

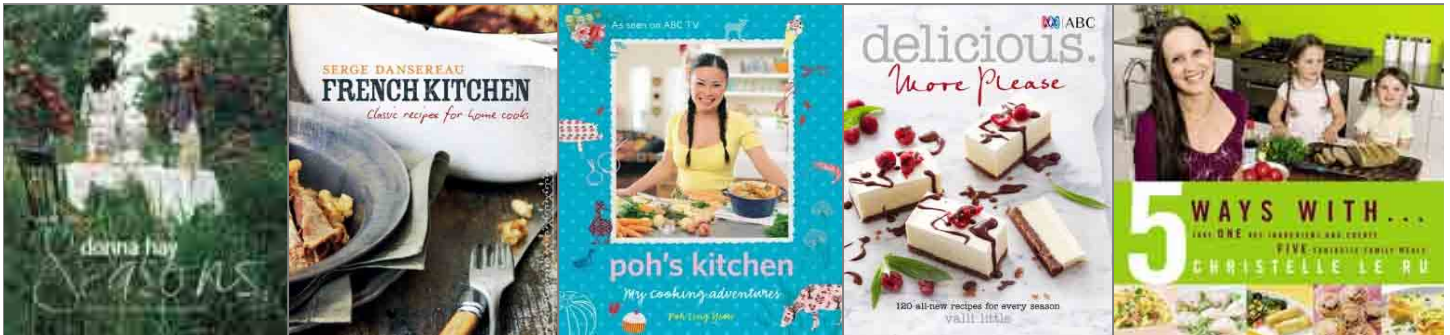
 HarperCollins *Publishers*

and



ABC  
Books

## Cooking and Food Titles



**Subsidiary Rights Guide October 2010**



***Fast, Fresh, Simple* is the all-new book from Australia's number-one selling cookbook author, Donna Hay.**

Combining vibrant flavours and fresh ingredients with simple, no-fuss techniques, *Fast, Fresh, Simple* is the perfect companion for the everyday cook.

Donna also brings her acclaimed signature style to *Fast, Fresh, Simple* with tips and tricks for presenting beautiful meals in the home kitchen. With hundreds of recipes to suit every occasion, from quick weeknight dinner solutions to elegant dinner parties, Donna's latest offering is the ultimate guide to creating delicious meals that look as good as they taste.

*Fast, Fresh, Simple* is an essential item for those who love to cook and share with loved ones and friends.

***Fast, Fresh, Simple***  
**DONNA HAY**

Cooking  
November 2010  
9780732291921  
297 mm x 246 mm PB  
208pp, 4c x 4c  
Rights: World

At the age of eight, **Donna Hay** skipped into a kitchen, picked up a mixing bowl and never looked back. She moved to the world of magazine test kitchens and publishing, where she established her trademark style of simple, smart and seasonal recipes all beautifully put together and photographed. It is food for every cook, every food lover, every day and every occasion. Her unique style turned her into an international food-publishing phenomenon as a bestselling author of 16 cookbooks, publisher of *donna hay magazine*, newspaper columnist, and creator of a homewares and food range.





## Seasons

**DONNA HAY**

Cooking/Lifestyle

October 2009

9780732290498

280mm x 250mm PB

324pp, 4c x 4c

Rights: World

Rights sold:

Germany, The

Netherlands,

Canada

### The perfect dish ... whatever the season!

Donna Hay's stunning new book *Seasons* builds on the trend for cooking with ingredients that are in season, which means you will always be eating beautifully fresh food.

Designed with Donna's usual flair for food styling, *Seasons* features more lifestyle than Donna's previous books, giving readers tips and suggestions for how to enjoy the best of each season.

