

**MINUTES OF THE MEETING OF BISAC
(BOOK INDUSTRY STANDARDS AND COMMUNICATIONS)
JANUARY 21, 2005**

Chair Wendell Lotz called the meeting to order at 9:33, A.M. and asked attendees to identify themselves (see Attachment 1).

A motion was made to approve the minutes of the BISAC meeting of November 19, 2004 as distributed. Chris Demyanovich made one correction—on page 4 in the Machine Readable Coding report, the dates on which Chris stated that Random House would have Bookland EANs on the covers of its children's and adult books refer only to front list titles. The motion to approve the minutes as amended was seconded and passed unanimously.

Executive Director Jeff Abraham introduced two new members of the BISAC "family": Angela Bole, BISG's new Marketing and Communications manager, and Chris Demyanovich's five-week old daughter, Eva (who did not actually attend the meeting). Wendell then asked Jeff to give the Executive Director's Report.

REPORT OF THE EXECUTIVE DIRECTOR. JEFF ABRAHAM:

Jeff noted that on the previous day, January 20th, there had been six BISAC or BISG meetings (the BISG Board of Directors, the Metadata Committee, the Subject Codes Committee, the Internet Commerce Committee, the BISG Research Committee's group working on their study of the used book market, and a BISAC open meeting to review drafts of the various X12 Transaction Sets in Version 4010). Approximately seventy-five people attended one or more of these meetings.

The Board of Directors approved the formation of a new BISG Committee, the Manufacturing Executives Interest Group, which will focus on a high-level review of publisher/ manufacturer business (rather than publisher/manufacturer standards). Josh Wright, Vice President of Publishing Operations at Random House will chair the MEIG, which plans to look at best practices and, perhaps down the road, CPFR (Collaborative Planning, Forecasting, and Replenishment).

The BISG survey sent to over 86,000 active U.S. publishers has been completed, with over 3,200 responses received as of December 1, 2004. Of those, approximately 2,400 had revenues from book publishing and approximately 2,200 reported what those revenues were. Jeff expects to make statistically reliable projections based on this data in the near future. One result the survey turned up was the number of previously under-recognized and/or under-counted publishers with revenues in the range of \$1 million to \$50 million. This group seems to be generating much more revenue and to have a much larger share of the market than had been previously believed. The survey has also turned up a number of channels which had not been previously enumerated such as direct-to-consumer sales, foreign markets, and organizations whose primary function is not publishing (such as toy manufacturers who may publish books but are not counted as publishers by the US Census Bureau).

The Board of Directors endorsed a road map presented to them by Tom Clarkson which illustrates the various identifiers used in the book industry and their different functions. Tom discussed this further as part of the Machine Readable Coding report below.

Jeff has been working with Brian Green to develop a document which would formalize the ongoing and highly productive working relationship between BISAC and BIC/EDItEUR. Once this document is finalized, it will be publicized. Jeff anticipates drawing up similar agreements with other groups with which BISG / BISAC interacts.

Jeff mentioned work being done to develop new methods of distribution for the BISAC Subject Codes which would maintain access for small publishers while formalizing a process for those publishers

who want to integrate the entire code set into their systems. Wendell commented further on this below in the Subject Codes Committee report.

Jeff also reported that Tom Clarkson had made a suggestion to restructure the times of the meetings of BISAC and its committees and the BISG Board of Directors to try to reduce the time lag between BISAC submissions to the Board, the Board's responses, and BISAC's acting on those responses. The sense of the meeting seemed to be that Tom's general idea of spacing the two meetings farther apart, rather than having the Board meet the day before BISAC, had definite merit. Jeff will pursue this matter and the actual dates further.

Wendell noted that the PI (**P**ublication **I**dentification) documents had been up on the BISG web site since November 20th. Little tweaks have been made to a few of the documents, but, with the exception of the retail document, it is not expected that there will be any more, at least under the site's present configuration. Wendell asked if any attendees had comments on any of the documents, but there were none. He noted that there had been a substantial increase in traffic on the BISG site which is being attributed to the presence of the PI information. Tom Clarkson noted that a question had been raised at the last meeting of the Machine Readable Coding Committee about the lack of rules as to when various steps in the conversion to ISBN-13 should take place. Tom's response was to cite the Timelines document approved at the BISG annual meeting in September. This document is available in both HTML and PDF formats on the BISG site and can be downloaded, printed and distributed to colleagues who have questions about timing issues. Jeff reported that the office had been getting more and more questions about ISBN-13 and that he wanted to find someone within the membership with greater expertise than the office staff who could provide more informative.

