

From: Girkins, Moe
Sent: Thursday, November 05, 2009 7:15 PM
To: Kenney, Verne; Sammons, Steven; Close, Tim
Subject: FW: Delaying ebooks

Moe Girkins
ZONDERVAN

Ph: 616.698.3498

From: Murray, Brian (HarperCollins US)
Sent: Thursday, November 05, 2009 6:28 PM
To: Barnsley, Victoria; Redmayne, Charlie; Girkins, Moe; Katz, Susan
Cc: Morrison, Michael; Goff, Chris
Subject: Delaying ebooks

Steve Riggio was here today and made a strong plea to delay all ebooks across the board as soon as possible. This follows Borders who had a similar message / threat. Costco and Walmart also warned that books might not stay in those stores if they can't make money.

I told Steve we were considering delaying 5 ebooks per month beginning in January but he believed an incremental approach was not going to work. There was a real sense that their business model is becoming unsustainable. Something like if we don't survive then you don't survive.

He also suggested that they would be interested in a different trading relationship for ebooks. He proposed an agency model instead of being a reseller.

More to think about and discuss at our next exec meeting.