of the week included author showcase dinners at Jenny Brown's home in Edinburgh and Óran Mór in Glasgow, a curated tour of the Scottish National Gallery of Modern Art, and a trip to the Highlands where the cohort met Highland-based publishers and authors.

As ever, it was a joy to show this year's Fellows around our country and introduce them to the brilliant work being produced here. Our thanks go to every member who got involved over the week, and we hope the programme leads to lasting connections and new opportunities.

Publishing Scotland's International Fellowship Programme aims to encourage relationships between the international publishing community and their Scottish counterparts, and facilitate the buying and selling of rights.

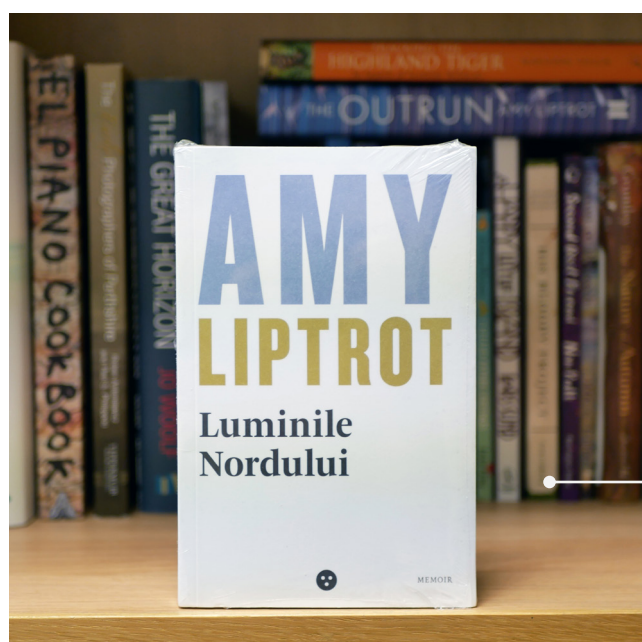


Above from left to right: Gloria Masdeu (Thinkingdom Media Group, China); Leena Balme (WSOY, Finland); Pia Printz (Lind & Co., Sweden); Maylis de Lajugie (Buchet Chastel, France); Sandra Tamele (Editoria Trinta Zero Nove, Mozambique); Renata Pettengill (Grupo Editorial Record, Brazil); Nicole Luongo (Park Row Books, USA); and Sabine Cramer (DuMont Buchverlag, Germany).

# 20 Translation Fund

## Scottish writers' words in many languages

During the last year, we distributed a total of £31,800 to 24 international publishers.



During this year we supported 24 international publishers to translate Scottish authors into their countries. Translated authors included this year were Gareth Brown, Malachy Tallack, Lisa Tuttle, Maggie Craig, Denise Mina, Tom Newlands, Daniel Aubrey, Martin MacInnes, Sarah Bernstein, Mara Menzies, Alan Bisset, Graeme Macrae Burnet, Harry Josephine Giles, Alistair Chisholm, Kapka Kassabova, Ali Smith, Andrew O'Hagan, Douglas Stuart, and Margaret McDonald.

We always have more applications than can be supported, evidence that the demand for support and the interest in Scottish writing and publishing remains strong. Our attendance at book fairs, International Fellowship Programme, and Scottish Books International outreach programme all complement the Translation Fund.

The panel endeavours to select books by contemporary Scottish authors. They prioritise underrepresented languages, as well as focussing on the market potential of the work and the prospective audience.

The Translation Fund was launched in 2015 at the Edinburgh International Book Festival. It is administered by Publishing Scotland, on behalf of Creative Scotland. Its purpose is to support publishers based outside the UK to buy rights from Scottish and UK publishers and agents by helping with the cost of translation of Scottish writers. or many applications as possible.

The Translation Panel currently comprises: Annie Rutherford (Writer, Translator, Project Manager), Kay Farrell (Acquisition Editor, W.F.Howes) and Lucy Feather (Member Services Manager, Publishing Scotland).

Pictured: Spanish translation of *Shuggie Bain* by Douglas Stuart and Romanian translation of *The Outrun* by Amy Liptrot, both supported by our Translation Fund.

# 21 Sustainability

## Supporting publishers on their sustainability journey

**Aiming to be the leader on sustainability in the Scottish publishing sector.**

We are delighted to have launched our Environmental Sustainability Plan, 2024-2028, in September. The plan was created with the needs of publishers in mind, with help from Black Skies Blue consultancy, and with detailed input from our members via the Environment and Sustainability Group and a survey.

The plan outlines the actions we will take to support our members on their green journeys, how we will work to accelerate the pace of change in the sector and what we will be doing at Publishing Scotland.

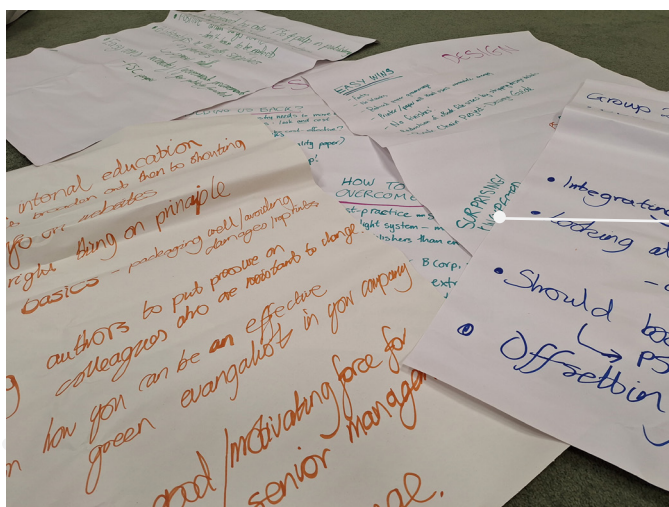
### Progress so far

We began 2024 with a Sustainability Survey of our members in January, which helped us assess where the sector is. Sustainability is important to our members, many of whom have already begun to take some steps and want to see a faster pace of change in the sector. Barriers to change include affordability, lack of time and a need

for resources. A concern is that most respondents don't have risk management plans in place for climate change.

In August 2024 our Policy Development and Training Manager Abigail McDougall attended training on carbon footprint management for small businesses, gaining tools and resources to support members. In October we hosted our first-ever Green Book Design and Production Training, led by BIC sustainability lead Simon Crump. The training was well attended by members and included a peer-led knowledge exchange on how to bring down the carbon emissions and waste caused in the production of books. We are working to signpost our members towards sustainability resources, and keeping members abreast of important green policy developments, most notably the European Union Deforestation Regulation.

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A selection of learning outcomes from the Green Book Design and Production Training.