Further discussion of the ISBN-13 issue ensued. David Williamson of the Library of Congress reported that he had overstated the number of submissions including ISBN-13 in November to the Library's CIP (**C**ataloging **I**n **P**ublication) program—only eighty-seven were received in November, with a total of four hundred received by the end of December, ten percent of those being for already published titles. LC will promote ISBN-13 with converters and pointers to the BISG PI site on their CIP and PCN (**P**re-assigned **C**ontrol **N**umber) sites, the latter of which provides publishers with only the LCCN (**L**ibrary of **C**ongress **C**ontrol **N**umber). Albert Simmonds noted that BISAC planned to have a link to Bowker's conversion utility, which they previously said they would have up on their web site in January, 2005. Doug Minett reported that hyphenation rules for the ISBN-13 would be made available on the ISBN International web site, but that there is not yet a formal arrangement as to how that is to take place. The new ISBN Manual (but not the standard itself) will also be posted on that site, but both items are being delayed while the details on the registration authority for the standard are worked out. However, Doug wanted to make it clear that, in order to convert existing ISBN-10s to ISBN-13s, one should keep the existing hyphenation and simply add "978" followed by a hyphen to the beginning of the number (while recalculating the check digit).

Wendell then called for reports from the Committee Chairs:

IDENTIFIERS COMMITTEE: CHAIR ALBERT SIMMONDS:

Albert reported that the publication of the revised ISBN standard as well as the ISBN Manual were both scheduled to occur in the current month. While the Manual is available for free, the standard itself is a copyrighted document which must be purchased, and Albert suggested that the BISG office purchase a copy for reference purposes. Albert also noted that there had been a proposal in the Metadata Committee to hold a publisher workshop on ISBN-13 with publisher representatives from MRC and ICC also participating.

INTERNET COMMERCE COMMITTEE: CHAIR ERIC THRONDSO:

Eric was unable to attend because of illness but e-mailed his report to Wendell, who read it to attendees. Eric gave the keynote on ISBN-13 at the Panel Forum sponsored by the Publishers, Vendors, and Libraries Relations Committee of ALCTS (Association for Library Collections and Technical Services) at Midwinter ALA. Also participating in the session were Ann-Marie Breaux of YBP Library Services (moderator), Wendell Lotz (representing the wholesaler viewpoint), Greg Giblin of John Wylie and Sons (the publisher viewpoint), Terry Willan of Talis (the systems vendor viewpoint), and Frances McNamara of the University of Chicago Library (the library point of view). The presentations are to be converted into articles for *Against the Grain* and are available on BISG's website at: http://www.bisg.org/docs/pvlr_presentations.zip.

Ted Berg reported on the ICC session to review drafts of the X12 version 4010 Transaction Sets held the previous day, January 20th. The session was well attended, with twenty two people reviewing eleven Transaction Sets. Ted reported that everyone's concerns had been addressed and that he expects to post the revised drafts in about two weeks with a goal of a vote to approve in March. Once the version 4010 documents are approved, Ted plans to review them further with the goal of excising material that the industry isn't using. There are also five other X12 Transaction Sets which the committee is looking at introducing, including the 180 (Return Merchandise Authorization and Notification), 860 (Purchase Order Change Request—initiated by the buyer), 864 (Text Message—used for sending store locations and SANs), 865 (Purchase Order Change Acknowledgement/Request—initiated by the seller), and 870 (Order Status Report). Both BISAC's current version 3060 and the drafts of version 4010 (the latter identified as "Draft Documents for Review and Comment") are posted on the BISG web site (<http://www.bisg.org/standards/index.html>). Ted noted that, while Eric had mentioned looking forward to migrating to version 5010, he (Ted) is not sure that there is a need for it. He and Eric, however, will solicit expressions of interest in developing version 5010.

METADATA COMMITTEE: CHAIR RICHARD STARK:

Richard reported that the BISG Board of Directors had been given a presentation on the ONIX (On Line Information Exchange) Best Practices document, which he expects will be finished in February. There doesn't seem to be much opposition to anything in the document at this point. Booknet Canada is expected to endorse it as compatible with their ONIX Certification program. The committee will also look at the document's compatibility with schemes already in use in the U.K. and Australia. There is, however, one data point on which committee members may not be able to come to agreement, namely the definition of "publication date". The solution may be to give people the option to do different things with this data point. The committee will work with the BISG Business Solutions Committee and the Board of Directors on promoting the completed document and incentivising its use. Currently, it consists of thirty-one basic data points (out of the 180+ page ONIX document), but Richard feels that there may be a need to include a few more.

