

BOOKSELLING THIS Week

AMERICAN BOOKSELLERS ASSOCIATION

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TABLE OF CONTENTS:

• Incoming ABA CEO Begins New Job With Gratitude and Confidence	1
• BookExpo America: It's a Wrap!	1
• Photo Highlights: ABA @ BookExpo America 2009	2
• Access to Capital and Healthcare Reform Hot Topics at ABA's Small Biz Session	4
• Viral Marketing? Think Content	5
• The July 2009 Indie Next List	5
• A Recap of ABA's Town Hall & Annual Membership Meetings	7
• Celebration of Bookselling Features Indies Choice Book Awards	9
• Booksellers Buy Reading Glasses to Benefit ABFFE	10
• Spring Book Awards Season in Bloom	10
• BTW News Briefs	11
• The Indie Gardening & Nature Bestseller List	11

MARKETPLACE

• Classifieds	12
• Other Advertising	12

Incoming ABA CEO Begins New Job With Gratitude and Confidence

June 04, 2009 -- Dear Bookselling Friends:

As I begin my new job, I want to thank the hundreds of people who have wished me well. All their words of encouragement and support have given me enormous confidence that I'm beginning my new role at ABA surrounded by people who share my belief that -- despite the enormous challenges we face -- together we can create a business and cultural environment where independent bookstores won't merely survive but will, once again, thrive. I pledge to use all of my energy and best efforts to make that a reality.

I want to publicly express my personal thanks and appreciation to both the ABA Board of Directors for their vote of confidence in selecting me as ABA's new CEO and to the CEO Search Committee for their transparent, fair, and thorough process. I'm humbled by your support, and I am eagerly looking forward to helping lead our organization. I am particularly grateful to ABA's former president, Gayle Shanks of Changing Hands Bookstore, Tempe, Arizona, for her tireless leadership this past year and for all she has done on behalf of ABA.

None of us at ABA -- neither Board nor staff -- have all the answers to how we can best serve our members. From Day One, I want to reach out and ask that you never hesitate to contact me (at oren@bookweb.org ¹) if you have any suggestions, ideas, thoughts, or concerns about ABA and our efforts on behalf of indie bookstores. My door -- and e-mail inbox -- are always open, and I hope you will feel free to be in touch. I know we can be far more effective when we work together and utilize the extraordinary collective brainpower of booksellers. I'm very fortunate to be beginning my service as ABA's CEO with a truly dedicated Board of Directors led by Michael Tucker of Books, Inc., San Francisco, California, and Becky Anderson of Anderson's Bookstore, Naperville, Illinois.

I know that I follow a remarkable CEO. Avin was a superb leader who served ABA with enormous skill and dedication.

The pace of change in our world has never been faster, and we are surrounded by challenges we could scarcely have envisioned only a few years ago. But in my 20-plus years of service to ABA, if I have learned one thing, it is that independent booksellers are the smartest, nicest, and most resilient people in the universe. As I become your new CEO, I am energized by my belief that by working together we can ensure that our very best days are still to come.

I can't wait to get to work!

Warmest regards,

Oren

Oren J. Teicher
Chief Executive Officer
American Booksellers Association

BookExpo America: It's a Wrap!

June 04, 2009 -- A deep recession, declining sales, and the potential disruption of rapid technological change combined to create an atmosphere of uncertainty and caution for the kickoff of this year's BookExpo America. But for indie booksellers -- who attended the show in numbers that equaled their presence at the last New York City BEA, in 2007 -- the show was an energizing four days that combined well-attended panels and seminars; updates about an especially strong fall list; and productive, informal meetings with fellow booksellers and publishing colleagues.

"They say the sky is falling, but apparently it's not falling for independent booksellers," said BEA Vice President and Show Manager Lance Fensterman at ABA's Town Hall meeting last Friday. Following the show, BEA said that more than 7,000 "book buyers" had attended, and that the overall attendance was more than 29,000.

"For our members, BEA '09 was a very productive and important event in what has certainly been a difficult year," said ABA CEO Oren Teicher. "More than 600 indie booksellers attended our Day of Education last Thursday, and we're very happy that attendees have told us they found the sessions extremely helpful and

informative. But, beyond that, our members consistently say that the most important thing ABA can do for them is to create venues for booksellers to come together and exchange ideas, and we're convinced that BEA is one of the most important events of the year for indie booksellers for that reason." Paul Yamazaki of City Lights Books, San Francisco, California, noted, "I never get tired of BEA. A national gathering is important, for, no matter how electronic things get, we all need face time."

At the show, Fensterman said that BookExpo America was working to fashion "a smaller show... that is more focused and concentrated," and he detailed new BEA initiatives, including the trade show floor Author Stages and a high-powered CEO Panel, all of which helped attract a record 1,700 media members to this year's show, up by 41 percent compared to the last New York City show. Fensterman said that BEA hoped to help "put a megaphone up to the industry" and "open a dialogue [and connect] key influencers" in the book world. The *New York Times*², the *Los Angeles Times*³, the *Washington Post*⁴, and *USA Today*⁵, all ran major reports on the show.

Several ABA and BEA education sessions focused on the growing role of digitization in the book industry and the sale of e-books. Perseus Books Group's production of *BOOK: The Sequel* -- a collection of first sentences submitted by the public for yet-to-be-written sequels to any book ever published -- resulted in an on-the-trade-floor publication in multiple formats that garnered much attention, as did the Espresso Book Machine, which was printing books on demand in the Ingram booth.

But, as always, the focal points of the trade show for booksellers were books and authors. At the ABA Celebration of Bookselling Luncheon, 300 indie booksellers broke bread with 50 authors whose titles they have nominated for the Indie Next List and its predecessor, the Book Sense Picks.

Kelly Justice of The Fountain Bookstore in Richmond, Virginia, said, "This is by far one of my favorite events. I wouldn't have missed the lunch. It always centers me for the rest of the conference." In addition, authors autographed in the ABA Booksellers Lounge, in BEA's Autographing Area, and in publisher booths on the trade show floor. And this year, BEA offered an Editor's Buzz, a Young Adult Editor's Buzz, and Independent Publishers Editor's Buzz. While there were far fewer galleys on the floor, Sheryl Coteleur of BookPassage in Corte Madera, California, still found plenty to choose from. "There are many, many wonderful books coming out this fall," she said.

ABA's educational programming, this year open to all BEA badge holders, included a full day of education on Thursday, IndieBound, IndieCommerce, and ABA Gift Card users group meetings, and a special session, "How SBA and the Federal Stimulus Package Can Help Your Business," featuring Ana M. Ma, chief of staff of the U.S. Small Business Administration, and Michael Goldman, a counselor and past executive committee member for the New York City chapter of SCORE.

At the conclusion of Thursday's educational sessions, Roni K. Devlin of Literary Life Bookstore and More in Grand Rapids, Michigan, said, "I thought the day went pretty well. I always get rejuvenated when I come to BookExpo America. When I'm caught up in the day to day of the bookstore, I can forget how wonderful the world of books is -- so it's reviving to come to BEA." Elizabeth Dulli, whose bookstore, Book King Bookstore, opened in February 2009, attended Thursday's Bookseller Roundtables and noted that "there were a lot of great ideas there. I'm a new bookstore owner, so I need great ideas. It's nice to sit with people who have been

doing this longer."