# 22 Training Programme

## Core programme complemented by new offerings

Our new Policy Development and Training Manager Abigail McDougall expanded our training programme in 2024.

### About our training

Training is one of Publishing Scotland's core offerings and supports our strategic aim of professionalisation. We provide training on publishing and business skills and aim to equip members to respond to the changing environment. We request input via our annual survey and initial audits of new members to ensure that our training fits members' needs. We also survey the training landscape and seek out partnerships: we work closely with the CIEP, the PTC and BookMachine to give facilitate access to a wider array of training options at beneficial rates.

In 2024 we said goodbye to Training and Digital Marketing Manager Alice Piotrowska, and welcomed Policy Development and Training Manager Abigail McDougall. The new joint role recognises the increasing impact that regulatory change has on publishers, and ensures that the training programme will be shaped accordingly.

### Regulatory and Policy

Publishers are preparing for the enactment of the European Accessibility Act and the European Union Deforestation Regulation (EUDR), which will affect selling into Europe. There's also a new UK government. We have offered an Open Book session on Metadata and the EAA, and are keeping members updated on EUDR as requirements become clearer. In August we hosted a webinar with Harper Macleod on the changed funding landscape following the election.

### Editorial

Our Copy-editing and Proofreading courses remain the mainstay of our editorial training, continue to run online and provide an excellent yet affordable baseline level of training for members and the broader public. Participants consistently say that the training being live and interactive is a particular strength.

### Business and legal

Our Harper Macleod webinars provide accessible, bite-sized business advice for free. Topics have included Running a Modern Publishing Business, Trading Overseas, Open Access and a session on Key Contracts, all of which were well attended.

### Trade and marketing

In 2023 and 2024 we have increased our focus on marketing as a skill, offering a course on Digital Marketing for Publishing Professionals which we ran twice to meet the demand. An Open Book session on Shimmr, an AI-powered marketing tool for publishers, complemented this offering. The bulk of our sales, marketing and publicity training is offered under Open Book – see page

### In-person workshops

While most of our training remains online to make it as accessible and low-carbon as possible, we have piloted hosting some training in person in 2024, where in-depth, workshop-style engagement is called for. We hosted Devising AI Principles for your Publishing Business in partnership with the Edinburgh Futures Institute and with expert Dr Caterina Moruzzi, and the Green Book Design and Production Training with BIC green lead Simon Crump, in partnership with the Edinburgh Climate Change Institute. Both were well attended and received positive feedback from members

### Training Committee

- Ann Crawford (Chair), National Galleries of Scotland
- Susan Pacitti, Glasgow Museums Publishing
- Caroline Gorham, Canongate Books
- Gillian Macrosson, Witherbys
- Elaine Reid, Floris Books
- Abigail McDougall, Publishing Scotland
- Marion Sinclair, Publishing Scotland



# 24 Trade and Marketing

## Open Book and 50th anniversary promotions

During the last year, we hosted six Open Book sessions and produced two print and interactive catalogues.

### Open Book

Open Book sessions continued online and in hybrid sessions in 2023. Open Book sessions are where we introduce trade, marketing and publicity personnel and organisations to the membership through presentation, pitching, discussion and networking. Since our last report, we have held: pitching sessions for the Borders and Wigtown book festivals, the Aye Write Book Festival before it was cancelled, and our annual pitching sessions for the Edinburgh International Book Festival programme for 2025. Continuing our audiobook focus we hosted both WF Howes and Sounded to talk about their audiobook sales models, Shimmr about their AI promotional services, Editeur to talk about how the forthcoming EAA (European Accessibility Act) impacts metadata, and Anna Frame in her role as Chair of the PPC (Publishers' Publicity Circle) on the benefits of joining the PPC and tips on generating publicity.

### Trade Liaison

As part of our 50th anniversary celebrations, we organised an online promotion with Bookshop.org on 50 books for 50 years. This promotion was replicated by Waterstones during the Edinburgh International Book Festival.

Our rights-focused New Books Scotland catalogue appeared twice this year at the key international book fairs: London Book Fair and Frankfurt Book Fair. We distributed the print catalogues from our stand at both fairs, and they were eagerly taken by visitors to the Publishing Scotland stand. The Spring/Summer edition was also distributed in the bookshop at this year's Edinburgh International Book Festival and Gardners Trade Fair.



Published both online and in print, the autumn edition of New Books Scotland travelled with us to the Frankfurt Book Fair in October. All our catalogues can be accessed online via Our Publications page on the Publishing Scotland website.

# 25 Trade and Marketing

## Meet the Buyers, trade events, and the Trade and Marketing Committee

Prioritising face-to-face connections between publishers and buyers.

### Trade Fair Afternoon at the conference

This year, we extended our annual conference to take place over one and a half days to include a half day Trade Fair afternoon where our members had stands promoting their work, and pitched future books to attending booksellers. We also began the event with a speech and signing opportunity from Graeme Macrae Burnet for his latest novel A Case of Matricide. This afternoon provided a brilliant networking experience for our publishers and booksellers with both giving rave reviews for this addition to our conference programme.

### Meet the Buyers Session

This year, our focus for library outreach was with library suppliers Askews and Browns, and, for the tourist market, with the buyers at Historic Environment Scotland. The aim of these sessions was not only to introduce relevant books to the buyers but for these organisations to get to know our members too, their character, their ethos, their approach to publishing. Again, these face to face networking opportunities were much appreciated by our membership.

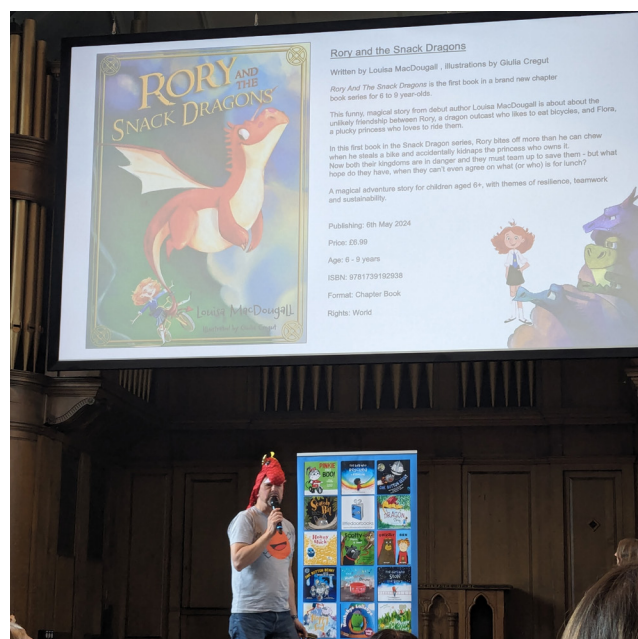
### Gardners Trade Fair

Once more, we took a stand alongside other publishers and sales teams from the UK, and gave a presentation at the conference on upcoming key Spring 2025 titles. We met booksellers from across the country, giving away samples of books published by our members as well as sharing information on the range of books published here. As ever, it was great to connect with booksellers who continue to show interest in the publishing coming out of Scotland. This was our third time attending the fair and conference, and Publishing Scotland are now an expected and sought-after presence!