The committee also discussed differences in the US/Canadian and the UK approach to handling the identification of the ISBN-13 in ONIX. Richard believes that they have come to an agreement to add a new field for ISBN-13. The US and Canadian libraries want a distinct field called "ISBN" rather than having to retrieve an ISBN-13 from the field identified as "EAN", in part because they hoped to use ONIX for the submission of CIP records. The proposed new "ISBN" field would not be mandatory in countries which don't care about it. Richard noted that, where it is used, the same number would likely appear in both the "EAN" and "ISBN" fields. <On January 27, EDItEUR accepted Metadata's position. In List 5 (Product Identifier Type), code 03 will be used to specify an EAN.UCC-13 and code 15, an ISBN-13. Code 02 will identify only an ISBN-10. It will be mandatory for any item carrying an ISBN-13 to label that number with code 03. For some ONIX applications, however, the US and Canadian groups will require that the ISBN-13 be labeled with a code 15 as well.> Jeff Abraham reminded

attendees that all of BISG/BISAC's policies, best practices and standards are voluntary. He offered Kudos to Richard and Ted Hill on their work on the Best Practices document, which he believes will be a key point in promoting improved data quality. Richard noted that this ONIX approach to ISBN-13 is not consistent with EDI practices (In X12, the qualifier "EN" identifies not only an ISBN-13, which is a valid EAN/UCC-13, but also any other EAN/UCC-13) but the committee feels that this divergence is justified in that ONIX transmits bibliographic data as opposed to the X-12 and other EDI documents which transmit commercial transactions. Chris Demyanovich expressed his concern that the ISBN-13 code to be used in ONIX not appear in those commercial EDI transactions.

SUBJECT CODES COMMITTEE: CHAIR CONNIE HARBISON:

In Connie's absence, Wendell reported that the committee had completed its review of the Law category and consequently should have version 2.9 of the subject codes available at the time of the March BISAC meeting. Having completed work on version 2.9, the committee turned its attention to reviewing Merchandising Themes.

Wendell noted that there has been renewed interest within the Christian publishing community in the BISAC Subject Codes and the possibility of incorporating CPC category codes into the BISAC codes. This is the result of there being some in the Christian book community who now use the CPC codes, others who use the BISAC codes, and the desire to make it possible for all to use a single set of codes. Although the syntax of the two code sets prevents the CPC codes from being directly subsumed into the BISAC codes, the committee will examine this further.

As mentioned above, Wendell and Jeff have been discussing a new method of distributing the BISAC Subject Codes. Currently BISG members can have the codes for free while non members pay \$25.00 for access to the MS Word and Excel versions. The proposal is to post the most recent version of the codes (in a non-downloadable format) on the BISG site for general access while making the list available only to BISG members in downloadable format (in Excel, Word or the XML version under development) along with a license to incorporate the list into the user's data base. The latter would serve as a membership benefit and would help to insure that users always have access to the most recent version of the codes. Doug Minett asked whether distribution of the lists for incorporation into data bases would be by download or e-mail. Jeff responded that it had yet to be decided. Currently, members and other subscribers are notified of the availability of new versions of the list.

PUBLISHER/MANUFACTURER COMMITTEE. CO-CHAIRS BRIAN SHARLACH AND DIANE DEGENER:

Neither Brian nor Diane attended. Jeff Abraham reported that the Committee had a meeting scheduled for January 25th. <Subsequent communications from Brian reported on the committee's meeting of December 15-16, in which they noted their intention to convert the XBITS documents from Excel to XML by January 15th. At the January meeting, the committee began review of implementation documents for their version 2.3 which is to be released in March. They will meet again on February 15-16 and at that time will work on a presentation to be given at the BookTech meeting on March 7th to promote implementation of their standards.> Jeff stated his belief that the founding of the Manufacturing Executives Interest Group will lead to closer communication with the joint XBITS / Publisher/Manufacturer Committee.

RIGHTS. CHAIR JUDITH APPELBAUM:

Judy reported that she had no news from the newly appointed registration authority for the ISTC (International Standard Text Code).