- Over 100,000 copies sold in ANZ
- Previous title *No Time to Cook* was Australia's bestselling cookbook in first week of release – over 150,000 copies sold to date in ANZ and rights sold to Germany, France, Italy, The Netherlands and Canada
- Donna ramps up her international profile in 2009-2010 with a TV series and launch of donna hay for Royal Doulton homewares globally
- Simple, practical recipes
- Stylish yet accessible, fresh new design



## No Time to Cook

**DONNA HAY**

Cooking

November 2008

9780732288167

297 x 246mm PB

208pp

Rights: World

Rights sold:

France,

Germany, Italy,

The Netherlands,

Canada

### A fresh new approach to busy-day dinners ...

If you love to eat delicious, simple food, but have no time to cook, Donna Hay's sumptuous new book is the answer to your prayers.

Time poor and tired from a busy day – but don't want take away? No problem, look at the yummy options of Assembled Dinners. Nothing much in the pantry, no time to do a proper shop? Take heart from the simple combinations in Donna's Fast Flavours chapter which need a few ingredients, a grill pan or a barbecue, and a few minutes to let intense flavours unfold. Hate the thought of washing up pans and pots? The One Pot chapter lets you prepare gastronomic delights in one pan and One Dish serves up flavour combinations for dinner in a single dish. No good at planning for later? Turn to Donna's chapter on Freezing with flair, something she's re-discovering as working mum.

All this plus cheat's notes, hints on styling to help you 'make simple special', short cuts and of course the mouth-watering photography you expect from the world's leading cookbook writer.

- A return to the bestselling style of *off the shelf* and *modern classics*



**the instant cook**

9780732281052

**instant entertaining**

9780732282691

**DONNA HAY**

297 x 230 mm 192pp

HB with protective

jacket, 4c x 4c

Rights: World

'If you are anything like me – almost always hungry, almost always pressed for time, almost always in the market for a fresh idea and absolutely always put off by the daunting complexity of chefs' recipes – Donna Hay is for you.'

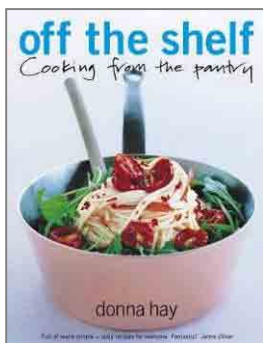
R. W. Apple Jr, food critic, *The New York Times*

*the instant cook* and *instant entertaining* reinforce Donna's trademark theme: fast, fuss-free, stylish dinners.

Whether you need to whip up busy midweek fare for a famished family or present something chic and easy for a casual weekend dinner with friends – time is on your side with Donna Hay's latest morish collection of over 190 fast, new and inspiring recipes, tips and tricks

• Now also available in PB editions

**Rights Sold:** Canada (HarperCollins); USA (Ecco); UK (4th Estate); Spain (Random House Mondadori); The Netherlands (Sanoma); Israel (Kinneret); Italy (Guido Tommasi); Germany (AT Verlag)



**off the shelf**

DONNA HAY

9780732281052

297 x 230 mm PB

192 pp, 4c x 4c

Rights: World

'Every time I read Donna's recipes I feel so, so hungry and truly inspired. *off the shelf* is a really handy cookbook that will always get me going. Full of really simple and tasty recipes for everyone. Fantastic stuff!' Jamie Oliver

*off the shelf* contains over 190 fast + fresh, inspiring + simple solutions to the nothing-for-dinner dilemma. Grab the ingredients off your shelf and prepare to cook in a whole new way.

**Rights sold:** USA (4th Estate); UK (4th Estate); The Netherlands (Sanoma); Germany (AT Verlag); Spain (Mondadori)



**modern classics**

**books 1 & 2**

**DONNA HAY**

9780732271084 /

9780732275358

297 x 230 mm PB

192 pp each, 4c x 4c

Rights: World

In the *modern classics* series, Donna Hay takes the food from the past we love the most and makes it irresistibly new.

Donna looks at what's the best of the new and turns it into a cooking classic. Chapter by chapter, Donna Hay gives you the basics, step-by-step, and all recipes are stunningly photographed.

**Rights Sold:** USA (Morrow); UK (4th Estate); The Netherlands (Sanoma); France (Marabout); Italy (Guido Tommasi), Germany (AT Verlag)





**From Australia's favourite food writer; a whole series of essential cookbooks for everyday cooking.**

The **simple essentials** series brings together favourite recipes written in Donna Hay's trademark and bestselling style.