### Trade and Marketing Committee

The Trade and Marketing Committee is our main forum for discussion and future planning in these areas of business. The members of the Trade and Marketing Committee are:

- Sara Hunt (Saraband)
- Gavin MacDougall (Luath Press)
- Harley Griffiths (HarperCollins)
- Nadine Luchsinger (Canongate Books)
- Eilidh MacDougall (Edinburgh University Press)
- Suzanne Kennedy (Floris Books)
- Vikki Reilly (Publishing Scotland)



Alan Windram of Little Door Books pitches to booksellers at our half-day trade fair.

# 26 Festivals and Events

## Publishing Scotland's 50th anniversary

In 2024, Publishing Scotland turned 50 years old, and we celebrated throughout the year to mark this milestone.

### Anniversary Exhibition

In honour of Publishing Scotland turning 50 years old, our former Training and Digital Marketing Manager Alice Piotrowska put together a digital exhibition on the history of Publishing Scotland, highlighting some of the milestones and major moments which have shaped the organisation over the last half-century. To do this, she drew upon the research she undertook while completing her PhD on the history of the Scottish Book Trade from 1970-2020,

Throughout the year we have joined our members and wider industry professionals in celebrating our 50th anniversary. Our thanks to everyone who has supported us along the journey - here's to 50 more!



We celebrated with friends and colleagues across book fairs, our annual conference, and our summer drinks reception at the Edinburgh International Book Festival.

# 27 Festivals and Events

## Edinburgh International Book Festival 2024

The world's largest book festival is greatly important to Scottish publishers and writers.



A display of books supported by our Translation Fund at the Global Ink industry day at Edinburgh International Book Festival.

### Edinburgh International Book Festival

The Edinburgh International Book Festival takes place every August and for the first time in 2024 took place at their new site, the Edinburgh Futures Institute.

Each year the festival presents a Business of Books strand with a focus on the industry. We support them and discuss speakers and themes for these events. This year the focus was on international markets and work in translation. We provided the event with examples of Scottish authors and international publishers who had received funding from our Translation Fund in order for them to create a display of books. This Translation Pavilion was set up during their Global Ink Industry Day, and we were able to meet and discuss Scotland's international reach with delegates from across the industry.



Marion Sinclair reflects upon fifty years of Publishing Scotland at our annual summer drinks reception.

### Summer Drinks Reception

The Publishing Scotland summer drinks reception for members and Fellows took place at the Edinburgh Futures Institute Lounge and was well attended. We celebrated our 50th with a cake and fun Instagram frames for those in attendance to use while taking photos.

# 28 Festivals and Events

## External Liaison

In 2024, members of the Publishing Scotland team spoke at events across the country.

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External liaison and networking remain crucial in our sector, particularly promoting publishing as a career choice and Publishing Scotland as a key literary organisation.

This year Vikki Reilly was a panellist at University of Edinburgh's Creative Writing conference as part of a panel discussion on careers in literature, alongside Jenny Niven (EIBF), Professor James Annesley (University of Newcastle) and Laura Jones (404 Ink/Creative Freelancer).

Marion Sinclair, Patrick Jamieson and Abigail MacDougall were all guests at the Napier Publisher Showcase to hear presentations and visit the exhibition on the publishing student's book projects.

Vikki was also a guest on the Stirling University Publishing course's podcast, and visited the campus twice to speak directly to the students.

Patrick also spoke to the students at the University of the Highlands and Islands.

In October, Vikki and Patrick participated in the UNESCO's Edinburgh City of Literature 20th anniversary conference. Both also presented to students from Portland University as part of the IFSA (Institute for Study Abroad) which visits Edinburgh and the Publishing Scotland offices each year.

# 29 Member Highlights

## Scotland's National Book Awards 2024 and British Book Awards 2024

Our member publishers enjoyed another successful year, receiving multiple awards and shortlistings.

### Scotland's National Book Awards 2024

These annual awards are organised by the Saltire Society for the best Scottish books of the year. Publishing Scotland members published winning books in two categories. *Night Train To Odesa: Covering the Human Cost of Russia's War* by Jen Stout (**Polygon**) won the First Book of the Year Award, and *What Doesn't Kill Us* by Ajay Close (**Saraband**) won the Fiction Book of the Year Award.

Elsewhere, books published by Publishing Scotland members were shortlisted in all but one of the categories. *Lost People* by Margaret Elphinstone (**Wild Goose**) for Fiction Book of the Year; *Already, Too Late* by Carl MacDougall (**Luath Press**) and *O Brother* by John Niven (**Canongate Books**) for Non-Fiction Book of the Year; *Fragile Animals* by Genevieve Jagger (**404 Ink**) for First Book of the Year; and *Somhairle MacGill-Eathain na Bhriathran Fhèin le Mairi Sine Chaimbeul, Jo NicDhòmhnaill & Iseabail NicGill-Eain* (**Acair**), *The Afterlife of Mary, Queen of Scots* by Steven J. Reid (**Edinburgh University Press**), and *Salt: Scotland's Newest Oldest Industry*, eds. Christopher A. Whatley, Joanna Hambly (**Birlinn**) for the Research Book of the Year Award.

### British Book Awards 2024: Small Press of the Year

Seven Publishing Scotland members were shortlisted for the British Book Awards Small Press of the Year Award for Scotland, with **404 Ink** being named the overall winner. Scotland Street Press was highly commended.

The full shortlist was:

- 404 Ink (WINNER)
- Charco Press
- 3Times Rebel
- Rymour Books
- Little Door Books
- Scotland Street Press (HIGHLY COMMENDED)
- The Wee Book Company

Member **Saraband** was also shortlisted in the North England category.

### British Book Awards 2024: Publisher Awards

**Anna Frame (Canongate)** was shortlisted for Publicity Campaign of the Year for her work on Rick Rubin's *The Creative Act*.



Jen Stout receives the First Book of the Year Award.

# 30 Member Highlights

## Company and people news and awards

Our members celebrated innovations, anniversaries, and record-breaking turnovers, and won grants and awards for their books and other achievements.