This week, *BTW* features a look at BEA in photos, new reports on the SBA panel and on the Day of Education panel on viral marketing, featuring Bill Wasik, and a recaps of the Celebration of Bookselling Luncheon and ABA's Town Hall and Annual Meeting. In upcoming issues, we'll continue our reports on ABA educational panels and provide updates on what ABA is doing to ensure indie booksellers' place in the e-book distribution channel. And, of course, all of ABA's BEA education session materials are available to all bookseller members via BookWeb.org⁶. --Dan Cullen⁷ and Rosemary Hawkins⁸, with reporting by David Grogan⁹ and Karen Schechner¹⁰

Photo Highlights: ABA @ BookExpo America 2009

June 04, 2009 -- Click any image to open a larger version.

The American Booksellers Association's programming at last week's BookExpo America kicked off on Wednesday afternoon with a Brooklyn Bridge walking tour led by author and New York City expert Kevin Baker¹¹. Approximately 30 booksellers gathered in the Hotel ABA Hospitality Suite for the start of the one-hour walk across the bridge.

Thursday's ABA Day of Education¹², sponsored by Ingram Book Group/Ingram Publishers Services, began with a thought-provoking panel discussion, "The Ties That Bind," which explored how the relationship between authors and independent bookstores can continue to grow and prosper in challenging times. The panel featured bestselling authors James Patterson, Jon Meacham, Sherman Alexie, and Lisa Scottoline, with moderator Roxanne Coady of R.J. Julia Booksellers (second from right.)

Well-attended education sessions featured everything from book clubs and the bookstore as the third place to viral marketing and selling e-content. Children's booksellers on the panel "Give It Away to Get It Back: Using 'Thought Leadership' Marketing to Build Your Children's Business," sponsored by ABA and the Association of Booksellers for Children and moderated by ABC Executive Director Kristen McLean, were (l. to r.) Diane Capriola of Little Shop of Stories, Shannon Mathis of San Francisco's Books Inc., and Shelly Plumb of Harleysville Books.

Thursday was capped by an evening reception at Hotel ABA where hundreds of booksellers, publishing execs, authors, friends, and family gathered for a moving tribute and celebration in honor of retiring ABA CEO Avin Mark Domnitz.

Joining in the praise for Domnitz was John Ingram, chair of Ingram Industries, who characterized Domnitz as "first and foremost a great bookseller," whose insight and influence had helped the company develop "a lot of the programs we have today."

When six former ABA presidents -- Ann Christophersen, Neal Coonerty, Joyce Meskis, Mitchell Kaplan, Richard Howorth, and Chuck Robinson -- took the stage for an "ABA Presidential Summit" tribute, Meskis told Domnitz that "the wisdom you shared with us has made us all better booksellers, and we are so grateful."

ABA's new CEO Oren Teicher described Domnitz as "the most passionate and effective advocate that [America's] booksellers have ever had."

Among the hundreds of others gathered to honor Domnitz at the reception, which was sponsored by ABA, BEA, Hachette Book Group, HarperCollins, Harry N. Abrams, Hyperion, Ingram Book Company, Macmillan, Penguin Group USA, Random House, Simon & Schuster, and Workman, with supporting sponsors Grove/Atlantic and Scholastic, were:

Clark Kepler of Kepler's Books, Domnitz, and Mitchell Kaplan of Books & Books.

ABA CFO Eleanor Chang, outgoing ABA President Gayle Shanks and Bob Sommer of Changing Hands Bookstore, and Chuck and Dee Robinson of Village Books.

Rita Domnitz and ABA Chief Program Officer Len Vlahos.

Guests listen to tributes to the outgoing CEO.

The Domnitz family, many of whom came from Milwaukee for the event.

Putumayo world music artist and Hindi songstress Falu entertaining guests at the reception.

The highlight of ABA's programming on Friday was the Celebration of Bookselling Luncheon, where 50 authors lunched with booksellers and the inaugural Indies Choice Book Award winners were honored. Among those in attendance to receive their awards, presented by incoming ABA President Michael Tucker of Books Inc., were:

Neil Gaiman, whose *Graveyard Book* (Harper Collins) won Best Indie Young Adult Buzz Book, with Michael Tucker (left).

Annie Barrows, co-author with Mary Ann Shaffer of *The Guernsey Literary and Potato Peel Pie Society* (Dial Press), winner for Best Indie Buzz Book (Fiction).

Mo Willems, whose *Don't Let the Pigeon Drive the Bus* (Hyperion Books for Children) is one of the first three inductees into the Indies Choice Book Awards Picture Book Hall of Fame.

Sherman Alexie, winner of the Indies Choice Book Award for Most Engaging Author, who later autographed in the ABA Booksellers Lounge.

Indies Choice honor recipient for Most Engaging Author, Jon Scieszka (*Knucklehead*, Viking Children's Books).

Michael Greenberg, author of *Hurry Down Sunshine: A Memoir* (Other Press) and an Indies Choice Book Award honoree for Best Conversation Starter (Nonfiction) (right).

On Friday afternoon, booksellers voiced concerns at an informal ABA Town Hall meeting, hosted by outgoing President Gayle Shanks and incoming President Michael Tucker.

Following the Town Hall, the full Board, ABA staff, and members convened for the Annual Membership Meeting. (Read this week's related story.)

Ana M. Ma, chief of staff for the U.S. Small Business Administration, was a featured speaker at Saturday's "How SBA and the Federal Stimulus Package Can Help Your Business." (Read this week's related story.)

The ABA Booksellers Lounge was once again a place for members to relax, check e-mail (courtesy of James Patterson's ReadKiddoRead.com¹³), have books autographed by some of their favorite authors¹⁴, recharge their laptops, relax in a comfy chair, and check out ABA's products and services.

Nancy Grace, autographing *The Eleventh Victim*, as part of the Hyperion Cafe in the ABA Lounge on Saturday.

Chris Finan, president of the American Booksellers Foundation for Free Expression, and Jamie Chosak, of ABFFE and the National Coalition Against Censorship, provided information about the groups' resources at a table in the lounge. (Read this week's related story.¹⁵)

ABA IndieCommerce staff met with booksellers who were interested in learning more about the new Drupal platform.

The BEA trade floor opened on Friday, and crowds walked the aisles hoping to find next season's big books and potential handselling favorites. Others discussed business at tables set up in booths on the show floor.

New to the show floor this year were the BEA Author Stages, which drew crowds for an array of author interviews. Captain Chesley B. (Sully) Sullenberger III, who was Guest of Honor on Saturday, drew a large crowd and media attention.

At its booth, Perseus Books Group published *BOOK: The Sequel*, a collection of first sentences submitted by the public for yet-to-be-written sequels to any book ever published, in multiple formats, including POD (via the Espresso Book Machine at the Ingram Booth on the show floor), eBook, digital audio download, and large print editions.

The BEA Autographing Area featured a wide range of authors, including Emeril Lagasse (*Emeril at the Grill*, HarperStudio), throughout the show.

And, finally, members of a future generation of indie booksellers were in evidence at the show.

-- Photos by Alison Greene, Kristen Gilligan¹⁶, Rosemary Hawkins¹⁷, Meg Smith¹⁸, and Jeff Wexler¹⁹

Access to Capital and Healthcare Reform Hot Topics at ABA's Small Biz Session

June 04, 2009 -- On Saturday, May 30, at BookExpo America, more than 55 booksellers attended the American Booksellers Association session "How SBA and the Federal Stimulus Package Can Help Your Business" in the hopes of finding solutions to a wide range of issues currently facing small businesses in tough economic times, from access to capital to affordable healthcare.

The 90-minute program, which took place at the Javits Convention Center, featured Ana M. Ma, chief of staff at the U.S. Small Business Administration, and Michael Goldman, a counselor and past executive committee member for the New York City chapter of SCORE, a nonprofit association dedicated to educating entrepreneurs and to the formation, growth, and success of small business nationwide.

