“Benjamin Henry’s edge in trade was never at others’ expense. Rather it was an advantage gained by natural authority and the policies of keeping an open door to scholars, librarians, students and readers and forever taking infinite pains.”

Sir Basil Blackwell on his father, the founder of Blackwell.
thank you for your interest in Blackwell. Whether you are looking at us for the first time or are an existing customer, we are pleased to have this opportunity to share information about our company.

Blackwell has been providing books to libraries since 1879. The company has been owned and managed by the Blackwell family for that entire time. In a world where it is commonplace for booksellers to be bought and sold by larger corporations, Blackwell offers a history of independent service going back over 130 years. Our focus is, and always has been, on bookselling and libraries.

We began serving libraries out of Benjamin Henry Blackwell’s bookshop on Broad Street in Oxford, England. That store is now the largest bookshop in Oxford, housing over 200,000 titles, and is the foundation of a chain of shops serving UK scholars, students and readers. Under the guidance of successive generations of Blackwells the library-supply side of the family business has developed to include major operations centers in Oxford, England; Blackwood, New Jersey; and Lake Oswego, Oregon, as well as Bennett’s in Sydney, Australia and Houtschild in The Netherlands. The company now employs hundreds of people and provides books to thousands of libraries throughout the world.

Our Senior Management Team, under the leadership of CEO Andrew Hutchings, includes numerous professionals who have made significant contributions to the library and publishing communities. This team is made up of people who have risen through the company ranks over the years, those who have joined us from libraries and other booksellers, and those who developed their expertise in other fields and found their way to Blackwell. Because we are an independent company, our management team measures success solely on how we serve libraries.

The deep involvement of our people is reflected in the high level of customer service we provide, the professionalism of our sales teams, the functionality of our systems, the quality of our cataloging, and the proficiency of our warehouses. It is also reflected in Blackwell’s long-time support of the library community. Our people are professionally involved in major library associations throughout the world. We offer additional financial support through scholarships and sponsorships for numerous library causes.

Blackwell’s strengths are our collective book knowledge and our decades-old relationships with publishers and libraries. Underlying all we do is a passion for books, first for printed books and now for ebooks as well. Where once we thought of ourselves as a process-based company, we now see ourselves as knowledge-based, building on the expertise of our staff and that of the librarians we serve, to improve systems and procedures to keep pace with changing service demands.

What follows is a detailed overview of our services and offerings.
Whether you are acquiring physical books or ebooks, either building an individual collection or coordinating your efforts within a consortium, Blackwell offers you numerous ways to identify and order materials. Collection Manager, Blackwell's online interface is central to how libraries manage their transactions with us. It provides powerful discovery, ordering, record management, and information sharing capabilities. Having just undergone a major revision, Collection Manager builds upon Blackwell's deep and comprehensive title database of over eight million books, with customizable search, storage, and sharing options that streamline collection development and acquisitions processes.

Powering Collection Manager is the Endeca search engine, technology that allows Blackwell to design navigation tools that support high-speed, sophisticated searches. As a Collection Manager user, you and your colleagues will be able to access and organize title and order information more quickly than on any other library ordering interface.

Collection Manager provides you with access to in-depth information about books from all parts of the globe, displayed on screens that can be customized to match your favorite search and order preferences. Over one million titles in the database have enhanced table of contents information, more than provided by any other vendor. Millions more of our title records have been tagged with Blackwell approval plan descriptors, Library of Congress and National Library of Medicine classifications, and annotations which include book award notes and other metadata.

Various editions and formats of each title are unified into single, easy-to-view records which can be perused to identify the version or edition of the book you are seeking. Once found, individual titles or groups of titles can be moved seamlessly into “Bookshelves” to be stored for later review or ordering.

As part of the ordering process, you can download MARC-tagged records from Collection Manager into your ILS, saving you unnecessary re-keying of order data. The records you download can also be brief MARC records from OCLC’s WorldCat. In both cases, records include embedded order data (fund, price, etc) required by most library systems to automatically create orders and encumbrances.

Blackwell is a large and complex organization serving the equally complex world of libraries. Our work environment, like yours, is constantly changing. We are committed to providing leading-edge services and improvements to help you meet your obligations to the various groups you serve.

More information is available in printed brochures, on our website (www.blackwell.com), and from our Regional Sales Managers.

Again, thank you for your interest in Blackwell. We look forward to being of service to you, as we have enjoyed serving our customers since 1879.