### Charco Press

Charco Press were awarded a PEN Translates Award for *This Mouth Is Mine* by Yásnaya Elena A. Gil, translated from the Spanish and Mixe by Ellen Jones. In November, it was also announced that a film adaptation of *Die, My Love*, published in 2017 and longlisted for the International Man Booker Prize, would be released in 2025. The film will be directed by Lynne Ramsay and star Robert Pattinson and Jennifer Lawrence.



### Canongate Books

Canongate Books became the first UK trade publisher to achieve B Corp Certification.



### Edinburgh University Press

Edinburgh University Press launched their new internship which has been developed with the purpose of widening participation in the publishing industry.



### Floris Books

Floris Books celebrated the 20th anniversary of the Kelpies Prize for Writing and announced the 2024 winner at a unique award ceremony at the Scottish Poetry Library on 16th August. The award was presented by first ever Kelpies Prize winner Mike Nicholson and Gill Arbutnott, who was one of our first new authors to be published under the Kelpies imprint.



### Saraband

Saraband celebrated 30 years of publishing books, including Booker shortlistees and Saltire winners.



### Black & White

Black & White underwent a staff restructure which saw Co-Founder Campbell Brown leave the company after 25 years. Ali McBride will continue as Director.



### BookSource

BookSource was awarded ISO 14001:2015 certification, the internationally recognised standard for environmental management systems (EMS).



### Scots Language Publication Grants

Five member publishers received grants in 2024: Tippermuir Books for the audiobook of *Who's Aldo?* by Colin Burnett, narrated by Patrick Wallace; Itchy Coos / Black & White Publishing Ltd for *Classic Scots Poems and Sangs for Bairns* by various authors, edited by Matthew Fitt and James Robertson; Doric Books for *Horsepower* by Aaron Gale; Rymour Books for *This Is What You Get* by Ian McLachlan; and Leamington Books for *The Tale o How Evan Evans Scrapped wi Evan Nicholls* by Jo Higgs and *Tendencies* by Richard Munro.



# 31 Member Highlights

## Company and people news and awards

Both well-established individual members and those just a few years into their careers were recognised for their contributions to the industry.



**Jenny Brown** (Founder, Jenny Brown Associates) received recognition in the King's Birthday Honours List, given an OBE for services to literature. Also recognised were Richard Charkin, Di Speirs, Nicholas Poole, and authors Monica Ali, Joseph Coelho, Jamila Gavin and Niall Ferguson.



**Helena Gonda**, a Senior Commissioning Editor at Canongate Books, was promoted to the role of Editorial Director.



**Alex Sage** (HarperCollins), **Caro Clarke** (Portobello Literary) and **Rachel Morrell** (Black & White) were named as Rising Stars in *The Bookseller's* list of 2022.



**Daniel Miele** (Edinburgh University Press) won The Ola Gotkowska Young Independent Publisher Award at the 2024 IPG Awards.

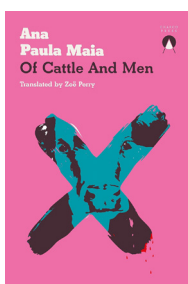


**Abigail McDougall** (Policy Development and Training Manager at Publishing Scotland), was shortlisted for the Future Leader of the Year Award at the 2024 FutureBook Awards.

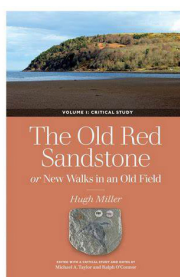
# 32 Member Highlights

## Books

Members' books won or were listed for awards local and international, new and established, in a wide range of categories.



*Of Cattle and Men* by Ana Paula Maia (translated by Zoe Perry) won the 2024 Republic of Consciousness Prize.



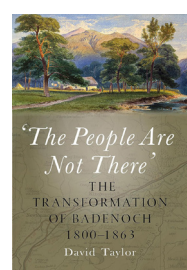
*The Old Red Sandstone: or New Walks in an Old Field* by Hugh Miller won the Research Book of the Year Award at the National Book Awards 2024.



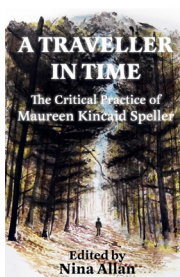
*New Skin for the Old Ceremony* by Arun Sood won the 2024 Kavya Prize.



*Far na Slighe* by Shelagh Campbell won the Highland Society of London Prize for Best Fiction Book at the 2024 Gaelic Literature Awards.



*'The People Are Not There': The Transformation of Badenoch 1800-1863* by David Taylor won the History Book of the Year Award at the National Book Awards 2023.



*A Traveller in Time: The Critical Practice of Maureen Kincaid Speller* edited by Nina Allan won the Best Non-Fiction Prize at the 2024 British Science Fiction Awards.

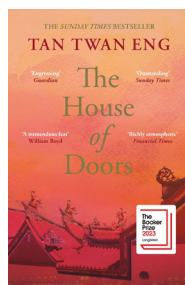
# 33 Member Highlights

## Books

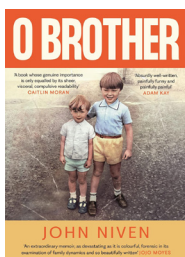
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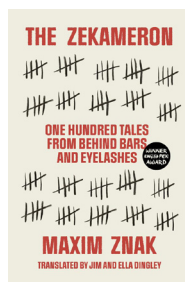
*Tigear an Iomagain* translated by Morag Stewart (Acair) won the Best Book for Children/Young People Award at the 2024 Gaelic Literature Awards.



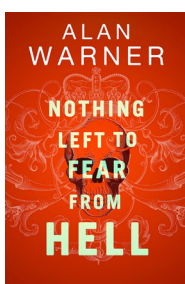
*The House of Doors* by Tan Twan Eng (Canongate) was longlisted for the Booker Prize and Walter Scott Prize for Historical Fiction.



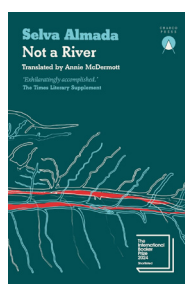
*O Brother* by John Niven (Canongate) was shortlisted for the 2023-24 Gordon Burn Prize.



*The Zekameron* by Maxim Znak (Scotland Street Press) was shortlisted for the 2024 Republic of Consciousness Prize.



*Nothing Left to Fear From Hell* by Alan Warner (Polygon) was shortlisted for the Winston Graham Historical Prize and for the 2023 Highland Book Prize.

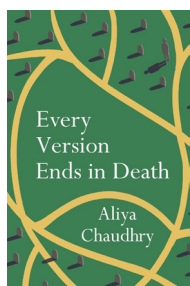


*Not a River* by Selva Almada and translated by Annie McDermott (Charco Press) was shortlisted for the 2024 International Booker Prize.