ABA's new CEO, Oren Teicher, serving as session moderator, noted that President Obama had made clear that the long-term survival of small businesses, such as independent bookstores, is a priority for his administration. "The elaborate stimulus package that the Obama administration passed includes a whole series of reforms to SBA to help small business gain access to capital," Teicher explained. "For the entire time I've been at ABA... the one issue that comes up the most often is access to capital."

SBA Chief of Staff Ma discussed the president's commitment not only to small businesses, but also to reading and literacy. "Independent booksellers are a valued member of the small business community," she said. "And small businesses are the heartbeat of our economy." Ma noted that the Obama administration "values taking bold action," and revitalizing SBA is a key step it has taken to help spur economic growth. "SBA received \$730 million in Recovery Act funding," she noted

Ma reported that SBA recently launched a new program to help businesses, the America's Recovery Capital (ARC) loan program, which carries a 100-percent guarantee from SBA to the lender. Small businesses suffering financial hardship as a result of the slow economy may be eligible to receive temporary relief to keep their doors open and get their cash flow back on track through the program.

On June 15, SBA will start guaranteeing ARC loans, she said, and she explained that ARC loans are deferred-payment loans of up to \$35,000 available to established, viable, for-profit small businesses that need short-term help to make their principal and interest payments on existing qualifying debt. ARC loans are interest-free to the borrower, 100 percent guaranteed by the SBA, and have no SBA fees associated with them. Loan proceeds are provided over a six-month period, and repayment of the ARC loan principal is deferred for 12 months after the last disbursement of the proceeds. Repayment can extend up to five years. "These loans will [help] small businesses keep their doors open," she said.

SBA defines a "viable" business as one that has been profitable in one of the past three years and one that is able to project sufficient

cash flow to meet current and future loan payments over a two-year period from loan approval. "You can put [the ARC loan] toward your mortgage, credit card, or vendor debt," Ma said.

Overall, SBA can help booksellers in a number of ways. SBA has a "powerful, broad reach," she reported. "We have 14,000 SBA-affiliated counselors" who can help booksellers, and these counselors have experience working with women, minorities, and rural communities that are "traditionally underserved." The goal is to give small businesses "a stronger voice on the national level," said Ma.

Following Ma, Goldman urged booksellers to make use of SCORE's free mentoring. "We have nearly 400 chapters across the United States and more than 11,000 counselors. We are a resource of SBA, and we all come from the business world. We are men and women who have had senior positions.... We're all volunteers, and there is no charge for our counseling. You can maintain a mentor relationship for as long as you like."

Goldman, who comes from a highly successful accounting background, continued, "Each of us has his or her own expertise" and he noted that counselors frequently worked together to assist businesses, often helping develop business plans for either start-ups or small businesses seeking additional capital. "Please take advantage of this national organization."

A question-and-answer period followed the presentations, and questions regarding the application process for an ARC loan came up.

As with other SBA loan programs, booksellers interested in an ARC loan should contact their bank and find out if it is an SBA lender, Ma noted.

If the bank is an SBA lender, SCORE's Goldman stressed the banker should be able to help booksellers find the right SBA loan if the ARC loan isn't a good option. "A counselor from SCORE will even accompany you to your banker if necessary," he said. "The [ARC] loan program by SBA... is just one of many loan programs that SBA supports. It's not the only program available." Teicher added that if a bookseller's banker is not offering SBA loans, he or she should encourage the bank to do so.

There was also discussion regarding the consequences should a small business owner be unable to pay back an ARC loan, and what the 100-percent guarantee means. "The benefit of SBA making that guarantee is that the bank is more likely to give you the loan," Goldman explained. "That being said, if you are unable to pay off the loan, the bank will come after you. You are still liable. The bank can look to SBA in a worst-case scenario." He added: "I would urge you not to focus [only on the ARC loan program] -- focus on the money you need for you business and go to the bank and do whatever is necessary."

Ma concurred. "The bank will find the best fit based on your needs.... You can also talk to SCORE and our local offices." As with any loan, the bank will want to see a business' tax return, balance sheet, and debt.

Teicher further stressed, "ARC loans and other SBA loans are not mutually exclusive."

The issue of healthcare rounded out the session discussion, as booksellers questioned Ma about what steps the Obama administration planned to take to help provide affordable healthcare options to small businesses.

Healthcare reform is a key priority of the Obama administration, said Ma, and was "on the congressional agenda." She added: "SBA

is at the table in this discussion," and would be sure the concerns of small business would be heard. "We realize you can't afford \$3,000 a month" in health insurance costs.

For an overview on the small business programs included in the federal stimulus package, visit the following links:

- news.bookweb.org/news/6606.html
- www.sba.gov/recovery/index.html²⁰

And more information on the ARC loan program is available at www.sba.gov/recovery/arcloanprogram/index.html²¹.

To locate a regional SBA office near you, go to www.sba.gov/localresources/index.html²².

For more about SCORE, and to locate a SCORE counselor, to to www.score.org/index.html²³. --David Grogan²⁴

Viral Marketing? Think Content

June 04, 2009 --

It's no secret that FaceBook, Twitter, and YouTube can provide far-reaching and free marketing, but the question is, how to use them effectively? Bill Wasik, senior editor of *Harper's Magazine*, creator of the Flash Mob, and author of *And Then There's This*²⁵ (Viking, June 2009), presented a primer on creating content for social media, including tips on what *not* to do, at the ABA education session "Viral Marketing in Our Viral Culture" at BookExpo America.

²⁶ Wasik began by giving a quick overview of old versus new media, and noted that we can all be in the media business now. But not all new media is created equal. In order to be successful at creating "spreadable" information, that information must be genuine, he said. In other words, thinking in terms of "viral marketing" can lead to creating content that feels like marketing, or an ad, and then it's dead. The common pitfall, Wasik said, is "pointing people to what you want them to see rather than creating something interesting."

Instead, "the moral of the story is to give away content," he said. "Think extras." Supply additional information, either curated or original, including book excerpts, author Q&As, videos, author backstories, and consider asking visiting authors for original content. He also reminded booksellers to link to authors' sites, which "can create a very positive feedback loop." Booksellers can parlay their role as book curators into author-information curators and add value to their websites, said Wasik. "The reason people love independent bookstores and come to independent bookstores is that you can tell them what's good and what isn't. That same controlling intelligence can be used on a website as a way to help people sift through the vast Internet."

In response to a bookseller who asked if social media is only relevant to young people, Wasik underscored that FaceBook has "really crossed a chasm" in terms of age. "My mom and my father-in-law have sent me FaceBook requests," he said. "It's a mistake to think of it just being about a younger demographic."

During the session, several booksellers mentioned how inane social media can be, and Wasik agreed, but said that shouldn't stop anyone. "It's definitely a lot of noise. But you can't ignore that world. It's more useful instead to talk about how to use it."

Still, social media has no shortage of bookseller fans. One said that she finds Twitter, which has 14-million users, to be a time saver. (ABA's Sarah Rettger has written a concise introduction to Twitter²⁷.) To winnow titles for a Europa backlist special, she tweeted a

question asking booksellers what they recommended. She got good feedback and placed her order. She said, "It's given me a lot of time back." -- Karen Schechner²⁸

The July 2009 Indie Next List

June 04, 2009 -- Here's a preview of the July Indie Next List, now on its way to ABA member stores in the IndieBound movement, and a reminder that June Notable titles are now featured in a flier²⁹ and shelf-talkers³⁰, downloadable here and from BookWeb.org³¹.