Each recipe is accompanied by a full-colour photograph which beautifully illustrates Donna's fresh, modern approach to food, while also showing cooks the clever styling tricks that make simple food look so special.

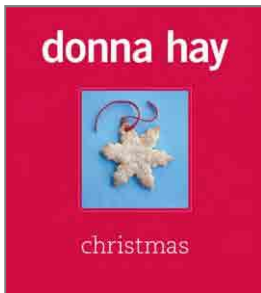
**simple essentials**  
**DONNA HAY**

225 x 205mm HB  
96pp, 4c x 4c  
Rights: World



- *Chocolate* April 2007
- *Chicken* April 2007
- *Salads + Vegetables* October 2007
- *Fruit* October 2007
- *Pasta, Rice + Noodles* April 2008
- *Beef, Lamb + Pork* April 2008

**Rights sold:** UK (4<sup>th</sup> Estate), US (Ecco), Canada (HarperCollins), France (Marabout), Germany (AT Verlag), Italy (Guido Tomassi)



**A stunning Christmas treat from Australia's number one cookbook author.**

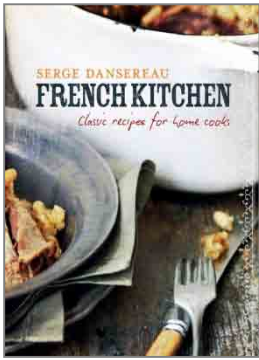
Take the hassles out of the festive season with **donna hay christmas** this stunning gift-format book. Here, you'll find simple recipes and menu planners for a traditional Christmas, a modern Christmas, or a speedy Christmas. As a bonus, Donna includes timesaving tips and a 16 page planning section to record notes, your own handy tips, and things to remember.

With its combination of delicious packaging and Donna's signature accessible style, this is a beautiful gift to buy for others – or to keep for yourself.

**donna hay christmas**

**DONNA HAY**  
9780732283339  
225 x 205mm HB  
80pp, 4c x 4c  
Rights: World  
**Northern Hemisphere  
edition now available**





**French Kitchen:  
Classic Recipes for  
Home Cooks**

**SERGE DANSEREAU**

Cooking

October 2010

9780733326196

230 mm x 200 mm HB

400pp, 4c x 4c

Rights: World

**French Kitchen is the essential cookbook for anyone who wants to cook French food at home.**

In this beautifully photographed and designed cookbook from leading chef Serge Dansereau, you will find 230 classic French recipes for the home kitchen, all carefully developed to make French food accessible to the everyday cook.

Combining expert French technique and wonderful produce, Serge shares with us the kind of food he cooks at home, whether brioche or lemon crepes, cassoulet or clafoutis, these recipes bring us the style and flavours of everyday French cooking and offer us the chef know-how that helps turn a good dish into a great one.

To give you flexibility in the kitchen all year round, these recipes also offer seasonal or store cupboard variations, so you are never at a loss for what to cook. By substituting an ingredient here or there, you can turn a summer dish into a winter one, or adapt it to suit whatever you have in your pantry.

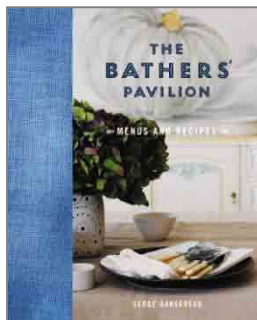
*French Kitchen* also has recipes for every time of day, such as buttery brioche and baked peaches for breakfast, a salmon, potato and cream gratin for lunch, a piece of Basque custard cake for afternoon tea, and chicken confit with mushrooms and bacon for dinner, followed by a slice of chocolate and raspberry tart to finish up. There is a chapter on cooking for kids, which will help you awaken the tastebuds of your little ones.

No matter what the occasion, whether it's a lazy brunch, a Saturday lunch with the family, a kid's birthday party, dinner with friends, a picnic in the vineyards, a barbecue on the beach or a delicious high tea, *French Kitchen* will offer you a dish that fits the bill.