# 34 Member Highlights

## Books

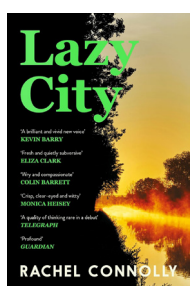
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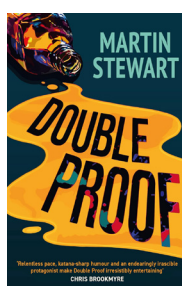
*Every Version Ends in Death* by Aliya Chaudhry (Haunt Publishing) was shortlisted for The Shirley Jackson Award in the novel category.



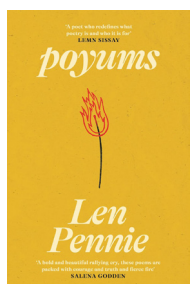
*Columba's Bones* by David Greig (Polygon) was shortlisted for the 2023 Highland Book Prize



*Lazy City* by Rachel Connolly (Canongate) was shortlisted for the 2024 Betty Trask Award.



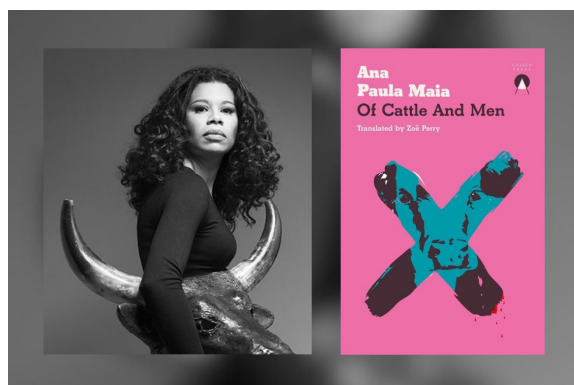
*Double Proof* by Martin Stewart was shortlisted for the 2024 Bloody Scotland Debut Prize.



*Poyums* by Len Pennie was nominated for Scots Book of the Year at the 2024 Scots Language Awards



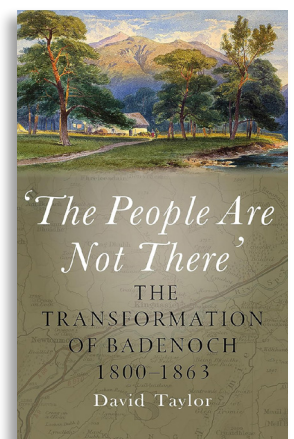
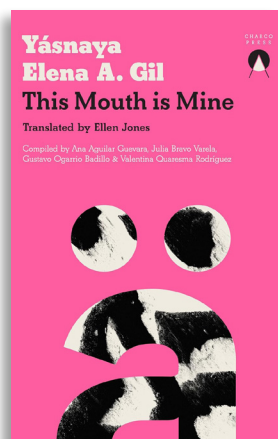
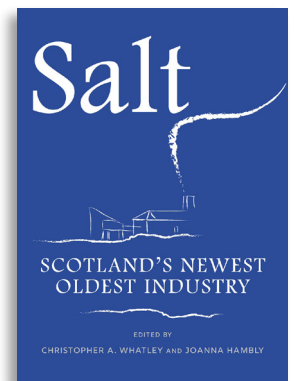
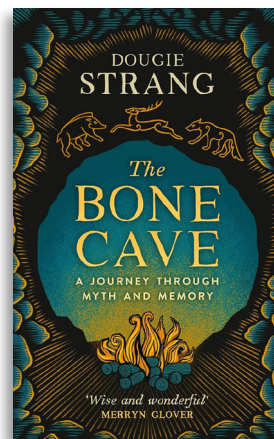
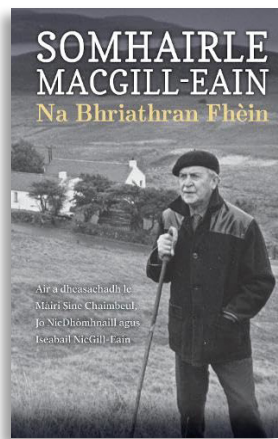
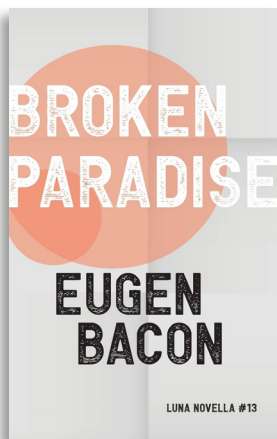
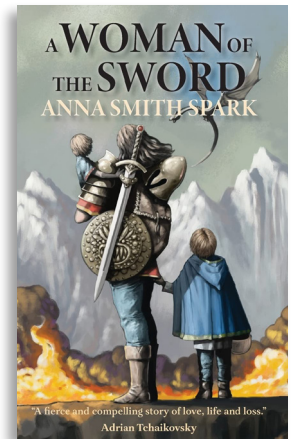
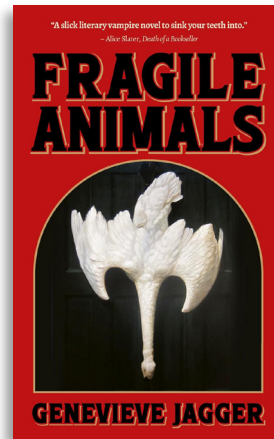
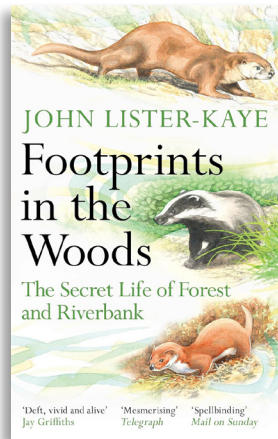
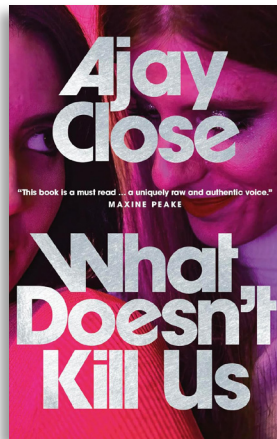
*Whit if?* by Hugh McMillan was nominated for Scots Book of the Year at the 2024 Scots Language Awards.



Judges of the 2024 Republic of Consciousness Prize described winner *Of Cattle and Men* as a 'short, perfectly conceived and executed, gut-punch of a novel.'

