



THE UNIVERSITY OF THE WEST INDIES PRESS



Annual Report
2005-2006



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MISSION STATEMENT

THE UNIVERSITY OF THE WEST INDIES PRESS'S MISSION IS TO BE THE PREMIER ACADEMIC BOOK PUBLISHER IN THE CARIBBEAN, TO ENHANCE AND ENCOURAGE RESEARCH AND PUBLICATION OF CARIBBEAN SCHOLARSHIP, TO PROMOTE THE GLOBAL REPUTATION OF THE UNIVERSITY OF THE WEST INDIES BY EMPOWERING THE SCHOLARLY COMMUNITY IT SERVES, AND TO DISSEMINATE CARIBBEAN SCHOLARSHIP TO THE WORLD WITHIN A COST-EFFECTIVE ENVIRONMENT.



UWI PRESS

A VOICE, AN IMAGE AND A VEHICLE



The Caribbean world that is served by the University of the West Indies needs a competent, high-quality university press. As the academic community seeks to strengthen and expand its commitment to meeting the challenges identified by regional development discourse, it can only succeed with the Press serving as a critical enabler.

At this time, the region's capacity to access organized, relevant knowledge for development thinking and planning cannot be described as advanced. It has the lowest enrolment in higher education in the hemisphere, and the chronic shortage of skilled, highly

trained citizens constitutes the principal drag on its ability to secure sustained economic growth. Stakeholders are in agreement that a remedial course of action must be the launch of a tertiary education revolution.

The role and function of the Press must be an essential element of this strategy. Currently, there are over twenty-six thousand students enrolled at UWI and twice the number in other tertiary institutions within the English-speaking subregion. This level of access is growing at a rapid rate. It cannot be overstated how important it is that these students are able to secure the fine literature produced by the region's scholars as part of a normal cultural expectation. The University of the West Indies has not only expanded its global reach and regional relevance by its investment in the Press, but it has enhanced immeasurably its reputation as a centre of excellence.

Continues



In order to play a vital role in the regional development initiatives, the University has finalized its strategic plan for the period 2002–2007. The Press, as a significant constituent that shapes and informs the University's reality, recognizes the contribution it must make to the planning exercise and offers its experiences and infrastructure as a significant asset.

The significance of strategic planning is to ensure that both the University and the region itself are positioned to survive with enhanced capability and credibility the contradictory political and economic process of globalization. The Caribbean nation as a cultural gathering will require its distinct voice to be heard and respected. No civilization will grow without an empowered voice and the University of the West Indies Press has already established a reputation as a primary instrument through which that voice resonates.

It is the voice of our distinguished academic leaders who have demonstrated the intellectual vibrancy of the civilization through the publication of new and innovative research. The “inward stretch and global reach” of the Caribbean mind through the pages of the products of the Press have illustrated its importance to understanding the realities of the postcolonial era. There is no substitute for relevant, original research, and the ability of the Press to make accessible new knowledge is as critical to development as any other form of resource availability.

Empowering the scholastic voice of the Caribbean is an effective way to transform the image of the region as a viable and vibrant zone of excellence in the globally competitive circumstance. The explosion of research-based publications within the academy in recent years was in large measure attributable to the activities of the Press that sees as its remit the ongoing motivation of scholars.

The market for tertiary-level texts that speak to the Caribbean context continues to grow. The Press is a major beneficiary of this trend and one of its leading energy sources. In paving this path, the Press serves the University as an investment that is at once illuminating and entrepreneurial.

Professor Hilary Beckles
Chairman
UWI Press Board of Directors



EXECUTIVE SUMMARY

The Press achieved remarkable results for fiscal year 2005–2006. Several significant milestones were reached, including publishing the most scholarly books in a fiscal period; overseeing, completing and paying for the construction of a new Press building; achieving the highest net sales in its thirteen-year history; and seeing productivity double. These achievements reflect a maturing publishing company, with excellence and productivity demonstrated by all departments, Acquisitions, Business, Marketing and Production.

