

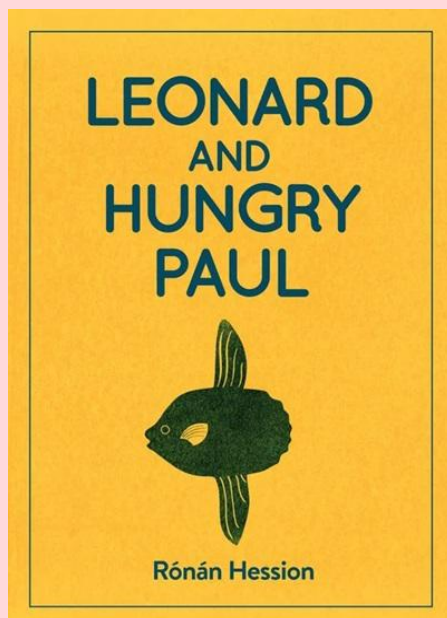
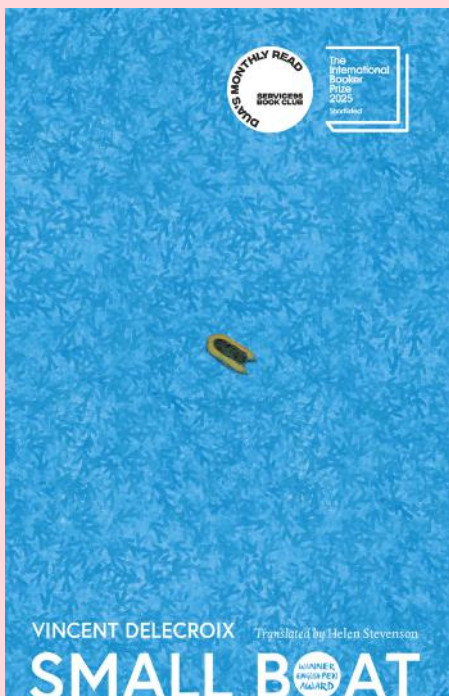
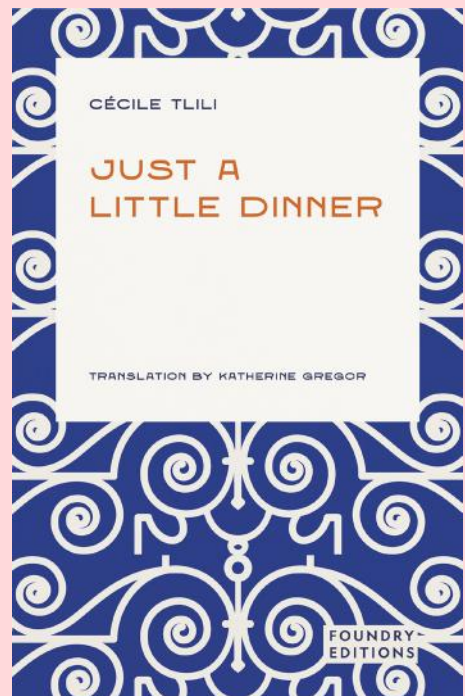
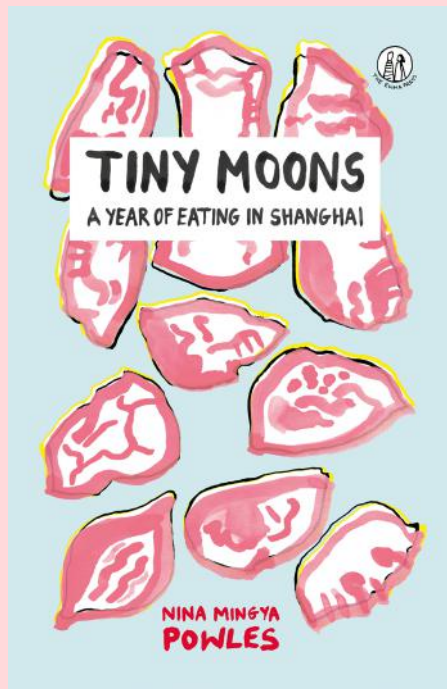
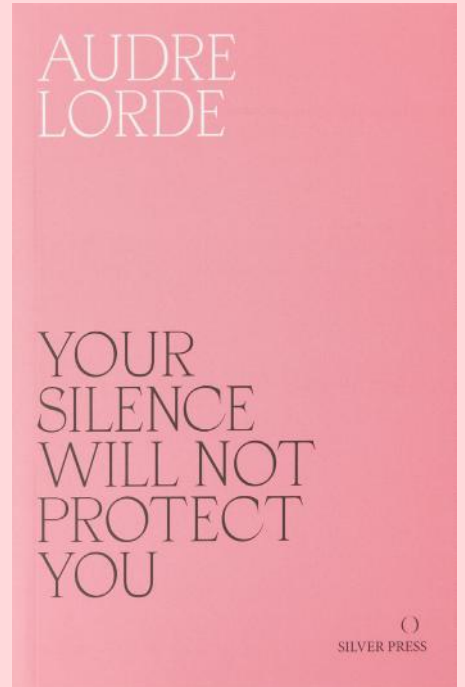
# Inpress Publisher Pack 2026