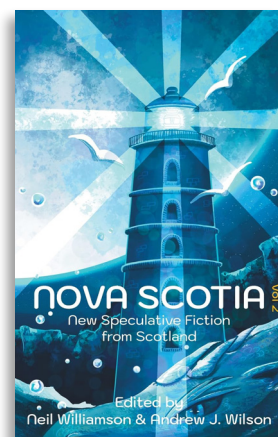
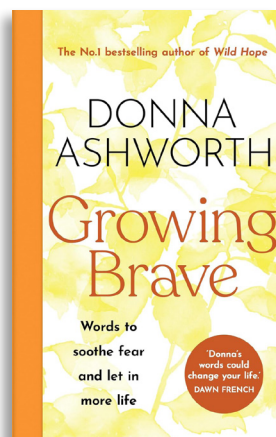
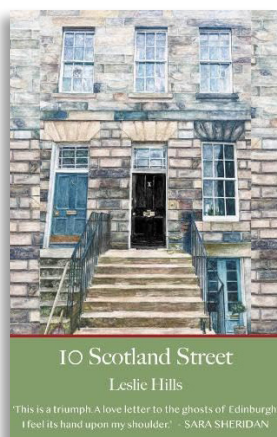
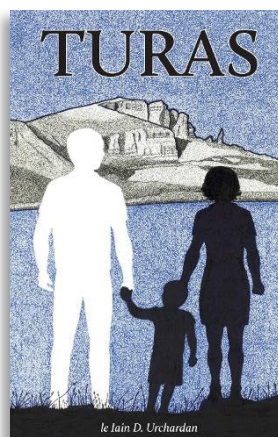
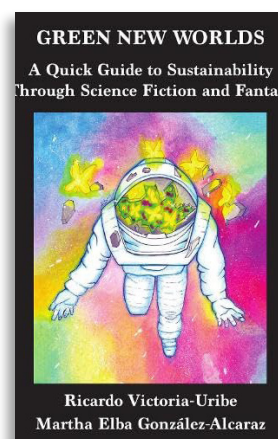
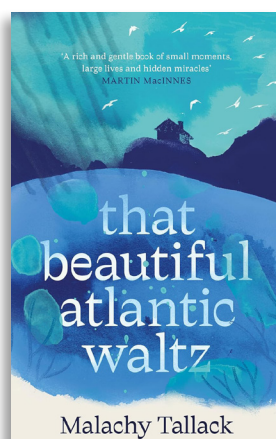
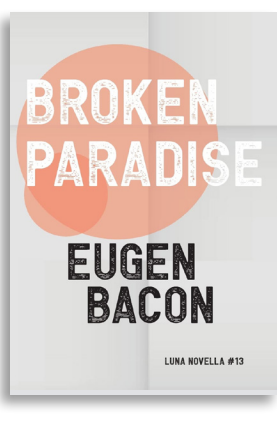
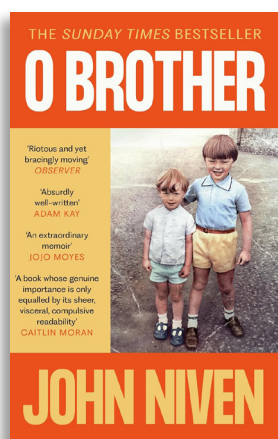
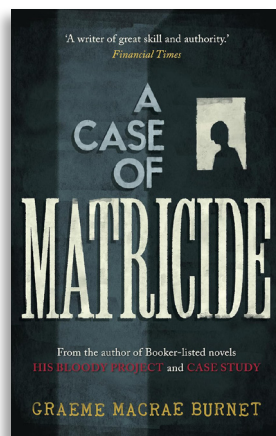
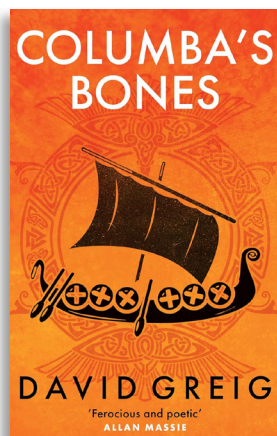
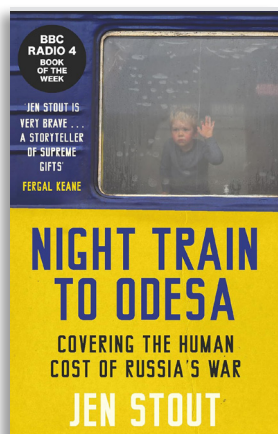
# 35 Member Highlights

## Books



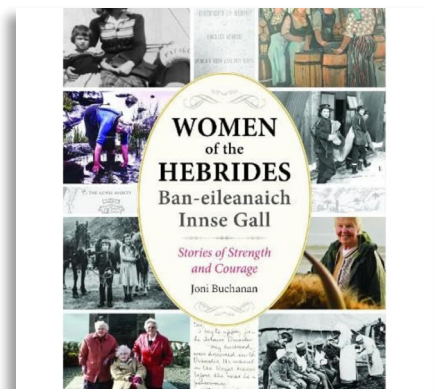
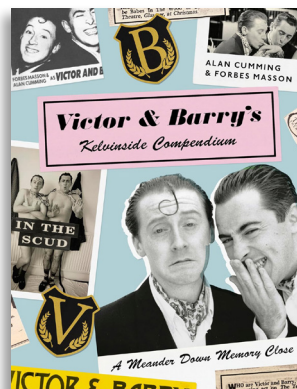
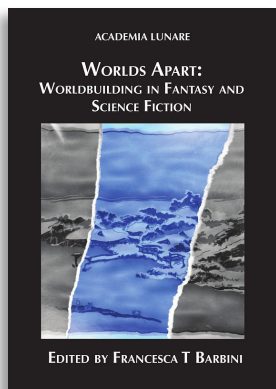
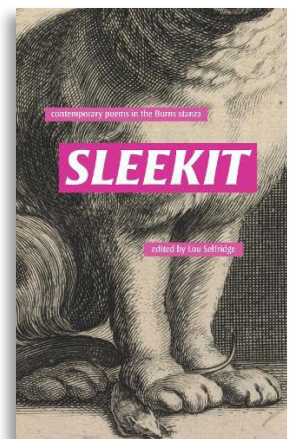
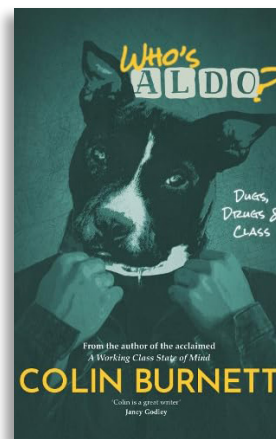
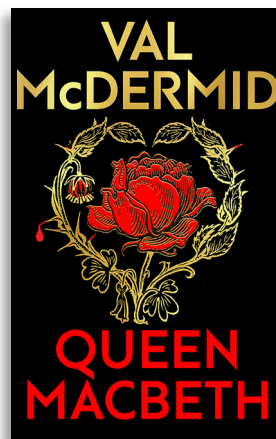
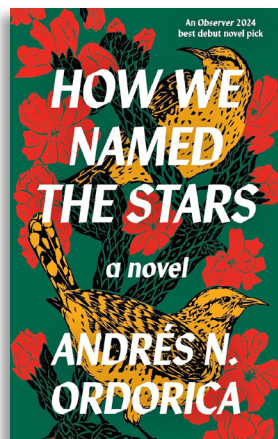
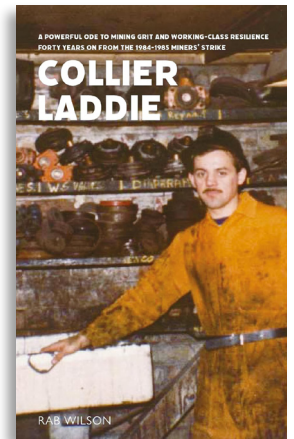
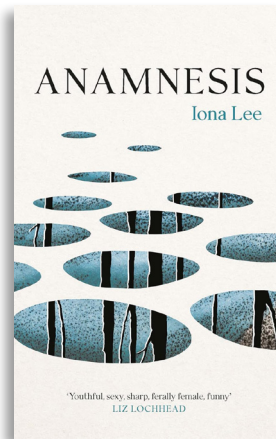
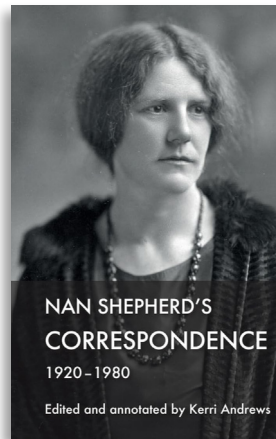
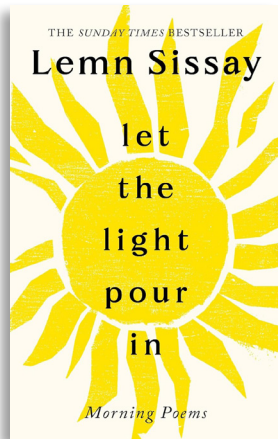
# 36 Member Highlights

