against the grain

PUBLISHER PROFILE

SAGE PUBLICATIONS, INC. (founded 1965)
2111 West Hillcrest Drive
Newbury Park, CA 91320
Tel: (805) 499-0721
Telex: 1000799
Fax: (805) 499-0871

Affiliated Companies:

SAGE PUBLICATIONS LTD. (founded 1971)
28 Banner Street
London EC1Y 8QE
ENGLAND
Tel: (01) 253-1516
Telex: 296207
Fax: (01) 253-5206

Directors, SAGE Ltd: David Hill (Managing); Lynn Adams; Stephen Barr; Michael Birch; Matthew Jackson; Ian Eastment; George D. McCune (USA, Chairman) and Sara Miller McCune (USA)

SAGE PUBLICATIONS INDIA PVT LTD (founded 1981)
M-32 Market
Greater Kailash I
New Delhi 110 048
INDIA
Tel: 641-9884 and 644-4958
Cable Address: SAGEPUB New Delhi 110 048
Managing Director: Tejeshwar Singh

OFFICERS:

Chairman & Publisher:
Sara Miller McCune

President & CEO:
George D. McCune

Exec. V.P. & COO:
Nicholas Penta

V.P. & Dir. of Mag:
David F. McCune

V.P. & CFO:
Michael Graves

V.P. & Editorial Dir:
Charles T. Hendrix

DIR, Sage Periodicals Press Division:
Stephen Horvath

Mailing Address:
Post Office Box 4215
New Delhi 110 048
INDIA

VITAL STATISTICS:

Number of Employees: 94 (US); 38 (UK); 23 (India)
1988 number of books published: 154 (origination: 110 USA, 24 UK, 20 India)
1988 number of journals published: 73 (origination: 57 USA, 19 UK, 7 India)
1989 estimated number of books to be published: 204 (128 USA, 53 UK, 30 India)
1989 estimated number of journals published: 94 (64 USA, 22 UK, 8 India)

Number of Active (Book) Series:

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<th>SAGE INC.</th>
<th>SAGE LTD.</th>
<th>SAGE INDIA</th>
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Number of Inactive (Book) Series:

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ISBN PREFIX: 0-8039

HISTORY AND BRIEF DESCRIPTION OF SAGE’S PUBLISHING PROGRAM:

In September, 1965 URBAN AFFAIRS QUARTERLY appeared — the first journal (indeed, the first publication) to bear the Sage imprint. In little less than 25 years since that date, Sage has expanded dramatically (as the publishing statistics above illustrate) . . . and the imprint now appears on 94 journals and approximately 200 new books each year, published on three continents.

Journals are still a vitally important element of our business. Periodicals provide between 40% and 45% of Sage’s turnover (both in the U.S. and internationally). Our periodicals also assure us of the network of scholarly contacts needed to guarantee the quality and breadth of our book publishing program.

From the beginning, Sage’s operations were based on four fundamental principles:

1. a deep commitment to and interest in the social sciences and social scientists and a desire to assist them in fulfilling their publishing needs;
2. a belief that since social science is global, Sage’s publishing program must be global, too;
3. a strong commitment to growth and expansion;
4. a desire to achieve the widest possible dissemination of our publications.

Sage publishes periodicals and serials on behalf of nearly 50 scholarly societies (including the American Academy of Political and Social Science, the International Sociological Association, various divisions of the American Psychological Association, the Royal Institute of International Affairs, and the Indian Council of Social Science Research).

Because each year Sage publishes so many original, referred social science articles, books, and book chapters, we believe we are the publishers of more different social scientists (throughout the world) than any other publisher. Hence, our letterheads and catalogs remind our authors and readers that SAGE’s three affiliated companies in California, London and New Delhi are truly “THE PUBLISHERS OF PROFESSIONAL SOCIAL SCIENCE.”