**"The Inpress team are a reliable, prompt and friendly face in supporting us across a range of sales, marketing & distribution tasks. Crucially, we know they have our back. They are a vocal and passionate supporter of our work and a connector for us to both our indie publishing peers and booksellers."**

**James Trevelyan, The Emma Press**

Girlbeast

*Cecilie Lind*  
trans. *Hazel Evans*



## ABOUT INPRESS

Inpress is more than a sales and marketing agency – we’re a community of like-minded independent publishers working together to grow and succeed. Established in 2002, we’ve been supporting independent book publishers across the UK, Ireland and further afield for over 20 years, offering not only comprehensive sales and distribution services across print and digital editions, but genuine business development opportunities. Whether you need advice on metadata, help navigating the changing retail landscape, or support with strategic planning, we’re here to help with all aspects of the publishing process.

Inpress is proud to be an Arts Council England National Portfolio Organisation (NPO) and the regular funding we receive from ACE along with our not-for-profit status set us apart. We’re subsidised to support independent publishing in the UK, which means we can offer a full, professional and high-value service at accessible rates. We focus on generating sales for our publishers, not ourselves. Any surplus we make is simply re-invested into the business and marketing your titles.

We understand that our strength comes from the quality, breadth and diversity of our publishers’ lists, and we are committed to helping you grow and develop your publishing business as part of a supportive, collaborative community.

## WHAT SORT OF PUBLISHERS DO WE WORK WITH?

We work with a brilliant cohort of the UK and Ireland’s finest independent publishers publishing across a range of genres and formats. Being part of Inpress means joining a curated community of publishers who share common values: quality publishing, a willingness to grow and learn, and a commitment to working as part of a team to achieve increased sales and reach new audiences.

The power of our collective is significant. As an Inpress publisher, you benefit from the combined negotiating power of the group, shared learning from experienced peers, networking opportunities throughout the year, and being part of a respected brand in the book trade.

## THE TEAM

Based in Newcastle upon Tyne, Inpress has a head office team managing our sales and marketing business, along with our sister company The Poetry Book Society. We sell a wide range of poetry, fiction and non-fiction to the UK and international book trade through our specialist sales team.

The team comprises:

- Emily Keeling – Managing Director
- Jane Pike – Deputy Managing Director
- Megan Robson – Finance Executive
- Ceris Jones – Sales & Marketing Manager
- Rebecca Robinson – Sales & Marketing Manager (Maternity Cover)
- Hiring in 2026 – Sales & Marketing Executive
- Kate Ellis – London & Brighton Sales Rep
- James Routledge – Key Accounts and Sales Manager (New for 2026)
- Alice Mullen – Poetry Book Society Manager
- Ellen Welsh – Poetry Book Society Sales & Marketing Assistant

We also work with a team of experienced freelance sales representatives covering Scotland, Wales, The North, and the South West, Ireland and Spain/Portugal.

## OUR CORE OFFER

- A full and personalised sales management service covering high street chains, wholesalers, independent bookshops, online retailers and niche non-traditional outlets.
- A professional distribution and supply chain service through BookSource, who handle all trade distribution, credit control, returns, invoicing and any other ancillary work, and associated access to detailed sales, dues, returns and stock reports.
- Free access to Consonance. Using Consonance as our single source of truth means data input is streamlined as ONIX data feeds are supplied to Nielsen, Booksource and all major retailers - as well as being used to create our sales materials.
- eBook and audiobook distribution through BookWire to all major retailers.
- Direct management of your titles through our Amazon Advantage account, including ability to add A+ content.
- Free tickets to our annual Festival of Publishing, a conference tailored to Inpress publishers for learning and networking.
- Two sales conferences a year with opportunities to meet the sales team and pitch your titles directly to them.
- An invite to our AGM.
- Brokered deals with POD printers, GPSR, Nielsen Enhanced Services, eBook conversion services and more.
- Navigating new legislation on behalf of member publishers, advising on best practice and implementing new processes where necessary.
- Monthly online meetings and regular webinars on useful topics for member publishers – from metadata best practice to marketing strategies.
- Trade marketing and advertising through the Booksellers Association, Gardners and other channels, quarterly catalogues, themed highlights catalogues, and targeted marketing campaigns.
- Representation at London Book Fair, Gardners Trade Show and Frankfurt Book Fair.
- Ongoing business development support and advice on all aspects of publishing.
- A genuine desire to see your business grow and develop.