The July 2009 Indie Next Great Reads

The Angel's Game: A Novel by Carlos Ruiz Zafon

(Doubleday, \$26.95, 9780385528702 / 0385528701)

"*The Angel's Game* is a guaranteed page-turner, with many twists and turns of plot, a touch of horror, and gripping suspense. The novel, from the author of *The Shadow of the Wind*, takes us back to the gothic universe of the Cemetery of Forgotten Books and the winding streets of Barcelona's old quarter, in a masterful tale about the magic of books and the darkest corners of the human soul." --Milane Christiansen, The Book Works, Del Mar, CA

Border Songs: A Novel by Jim Lynch

(Knopf, \$25.95, 9780307271174 / 030727117X)

"Jim Lynch's latest novel is marvelous -- it inspires delight and wonder in the natural world, illuminates the follies of border rivalries and drug wars, and examines the vagaries of small town life through the experiences of Brandon Vanderkool, a beguiling amateur naturalist whose severe dyslexia makes him an unlikely border patrolman. This is a funny, sweet, yet cautionary tale for our time." --Mary Gleysteen, Eagle Harbor Book Company, Bainbridge Island, WA

The Case of the Missing Servant: A Vish Puri Mystery by Tarquin Hall

(Simon & Schuster, \$24, 9781416583684 / 1416583688)

"Vish Puri, Most Private Investigator, is part Hercule Poirot and part Precious Ramotswe -- with a nod to Sherlock Holmes, deploying his team of undercover operatives in Delhi with shrewd skill. He's an old-fashioned, principled man, not afraid of modern technology as it changes the face of India. Irresistible, this quirky story should appeal to readers of every stripe, mystery and non." --Barbara Peters, The Poisoned Pen, Scottsdale, AZ

How I Became a Famous Novelist by Steve Hely

(Grove Press, Black Cat, \$14 paper, 9780802170606 / 0802170609)

"This hilarious story is a send-up of being an author, and all other aspects of the book business. Hely has written a captivating novel about writing a bestselling novel, while doing as little work as possible. The fake *New York Times* bestseller list alone is worth the price of this book!" --Mitch Gaslin, Food For Thought Books, Amherst, MA

A Happy Marriage: A Novel by Rafael Yglesias

(Scribner, \$26, 9781439102305 / 1439102309)

"Rafael Yglesias tells the story of Enrique and Margaret Sabas, who is dying from cancer. The novel unfolds as we see her planning her goodbyes and death interspersed with the story of their courtship and long marriage. The novel captures the maturing of feelings, the issues around sex, and the frustrations of parenthood in such a way that I was riveted, entranced, and moved to -- and sometimes beyond -- tears. Absolutely brilliant." --Cathy

Langer, Tattered Cover Bookstore, Denver, CO

The Blue Notebook: A Novel by James A. Levine

(Spiegel & Grau, \$23, 9780385528719 / 038552871X)

"How could James Levine, a doctor and medical researcher at the Mayo Clinic, capture the hidden life of a 15-year-old Indian prostitute? This fictional journal of Batuk, a precocious girl sold into sexual slavery, reveals a life few could imagine and depicts the power of youthful imagination to escape an intolerable reality." --Darwin Ellis, Books on The Common, Ridgefield, CT

Sworn to Silence: A Thriller by Linda Castillo

(Minotaur Books, \$24.95, 9780312374976 / 0312374976)

"Has a serial killer returned to a small, Amish town again after 16 years? And will the chief of police -- now ostracized from her Amish family -- know the secret behind the killings? Gruesome murders, excellent plotting, and a variety of characters with fresh personalities all add up to an impressive debut with a vividly creative story." --Susan Wasson, Bookworks, Albuquerque, NM

Shimmer by Eric Barnes

(Unbridled, \$25.95, 9781932961676 / 1932961674)

"This story of high-tech, corporate chicanery creates a foreign, but believable, world that will lodge in your mind. Barnes has written a gripping depiction of how people can become dehumanized in their single-minded drive for success. A superior novel." --Joe Strelbel, Anderson's Bookshop, Naperville, IL

Black Water Rising: A Novel by Attica Locke

(Harper, \$25.99, 9780061735868 / 0061735868)

"Debut author Attica Locke has written a riveting novel set in Houston in the early 1980s, as two former civil rights activists find themselves in a new fight for justice for laborers in the big oil industry of Texas." --Sarah Bagby, Watermark Books, Wichita, KS

Love Begins in Winter: Five Stories by Simon Van Booy

(Harper Perennial, \$13.99 paper, 9780061661471 / 0061661473)

"Simon Van Booy's second collection offers intricate stories brimming with supple and mysterious energy. One never knows with Van Booy's distinctive style what will happen next, what will break your heart and heal it at the same time, what symbolic gesture will be rife with coincidence. His writing is pitch-perfect, and he has such great respect for his characters. Van Booy deserves many more fans." --Marie du Vaure, Vroman's Bookstore, Pasadena, CA

The Lace Makers of Glenmara: A Novel by Heather Barbieri

(Harper, \$24.99, 9780061721557 / 0061721557)

"Exhausted from devastating losses in every aspect of her life, young fashion designer and seamstress Kate Robinson travels to Ireland, making good on a promise to her dying mother to visit their ancestral home, a tiny, close-knit fishing community. There, she joins a group of lace makers, both learning from them and using her talents to reimagine their craft. Full of finely developed characters, whom you will come to know and appreciate." --J.K. Campbell, Colorado State Univ. Bookstore, Fort Collins, CO

You or Someone Like You by Chandler Burr

(Ecco, \$25.99, 9780061715655 / 0061715654)

"Anne, a wife and mother, is living the Beverly Hills good life, leading book groups for directors, screenwriters, producers, and actors. But from the opening scene, in which we see her highly connected, Hollywood deal-maker husband packing to leave, she must use her literary brilliance to fight ferociously for the life she knows that she deserves, ultimately confronting one of the thorniest issues of our time in this finely crafted and deeply moving novel."

--Bob Sommer, Changing Hands Bookstore, Tempe, AZ

So Happy Together by Maryann McFadden

(Hyperion, \$23.95, 9781401301484 / 1401301487)

"Maryann McFadden has written another great summer read in *So Happy Together*. As the title states, all the characters will be happy together by the end of the book, but it's the getting there that makes this one so much fun to read." --Beth Carpenter, The Country Bookshop, Southern Pines, NC

Everything Matters! A Novel by Ron Currie, Jr.

(Viking, \$25.95, 9780670020928 / 0670020923)

"What would you do if you knew the hour and the day that earth was to be destroyed by a meteor? This is the struggle of Junior Thibodeaux. As he races against time to save everything he loves, the reader will be transfixed and, ultimately, transformed by this big-hearted, brilliant novel." --Christopher Bowe, Longfellow Books, Portland, ME

The Cutting: A Novel by James Hayman

(Minotaur Books, \$24.95, 9780312531294 / 031253129X)

"Detective Michael McCabe moves from the fast-paced life of New York City to the more peaceful and idyllic Portland, Maine, in order to escape his past. Unfortunately, when his new life is shattered by the appearance of a serial killer, it's up to McCabe to stop this madman before he strikes again. A clever and suspenseful thriller." --Bob Connolly, Jabberwocky Bookshop & Cafe, Newburyport, MA

Building a Home With My Husband: A Journey Through the Renovation of Love by Rachel Simon

(Dutton, \$24.95, 9780525951209 / 0525951202)

"Rachel Simon's book *Building a Home With My Husband* is a memoir of the couple's life through a home renovation project that used all of his expertise as an architect and a student of Buddhism and all of her expertise as a survivor in life and love. Filled with both technical ins and outs and insights in recovering from a dysfunctional upbringing, this is a book worth reading and rereading." --Betsy Rider, Otto's A Booklovers Paradise, Williamsport, PA

