



Westchester

Publishing Services

1969-2019 • 50 Years of Excellence Delivered

February 2019

Dear *PW* Readers,

In 2019, Westchester Publishing Services achieves a significant milestone as our business turns 50 years young. A couple of decades ago, with the dawning of the internet and the advent of eBooks, many asked how long would print publishing survive? That question has been answered, and it's safe to say print publishing will be around for many decades to come. A very good thing, as the power of the printed word is as important today as it's ever been. Westchester is proud to be a part of this noble industry. In this milestone year for Westchester, we would like to thank all our clients for entrusting us with perhaps their most precious asset, with special thanks to Mary Ann Liebert, Inc. Publishers, Macmillan Publishers, Harvard University Press, and W.W. Norton & Company, Inc. for their many years of significant loyalty to Westchester.

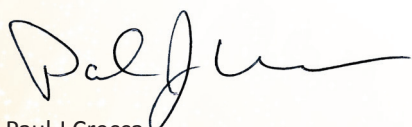
Westchester's original business, a typesetting service, was founded in 1969. In 1983, the company acquired the Westchester Book Group, adopting the name as its brand. In the 1990s, when many US typesetters were acquired by offshore competitors, Westchester established its own offshore typesetting operations to stay cost competitive. In 2008, after working together for a few years, Westchester acquired 100% of a Chennai, India-based composition house, which to this day handles about 98% of Westchester clients' composition work. A small percentage of special projects are typeset in the US. In the late 1990s, Westchester began building a US-based editorial group to fulfill client demand for quality book project management and copyediting services, laying the foundation for what is today the largest US-based team of production editors for a non-publisher. A US journal-specific editorial group was added a few years later.

In September 2014, Westchester converted to a 100% employee-owned company through an Employee Stock Ownership Plan, which is when I joined the company. Westchester's unique story is what attracted me—a US-owned company in a foreign-owner-dominated market, a wholly owned India composition house handling all Westchester client projects, a reputation for the best quality and reliability in the industry, and the most dedicated team of managers and publishing professionals I have ever met. But there were many next chapters to write in the Westchester story. In late 2015, we opened an office in New Delhi, India, establishing a quality team of project editors, thus offering an alternative to US editorial services. In early 2017, we launched a new product line, Westchester K-12 Publishing Services, offering content development, design, and production services to the K-12 educational publishing market. In early 2018, Westchester Publishing Services UK was established, with the opening of an office in Stratford upon Avon, led by a UK publishing market veteran.

Westchester Publishing Services is the only US-owned and managed company in which pre-press publishing services is our flagship and essentially only product, a service we have been providing to publishers for 50 years, and we are extremely good at it, if not the best in the market today.

We know entrusting your publications to a third party is not an easy decision, but rest assured at Westchester we handle your books, journals, and white papers with the same care and attention as if they were our own.

Thank you again to all our clients for trusting Westchester, and to all our associates and freelancers worldwide for making the quality service we provide our clients possible.



Paul J Crecca
President & CEO

We're proud of our friends at Westchester Publishing Services on achieving this monumental anniversary—like fine wine, you've matured very well. Cheers to another 50 years of success!

—Michael Weinstein, Production Director, Teachers College Press

The Gap, Yankee Candle, and Cracker Barrel—those monuments of culture hailing from the heights of 1969. You know them well. To their less ostentatious peer, in a class by itself, we must raise a proverbial glass—to Westchester. Long may it provide relief—and, of course, exceptional, affordable service—to the overburdened acquiring editor. Happy anniversary.

—Garrett Brown, Sr. Director of Publications, The Mercatus Center

Congrats and best wishes to our friends at Westchester Publishing Services for continued success.

—Lorraine Shanley, President, Market Partners International

Happy 50th Birthday to all our friends at Westchester. We always know we can count on you to make our books look great! Here's to another 50 years of continued excellence.