**Serge Dansereau** is a multi-award winning chef, who is renowned internationally for his professionalism and innovation. This energetic French Canadian trained as a chef in Québec, moved to Australia and went on to reinvent 5-star hotel dining in the 80s by making Kables restaurant at the Regent Hotel, Sydney, the place to eat.

Serge has been called 'the father of the fresh food movement' because of his passion for using local seasonal produce and his championing of Australian growers. Serge is the head chef and owner of the iconic Bathers' Pavilion Cafe and Restaurant at Balmoral, New South Wales. He lives in Clontarf, Sydney, with his family.

**Also available:**



**The Bathers' Pavilion  
Menu and Recipes**

**SERGE DANSEREAU**

Cooking

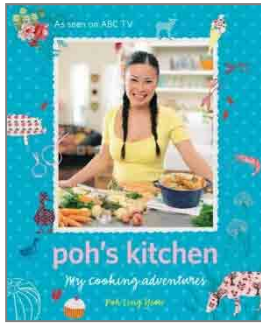
August 2010

9780733329043

260 mm x 210 mm PB

320pp, 4c x 4c

Rights: World



**Poh's Kitchen**  
**POH LING YEOW**  
 Cooking  
 November 2010  
 9780733328305  
 270 mm x 217 mm PB  
 305pp, 4c x 4c  
 Rights: World

**Come on a culinary journey with Poh Ling Yeow, as she takes you on a quest to learn more about the art of cooking.**

Based on the ABC TV show, *Poh's Kitchen*, where Poh cooks alongside leading chefs such as David Thompson, Neil Perry, Antonio Carluccio, Ian Parmenter, Ragini Dey and Emmanuel Mollois, this book features recipes from the show, as well as many new, original and delicious dishes from Poh, who adds her own inimitable style and charm to the mix.

With more than 80 recipes including breakfast dishes, soups, fish, chicken, duck, meat, vegetables and sweet things, this beautifully designed and photographed book shows Poh cooking everything from a lamb shank casserole to a nonya chicken curry, a classic Aussie roast to a Pink Forest Cake, and an amazing beetroot soup to a delicious Malaysian sticky rice and custard dessert.

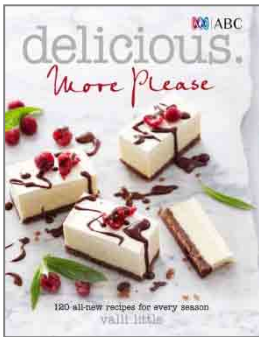
These dishes hail from Australia, UK, Italy, France, India, Thailand and China and Malaysia where Poh, on a mission to reinterpret the classic recipes of her childhood and bring new, exciting dishes to the Australian palate recipe, cooks up some delicious local fare under the watchful eye of her mum.

Designed for the home cook, with recipes that are both innovative and accessible, *Poh's Kitchen* is sure to have something delicious for everyone to enjoy.

- Beautifully designed
- Author's voice is delightful – she's charming, fun and excited to be cooking, and her intuitive style and sense of fun will encourage non-cooks into the kitchen
- The best of Australian cooking – fresh, simple, Asian-inspired
- Although this is a TV tie-in, it works as a standalone book
- Over 80 recipes, beautifully photographed

**Poh Ling Yeow** is a TV phenomenon who shot to fame as the runner-up in 2009's *Masterchef*. Now the star of her own ABC TV show, *Poh's Kitchen* where she cooks alongside celebrity chefs, she continues to delight fans everywhere with her innovative and playful approach. An intelligent and uncompromising 35-year-old of Chinese-Malaysian descent, Poh is also a talented artist. She lives in Adelaide.