Hothouse Flower and the Nine Plants of Desire: A Novel by Margot Berwin

(Pantheon, \$24, 9780307377845 / 0307377849)

"Who knew that a city girl could get swept away by an adventurous tale about tropical plant magic? But that's exactly what happened -- I loved it! *Hothouse Flower and the Nine Plants of Desire* is an enchanting and exotic adventure tale about tropical plant magic. I was captivated by this fast-moving, mystical debut novel -- a perfect summer read." --Kelly Amabile, WORD, Brooklyn, NY

It's Not Me, It's You: Subjective Recollections From a Terminally Optimistic, Chronically Sarcastic, and Occasionally Inebriated Woman by Stefanie Wilder-Taylor

(Simon Spotlight Entertainment, \$23.99, 9781416954149 / 1416954147)

"Reading Stefanie Wilder-Taylor's latest book of true-to-life tales of her exploits as a young transplant to Hollywood is like sharing a good bottle of wine with your best friend for a night of laughter." --Sam Droke-Dickinson, Aaron's Book Corner, Lititz, PA

How Shall I Tell the Dog? And Other Final Musings by Miles Kington

(Newmarket, \$19.95, 9781557048417 / 155704841X)

"This is a wonderful and original memoir told through letters from British journalist Miles Kington to his agent. His letters, full of ideas for books and thoughts about life, are short and to the point"

and show his amazing ability to find humor in the darkest moments of life." --Selina Moraes, The Book Mark, Atlantic Beach, FL

***The Actor and the Housewife: A Novel* by Shannon Hale**

(Bloomsbury, \$24, 9781596912885 / 159691288X)

"Becky Jack is a typical Mormon housewife until she stumbles into an unlikely, platonic friendship with handsome Hollywood actor Felix Callahan. This modern fairy tale asks the question of what happens when your secret celebrity crush starts to mix with your ordinary, happy home life. A delightful read!" --Avery Dickey, Inkwood Books, Tampa, FL

The July 2009 Indie Next List Notables

Fiction

***April & Oliver* by Tess Callahan** (Grand Central, \$23.99, 9780446540599 / 0446540595)

***Captive Audience: Stories* by Dave Reidy** (Ig Publishing, \$14.95 paper, 9780981504049 / 0981504043)

***Dismantled* by Jennifer McMahan** (Harper, \$24.99, 9780061689338 / 0061689335)

***Drawing in the Dust* by Zoe Klein** (Pocket, \$25, 9781416599128 / 1416599126)

***Fragment* by Warren Fahy** (Delacorte, \$25, 9780553807530 / 0553807536)

***Johannes Cabal the Necromancer* by Jonathan L. Howard** (Doubleday, \$25, 9780385528085 / 0385528086)

***The Marriage Bureau for Rich People* by Farahad Zama** (Putnam, \$24.95, 9780399155581 / 0399155589)

***The Old Man and Me* by Elaine Dundy** (NYRB Classics, \$15.95 paper, 9781590173176 / 1590173171)

***The Pig Comes to Dinner* by Joseph Caldwell** (Delphinium, \$22.95, 9781883285333 / 188328533X)

***Secrets She Left Behind* by Diane Chamberlain** (Mira, \$13.95 paper, 9780778326151 / 0778326152)

Mystery/Suspense

***Little Lamb Lost* by Margaret Fenton** (Oceanview, \$24.95, 9781933515519 / 1933515511)

Nonfiction

***The Flying Carpet of Small Miracles: A Woman's Fight to Save Two Orphans* by Hala Jaber** (Riverhead, \$25.95, 9781594488672 / 1594488673)

***Goat Song: A Seasonal Life, A Short History of Herding, and the Art of Making Cheese* by Brad Kessler** (Scribner, \$24, 9781416560999 / 1416560998)

***Hungry Monkey: A Food-Loving Father's Quest to Raise an Adventurous Eater* by Matthew Amster-Burton** (Houghton, \$23, 9780151013241 / 0151013241)

***K Blows Top: A Cold War Comic Interlude Starring Nikita Khrushchev, America's Most Unlikely Tourist* by Peter Carlson** (PublicAffairs, \$26.95, 9781586484972 / 1586484974)

***Little People in the City: The Street Art of Slinkachu* by Slinkachu** (Macmillan UK/Boxtree, \$14.95, 9780752226644 / 0752226649)

***Perfection: A Memoir of Betrayal and Renewal* by Julie Metz** (voice, \$23.99, 9781401322557 / 1401322557)

***The Sharing Solution: How to Save Money, Simplify Your Life & Build Community* by Janelle Orsi, Emily Duskow** (NOLO, \$24.99 paper, 9781413310214 / 1413310214)

Waking Up in Eden: In Pursuit of an Impassioned Life on an

***Imperiled Island* by Lucinda Fleenor** (Algonquin, \$13.95 paper, 9781565124868 / 1565124863)

A Recap of ABA's Town Hall & Annual Membership Meetings

June 04, 2009 -- Among the topics discussed at the American Booksellers Association's Town Hall Meeting -- held on Friday, May 29, at BookExpo America -- were this year's trade show programming and new initiatives, prospects for healthcare reform for small businesses, progress on the Internet sales tax front, and problems in the enforcement of publishers' lay-down dates. The informal meeting, designed to allow booksellers to ask questions and share views on any industry-related topic, was led by outgoing ABA President Gayle Shanks of Changing Hands Bookstore ³².

The meeting began with a brief convention update from BEA Vice President and Show Director Lance Fensterman, who, before opening up the floor to questions, reported that the number of ABA members participating in this year's BookExpo America is "nearly identical" to the bookseller attendance at the last New York show, in 2007 (See related story). "They say the sky is falling, but apparently it's not falling for independent booksellers," said Fensterman. "We appreciate our partnership with ABA."

Hut Landon, executive director of the Northern California Independent Booksellers ³³ Association, asked what the response had been to having ABA's Day of Education back at the convention center. For the past two years, the Day of Education was held at Hotel ABA. "That's a great question," said Fensterman, who noted that BEA and ABA were working very closely regarding this issue. "We're going to have to take your temperature [after the show] to find out what's best for ABA members. We wanted ABA under the big tent, but I understand the sense of community [at Hotel ABA]; we need to know how this went."

Fensterman also discussed plans to move the show to a midweek schedule next year, which he predicted would garner "more consistent participation from publishing houses" and noted that he expected that "we won't take you out of your stores on the biggest day of the week." He said BEA was considering the possibility of a Tuesday evening trade show preview just for booksellers, "but we're not sure how we would do that yet. We're quite open to good ideas."

In addition, BEA is looking into providing digital video for those who could not attend BEA. "There is an effort this year to catch a lot more content on video," explained Fensterman. "As for streaming it live simultaneously, we're close, but it's still fairly cost prohibitive. It might be doable to take on one event -- something that was highly relevant."

Miah Olmsted of Back to Books ³⁴ in Hudson, Wisconsin, asked about ABA's advocacy efforts regarding health insurance policies for small businesses. Oren Teicher, the incoming CEO of ABA, responded that President Obama's proposed healthcare reforms offered the potential of giving small businesses greater access to affordable healthcare. And he noted that Kathleen Sebelius, the secretary of Health and Human Services, had noted that making healthcare more affordable was a key priority.