—Sue Carlson, VP, Director of Production & Design, W.W. Norton

A business that stands the test of time understands what their customers want and ensures they deliver it. Congratulations on your golden anniversary, Westchester! You continue to excel at providing great service on every project you do.

—Richard Harvell, Executive Editor, Bergli Books

Bryan Adams knew the "Summer of '69" was special, as do we in the educational publishing world. 50th Anniversary congratulations to Westchester Publishing Services, a great friend and partner in developing quality content for students!

—Rick Kaller, Director, Publishing Operations, Benchmark Education

Wishing a happy 50th anniversary and continued success to our friends at Westchester Publishing Services. Your commitment to quality, service, and excellence is among the best in the business and greatly appreciated.

—Bridget Bosworth, Editorial/Production Director, Blue360 Media

Happy Birthday Westchester! Pluto is also celebrating our 50th anniversary in 2019. It's a rare pleasure to work with a company that upholds the same strong ethical framework that we do. Here's to another 50 years and to making the world a better place!

—Veruschka Selbach, Managing Director, Pluto Press

Being in business for 50 years is a significant accomplishment—but when you're as exceptional as Westchester is, you're probably only getting started. Happy Birthday, Westchester. 50 looks great on you!

—Larry Klein, Production Manager, American Society for Microbiology

Congratulations to Westchester for 50 years of service to the publishers, authors, and readers. Here's to your next 50 years!

—Bridget Austiguy-Preschel, Assistant Manager, Production, ABC-CLIO

Congratulations on your 50th Anniversary! Thanks for the millions of pages you've set for us, your spirit of partnership and best wishes for your continued success!

—Macmillan Publishers



Read more at westchesterpublishingservices.com/50years

Westchester began as a typesetting company in 1969 and has grown to become the largest employee-owned, US-based editorial and composition provider, offering publishers around the world these services:

Domestic Full Service

- Best available US-based project management and copyediting, with India composition
- 25+ US employee editorial team, largest of any publishing services firm
- 400+ network of freelance talent to fit any project
- Over 650 titles, 300,000 pages handled annually
- US employee customer service
- US composition available for high-profile/sensitive titles
- Long-term clients include Harvard University Press and W.W. Norton
- Client Portal free of charge—manage all your projects from one customized dashboard
- Many new clients say Westchester's Domestic Full Service is the only real option

Domestic Composition Only

- Full range of India-based composition services offered to US customers
- InDesign, LaTeX, 3B2
- Pre-edit tagging, all eBook formats, XML
- All complexities, from monographs to DIY/cookbooks
- Fast turnaround times, attention to page layout
- Over 1,600 titles, 600,000 pages handled annually
- Handling composition for 98%+ of Macmillan trade titles for 10+ years
- New clients often say, "Westchester's domestic composition service saved me thousands of dollars vs. handling it in-house."
- US design services available

India Direct Full Service

- Very cost-efficient alternative to US full service
- Editorial team based in New Delhi, India—led by 20+ year editorial services veteran
- US copyediting available with India project management
- Domestic Full Service option for high-profile/sensitive titles
- Client Portal free of charge—manage all your projects from one customized dashboard
- Full service including US copyediting for under \$10 per page; volume discounts available

India Direct Composition Only

- Your best, least expensive typesetting service option
- Full range of composition services, pre-edit, eBook, XML
- Author corrections, image and table placement at no extra charge
- India-based customer service, US escalation service rep for project emergencies
- All other Westchester services available for high-profile/sensitive titles
- Outstanding composition service for under \$2 per page; volume discounts available

Westchester K-12

Learn more at westchesterk12publishingservices.com

- Full service content development, art, design & production for K12 educational publishers
- ELA, math, science, social studies
- Original content creation, content refreshing, content pickup, test banks
- Art/design for covers, pages, custom illustrations, and photo research
- Domestic and offshore composition to fit project budget requirements
- Partners with Learnosity & Fablevision
- Marie Brown, previously of Brown Publishing Network, ELA consulting editorial project director
- Flexible capacity to handle projects from under \$10k to over \$1 million