**delicious. More Please**

**VALLI LITTLE**

Cooking

November 2010

9780733328930

270 mm x 215 mm PB

256pp, 4c x 4c

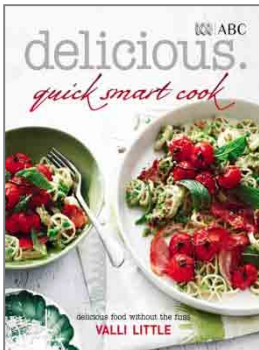
Rights: World

**Fabulous, all new seasonal recipes that will have everyone holding out their plates and asking for 'More, please!'**

The latest cookbook from the team behind Australia's bestselling glossy food magazine, *delicious. More Please* is an all-new recipe collection you'll turn to time and again. Inspired by the best seasonal produce, *delicious.* food director and bestselling author Valli Little has created 120 exciting recipes based on the seasons, which are all achievable for the home cook. You're sure to find dishes for every occasion, whether it's an easy family meal of Greek meatball salad and blueberry pudding, or an impressive dinner party menu of French-style fish soup, roast pork with Marsala sauce and a chocolate hazelnut tart. Each recipe is beautifully photographed and arranged by ideas for summer, autumn, winter and spring – with a menu planner for each season. And why the title? You'll understand when everyone around the table holds out their plates and says, 'More, please!'

Born into a family of UK restaurateurs, **Valli Little** was destined to work in the food industry. After a formal training at Le Cordon Bleu in London, she embarked on a career as a food consultant and caterer.

Since 2001, Valli has been food director of the highly successful ABC magazine *delicious.*, where she creates up to 60 recipes each month inspired by her travels and love of food. She is a regular guest on national radio and the author of a series of bestselling *delicious.* cookbooks, including *Quick Smart Cook*, *Faking It* and *5 Nights A Week*, which was a finalist in the 2007 Gourmand World Cookbook Awards.



**Quick Smart Cook features more than 120 all new recipes, each beautifully photographed, that will delight the taste buds no matter the occasion - even when you are short on time.**

'delicious knows what real cooks need - achievable recipes that go beyond the everyday'- Bill Granger

The title says it all – *Quick Smart Cook* is packed with clever ideas for when you're short on time, as well as smart dishes for stress-free entertaining.

The latest must-have collection by Valli Little, food director of *delicious.* magazine and bestselling author, *Quick Smart Cook* features more than 120 all-new recipes, each beautifully photographed and organised in an easy-to-follow format.

With Valli's creative ideas for everything from Thai tomato soup to Italian-style stuffed beef fillet or a peach and ginger crumble, you'll never be short of inspiration again. Whether you're a seasoned cook in search of new ideas, or a novice looking for easy techniques and time-saving dishes, *Quick Smart Cook* is sure to become your new kitchen essential.

**delicious. Quick Smart Cook**

**VALLI LITTLE**

Cooking

October 2009

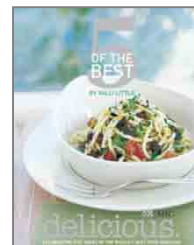
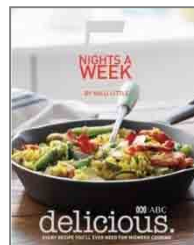
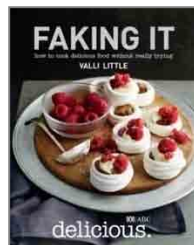
9780733326028

270 mm x 215 mm PB

256pp, 4c x 4c

Rights: World

- Almost 70,000 copies of *Quick Smart Cook* sold in ANZ!





**Leftover Makeovers**  
**SALLY WISE**

Cooking  
April 2011  
9780733329401  
210 mm x 153 mm PB  
304pp, 1c x 1c  
Rights: World

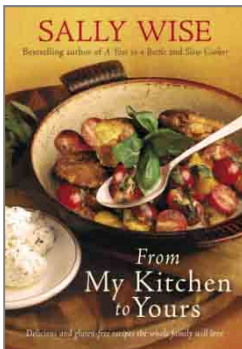
**ABC Local Radio legend and bestselling author Sally Wise shows you how to turn almost any kind of leftover into a new and delicious meal!**

Many of us are guilty of buying, and cooking, more food than we actually eat. Fruits and vegetables languish in the crisper drawer; the cupboards are crammed with an assortment of cereal boxes, the contents of which are slowly going stale; the freezer is bulging with bags of bread crusts and open packets of puff pastry; and in the fridge, half a dozen eggs are a day away from their best-before date.