Teicher urged booksellers to attend Saturday's session "How the SBA and the Federal Stimulus Package Can Help Your Business," featuring Ana M. Ma, chief of staff at the U.S. Small Business Administration ³⁵, and Michael Goldman, a counselor for the New York City chapter of SCORE ³⁶ and a past member of its executive committee. The session would provide booksellers with a unique

and powerful opportunity to let SBA know which issues, such as healthcare, are most important to independent booksellers," Teicher explained. "SBA categorizes a small business as \$50 million in annual sales with 500 employees or fewer; so, we need to educate SBA that there are businesses that are a lot smaller. This is an important message to convey."

Catherine Weller of Sam Weller's Books ³⁷ in Salt Lake City, Utah, inquired as to the status of ABA's e-fairness efforts. Teicher reported, "We've worked really hard this past year to get New York-style legislation passed.... We have efforts in about a dozen other states. We're going to keep plugging away and ... we're going to win -- not just because we're right, but because of the financial crisis in so many states. It would be preferable to deal with this nationally, but in the absence of a federal solution, we'll continue our efforts at the statewide level. I predict there will be a few more states with Internet sales tax legislation by next year."

Bob Contant of St. Mark's Bookshop ³⁸ in New York, noted that he had a dilemma with his competitors ignoring publishers' lay-down dates and wondered what ABA and publishers were doing in regards to this issue.

"We're all struggling with that," Shanks said. "Our whole industry is in a transition. Publishers are trying to figure out what they are doing, and we are trying to figure out what we are doing. It's not that we haven't been talking about it. ABA's Mark Nichols and David Walker have discussed this with publishers often."

Following the discussion on lay-down dates, Olmstead gave "major props" to the association for the IndieBound iPhone application ³⁹.

The Town Hall meeting concluded with a query from Todd Dickenson of Aaron's Books ⁴⁰ in Lititz, Pennsylvania, who wondered if anyone had any experience filing a claim with LIBRIS. "How good are they?"

"This goes back several years when we had a water issue," said Chuck Robinson of Village Books ⁴¹ in Bellingham, Washington. "[LIBRIS] were incredibly responsive and quick to deal with it."

Matt Miller of Tattered Cover Book Store ⁴² in Denver, Colorado, told attendees that he is on the LIBRIS Board as is Books & Books' Mitchell Kaplan. "If you have problems, obviously first call LIBRIS. But if you are having any problems with LIBRIS, let me or Mitch know." Following the Town Hall, outgoing ABA President Shanks called the association's Annual Membership Meeting to order. Board member Steve Bercu of BookPeople in Austin, Texas, delivered the Report of the Nominating Committee, which noted the election of new Board member Betsy Burton of The King's English Bookshop ⁴³ in Salt Lake City, Utah, and the re-election of Becky Anderson of Anderson's Bookshops ⁴⁴ in Naperville, Illinois, and Beth Puffer of Bank Street Bookstore ⁴⁵ in New York to second three-year terms on the Board. The association membership also ratified the Board's choice of Michael Tucker of Books Inc. in San Francisco to serve a one-year term as ABA president and Anderson to serve a one-year term as vice president/secretary.

In the Report of the President, Shanks began by noting, "I probably don't have to tell any of you in this room that this has been a tough year both for member stores and for ABA." However, she said that "ABA staff and booksellers across America have no intention of giving up the good fight to create the literary landscape and to maintain our market share and our place in our community's hearts." Among the highlights of the year, Shanks noted: alliances with other indie trade associations, a task force on interactive electronic catalogs, "expanding the possibilities for our booksellers

to use IndieBound in new and creative ways," and increasing the use of social media ("the [ABA] staff is Twittering up the wazoo, helping and learning from booksellers how to be more effective in this medium").

Shanks told the membership that "perhaps one of the biggest jobs this board took on this year was hiring a new CEO" and noted that "it took us quite a while to get our brains wrapped around the idea that [CEO Avin Mark Domnitz] was retiring." Turning to Domnitz, she said, "Avin, in this public forum, on behalf of the current Board, previous Boards, and the entire membership, I'd like to express our sincere thanks and appreciation for the amazing job that you have done for this organization." Members in attendance then offered a standing ovation in support of her words. Explaining that the search committee for a new CEO had received more than 100 applications and had "interviewed seven serious contenders," Shanks said the hiring of current ABA COO Oren Teicher to serve as the association's new CEO gave ABA "the person we thought best to lead [the association] into a new era ... his intelligence, his passion, his experience with our programs, and his commitment to open communication with members and the board make him the perfect successor to Avin." In her last report, Shanks said, "Life and presidents move on," and she expressed her confidence that the Board would "continue to guide and lead the organization moving forward. Thanks so much for the opportunity to serve you as your president the past year."

Shanks then presented to the membership proposed revisions to ABA Bylaws ⁴⁶ to allow for ballot distribution and voting by electronic means, and they passed unanimously.

Incoming ABA President Tucker reported on ABA's membership figures, which, as of April 2009, numbered 1,880, down from 2,117 the year before, and he noted that, even in difficult economic times, the association's retention rate remains high.

In the CEO's report, Domnitz noted that the year-old IndieBound program had established "resonance with booksellers and publishers" and that, despite the severe economic downturn, "clearly has resonance" with consumers. He reported that IndieBound.org averaged 180,000 visits per month and 600,000 page views per month. The IndieBound iPhone app has 50,000 downloads to date and had risen to number two among Free Book Apps on iTunes.

Domnitz told the membership that "the number-one priority at ABA remains education." He noted that this year's Winter Institute, held at Salt Lake City, Utah, had more than 500 total attendees at the nadir of the economic downturn and that the Day of Education offered at BEA remained a central focus for ABA. He noted, too, that ABA webinars to help booksellers respond to the recession had been well received and that "you can expect, I think, to see more and more distance learning" initiatives from ABA. The association had conducted a membership outreach program, he said, with ABA staff e-mailing and/or calling all ABA members to assess how they were handling these tough economic times and to provide a free "Surviving Tough Times" webinar, which reached more than 100 booksellers.

Domnitz reported that participation in the ABACUS financial survey had significantly declined this year. Encouraging booksellers to submit their numbers to ABACUS ⁴⁷, he said, "This would be the time we need to see the numbers" because "you hold the raw materials" to begin to gain important insights in these tough times. On the digital front, Domnitz noted that IndieCommerce ⁴⁸ staff has just completed development of a new open-source website solution that is more stable, much faster, and has many new

features, and he updated members on the associations efforts regarding e-book sales.

The Shop Local movement also continued to grow with a pre-Winter Institute Conference on Local First/Shop Local Initiatives, and an Indie retailer post-holiday survey⁴⁹. The survey showed the positive effects of independent business alliances, which Domnitz characterized as "a competitive force" for indie businesses. He also updated members on the advocacy efforts of the past year in support of e-fairness and sales tax equity⁵⁰, outlining efforts in 12 states.

Addressing the association's finances, Domnitz said, "This is the proverbial rainy day" and explained how the "absolute collapse of the economy" had affected ABA. "Our portfolio is down significantly," he said, but noted that "by a good measure we are outperforming the indexes." He outlined the steps that ABA had taken to address the current financial situation -- including rebudgeting every ABA department, cutting all discretionary spending, freezing wages, and suspending employer contributions to the association's 401(k). Reviewing ABA's financial year, Domnitz said the auditor had given the association "a clean opinion," that the association had no debt, and that, even in a severe recession, "ABA cut dues, and increased services to the members, and we will continue to do so." (The 2007 - 2008 Consolidated Financial Statements for ABA and its Subsidiaries⁵¹ and the Annual Meeting handout⁵² are also available to ABA members via BookWeb.org⁵³.)