## UNDERSTANDING THE COSTS

Our not-for-profit status means we can keep costs transparent and competitive. Here's what you can expect.

Inpress Fees:

- Annual marketing fee - £150+VAT
- Commission on net sales through BookSource - 10%+VAT

Distribution Costs: BookSource handles warehousing, fulfilment, invoicing, credit control and supply chain services. Costs vary depending on stock quantities and individual publisher circumstances.

All costs and the distribution arrangement would be discussed in detail during the application process, so you have complete clarity before making any commitment.

## BOOK TRADE SALES AND MARKETING

Inpress has an experienced and dedicated sales team, experts in selling titles by independent publishers. We distribute your Advance Information sheets, create bespoke highlights brochures, a quarterly trade catalogue and accompanying order forms, alongside seasonal and thematic marketing. Our trade newsletter goes to over 700 bookshops. We advertise through the Booksellers Association and Gardners where appropriate.

We offer joined-up sales representation through our key account manager, the reps and our Inpress head office, working across the whole UK trade. We focus on our key accounts (Waterstones, Amazon and Gard-

ners), high street and independent chains, independent bookshops approached directly through the reps and our trade mailing list and indirectly through the wholesalers. We are also in contact with niche, gift and specialist shops (galleries, museums, poetry specialists) and all online retailers.

We expect a high standard of metadata management from our publishers with strict deadlines to ensure we can share your book information and plans with all these areas of the market in time for them to make their key buying choices and for your titles to be listed in all the key catalogues. We love metadata and try our best to make our publishers love it too.

## EBOOK AND AUDIOBOOK DISTRIBUTION

Inpress works with publishers to support them in the distribution and sale of their digital products. eBooks and audiobooks can be added to Consonance for distribution via BookWire to all major retailers worldwide. We understand the importance of creating high-quality digital products and ensuring they reach the widest possible audience. We offer a partnership with eBook converters to make the whole process hassle-free end-to-end.

## SPECIALIST DISTRIBUTION

Inpress works in partnership with BookSource for all book distribution and supply chain services. A contract with Inpress includes distribution with BookSource, who are based in Glasgow. They warehouse stock, fulfil trade orders, record advance orders, manage all trade invoicing and credit control, and supply title data to bookshops and distributors worldwide. Publishers can log in to an online account to access BookSource's detailed stock, sales and charges reporting.

## TITLE DATA MANAGEMENT SYSTEMS

A contract with Inpress includes access to Consonance, the all-in-one title management platform. We require publishers to upload and maintain all their title information (metadata) on Consonance, which is then used to send ONIX feeds to all major retailers and to create our marketing materials. Consonance also feeds to Nielsen and can become your single source of truth for your title information. It gives you greater control over your data and there is no additional cost to Inpress publishers for access to this software.

## FRONTLIST AND BACKLIST

We are frontlist driven, but understand the importance and value of your backlist. Our active sales representation and marketing efforts focus on new titles – this is where we can make the biggest impact, getting your books into shops, building buzz and securing strong pre-orders.

However, your entire backlist is available through our distribution system and benefits from full market access and visibility. If your titles were previously not widely available, joining Inpress means they'll now be accessible to the whole trade through BookSource and online retailers.

We also remain responsive to opportunities. If something extraordinary happens – a backlist title is adapted for film, wins a major award, or gains sudden cultural relevance – we'll give it the full 'frontlist' treatment.

## INPRESS WEBSITE

Our website serves multiple purposes: it's a key resource for booksellers and our sales reps, featuring tools and information that support our trade marketing efforts. While the public can purchase books directly through the site and we maintain a customer newsletter, the primary focus is on supporting the trade.