MACHINE READABLE CODING COMMITTEE. CHAIR TOM CLARKSON

Tom handed out copies of the visual road map to identifiers used in the book industry mentioned above in the Executive Director's report. Using a fictitious work, *A Guide to the Garden State*, the road map shows the contributors to the work (identified by the Interested Party Identifier [IPI]); the components of the work (text, photographs, maps, etc, identified by the Digital Object Identifier [DOI]); the work itself (independent of its various forms or manifestations, identified by the ISTC); the various manifestations of the work (e.g. hardcover, trade paperback, e-book, course pack, journal, related calendar, identified by various ISBNs, UPCs, or ISSNs [International Standard Serial Number]); and identifiers linked to the distribution of the work (the Standard Address Number [SAN], the Global Location Number [GLN], the Serial Shipping Container Code [SSCC], the Global Trade Item Number [GTIN] and the Electronic Product Code [EPC]). In addition to the visual road map, Tom distributed two other sheets which describe the various identifiers and managing or registration agency for each. Copies of these documents will be distributed to members by e-mail prior to the distribution of these minutes. Tom solicited feedback on the documents and suggested the possibility of a working session on this topic. Jeff again noted that the BISG Board of Directors had endorsed the document as an expression of their goal of having BISAC serve as a point of dissemination of information on the various identifiers. The Board also felt that Tom's document would enable us to look at the various identifiers to see which ones we might need to do work on.

Tom then reported on the MRC meeting held on January 13th:

- Al Garton reported then that the actual "Sunrise" of 2005 Sunrise on January 1, 2005 had been pretty much a non-event, with no reports of disasters and a general move to compliance. Al did say that he did not expect that EAN.UCC would issue the first US thirteen-digit EAN.UCCs in the current year. Tom was concerned that this might lull smaller retailers into not moving from UPC, which would prevent them from handling foreign product (all identified by EAN.UCC-13s) without the necessity of overstickering and would put them at a disadvantage when the first US EAN.UCC-13s were eventually issued.
- Fred Hoffman reported on the results of the ABA survey of systems vendors he had designed. All of those responding were aware of the ISBN-13 issues they faced and had either already made the necessary modifications to their software or planned to have them done according to the BISG-approved timelines. However, there was a definite problem with users of some of the systems who had not upgraded their software to a version capable of being modified to function with the ISBN-13. One vendor reported that they had an obsolete version with two to three hundred users, another vendor mentioned an additional two hundred users on an obsolete version of its software, and a third vendor mentioned multiple obsolete versions, although it didn't know how many users were on those versions. The vendors were asked whether, and in what detail, they had communicated their ISBN-13 conversion plans to their users. Only two, and not those with the large groups of users on obsolete systems, claimed to have communicated fairly extensively, and a few had not done so at all. Fred has drafted an article on these results to appear in a future issue of the ABA's *Bookselling This Week*, one goal of which is to wake up those members whose systems won't be able to function with ISBN-13. Fred also suggested that BISG might put together a program at BEA (BookExpo America) focusing on ISBN-13.
- Jim Morlock attended two meetings focusing on the transition to ISBN-13 in the schoolbook market held at the AAP (Association of American Publishers) earlier in January. One meeting was for school book publishers, the other for school book depositories. Jonathan Weiss of Oxford University Press asked what the state of readiness was within the school book community. Tom responded that the fact that all the school book publishers and depositories were represented was a positive note, but that they didn't expect to be able to move to thirteen by January 1, 2007 and that they would have to continue using ten for some

time. Fred mentioned a survey done by McGraw Hill which suggested that, at least among the largest school systems in the country, only three or four would not be able to get their systems ready by 2007, but that these three or four were some of the largest in the country. Jonathan asked whether this would likely lead to the use of both ISBN-10 and ISBN-13 in communications between publishers and their school book accounts, to which Albert replied that, yes, that was the case.

Jeff reported on discussions with Wiley about producing an *ISBN-13 for Dummies* which BEA might distribute at the convention if it is ready in time.

With the completion of Committee reports, Wendell asked for reports from liaisons:

BOOKNET CANADA. JOAN FREEMAN, LIAISON:

Joan reported that BookNet Canada is in the midst of implementing its BNC SalesData project, which will track sales data on a weekly basis from retail outlets (including chains, independents, online booksellers and non-traditional book retailers) and make the data, aggregated to maintain retailer anonymity, available to subscribing publishers and reporting booksellers. Sales will be reported on by category, region, title/author, bestsellers, and aggregate market data, enabling publishers to better plan their print and distribution efforts and both booksellers and publishers to spot sales trends they might otherwise miss. Originally announced in February of 2004, the project expects to have achieved the necessary critical mass of book retailers, (60% - 70% of the market) reporting and to have reports going out to subscribers by late spring 2005.