In concluding his report, Domnitz said, "Thank you for allowing me to serve you. You will be well served in the future by Oren Teicher ... and I just hope you will be as supportive of Oren as you have been of me." --David Grogan⁵⁴ and Dan Cullen⁵⁵

Celebration of Bookselling Features Indies Choice Book Awards

June 04, 2009 -- Three hundred ABA member booksellers lunched with 50 of their favorite authors and celebrated the past year's top Indie Next List titles at Friday's ABA Celebration of Bookselling at BookExpo America. A highlight of the event was the presentation of the inaugural Indies Choice Book Awards.

The theme of the day was gratitude -- for both booksellers and authors. As Indies Choice winner Neil Gaiman summed it all up: "Independent booksellers are awesome."

Bookseller Tom Lowenburg of New Orleans' Octavia Books said that the awards ceremony belongs to the independent booksellers who chose its winners. "This is really our event. There's an air of informality as we sit at the table with and honor these authors that we've had a relationship with." He also appreciated the expansion of the awards beyond the previous four categories. "It lends more personality to the event," he said.

The Indies Choice Book Awards, formerly the Book Sense Book of the Year Awards, honor titles in six categories -- Best Indie Buzz Book (Fiction), Best Conversation Starter (Nonfiction), Best Author Discovery, Best Indie Young Adult Buzz Book (Fiction), Best New Picture Book, and Most Engaging Author -- and represent the collective picks of nationwide independent bookstores.

Incoming ABA President Michael Tucker, of San Francisco's Books Inc., who served as the event's emcee, thanked Levenger for providing the gifts for the award winners and honorees. He also offered booksellers' collective appreciation to outgoing ABA CEO

Avin Mark Domnitz and outgoing President Gayle Shanks of Changing Hands Bookstore in Tempe, Arizona.

Gaiman, whose *Graveyard Book* (Harper Collins) won Best Indie Young Adult Buzz Book, earned a round of applause when he announced a *Graveyard Book* competition for independent booksellers. He challenged booksellers to create the best possible *Graveyard Book*-themed Halloween party and to send pictures and details to HarperCollins (though HarperCollins was hearing about it for the first time, Gaiman assumed the publisher's cooperation). The winner, he said, gets an in-store author signing, and 10 runners-up will win "signed posters and other tchotchkes."

After Gaiman issued his challenge, Jon Scieszka, an honoree for Most Engaging Author (*Knucklehead*, Viking Children's Books), committed Penguin to a similar *Knucklehead* competition.

Annie Barrows, co-author with Mary Ann Shaffer of *The Guernsey Literary and Potato Peel Pie Society* (Dial Press), winner for Best Indie Buzz Book (Fiction), said that indie booksellers made *The Guernsey Literary and Potato Peel Pie Society* into the phenomenon that it has become. She explained that the main character says books have a secret homing device that "brings them to their perfect readers." Independent booksellers, she said, are that secret device.

To accept the award for Best New Picture Book, *Bats at the Library* (Houghton Mifflin Harcourt), author Brian Lies, who couldn't attend the lunch, spoke to booksellers via a video in which he stepped out of a jury-rigged batmobile and gave kudos to booksellers who introduced his bat books to kids nationwide, "from Portland, Oregon to Portland, Maine."

Sherman Alexie, who was honored as Most Engaging Author, said that since the time he was "just a kid" and doing his first tour, to 28 cities, for *Tonto and Lone Ranger Fistfight in Heaven* (Grove), independent booksellers have always shown him "amazing kindness," welcomed him, fed him, and gave him a "sense of tribe, in the best possible way."

David Wroblewski (*The Story of Edgar Sawtelle*, Ecco), winner of Best Author Discovery, said via video that he was "utterly, utterly grateful" for all the support shown by indie booksellers, "the most informed and involved readers there are."

In another video, Sarah Vowell (*The Wordy Shipmates*, Riverhead), winner for Best Conversation Starter (Nonfiction), said she appreciated the "hard work and enthusiasm" that went into handselling her book. Her video included vignettes that demonstrated, in inimitable Sarah Vowell style, how virtually any office conversation could be parlayed into a discussion of the Massachusetts Bay Colony.

This year, the first three books were inducted into the Indies Choice Book Awards Picture Book Hall of Fame -- *Where the Wild Things Are*, by Maurice Sendak (HarperCollins); *Make Way for Ducklings*, by Robert McCloskey (Viking Juvenile); and *Don't Let the Pigeon Drive the Bus*, by Mo Willems (Hyperion Books for Children).

The Celebration of Bookselling also included an acknowledgment of *Publishers Weekly's* Bookseller of the Year, Carmichael's Bookstore in Louisville, Kentucky, and the Women's National Book Association 2009 Pannell Awards winners: Joseph-Beth Booksellers in Cincinnati, Ohio, in the General Bookstore category, and Mrs. Nelson's Toy and Book Shop in LaVerne, California, in the Children's Specialty store category. That Bookstore in Blytheville in Blytheville, Arkansas, was recognized by the Pannell Awards with an honorable mention in the General Bookstore

category. --Karen Schechner⁵⁶

Booksellers Buy Reading Glasses to Benefit ABFFE

June 03, 2009 -- Booksellers at BookExpo America⁵⁷ responded strongly to an offer by 2020 Vision USA to donate \$1 to the American Booksellers Foundation for Free Expression⁵⁸ (ABFFE) for every pair of reading glasses that it sells to independent bookstores.

Exhibiting beside ABFFE in the ABA Booksellers Lounge, representatives of the Sarasota, Florida, company wrote 15 orders during the show and received serious expressions of interest from another 40 stores. 2020 Vision will donate \$1,500 based on the orders it has already taken and has promised to continue to contribute to ABFFE for all future orders.

"We were knocked out by the response," ABFFE President Chris Finan said. "People were crowded around the displays all weekend. It certainly helped that people loved the glasses and the willingness of 2020 Vision to exchange designs that don't sell as expected."

⁵⁹ 2020 Vision, a family business founded in 1996, offers a huge inventory of high fashion Italian designs, www.2020visionusa.com⁶⁰. Among its customers are bookstores across the country, including Books & Books in Miami, which sells several thousand pairs of 2020 Vision's designs annually. It was Mitchell Kaplan, the owner of Books & Books and a member of the ABFFE board, who came up with the idea of approaching sideline vendors to see if they might be interested in contributing to ABFFE. He received an enthusiastic response from Phil Meyer, the founder of 2020 Vision, and his daughter, Denise Foster.

Spring Book Awards Season in Bloom

June 03, 2009 -- Here's a recap of recent book award announcements.

The Boston Globe-Horn Book Awards

Presented annually since 1967, the Boston Globe-Horn Book Awards reward excellence in children's and young adult literature and are given in three categories: Fiction and Poetry, Nonfiction, and Picture Book.

The 2009 winners are:

- **Fiction and Poetry:** *Nation* by Terry Pratchett (HarperCollins)
- **Nonfiction:** *The Lincolns: A Scrapbook Look at Abraham and Mary* by Candace Fleming (Schwartz & Wade/Random House)
- **Picture Book:** *Bubble Trouble* by Margaret Mahy, illustrated by Polly Dunbar (Clarion)

More information and the full list of honor books are available on the Boston Globe-Horn Book website, www.hbook.com⁶¹.

The Orange Prize for Fiction

The U.K.'s 2009 Orange Prize for Fiction has been awarded to novelist Marilynne Robinson for her novel *Home* (FSG), a follow-up to her Pulitzer Prize-winning *Gilead*. Established in 1996, the Orange Prize celebrates and promotes fiction by women and is awarded for the best novel of the year written by a woman in the English language, no matter the author's nationality.

Robinson was honored at a ceremony on Wednesday, June 3, at the Royal Festival Hall in London.

More information is available on the Orange Prize website, www.orangeprize.co.uk⁶².

