

<b>Report on</b>	Purchasing books for resale at Seamus Heaney HomePlace
<b>Date of Meeting</b>	Thursday 13 <sup>th</sup> January 2022
<b>Reporting Officer</b>	Tony McCance
<b>Contact Officer</b>	Brian McCormick

<b>Is this report restricted for confidential business?</b>	Yes	
If 'Yes', confirm below the exempt information category relied upon	No	X

<b>1.0</b>	<b>Purpose of Report</b>
1.1	To request approval from Council to purchase books for resale from Grantham Books Services as the sole Northern Ireland Distributor for Faber & Faber (Seamus Heaney's publishers).
<b>2.0</b>	<b>Background</b>
2.1	Seamus Heaney HomePlace, is dedicated to celebrating the life and literature of one of Ireland's, and indeed the world's, most celebrated writers. As part of the facility operation, Seamus Heaney HomePlace sells a range of goods from the facility gift shop to those who visit the facility. The sale of merchandise from the gift shop is a significant income stream for the facility. One of the most popular items purchased by customers has been books, especially the poetry of Seamus Heaney.
2.2	The vast majority of Seamus Heaney's poetry, including all of his main collections, is published by Faber & Faber and is distributed by their sole Northern Ireland Distributor, Grantham Books Services.
<b>3.0</b>	<b>Main Report</b>
3.1	Seamus Heaney's poetry books have proven to be very popular purchase from the gift shop at HomePlace and customer demand and customer sales for this aspect of the merchandise offering at the facility has witnessed a steady increase since the facility opened in September 2016.
3.2	Seamus Heaney HomePlace has negotiated a 35% discounted purchase price on each item purchased through their distribution wholesale company Grantham Book Services. As a specialist supplier Seamus Heaney HomePlace is able to avail of this favourable discount when the books are purchased through Faber & Faber's appointed distribution wholesale Company (Grantham Book Services).
3.3	Approval for the purchase of books from Grantham for resale was granted by members in January 2019 for a 3 year period. Council approved the Direct Award Contract for the purchase of Seamus Heaney book stock (for resale) from Grantham Books Services as the sole distributor for Faber and Faber in Northern

3.4	<p>Ireland for the next three year period, and to avail of the 35% discount price of the book stock purchased.</p> <p>Members should note that no books were purchased for a period of 11 months as a result of COVID related closure of SHHP during this three year term.</p>
<b>4.0</b>	<b>Other Considerations</b>
4.1	<p><b><u>Financial &amp; Human Resources Implications</u></b></p> <p>Financial: Within identified and agreed budgets approved by Council</p> <p>Human: Within identified staffing resources agreed and approved by Council</p>
4.2	<p><b><u>Equality and Good Relations Implications</u></b></p> <p>Faber &amp; Faber are the main publisher of Seamus Heaney books, and their distribution company Grantham Book Services, is the sole wholesale distributor for Faber and Faber in Northern Ireland.</p>
4.3	<p><b><u>Risk Management Implications</u></b></p> <p>Grantham Book Services is the sole supplier of Seamus Heaney Faber &amp; Faber publications. Seamus Heaney HomePlace is able to avail of a 35% discount on publications purchased through this wholesaler. To not be able to access publications through this literature wholesaler would limit the types of publications that would be available at Seamus Heaney HomePlace and would have a detrimental impact on retail profits within the Seamus Heaney HomePlace gift shop.</p>
<b>5.0</b>	<b>Recommendation(s)</b>
5.1	<p>Members are asked to approve the Direct Award Contract for the purchase of Seamus Heaney book stock (for resale) from Grantham Books Services, as the sole distributor for Faber and Faber in Northern Ireland, for the next 3 year period from January 2022 – December 2024, and to avail of the 35% discount price of the book stock purchased from this source.</p>
<b>6.0</b>	<b>Documents Attached &amp; References</b>
6.1	N/A