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Coutts expands into international markets

With the appointment of Stephen Pugh as Vice President International Sales, announced today, Coutts is poised to extend its markets in academic book and electronic content services to Asia-Pacific, Africa, Australia and New Zealand.

Stephen Pugh, formerly Senior Vice President, International Division/ Managing Director, Australia with YBP, has a history of successful sales development in the international academic library market and brings a wealth of knowledge and experience to Coutts.

Stephen's first priority will be to build an effective sales team to work with clients in Asia, Africa and Australasia, advising particularly on the acquisition of electronic content through the Coutts MyiLibrary aggregated eContent platform. Stephen will report to Andy Alferovs, Group Sales Director.

Andy Alferovs welcomed Stephen to the Coutts sales team: 'I am very pleased that Stephen has chosen to join us at this time. Our service levels have never been higher and our service offers to the market are leading the way for librarians looking to a single vendor to provide both books and eBooks in an integrated way. Stephen will not only make a big contribution to our growth, but will bring benefits to the academic library sector itself as their need for a single eBook solution grows.'

Stephen Pugh commented: 'I am delighted to join Coutts at this important time in its history. I believe strongly that Coutts is the supplier best positioned to meet and exceed the evolving needs and expectations of libraries. I look forward to making a contribution, to working with the excellent Coutts team, and to my continuing professional relationships with librarians throughout Australia, New Zealand, Southeast Asia and beyond.'

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Notes for editors:

About Coutts Information Services

Coutts Information Services is an international company with offices in the US, UK, Canada, and The Netherlands. The company specializes in book and electronic content supply to the academic, government, corporate, public and institutional library and information sectors.

Coutts' services include the supply and full shelf-ready processing and cataloging of print monographs, the provision of standing order and approval plan services along with full seamless ILS integration covering both print and electronic content. Coutts is at the forefront of eBook provision to academic libraries.

Coutts Information Services is a business of the Ingram Book Group.

About MyiLibrary™

MyiLibrary is the eBook platform of choice for academic libraries and information organizations worldwide. By aggregating content from multiple publishers, MyiLibrary offers a single interface to discovery and an unprecedented research tool for academics and professionals.

MyiLibrary holds more than 70,000 cross-searchable titles in electronic format, with coverage set to expand rapidly in the next few months.

MyiLibrary is part of the Ingram Digital Group.

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