## PUBLISHER EVENTS & COMMUNITY

One of the most valuable aspects of Inpress membership is the community and learning opportunities we provide throughout the year.

### Regular Meetings & Learning:

- Monthly “At Home with Inpress” Meetings – stay connected with the team and fellow publishers, featuring presentations from voices within the trade and wider publishing ecosystem.
- Webinars – regular sessions on topics from metadata management to marketing strategies, rights sales to retail trends.
- Festival of Publishing (January) – our annual networking and learning event with panels and presentations from publishers and industry specialists, held alongside our January sales conference. This is your chance to learn from peers, share experiences and build relationships with other independent publishers.

### Sales Conferences:

We believe hearing about new titles directly from publishers is vitally important. Twice a year, you’ll have the opportunity to present your key titles to our sales team and reps, receive feedback from the market, and build relationships that help them sell your books more effectively.

### Book Fairs:

- London Book Fair – we maintain a presence at London Book Fair. In 2026 we are partnered with Arts Council England to offer stand space for independent publisher working in England.
- Frankfurt Book Fair – we attend annually and meet with current and prospective partners. We can offer help with trade sales and rights.
- Other festivals, conferences, markets and book fairs – we attend various events throughout the year representing our publishers.

## THE APPLICATION PROCESS

We are opening our next round of applications in April 2026.

April 2026: Applications open, closing date May 11th 2026.

Summer 2026: Board reviews applications and publishers notified of results of applications.

August 2026: Successful publishers begin onboarding.

Autumn 2026: Backlist added to distribution system and introduced to client accounts; eBooks and audio-books can begin selling immediately.

January 2027: First frontlist titles represented to the trade.

### What we’re looking for:

Inpress works best with publishers who are serious about growth and ready to engage fully with the sales process. We’re looking for publishers who...

- Have an active publishing programme – ideally at least three new books a year, though we’re flexible if you’re otherwise a strong fit for our community
- Plan ahead – we need forward title information (blurbs, covers, key details) at least 6 months before publication so we can get your books in front of buyers at the right time
- Love metadata as much as we do – you’ll need to use Consonance to supply and maintain your title information. Good data is the foundation of good sales
- Are in it for the long haul – we want to build lasting relationships with publishers who have ambition and a convincing plan for the next three years and beyond
- Understand our frontlist focus – while your entire catalogue will be available for sale and benefits from improved distribution, our active sales representation concentrates on new titles where we can make the

biggest impact

We particularly welcome applications from:

We are committed to representing the full diversity of voices and communities across the UK and beyond. We're especially keen to hear from...

- Early career children's publishers – bringing new voices and perspectives to young readers
- Publishers working in translation – whether you're bringing international fiction, poetry, or non-fiction to UK readers, we value the vital role translation plays in broadening our literary landscape
- Publishers championing inclusivity – those committed to publishing underrepresented voices
- Publishers outside London and the South East – we believe great publishing happens everywhere and are keen to support regional publishers
- If you're doing exciting, innovative work that reflects the breadth of contemporary Britain and Ireland, we want to hear from you.

How applications are assessed:

Once an application has been completed, it will be assessed by the Inpress board, which includes member publishers. Applications are considered using the following criteria...

- Is there a clear market for your titles? Can we increase sales and the audience for your books?
- Do you contribute to artistic excellence? We judge applications from both an artistic as well as commercial point of view, in line with Arts Council goals.
- Do you contribute to literary diversity? Inpress is committed to ensuring we are representative of the UK and all its voices and communities.
- Do you have growth plans? We want to work with publishers who have ambition and plan to continue publishing for three years or more.
- Do you fit with the broader list? We consider how applicants complement the existing cohort or bring something that's new.

## NEXT STEPS

Interested in joining the Inpress community?

Please get in touch if you'd like a link to our application form.

We're here to answer any questions about our services, costs, the application process, or what being an Inpress publisher really means. We look forward to hearing from you.

Jane Pike, Deputy Managing Director  
jane@inpressbooks.co.uk

**"Working with Inpress has been absolutely vital for our growth and sustainability as an independent publisher. The support they offer – both professionally and personally – is invaluable, and I feel very proud and fortunate to be part of this community and network which represents everything that indie publishers do best."  
Jess Chandler, Prototype Publishing**

**"Working with Inpress has been transformational. The access to distribution channels and the level of trade sales we achieve would be impossible without them. A group of exceptional professionals but also wonderful humans who I am proud to have on our team."  
Clive Birnie, Burning Eye Books**

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