## Books



# 37 Member Highlights

## Books



# 38 BooksfromScotland.com

## The best of Scottish books

The largest available collection of this kind, our BooksfromScotland.com platform champions the best of Scottish books.

BooksfromScotland.com is our prime marketing tool for showcasing Scottish-interest books. Now in its twentieth year, it remains a vital part of our work, highlighting not only the work of members and their individual titles, but that of the wider network of writers, organisations, and freelance workers.

The curated selection focuses on Scottish fiction, non-fiction, poetry and children's titles, from classics to contemporary Scottish writing, with reviews, interviews and other features, supporting publishers and authors to find new audiences.

Social media numbers continue to grow: X (Twitter) is our largest social media outlet, and despite the number of overall UK users of this platform dropping, our follower numbers have not dipped. Facebook follower numbers experience slow growth, but Instagram numbers are up across the industry as a whole.

In 2024 we featured 98 books across our issues and standalone features, with a move to weekly content and bigger issues allowing us to platform more of the work coming out of Scotland.



Swansong was our final issue of the year, spotlighting the best Scottish books to be published over the festive months.



# 39 BookSource

## Scotland's book distributor – making business happen

Davinder Bedi reports on the past year at BookSource, book distributor majority owned by Publishing Scotland.

Majority owned by Publishing Scotland, our job as Scotland's book distributor has been to provide a route to market for over 190 publishers and I am proud to say that we have done it well. We service most of the publishing sector in Scotland, as well as a number of independent publishers throughout the UK, by offering the warehousing, ordering and supply infrastructures, and cash collection services that publishers need to do business. We continue to be an integral part of the publishing toolbox.

2023 was a challenging year for BookSource. Not because business was poor, quite the contrary, but rather because our end of the industry is in a state of flux. Fallout from PRH's decision to close Grantham continues to cause ripples throughout the sector, and recent news of the unwinding of the United Independent Distributors group (Marston et al) makes it abundantly clear that there is now a lack of distribution capacity in our industry. This, coupled with ever increasing costs of inputs, raises significant questions over the ability of independent publishers to find suitable and affordable homes for their lists.

I am delighted to say, however, that BookSource continues to champion Independent Publishing. Having taken on numerous new contracts over the past 12 months we are in a strong position to help publishers mitigate costs by offering secure, stable and viable distribution to all sectors of the market. Our ongoing program of renewing our financial arrangements with publishers ensures that we remain profitable and that we continue to make a positive contribution to the Group financial statements. Our balance sheet and cash position are strong, ensuring security and stability for the business, and for the Scottish publishing industry.

Our Board's strategic agenda is dominated by capacity issues and we are committed to the challenge of creating new space whilst remaining risk-averse given our ownership. It is clear that our business must continue to grow to ensure that our core Scottish publishers continue to enjoy stable and affordable distribution to the market.

Our sustainability and Fair Work agendas remain at the forefront of what we do. Earlier this year we achieved ISO14004 accreditation (Environmental Management Systems) and we were recently nominated as a green Champion in the Glasgow Business Awards. We are proud to retain our Living Wage status for another year, and we are set to make imminent appointments which strengthen the management team.

As always, we rely on the skills, experience, expertise and goodwill of our staff and, once again, every person at BookSource has gone above and beyond expectation this past year. The wheels have kept turning - orders have been keyed, books have been dispatched and cash has been collected, and for this they have our deepest and sincerest gratitude.

We are also grateful for the continued and unwavering support of Publishing Scotland, its Board, its staff and its membership, which help to keep us relevant in a constantly changing landscape, and indeed integral to the successes of our clients' businesses.