Press time and resources for the year were spent on book launches, sales calls, hosting exhibits, overseeing the construction of a new Press building, increasing the Press's global reach, and publishing twenty-four new publications and twelve reprints. For the year, net sales reached J\$22 million, a 26 per cent improvement over the previous period, and the cash balance remained positive. The pattern of growing sales and modest surpluses has continued unabated, as called for in the Press's *Five-Year Strategic Plan, 2002–2007*.



Front row: Karen Smith, Jean Honeyghan, Mervis Johnson, Jodie McBean, Dwayne Francis; second row: Donna Muirhead, Linda Speth, Aisha Harris, Marsha Marshall; third row: Kizzy Kennedy, Shivaun Hearne, Richard Young and Nadine Buckland. Not shown: Richard Smith



BOOKS AND JOURNALS PUBLISHED

The Press published twenty-two new books and two issues of the *Journal of Caribbean History*.

Plantation Jamaica, 1750–1850: Capital and Control in a Colonial Economy, B. W. Higman

Contemporary Caribbean Cultures and Societies in a Global Context, edited by Franklin W. Knight and Teresita Martínez-Vergne

From Nation to Diaspora: Samuel Selvon, George Lamming and the Cultural Performance of Gender, Curdella Forbes

Bats of Puerto Rico: An Island Focus and a Caribbean Perspective, Michael R. Gannon, Allen Kurta, Armando Rodríguez-Durán and Michael R. Willig

Theoretical and Empirical Exercises in Econometrics, Nlandu Mamingi

On the Treatment and Management of the More Common West-India Diseases, 1750–1862, edited by J. Edward Hutson

Rupert Gray: A Tale in Black and White, Stephen N. Cobham; edited by Lise Winer, annotations and introduction by Bridge Brereton, Rhonda Cobham, Mary Rimmer and Lise Winer

Inna di Dancehall: Popular Culture and Politics of Identity in Jamaica, Donna P. Hope

Lionheart Gal: Life Stories of Jamaican Women, Sistren with Honor Ford-Smith

Out of Order! Anthony Winkler and White West Indian Writing, Kim Robinson-Walcott

Returning to the Source: The Final Stage of the Caribbean Migration Circuit, edited by Frances Henry and Dwaine E. Plaza

Exploring the Boundaries of Caribbean Creole Languages, edited by Hazel Simmons-McDonald and Ian Robertson (cloth)

Exploring the Boundaries of Caribbean Creole Languages, edited by Hazel Simmons-McDonald and Ian Robertson (paper)

Writing Rage: Unmasking Violence through Caribbean Discourse, Paula Morgan and Valerie Youssef

Flight to Freedom: African Runaways and Maroons in the Americas, Alvin O. Thompson

“The Man Who Ran Away” and other Stories of Trinidad in the 1920s and 1930s, Alfred H. Mendes; edited by Michèle Levy

The Economic Development of Barbados, Michael Howard

Reinterpreting the Haitian Revolution and Its Cultural Aftershocks, 1804–2004, edited by Martin Munro and Elizabeth Walcott-Hackshaw



The Earliest Inhabitants: The Dynamics of the Jamaican Taíno, edited by Lesley-Gail Atkinson

Midlife and Older Women: Family Life, Work and Health in Jamaica, Joan Rawlins

A to Z of Industrial Relations in the Caribbean Workplace, George J. Phillip and Benthan H. Hussey
(cloth)

A to Z of Industrial Relations in the Caribbean Workplace, George J. Phillip and Benthan H. Hussey
(paper)

Journal of Caribbean History 39, no. 2

Journal of Caribbean History 40, no. 1

The following twelve books were reprinted because of ongoing course demand:

Gendered Realities: Essays in Caribbean Feminist Thought, edited by Patricia Mohammed

Diasporic (Dis)locations: Indo-Caribbean Women Writers Negotiate the Kali Pani, Brinda J. Mehta

Public Sector Economics, Michael Howard

Dictionary of Jamaican English, second edition, edited by F. G. Cassidy and R. B. Le Page

Learning to Be a Man: Culture, Socialization and Gender Identity in Five Caribbean Communities, Barry Chevannes

Nationalism and Identity: Culture and the Imagination in a Caribbean Diaspora, Stefano Harney