As well as costing a fortune to buy food we don't end up eating, there are moral and environmental reasons why we need to be imaginative with the food we already have in our fridge or pantry. Here Sally Wise shares her recipes for turning almost any kind of leftover into a new and delicious meal. From bread to cheese to cooked meat and vegetables and even scrapings from jam and Vegemite jars, there is a simple, mouth-watering and economical way to transform what you've already got into tonight's dinner.

- Taps into ongoing trend for thriftiness and avoiding food waste
- Broad appeal: no special techniques or equipment needed

**Sally Wise** is the author of the bestselling *A Year In A Bottle* and *Slow Cooker* and is a regular guest on ABC Local Radio Hobart. She lives in Tasmania.



**From My Kitchen to Yours**  
**SALLY WISE**

Cooking  
September 2010  
9780733328206  
210 mm x 153 mm PB  
256pp, 1c x 1c  
Rights: World

**Bestselling author and ABC Local Radio legend Sally Wise shares her secrets for creating sensational gluten-free meals – the results are so delicious you'll never know you're eating gluten-free!**

Bestselling author Sally Wise has a good reason for creating an easy, delicious and nutritious repertoire of gluten-free recipes: one of her children has coeliac disease.

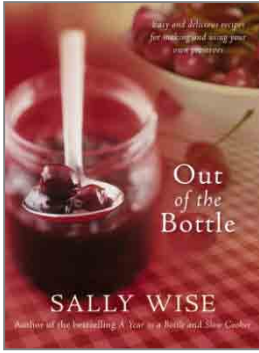
Home cooking for the gluten intolerant is highly advisable - eating out or buying takeaway can be a nightmare as gluten is found in huge numbers of products, not just bread and pasta. And those who don't suffer from gluten intolerance may benefit too - many people report an improvement in their general wellbeing when they reduce the amount of gluten in their diet.

In *From My Kitchen to Yours*, Sally shares her secrets for making food that tastes so good you'll never know you're eating gluten free. It features recipes for basics such as breads, pastry and pancakes, and mouthwatering offerings including Ratatouille Soup, Butter Chicken, Spicy Lamb Parcels, Spinach, Sweet Potato and Fetta Tart, Jaffa Mud Cake and plenty of other sweet treats.

Using fresh, easily accessible ingredients and with lots of bonus tips for dairy-free substitutions, Sally's recipes will have the whole family asking for a second helping.

• Increasing numbers of people are being diagnosed with gluten intolerance, or cutting back on gluten for their general health - Sally is constantly asked for gluten-free meal ideas, and now she has delivered a superb collection of recipes that look, taste and feel great - so great you wouldn't even know you're eating gluten-free food.

• Includes bonus tips for lactose-free substitutions, as many people who suffer from gluten intolerance are also lactose intolerant.



**Out of the Bottle**  
**SALLY WISE**

Cooking  
April 2010  
9780733325571  
210 mm x 153 mm PB  
304pp, 1c x 1c  
Rights: World

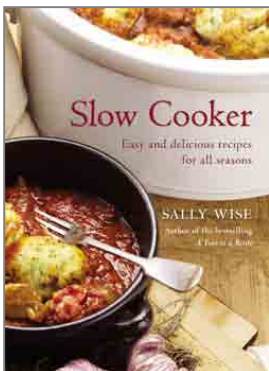
**The author of the bestselling *Slow Cooker* and *A Year In A Bottle* shows you how to incorporate homemade preserves into a range of recipes, turning what would have been a nice meal into a truly sublime one!**

Sally Wise has been a passionate preserver of fruits and vegetables for over three decades. Easy to make, nutritious and additive-free, preserves are sensational as stand-alone products - but that is just the beginning of their potential. A jam can be far more than an accompaniment to scones and cream, and a pickle is far more than a mere friend to meats or cheese. A simple dish can be turned into something sublime by the addition of a spoonful or two of home-preserved product - and that is why Sally's pantry shelves are lined with dozens of bottles of preserves each year, a veritable storehouse and toolbox from which to create amazing dishes.