BookNet Canada has also begun certifying bibliographic files of publishers, distributors, and software distributors. Entities wishing to be certified as adhering to one of the three levels of the Canadian Bibliographic Standard, proper document formatting [using the BNC Excel template or ONIX], appropriate frequency and timeliness, must answer a questionnaire and submit a sample data file for review. Joan noted that most publishers use the Excel template, with only the larger publishers transmitting through ONIX, with BNC pushing for the use of ONIX 2.1

To aid those producing data in ONIX format, BNC has developed an on-line validation tool, ONIX Inspector, through which one can run ones data to determine if it is valid ONIX data and conforms to the Canadian Bibliographic Standard. They are currently testing this with Simon & Schuster. The address for ONIX Inspector is <http://70.49.176.114:8080/validator/onixuploadpick>.

BNC has also developed a tool called Book Monitor, a web crawler which a publisher can use to look at data on its publications displayed on the sites of various aggregators and check for accuracy or changes.

Joan also noted that, in addition to chairing the BNC Bibliographic Committee, she chairs the working group dealing with the transition from UPCs to EANs in the general retail market as well as investigating the emergence of GDSN in Canada through GS1Canada.

Doug Minett reported that BNC continues with its EDI Certification program. Since the launch of BookNet Canada, between eighty and eighty-five percents of orders, order acknowledgements and advance ship notices are being done via EDI, saving time and increasing accuracy. Doug complemented Jeff, Richard, and Ted Berg for helping keep the US and Canadian standards and best practices in synch, which is a great help in promoting implementation.

BISG TASK FORCE.

Jeff Abraham reported that the Task Force, charged with working on the transition from UPC to EAN in the Mass Merchandise channel, is talking about transforming itself into a long-term group to focus specifically on bookselling within the mass merchandise channel.

The Task Force is also investigating data synchronization and, more specifically, the UCC Data Synchronization project. Members of the Task Force met in December with people from the UCC and UCCnet, which recently won Interoperability Certification from GDSN (the **Global Data Synchronization Network**), to learn where the development of GDSN stands and how and when it will affect the book industry. One goal of the Task Force is to be sure that decisions taken within UCCnet are based on input from BISG/BISAC and that they take into account the work already done by BISG/BISAC (for example, the work of the Metadata Committee, while they, UCCnet, are already trying to develop their own metadata for books). Jeff asked attendees for any input they might have on UCCnet and similar data pools.

INTERNATIONAL PERIODICALS DISTRIBUTORS ASSOCIATION. MATT HERMAN, LIAISON:

Jeff asked Matt to comment on the IPDA and its work in the area of data synchronization. Matt noted that IPDA was a trade organization of magazine and book distributors one of whose goals is to make easier the sale of books in the wholesale / mass merchandise channel. Matt's take on UCCnet is that one "can't get there from here" currently—it's still an evolving process. About a year and a half ago, IPDA began negotiations with UCC and UCCnet. At that time, UCC wanted each publisher to become a member of UCC, which would have imposed high costs on IPDA's members, many of whom are quite small. IPDA had already developed a global UPC data base for their magazine members. In IPDA's negotiations with the UCC, it was agreed that the IPDA would join UCCnet, but that its individual magazine publishing members would not have to. IPDA has joined BISG and is in the early stage of discussions with Jeff about these issues.

BOOK INDUSTRY STUDY GROUP

Jeff asked Roger Milroad to discuss the DEIG's Warehouse Benchmarking Project. Roger reported that there was a good deal of interest in the effort. While there are still a few bugs in the system, DEIG is working with Professor Leon McGinnis of Georgia Tech to iron them out, and Roger expects more involvement in the project in the next few weeks. Wendell Lotz asked if much work was required of companies who wanted to submit their data to the project. Roger and Chris Demyanovich replied that it depended on the company—some either don't have or don't track the data necessary, and for them some internal effort is required.

With respect to the Shipping Label standard, the DEIG is waiting on a response from UPS, with whom they've been working on the development of a template for a book-industry-specific UPS shipping label modeled on the DEIG label guidelines for LTL / truckload carriers. The issue to be resolved is that the UPS label for books will require more space than exists in current UPS labels. The DEIG has also just begun work on a returns label.

Jeff then asked Kelly Gallagher to talk about the work of the BISG Research Committee, which he chairs. Kelly noted that the committee is working on a number of white papers:

- An analysis of printing trends being put together with the help of Banta and the Book Manufacturing Institute. They expect to have this ready by late spring.
- A study of the impact of media on the book market and how our reading habits have changed as a result. This is being done with the help of Bookscan

- A buyer data survey to determine the impact bad information has on book sales.