Rock It Come Over: The Folk Music of Jamaica, Olive Lewin

In Miserable Slavery: Thomas Thistlewood in Jamaica, 1750–86, Douglas Hall

Cases on Issues in Educational Management, Sonia Jones

A History of the Virgin Islands of the United States, Isaac Dookhan

Understanding Crime in Jamaica, edited by Anthony Harriott

Introduction to Social Research, Ian Boxill

In addition, the following sixteen publications are “in press”:

Caribbean Culture: Soundings on Kamau Brathwaite, edited by Annie Paul

Jamaica in 1686: The Taylor Manuscript at the National Library of Jamaica, edited by David Buisseret

Jamaica Talk: Three Hundred Years of the English Language in Jamaica, Frederic G. Cassidy

Gender and Slave Emancipation the Atlantic World, edited by Diana Paton and Pamela Scully

A Historical Study of Women in Jamaica, 1655–1844, Lucille Mathurin Mair, edited and with an introduction by Hilary McD. Beckles and Verene A. Shepherd



Bricks and Stones from the Past: Jamaica's Geological Heritage, Anthony Porter
Archibald Monteath: Igbo, Moravian and Jamaican, Maureen Warner-Lewis
A Translation Manual for the Caribbean (English–Spanish), Ian Craig and Jairo Sánchez
Social Studies Curriculum and Methods for the Caribbean, Anthony D. Griffith and James L. Barth
Current Themes in Social Psychology, Derek Chadee and Jason Young
Inside Hillview High School: An Ethnography of an Urban Jamaican School, Hyacinth Evans
Enjoying Power: Eugenia Charles and Political Leadership in the Commonwealth Caribbean, edited by Eudine Barriteau and Alan Coble
Indo-Caribbean Indenture: Resistance and Accommodation, 1838–1920, Lomarsh Roopnarine
The First West Indies Cricket Tour: Canada and the United States in 1886, edited and with an introduction by Hilary McD. Beckles
Great Jamaican Advocates, Raphael Codlin
Journal of Caribbean History 40, no. 2

The Production Department is to be commended for its speed and thoroughness in editing, designing, proofreading and printing so many books this year.

CONFERENCES, EXHIBITS AND SALES CALLS

The Press had a presence at twenty-eight conferences and exhibits and undertook sales calls to seven different countries.

In further efforts to stimulate international sales, the Press launched a new distribution arrangement with Scholarly Book Services in Canada. The Toronto launch was attended by four Press staff members, and Austin Clarke was featured as the guest speaker. Several members of the diplomatic corps attended the well-publicized event, and the Press and its publications were featured in the print media and on radio and television.

The Mona Academic Conference
The University of the West Indies
Jamaica

Seventh Biennial Caribbean International Social Work Educators Conference
The University of the West Indies
Jamaica



The Great Book Fair
Assembly Hall
The University of the West Indies
Jamaica

Frankfurt Book Fair
The Eurospan Group Stand
Frankfurt, Germany

New York Library Association
Combined Book Exhibit
United States

Charleston Library Acquisition Conference
United States

American Library Association
Combined Book Exhibit
United States

Scholarly Book Services
Canada

Derek Gordon Seminar
The University of the West Indies
Jamaica

African Studies Association
United States

A Touch of France
Jamaica

African World View and the Making of the
Caribbean Conference
The University of the West Indies
Jamaica

New Jersey Library Association
United States

Florida Library Association
United States



Publishing consultant Harry Van Ierssel and managing editor Shivaun Hearne at the launch of the international sales agreement between the Press and Scholarly Book Services, Toronto, Canada



UWI students at Mona buying books for the new term at the Press's annual Great Book Fair



American Society of Criminology
United States

American Society for Theater Research
United States

Department of Educational Literary Studies Symposium
The University of the West Indies
Jamaica

Shortwood Teachers' College Black History Month Book Display
Jamaica

Northern Caribbean University Language Week Book Display
Jamaica

Mona Research Day
The University of the West Indies
Jamaica

Canadian Studies and the Caribbean Conference
The University of the West Indies
Jamaica

Mona Career Expo 2006
Placement and Career Services
The University of the West Indies
Jamaica

Sir Arthur Lewis Institute of Social and Economic Studies
The University of the West Indies
Barbados

Latin American Studies Association
Puerto Rico

Caribbean Studies Association
Trinidad and Tobago

Association of Caribbean Historians
The University of the West Indies
Trinidad and Tobago

Caribbean Women Writers
United States

Caribbean Development Bank Annual Meeting
Jamaica

The Press's exhibit programme is very successful and results in exceptionally good visibility for the Press, its authors and the University of the West Indies. The booths are always attractive and well staffed. This year the Marketing Department won second place for the best booth at the Mona Career Expo and should be commended for their outstanding exhibit management.

