



Press Release

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Contact: Christianne Debysingh, Harvest House Publishers

Phone: 888-468-4108

Email: cdebysingh@harvesthousepublishers.com

Web: www.harvesthousepublishers.com

HARVEST HOUSE PUBLISHERS MAKES STRATEGIC CHANGES

Eugene, Oregon – September 30, 2015 – Harvest House Publishers announced today that it has signed RR Donnelley as a third-party distribution provider to take over warehousing, fulfillment and distribution of its books and Bibles and will soon cease distribution from its Eugene, Oregon warehouse. This move will place Harvest House products in a more central location in the US, and help to serve customers more efficiently and effectively as well as streamline delivery times.

“We are making strategic, forward-thinking changes that will enable Harvest House to stay strong and on the offensive for years to come,” says President Bob Hawkins, Jr., “which includes moving our warehousing to the Midwest. We want to intently focus our energies on publishing and allow the experts at RR Donnelley to manage our distribution. And so we are thrilled to enter into this long-term relationship with RR Donnelley, as it will greatly enhance our distribution service to our valued customers.”

“Our specialized [book fulfillment services](#) are designed to offer publishers the ability to increase speed to market, reduce freight costs, and improve efficiencies across the distribution process,” said Dan Knotts, RR Donnelley's Chief Operating Officer. “We look forward to serving Harvest House Publishers with our integrated service platform and our extensive book fulfillment network that includes sophisticated logistics capabilities built to manage the unique distribution requirements of our publishing customers.”

The transition to utilizing RR Donnelley’s warehouse in Menasha, Wisconsin will begin shortly with inventory completely ready to ship before the end of 2015.

“We’re also putting a great deal of renewed energy into our editorial, sales, and marketing efforts,” adds Hawkins, “working to uniquely position ourselves and the relevant products we offer to a world that needs to hear the good news.”

Along those lines, the company is looking to expand its sales department with new hires in key positions. One such hire, Ken Lorenz, joined Harvest House on September 13 as Director of Sales/CBA Division. Ken brings to his new role a wealth of experience, including leadership positions in sales at Gospel Light, Standard Publishing, and David C. Cook. His passion for CBA and his understanding of books and the current climate uniquely qualify him to direct business through this important sales channel.

“Ken’s capabilities and experience will greatly benefit not only Harvest House, but more importantly, our retail and distributor partners,” says Sales Vice President Brad Moses. “He is definitely the right person at the right time to lead us into a period of innovation, creativity, and growth. We are thrilled to have someone of his caliber, a man with the highest integrity, a strong work ethic, and an infectious enthusiasm that will benefit all who interact with him.”

“I am as excited as I have ever been in my career coming to work at Harvest House,” states Ken Lorenz. “The reputation of Harvest House, the quality of the people, and the rich product content makes coming at this time a true blessing from the Lord. I so look forward to continuing to work with many of my friends in the CBA industry.”

In addition, a company-wide commitment to new acquisitions strategies strengthens even further the successes Harvest House has had in publishing arenas such as books for children and tweens as well as practical Christian living and books for women. “I’m excited about the new lines and initiatives we have in development,” says LaRae Weikert, Executive Vice President of Editorial. “They will bring focus and innovation to the unique niches Harvest House fills in the industry.”

“The strategic changes we’re making now will position us very well for the future,” says Hawkins. “Yet even amidst these changes, we will stay true to our mission: To provide high-quality books and products that proclaim Jesus Christ as the answer to every human need. That is the heartbeat of who we are.”

About Harvest House Publishers

Harvest House, a Christian publishing company based in Eugene, Oregon, publishes more than 140 books per year and carries a strong backlist offering more than 1,200 titles. Over 125 million Harvest House books have been sold worldwide through diverse distribution channels, and additional millions have sold in over 75 different languages.

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