*Out of the Bottle* contains tips and basic methods for the novice home preserver, as well as a collection of Sally's favourite preserving recipes and the dishes in which they play an integral part. From stir-fries to roasts, curries, vegetable dishes and savoury tarts; from delicious Mini Cherry Mud Cakes to Hummingbird Muffins, Sally's recipes have been developed over a lifetime of experimentation. They range from comfort food to contemporary dishes, and always focus on flavour, quick and easy preparation and natural ingredients.

Never again will you reach for a bottle of pasta sauce - not when your own tomato relish will have friends and family demanding to know what your secret ingredient is, and keep them coming back for more!

- Growing interest in preserving continues unabated.
- Taps into increasing awareness of the effects of additives in food, and the desire to cook with only natural ingredients.
- Packed with healthy recipes that are easy to follow and suitable for the whole family - ideal for all home cooks, especially time-poor ones.

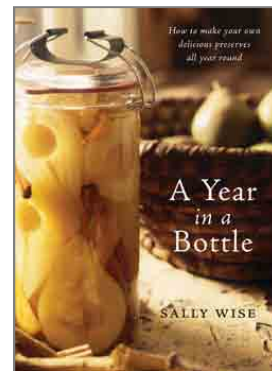


**Slow Cooker**  
**SALLY WISE**

Cooking  
August 2009  
9780733327889  
210 x 153mm PB  
240pp, 1c x 1c  
Rights: World

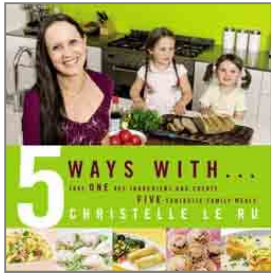
**Easy and delicious slow cooker recipes for all seasons!**

- The consumer demand for slow cooker recipes is huge – as a result of the movement towards slow food and sustainable living
- Contains delicious, warming recipes that are also economical.
- Perfect for busy people.
- 80,000 copies sold in ANZ!



**A Year in a Bottle**  
**SALLY WISE**

Cooking  
June 2008  
9780733323348  
210 x 153mm PB  
240pp, 1c x 1c  
Rights: World



**5 Ways With...  
CHRISTELLE LE RU**

Cooking  
April 2010  
9781869508180  
230 x 230mm PB  
128pp, 4c x 4c  
Rights: World

**Fantastic family-friendly meals that won't blow the budget.**

'What am I going to cook for dinner tonight?'

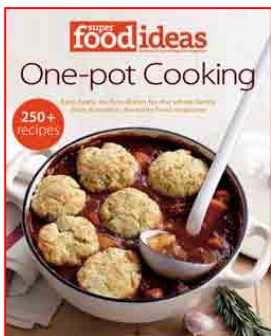
Successful cookbook author, and mother-of-four, Christelle le Ru takes 20 budget ingredients – from potatoes to pumpkin, bananas to broccoli – and shows families five new ways to use each one in a family-friendly meal.

With beautiful colour photography throughout, *Five Ways With...* shows you how to save money on your food bill without sacrificing taste or nutrition.

With its wide selection of vegetable dishes, meat dishes, lunch recipes and desserts, *Five Ways With...* will become a trusted kitchen companion, for experienced and inexperienced cooks, who want to eat well but can't afford expensive disasters.

- Fantastic, family-friendly meals using budget-conscious ingredients,
- Christelle's approach to food and cooking is down-to-earth and her recipes are easily accessible for the home cook
- Christelle is a great self-promoter with strong web presence: [www.christelle-leru.com](http://www.christelle-leru.com)

Born in France but now living in Christchurch, **Christelle le Ru** is a busy mother-of-four as well as a cookbook writer extraordinaire. Her previous books include *Fresh Start* (healthy food for pre-schoolers) and books on French desserts and chocolate.



