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Abebooks signs UK deals for new titles

ABEBOOKS, THE Canada-based online books marketplace, has reinforced its commitment to extending its range from its core base of used, out-of-print and rare titles, into new books, having signed two new partnership deals in the UK – one with Blackwell's and the other with Tate Publishing.

"This is a natural progression for us, because our research has shown that 98% of our customers are heavy buyers of new books as well as second-hand or rare titles," PR Manager Richard Davies told *PN*. "But this shouldn't be viewed as us taking on Amazon – we don't supply the books ourselves but act as middleman between customers and suppliers. But we do want to enlarge our offer to include more new books from publishers and booksellers."

Abebooks currently lists more than 70m books from 13,000 independent booksellers in 48 countries, and sells more than 20,000 books a day. It began selling new books last year, and says that 35% of its top 50 performing booksellers now offer predominantly new books.

Blackwell's will list 678,000 books from across its inventory, and Tate will list more than 150 titles, such as the Edward Hopper and Turner Whistler Monet exhibition tie-ins, as well as limited edition and collectible books. Blackwell's Chairman and CEO Philip Blackwell said: "Abebooks is giving us broader access to a global marketplace. We are looking forward to a highly productive partnership."

Abebooks CEO Hannes Blum said: "These partnerships show our commitment to selling new books, to developing relationships with major players in the UK and to increasing our selection for buyers." The Abebooks.co.uk site was launched in 2002 and now lists "millions of books" from 2,000 independent UK booksellers and publishers.

- Blackwell's review process is still ongoing, with a sale of all or parts of the retail estate still being among the options being discussed.

Thursday 24 March, 2005

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