In ongoing efforts to better serve the region and increase sales, sales calls were undertaken to Barbados, St Kitts, St Lucia, Tortola, Antigua, Puerto Rico, and Trinidad and Tobago.



SCHOLARLY REVIEWS

Scholarly reviews in academic journals continue to be an important means of disseminating information and generating sales to academics and libraries. During the year, the Press saw an increase in its tracked reviews and it will continue to concentrate on emphasizing international review coverage.

Interrogating Caribbean Masculinities: Theoretical and Empirical Analyses, edited by Rhoda Reddock, *Journal of the Centre for Puerto Rican Studies* 17 (2005)

Reclaiming African Religions in Trinidad, Frances Henry, *Nova Religion* 9 (2005)

Central African in the Caribbean: Transcending Time, Transforming Cultures, Maureen Warner-Lewis, *Latin American Research Review* 40 (2005)

Ethical Practice in Everyday Health Care, E. R. Walrond, *Casebook* (2005)

The Language of Dress: Resistance and Accommodation in Jamaica, 1760–1890, Steeve Buckridge, *American Historical Review* (2004)

Modern Blackness: Nationalism, Globalization, and the Politics of Culture in Jamaica, Deborah Thomas, *Social and Economic Studies* 54 (2005)

No Bond but the Law: Punishment, Race and Gender in Jamaican State Formation, 1780–1870, Diana Paton, *American Historical Review* (2004)

Construction and Representation of Race and Ethnicity in the Caribbean and the World, Mervyn Alleyne, *Oxford Journal, The Year's Work in English Studies* 83 (2004)

A Dictionary of Jamaican English, second edition, edited by F. G. Cassidy and R. B. LePage, *Oxford Journal, The Year's Work in English Studies* 83 (2004)

Gendered Realities: Essays in Caribbean Feminist Thought, edited by Patricia Mohammed, *Caribbean Studies* 33 (2005)

Theoretical and Empirical Exercises in Econometrics, Nlandu Mamingi, *UWI Chill News* 2 (2006)

A Practical Introduction to Econometrics: Classical and Modern, Patrick Kent Watson and Sonja Sabita Teelucksingh, *UWI Chill News* 2 (2006)

The Economic Development of Barbados, Michael Howard, *UWI Chill News* 3 (2006)

The Ethical Practice of Everyday Health Care, E. R. Walrond, *UWI Chill News* 3 (2006)

On the Treatment and Management of the More Common West-India Diseases, J. Edward Hutson, *UWI Chill News* 3 (2006)



LAUNCHES

The Press sponsored eleven book launches in the three campus countries, with an impressive list of speakers, including the Canadian high commissioner of Barbados, the prime minister of Jamaica, the minister of finance of Jamaica, a member of parliament in Trinidad, senior academics at the University of the West Indies, and popular dancehall artists in Jamaica.

Ethical Practice in Everyday Health Care, E. R. Walrond
Barbados

On the Treatment and Management of the More Common West-India Diseases, 1750–1802,
edited by J. Edward Hutson
Barbados

The Economic Development of Barbados,
Michael Howard
Barbados

*From Nation to Diaspora: Samuel Selvon,
George Lamming and the Cultural Performance
of Gender*, Curdella Forbes
Jamaica

Lionheart Gal: Life Stories of Jamaican Women,
Sistren with Honor-Ford Smith
Jamaica

Rupert Gray: A Tale in Black and White,
Stephen N. Cobham; edited by Lise Winer,
annotations and introduction by
Bridget Brereton, Rhonda Cobham,
Mary Rimmer and Lise Winer
Trinidad and Tobago