The committee is also engaged in two larger projects:

- A major project surveying the status of used book sales and what the market looks like.
- A product packaging survey which will look beyond author and price point to see what other factors related to packaging impact customer purchasing decisions.

CHRISTIAN PRODUCTS STANDARDS GROUP. KELLY GALLAGHER, LIAISON

Switching hats, Kelly reported on activities of the standards arm of the ECPA (**E**vangelical **C**hristian **P**ublishers **A**ssociation):

- They sponsored a teleconference on ISBN-13 featuring BISG/BISAC members who presented similar information at the September BISG Annual Meeting. Over seventy people attended.
- Their Metadata Committee is working on propagating ONIX and ONIX Best Practices to their members.
- Their E-commerce Committee is working on its own EDI certification program. Some in the Christian publishing community are working with old versions (3010 or 3020) and need to upgrade to at least 3060. They have also created an *EDI Cookbook –Ten Steps to EDI Success*.
- An ad-hoc committee has begun a VMI (**V**endor **M**anaged **I**nventory) pilot with a number of key retailers. In addition to the 850 (Purchase Order) and 855 (Purchase Order Acknowledgement) they will also use the 832 (Product Catalog) and 852 (Sales Data). Kelly hopes this effort will move acceptance of VMI in the industry.

OLD BUSINESS

Chris Demyanovich asked whether there had been any response to Al Garton's offer to BISG/BISAC of a room at for the UCC's 2005 U Connect meeting to be held from June 6th through 10th in Dallas. Chris feels that might be an appropriate venue to talk about data synchronization within the book industry. Jeff Abraham stated that he would be there and asked for any other members who planned to attend to let him know. If there is enough interest, he will try to put together an ad-hoc group to look further at data synchronization, UCCnet and the GDSN. Tom Clarkson noted the value of last year's U Connect sessions on CPFR (**C**ollaborative **P**lanning, **F**orecasting, and **R**eplenishment) and noted that there will be a similar CPFR track at this year's meeting. Tom was unaware of any other plans for any book industry session at U Connect.

NEW BUSINESS

Jeff reminded attendees of the April 7th session, *Making Information Pay 2005*. With between fifty and sixty attendees already registered, Jeff worried that they might run out of space, and so encouraged anyone interested in attending to register on the BISG web site soon: Scheduled speakers are Joseph Gonnella, BISG Chair and Vice President, Inventory Management & Vendor Relations, Barnes & Noble; Susan Harwood, Vice President of Information Technology, Books-A-Million; Dean Karrel, Vice President of Trade Sales, John Wiley; and Jean Srnecz, Vice President of Merchandising, Baker & Taylor, Inc.

The next meeting of BISAC is scheduled for Friday, March 4, 2005. Please note that this will not be the normal third Friday of the month due to a conflict with the date of the London Book Fair.

There being no further new business, Wendell entertained a motion to adjourn, which was duly made, seconded and approved at 11:35 a.m.

ATTACHMENT 1 – ATTENDEES:

NAME	REPRESENTING
Jeff Abraham	Book Industry Study Group
Judy Appelbaum	Sensible Solutions
Ted Berg	Bergware Consulting
Angela Bole	Book Industry Study Group
Prudence Cendoma	Brodart
Tom Clarkson	Barnes & Noble
Renee Cookerly	EC Junction
Bill Cuthel	Scholastic
Laura Dawson	
Chris Demyanovich	Random House
Gary Drack	Harcourt
Elisa Dunne	Harper Collins
Joan Freeman	BookNet Canada
Kelly Gallagher	CPSG/ ECPA
Mike Harrigan	Harcourt Trade
Matt Herman	I P D A
Fred Hoffman	American Booksellers Association
John Jarocho	Pearson
Julie Janusz	Borders Group
Ed Lewandowski	von Holtzbrink
Wendell Lotz	Ingram Book Company
Phil Madans	Time Warner Book Group
Roger Milroad	John Wiley & Sons
Doug Minett	CBISAC
Stuart Mowat	Simon & Schuster
Shane Rosenheim	Map Link
Albert Simmonds	
Richard Stark	Barnes & Noble
Dorian Trifiro	Globe Pequot Press
John Vitale	Harper Collins
Jonathan Weiss	Oxford University Press
Roger S. Williams	Thomson / Peterson's
David Williamson	Library of Congress