**Davinder Bedi / Managing Director, BookSource**

**BookSource is Scotland's book distributor. Majority owned by Publishing Scotland, BookSource is based in Cambuslang, Glasgow, where our job is to provide the route to market for over 120 publishers. We service most of the publishing sector in Scotland by offering the warehousing, ordering and supply infrastructures, and cash collection services, that professional publishers need to do business.**

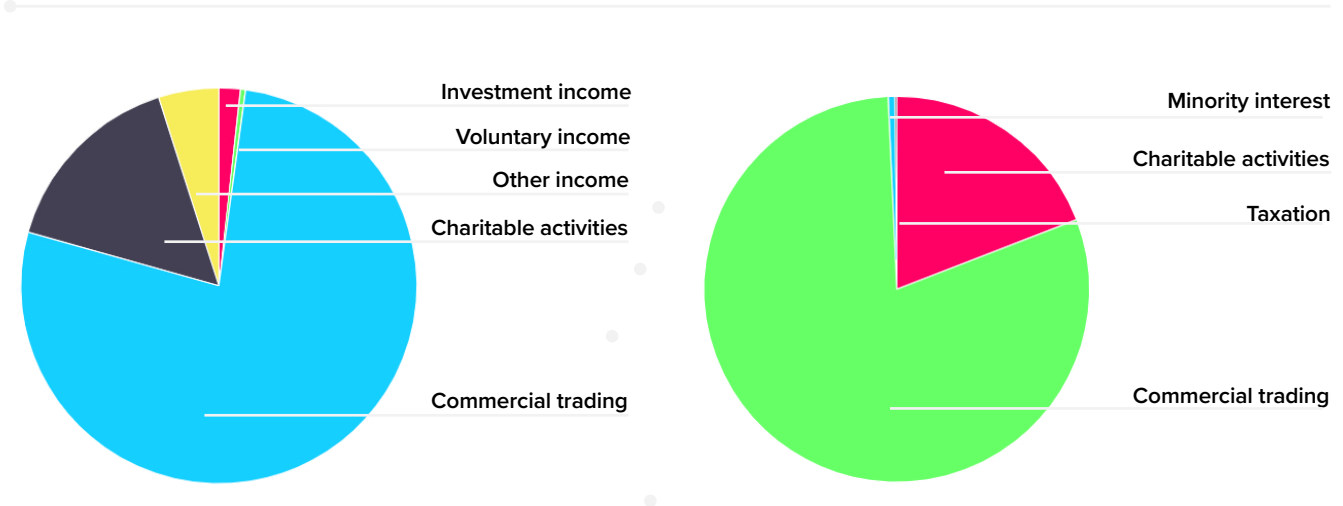
**The markets we service include Amazon, Waterstones, online customers, wholesalers, Visit Scotland and other tourist outlets, Edinburgh Book Festival and overseas distributors, as well as the book chains and a vast number of independent book shops and non-book retailers.**

**A key part of our offer to publishers is the range of ancillary services we perform which makes it possible to sell books. For example, our bibliographic data service, DataSource, allows our clients to store all their title information in one place while we send it to a variety of data aggregators and customers, such as Nielsen, Gardners, publishers' own websites etc, in a number of formats.**

# 40 Financial Year 2023/2024

## Consolidated group accounts

Publishing Scotland is a company limited by guarantee, no. SC317586 and a registered charity no. SC009404. The figures are from the consolidated group accounts which includes BookSource, the subsidiary trading company.



### Incoming resources

Voluntary income	£46,395
Investment income	£10,615
Commercial trading	£2,038,776
Charitable activities	£415,077
Other income	£130,000
<b>Total Income</b>	<b>£2,640,863</b>

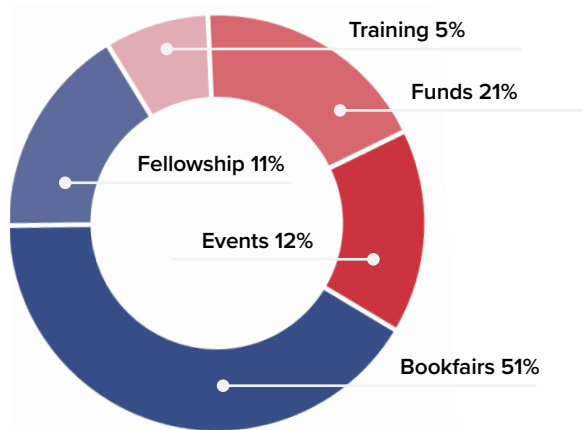
2023/24

### Resources expended

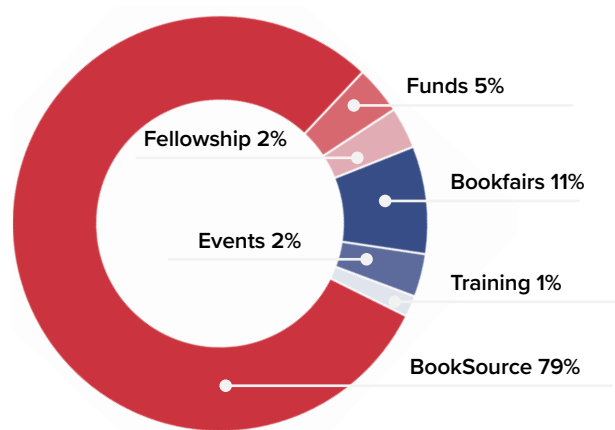
Charitable activities	£505,644
Commercial trading	£2,118,627
Taxation	£14,373
Minority interest	£4,329
<b>Total Expenditure</b>	<b>£2,624,418</b>
<b>Balance</b>	<b>£-2,110</b>

2023/24

### PS charitable activities



### Group expenditure



# 41 Contact Us

## Connecting with Publishing Scotland

### Events and Social Media

We attend the London and Frankfurt Book Fairs, the Edinburgh International Book Festival, and other trade and industry events. You can also follow us on Twitter, like us on Facebook, join our LinkedIn group, and sign up for our BooksfromScotland and SBI newsletters.



Since we started tweeting about all things publishing we've gained more than 27,000 followers on @PublishScotland, @scottishbooks and @ScotBooksInt.



We've been part of the Facebook community since 2010. Befriend us at **Publishing Scotland**.



**Book Publishing in Scotland** is a networking area for people and organisations working in the book publishing industry in Scotland. We also have a LinkedIn company page.

### Scott House

When we are not working from home, the Publishing Scotland team is based at this very central location between Waverley Station and St Andrew Square in Edinburgh.



#### Scott House

10 South St Andrew Street  
Edinburgh EH2 2AZ

**T:** 0131 228 6866

**E:** [enquiries@publishingscotland.org](mailto:enquiries@publishingscotland.org)

**W:** [www.publishingscotland.org](http://www.publishingscotland.org)

### Websites

Our three websites have a wealth of information on Scottish publishing, books and the Scottish literary world:

- [www.publishingscotland.org](http://www.publishingscotland.org) is the first place to look for information about publishing and publishers in Scotland
- [www.booksfromscotland.com](http://www.booksfromscotland.com) website is a comprehensive e-portal for Scottish books
- [www.scottishbooksinternational.org](http://www.scottishbooksinternational.org) website is dedicated to the international promotion of Scottish books, writers, festivals and organisations

### Acknowledgements

The Publishing Scotland Annual Report was designed by Alice Piotrowska and Patrick Jamieson.

We have credited the use of images where they appear. If we have missed anything, get in touch and we will be happy to correct.