Inna di Dancehall, Donna Hope
Jamaica



Professor Rupert Lewis, unidentified guest, dancehall artist Makka “Diamond”, Minister of Finance the Honourable Omar Davies, author Donna Hope, and marketing and sales manager Donna Muirhead at the launch of *Inna di Dancehall*



Author Donna Hope signs copies of *Inna di Dancehall*



Out of Order! Anthony Winkler and White West Indian Writing, Kim Robinson-Walcott
Trinidad and Tobago

Returning to the Source: The Final Stage of the Caribbean Migration Circuit, edited by Dwaine E. Plaza and Frances Henry
Trinidad and Tobago

Midlife and Older Women: Family Life, Work and Health in Jamaica, Joan Rawlins
Trinidad and Tobago

Out of Order! Anthony Winkler and White West Indian Writing, Kim Robinson-Walcott
Jamaica



Author Kim Robinson-Walcott presents a copy of *Out of Order!* to the Mona campus librarian Amenu Kpodo. At the head table are UWI Press general manager Linda Speth, Professor Brian Meeks and senior lecturer David Williams.



The Honourable Edward Seaga, former leader of the opposition, congratulates Kim Robinson-Walcott on her publication

Press authors Rupert Lewis, Maureen Warner-Lewis and Obika Gray share a light moment at a Press event





CATALOGUE AND BOOKS IN PRINT, 2006

Work was completed on a four-colour seasonal (annual) catalogue, and ten thousand catalogues were mailed to academics, individuals, bookstores, government officials, libraries, wholesalers, schools and retailers. The catalogue will also be made available to the university's Office of the Vice Chancellor, Public Relations Office, Alumni Association, Finance and General Purposes Committee, Business Development Offices, resident tutors, and other relevant departments and promotional and/or fundraising units.



NEW PRESS BUILDING

Telfie Construction began work on the new Press building in August 2005. Some delays were experienced due to heavy rainfalls and the need to relocate the original site. The work was completed and the building was ready for occupancy in June 2006. The Press warehouse remained at 1A Aqueduct Flats, but all other operations were transferred to the new building at 7A Gibraltar Hall Road. The total cost of the project was approximately J\$22 million and the Press paid cash for the building from operational results, savings and aggressive receivable management. Additional interior improvements, landscaping and external site additions such as patios and benches will take place during 2006–2007, with an open house tentatively scheduled for 1 February 2007 during the university-wide meetings in Jamaica. The Business Office is to be especially commended for the amount of time spent at meetings, reading plans and coordinating various aspects of this complex undertaking.



Front elevation of the new Press building, 6 March 2006. (Photo courtesy of B.W. Higman.)



PICTORIAL HIGHLIGHTS OF UWI PRESS STAFF AT WORK IN THE NEW BUILDING



Press management reviewing the Press's *Five-Year Strategic Plan, 2002–2007* and the successful achievement of all goals



Managing editor Shivaun Hearne working on a manuscript



The marketing team celebrating record-breaking net sales for 2005–2006



Finance and accounting team reviewing year-end 2005–2006



Marketing assistant Karen Smith helping a customer



Warehouse officer Richard Smith making book deliveries between the IA warehouse and 7A Press administration building



PRESS FINANCES, STRATEGIC PLAN, AND FINANCE AND GENERAL PURPOSES COMMITTEE

In May 2006, Press management reported to the Finance and General Purposes Committee on the progress it had made in achieving the goals and objectives of its *Five-Year Strategic Plan, 2002–2007*. The PowerPoint presentation emphasized both qualitative and quantitative achievements, including utilizing international benchmarks. The committee gave the Press a warm and interested hearing and was pleased that almost all the financial and editorial goals had been met or exceeded. They were also favourably disposed to the Press's rigorous peer-review process, which results in the publication of excellent books adhering to the highest standards of international scholarship.

Over the last few years, as called for in the plan, the Press has witnessed sustained sales growth, achieved many operational efficiencies and generated significant increases in productivity. Sales have doubled over the last five years, with international sales increasing threefold.

The Press is currently undergoing a new strategic planning phase, to capitalize on the achievements embodied in the first strategic plan, to align itself more closely with the university's new strategic plan and to meet the challenges of scholarly communication in the twenty-first century.



