

ABC-CLIO/Greenwood Publishing Group Licensing Agreement Questions & Answers for Customers

ABC-CLIO is embarking on an exciting new period of growth and innovation. As you may know, through a perpetual license agreement with Houghton Mifflin Harcourt, we are now the publishers of Greenwood Publishing Group's extensive list of more than 18,000 critically acclaimed titles and electronic reference products. This agreement gives ABC-CLIO the opportunity to offer you, our customers, new products that will combine our five decades as a publisher of print and electronic reference products with outstanding content from Greenwood Publishing Group.

Over the weeks and months to come, we will begin to build a new organization to support ABC-CLIO's award-winning print and electronic reference products and Greenwood Publishing Group's extensive list of more than 18,000 titles and electronic reference products. As a valued ABC-CLIO or Greenwood Publishing Group customer, you may have questions about what this means for you, and we have provided some answers below.

General Questions

Q: What does this agreement entail?

A: ABC-CLIO has a perpetual license to use the imprints and publish the titles of Greenwood Publishing Group, including Greenwood Press, Praeger Publishers, Praeger Security International and Libraries Unlimited, and Houghton Mifflin Harcourt has transferred certain assets, including copyrights, contracts and inventory, of Greenwood Publishing Group to ABC-CLIO.

Q: When does this agreement take effect?

A: This agreement is effective immediately.

Q: What does a "perpetual license" mean?

A: ABC-CLIO now has the right to publish Greenwood Publishing Group's extensive list of more than 18,000 titles, along with our award-winning print and electronic reference products.

Q: Who is Greenwood Publishing Group?

A: The Greenwood Publishing Group is a leading publisher of reference titles, academic and general-interest books, texts, books for librarians and other professionals, and electronic resources. With more than 18,000 titles in print, Greenwood Publishing Group publishes some 1,000 books each year. Greenwood was founded as an academic and educational publisher in 1967. Greenwood Publishing Group has four major book publishing programs: Greenwood Press for reference; Praeger Publishers for academic and general-interest nonfiction; Praeger Security International for international security, military and foreign policy issues; and Libraries Unlimited for books for library professionals.

Greenwood Press publishes high-quality, authoritative reference books across the middle and high school and college and university curriculum, as well as on general-interest topics. Praeger Publishers is Greenwood's line of scholarly and professional books in the social sciences and humanities, with emphasis in modern history, military studies, psychology, business, current events and social issues, international affairs, politics, visual and performing arts, and literature. Praeger Security International publishes insightful and timely material on international security, including defense and foreign policy, strategy, regional security, military history and terrorism. Libraries Unlimited is a publisher of professional books, reference materials, and magazines for librarians, media specialists and teachers.

Q. Does this agreement include Heinemann USA?

A. No, the agreement does not include any imprints or titles of Heinemann USA.

Q: Who is ABC-CLIO?

A: ABC-CLIO is a premier education and library publisher with a deep commitment to using digital and other emerging technologies to publish the highest quality materials. A privately held publisher of educational and reference products, the company focuses on history and social studies resources for the scholar, student, teacher and librarian in universities and secondary schools and works with more than 5,000 scholars and educators to develop its collection of award-winning print and online history reference and resource publications. The company's headquarters is in Santa Barbara, Calif., with branch offices in Denver, Colo., and Oxford, England.

Q: Why did ABC-CLIO enter into this licensing agreement?

A: This licensing agreement presents a tremendous opportunity for ABC-CLIO to grow and expand our role as a leader in the publishing industry.

Q: What relationship will Houghton Mifflin Harcourt have with ABC-CLIO and Greenwood Publishing Group in the future?

A: We will remain colleagues in the publishing community.

For Greenwood Publishing Customers

Q: How will this affect my favorite titles from Greenwood Press/Praeger/Libraries Unlimited?

A: You will still be able to purchase your favorite titles from Greenwood Press/Praeger/Libraries Unlimited and, in the future, titles and resources published by our new organization.

Q: How will Greenwood Press/Praeger/Libraries Unlimited customers benefit from this agreement?

A: ABC-CLIO brings both its expertise and commitment to using innovative publishing technologies, and all of our customers will benefit from that now and in the future. Plus, you will continue to have access to the quality titles from Greenwood Press/Praeger/Libraries Unlimited that you have grown to rely on for your schools, libraries and personal collections.

Q: As a Greenwood Press/Praeger/Libraries Unlimited customer, do I continue to work with my current sales representative?

A: Yes, you will continue to purchase Greenwood Press/Praeger/Libraries Unlimited materials in the same way as you have in the past, including from a sales representative, distributor, catalog or from the Web site, and they will be processed quickly and accurately. Any orders that are in process will be fulfilled without interruption.

Q: I am a Greenwood Press/Praeger/Libraries Unlimited customer, and I have placed an order on the Web site that I haven't received yet. Will I still receive my order?

A: Yes, any orders in process will be fulfilled without interruption.

Q: We have purchased or currently subscribe to electronic products from Greenwood. Will we still be able to access them?

A: Yes, you will continue to use the same URLs and logon credentials for the Greenwood Publishing electronic products that you have purchased. Your technical support contact remains unchanged: tech.support@greenwood.com.

Q: I just received a Greenwood Press/Praeger/Libraries Unlimited catalog. Can I still place an order from this catalog or do I need to contact ABC-CLIO?

A: You can continue to order from any Greenwood Publishing catalog, over the Web site or from your sales representative or distributor.

Q: Will there be changes to pricing, shipping and other terms?

A: There will not be any immediate changes in pricing, shipping and other terms.

Q: Whom should I contact if I have more questions?

A: You can contact your regular Greenwood Press/Praeger/Libraries Unlimited sales representative, or Customer Service at 800-225-5800.

For ABC-CLIO Customers

Q: Will there be any change in ABC-CLIO's history reference books and database offerings?

A: ABC-CLIO will continue to publish its high-quality print and online history reference materials while growing its new product offerings.

Q: How will ABC-CLIO customers benefit from this agreement?

A: With the combined resources of ABC-CLIO and Greenwood Publishing, you will have access to more high-quality reference titles, academic and general-interest books, texts, books for librarians and other professionals, and electronic resources. In the future, this agreement will allow us to develop and offer you the next generation of high-quality reference, professional development and other resources.

Q: As an ABC-CLIO customer, do I continue to work with my sales representative?

A: Yes, you will continue to purchase our materials and get support in the same way as in the past.

Q: Whom should I contact if I have more questions?

A: You can contact your regular ABC-CLIO sales representative or contact Customer Service by phone at 800-368-6868 or email customerservice@abc-clio.com.

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