The 21st Annual Lambda Literary Awards

On Thursday, May 28, the Lambda Literary Foundation announced the winners of the Lambda Literary Awards, recognizing the best in LGBT books and authors.

Among this year's winners are:

- **LGBT Nonfiction:** *Loving The Difficult* by Jane Rule (Hedgerow Press)
- **Bisexual:** *Open* by Jenny Block (Seal Press)
- **Transgender:** *Intersex (For Lack of a Better Word)* by Thea Hillman (Manic D Press)
- **Lesbian Debut Fiction:** *The Bruise* by Magdalena Zurawski (Fiction Collective Two/University of Alabama Press)
- **Gay Debut Fiction:** *Finlater* by Shawn Ruff (Quote Editions)

The complete list of winners is available at www.lambdaliterary.org⁶³.

The Benjamin Franklin Awards Winners

The winners of the 21st annual Benjamin Franklin Awards, honoring excellence in independent publishing, were announced at a gala event at the Roosevelt Hotel in New York City on Thursday, May 28, in conjunction with BEA.

Among this year's winners are:

- **Best Autobiography/Memoir :** *At the Elbows of My Elders: One Family's Journey Toward Civil Rights* by Gail Milissa Grant (Missouri History Museum).
- **Mystery/Suspense :** *Head Wounds* by Chris Knopf (Permanent Press)
- **The Bill Fisher Award for Best First Book -- Fiction:** *Stonewiser: The Heart of the Stone* by Dora Machado (Mermaid Press)

A full list of award winners and finalists for the Benjamin Franklin Awards is available on the Independent Book Publishers Association website, www.ibpa-online.org⁶⁴.

ForeWord Announces 2008 Book of the Year Award Winners

ForeWord magazine announced the winners of the 2008 Book of the Year Awards and the Independent Publisher of the Year at a ceremony at BEA. Representing the best independently published books from 2008, 220 Book of the Year Award winners in 61 categories were honored.

Among the winners are:

- **Editor's Choice Prize for Fiction:** *HomeSpun* by Nilita Vachani (Other Press)
- **Editor's Choice Prize for Nonfiction:** *American Earth: Environmental Writing Since Thoreau*, edited by Bill McKibben (Library of America)
- **Independent Publisher of the Year:** The University of Nebraska Press

A full list of winners is available at www.forwardmagazine.com⁶⁵.

BTW News Briefs

June 03, 2009 --

Media Selects Its Own "Buzz" Books at BEA

In an admittedly very unscientific survey, BookExpo America ⁶⁶ show management asked members of the media who regularly cover the book industry to submit their favorite buzz book of the show. Lance Fensterman, vice president and show manager for BEA, explained: "This is one of the most unscientific surveys that we could possibly initiate but it's also one of the most interesting because anything goes. Most importantly, the survey calls attention to a couple of books that may have been overlooked by others, and if this is the case, then I think this effort is well worth it! The people that we asked to participate know an enormous amount about books, they have been coming to the convention for years, and it's their job to seek out sleepers and winners." BEA asked members of the media for their personal pick for the most interesting book based on the book itself, its publishing history, the "buzz" factor at the show, or a simple assessment based on the jacket copy or meeting the author.

BEA said that this "final list of books represents the full range of titles submitted back to BEA on the last day of the show by the 'movers and shakers' in the media whose job it is to cover the world of books":

- *American on Purpose* by Craig Ferguson (HarperCollins)
- *Connected : The Surprising Power of Our Social Networks and How They Shape Our Lives* by Nicholas Christakis and James Fowler (Little, Brown)
- *Juliet Naked* by Nick Hornby (Riverhead)
- *Soulless* by Gail Carriger (Orbit)
- *South of Broad* by Pat Conroy (Doubleday)
- *Spooner* by Pete Dexter (Grand Central)
- *Stitches* by David Small (Norton)
- *The Lost Symbol* by Dan Brown (Doubleday)
- *The Swan Thieves* by Elizabeth Kostova (Little, Brown)

Greenlight Bookstore: Full Speed Ahead

On June 1, Greenlight Bookstore, founded by Jessica Stockton Bagnulo (the events manager at McNally Jackson Booksellers) and Rebecca Fitting, became the official tenant of 686 Fulton Street, in Fort Greene, Brooklyn.

The space is about 2,000 square feet -- "just right for stocking a wide variety of books in many categories, and for hosting great author readings and other events, while still feeling cozy," said Stockton Bagnulo and Fitting on the store blog ⁶⁷. The layout has mix of open spaces and alcoves. A cafe is next door.

"We have great landlords who have been invested in the neighborhood for a long time: Samy and Hesky Brahimi of IBEC Building Corporation," said Stockton Bagnulo and Fitting. "We're also working with a local Brooklyn architect team, Jarrett Pelletier and Frederick Tang of deFT Projects, on a plan to make this a beautiful, welcoming space that incorporates the best traditions of bookstores and Brooklyn style, as well as the new energy and ideas that define our borough, and that we hope to bring to bookselling." They plan to open Greenlight Bookstore this fall.

There has been widespread community support for the bookstore, and the Fort Greene Association worked with the pair to help make the bookstore a reality. In January 2008, Stockton Bagnulo was

named the winner of a \$15,000 grant in the 2007 Brooklyn Public Library PowerUp! Competition for her business plan for a bookstore in Brooklyn.

Indie Film Shot at Indie Bookstore Premieres This Week

Independent filmmaker Beth Bailey used Burlingham Books ⁶⁸ in Perry, New York, as one of the locations for her second feature film, *Delicious Ambiguity*, set to premiere this week in Rochester, New York, according to the *Daily News* ⁶⁹ of Batavia. The movie, which is about a woman returning to her rural hometown to supervise her aunt's funeral, was filmed around western New York.

Store owner Anne Burlingham, who is a friend of the filmmaker, told the newspaper: "I was thrilled to have her use the bookstore." Scenes shot at the bookstore include one near an espresso machine, another in a corner of the store, and one of a character walking outside the store.

Ingram Publisher Services to Distribute Consumers Union

On June 3, Ingram Publisher Services Inc. announced a new distribution agreement with Consumers Union, nonprofit publisher of *Consumer Reports* magazine and www.ConsumerReports.org. Ingram will distribute book titles published by Consumers Union, including the forthcoming *Consumer Reports Best Baby Products* (10th Edition).

Espresso Book Machine Available to All Lightning Source Customers

Lightning Source Inc., an Ingram Content company, has announced the availability of the Espresso Book Machine (EBM) distribution channel to all publishers that work with the company. The Lightning Source Espresso Book Machine Channel will give publishers the option to make available the books they have stored in the Lightning Source digital library, and have those titles printed, bound, and delivered at point of sale, on demand.

Lightning Source publishers already participating in the EBM include John Wiley & Sons, Hachette Book Group, and Macmillan.

The Indie Gardening & Nature Bestseller List

June 03, 2009 -- For the eight-week period ending June 2, 2009, and based on sales in hundreds of independent bookstores nationwide.

1.	Animal, Vegetable, Miracle Barbara and Camille Kingsolver, Steven Hopp, Harper Perennial, \$14.95, 9780060852566
2.	Wicked Plants Amy Stewart, Briony Morrow-Cribbs (Illus.), Algonquin, \$18.95, 9781565126831
3.	All New Square Foot Gardening: Grow More in Less Space! Mel Bartholomew, Cool Springs, \$19.99, 9781591862024
4.	The Botany of Desire Michael Pollan, Random House, \$13.95, 9780375760396
5.	The Garden Primer Barbara Damrosch, Workman, \$18.95, 9780761122753

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