University of the West Indies Press

Strategic Plan, 2002–2007

Key Performance Indicators and International Benchmarks

Year	2002	1 2003	2 2004	3 2005	4 2006 est	5 2007 est	AAUP
Sales Growth	(9)%	23%	23%	(5)%	30%	5%	(5)%
Inventory as % of sales	61%	48%	40%	36%	40%	40%	51%
DSO	124	94	92	109	105	100	100
Cost of Sales	68%	61%	57%	55%	54%	53%	50%
Gross Margin	32%	39%	43%	45%	46%	47%	50%
Operating Costs	168%	187%	167%	182%	150%	150%	106%
Marketing Costs	59%	56%	47%	46%	42%	38%	34%
Cash flows	J\$0.80mil	J\$1.4mil	J\$2.3mil	J\$7.8mil	J\$2.5mil	J\$2.4mil	N/A
Surplus/Deficit	(J\$7.5mil)	(J\$8.8mil)	J\$5.0mil	J\$2.8mil	J\$2.2mil	J\$2.0mil	N/A
Sales/Employee	J\$1.2mil	J\$1.5mil	J\$2.1mil	J\$2.0mil	J\$3.0mil	J\$2.8mil	J\$2.1mil
Titles/Employee	3	2	2	2	4	4	3

Sources: Figures are derived from audited financial statements, 2002–2005. Estimated figures for the current fiscal year are derived from the budget for 2005–2006 and the original *Five-Year Strategic Plan, 2002–2007*.

Estimated figures for 2006–2007 are derived and modified from the original *Five-Year Strategic Plan, 2002–2007*. The international benchmarks are derived from the Annual Operating Statistics, Association of American University Presses, April 2003.

Note: Key performance indicators help an organization define and measure progress toward achieving organizational goals. During its strategic planning process, the Press decided to focus on several organizational and operational goals, including sales growth, inventory levels, days of sales outstanding, cost of sales, gross margin and operating costs. By tracking quantifiable numbers over time, UWI Press was able to establish and monitor areas for improving operational efficiencies. The main point to be made is that *significant improvements occurred incrementally and over time in all categories*. It should be noted that in many cases a higher percentage indicated better than average performance than our peers. For example, we achieved a higher sales growth rate in this period than did our peers. In other cases, UWI Press achieving a lower percentage rate than our peers might also be positive. For example, UWI Press had a lower inventory percentage rate than our peers, which meant dollars invested into inventory translated into sales more quickly and that the inventory was not overvalued.



CONCLUSION

As the Press enters its fourteenth year as a scholarly book publisher, its publishing programme and marketing functions are becoming increasingly focused and cost effective. Over the last few years, the Press has moved steadily and consistently to becoming a global scholarly publisher rather than a local one; export sales have grown every year for the past six years; the Press has more international distributors than at any time in its history; it has a strong presence at local, regional and international events; and its books are increasingly reviewed in the international media. In 2006–2007, this international growth and reach will continue unabated, with the Press attending the Frankfurt Book Fair, the London Book Fair and Book Expo in the United States, the largest book trade shows in the global marketplace.

BESTSELLERS & AWARD WINNERS

1. *Plantation Jamaica, 1750–1850: Capital and Control in a Colonial Economy*, B.W. Higman
2. *Central Africa in the Caribbean: Transcending Time, Transforming Cultures*, Maureen Warner-Lewis
3. *Confronting Power and Theorizing Gender: Interdisciplinary Perspectives in the Caribbean*, edited by Eudine Barriteau
4. *Interrogating Caribbean Masculinities: Theoretical and Empirical Analyses*, edited by Rhoda Reddock
5. *Modern Political Culture in the Caribbean*, edited by Holger Henke and Fred Reno
6. *Gendered Realities: Essays in Caribbean Feminist Thought*, edited by Patricia Mohammed
7. *Introduction to Politics*, third edition, Trevor Munroe
8. *The Construction and Representation of Race and Ethnicity in the Caribbean and the World*, Mervyn C. Alleyne
9. *Nationalism and Identity: Culture and the Imagination in a Caribbean Diaspora*, Stefano Harney
10. *Introduction to Social Research: With Applications to the Caribbean*, edited by Ian Boxill, Claudia Chambers and Eleanor Wint