**Super Food Ideas  
One-pot Cooking  
SUPER FOOD IDEAS**

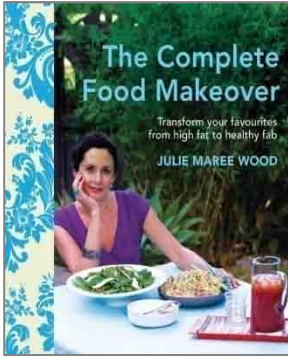
Cooking  
April 2010  
9780732291013  
240 x 193mm PB  
288pp, 4c x 4c  
Rights: World

**Easy, tasty, no-fuss dishes for the whole family**

For super-easy, no-fuss food on a budget, *One-pot Cooking* ticks all the right boxes. These all-in-one recipes are the ideal solution for busy cooks who want maximum satisfaction and flavour for minimum effort and expense. Take the complication out of mealtimes the easy way with this collection of more than 250 of the best one-pot recipes from Australia's best-selling food magazine – *Super Food Ideas*.

- Over 250 of the most popular, fuss-free recipes in a beautiful and simple design.
- Capitalising on the trend for one pot/slow cooker recipes, this book brings together over 250 family favourites you can make with no fuss and little clean up.

**Super Food Ideas** is Australia's number-one food magazine, holding the top position for both readership and circulation. The magazine provides busy individuals and families with easy recipes and meal solutions, using readily available ingredients and simple techniques. Each issue contains hundreds of tempting recipes, nutritional information, helpful cooking tips and fantastic competitions - all for a great-value price.



### ***The Complete Food Makeover***

**JULIE MAREE WOOD**

Cooking/Health

January 2011

9780733328640

225 mm x 210 mm PB

256pp, 4c x 4c

Rights: World

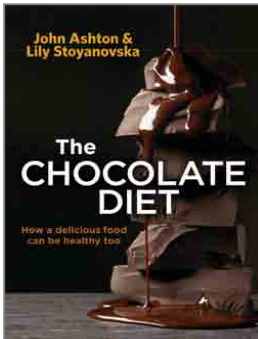
**Transform all your favourite meals – chips, pizza, sticky date pudding – into low fat but equally delicious versions of themselves with this makeover book for food packed full of recipes tips and strategies from nutrition guru, Julie Maree Wood.**

Spaghetti carbonara, chips, pizza, tiramisu have a lot of things in common. They are high in saturated fat, they are very popular and if you eat too many of them, too often, you will develop heart disease.

In an age where food related illness and obesity are epidemic, Julie Maree Wood offers a recipe book with a difference: all her recipes take classic high fat dishes and transform them into delicious, but very low fat, versions of themselves, without sacrificing flavour.

This is not just a diet book, although it could be used by people as part of a calorie-controlled diet, packed full of tips, strategies and nutritional this book is for anyone who wants to watch their fat intake and still eat hard-to-resist foods by making a few simple changes to everyday recipes.

**Julie Maree Wood** is a naturopath and nutritionist. She teaches and writes on the topic, and runs a clinic in Sydney. She has published three children's books overseas and is the co-author of *Feeding Fussy Kids* with Antonia Kidman.



### ***The Chocolate Diet***

**JOHN ASHTON & LILY STOJANOVSKA**

Cooking

April 2011

9780732291792

178 mm x 128 mm PB

144pp, 1c x 1c

Rights: World

**The amazing health benefits of chocolate revealed in a bite size treat...**

Respected scientists Dr John Ashton and Dr Lily Stojanovska have collaborated to stump the myths surrounding the world's most favourite, delicious, seductive treat. Is chocolate better for us than red wine? Does it contribute to weight gain? What are the amazing health benefits?

In a break-through revelation for chocoholics everywhere, *The Chocolate Diet* tells you how to incorporate chocolate into your daily life and not feel guilty about it affecting your waist line. Full of facts, tips and mouth-watering recipes this is essential reading for anyone who can't say no ...

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