

BOOKSELLING THIS Week

AMERICAN BOOKSELLERS ASSOCIATION

October 15, 2009

TABLE OF CONTENTS:

• Groups Call for Meaningful Reader Privacy Protection in Patriot Act Reauthorization	1
• Preparing Your Business for Flu Season	1
• SBA Webinar Presents Ways Small Businesses Can Innovate & Thrive	2
• Giving Authors & Publishers an Easy Indie Affiliate Option	3
• Do You Know the Way to San Jose?... ..	4
• Final Two Weeks for ABA Board Nominations	4
• ABA Information Department Survey: A Note of Thanks	4
• Bugs, Scraps, and Fetch Toys: More Notes From the Sidelines	5
• A Happy 25th Anniversary for Quail Ridge Books & Music	5
• Around Indies	5
• BTW News Briefs	6
• Member Input Sought on Red & White Box Mailings	7
• ABA Hopes to See You at the SCIBA Show	7
• 2009 National Book Awards Finalists Announced	8
• Bookstore Sales Rise Slightly in August	8

MARKETPLACE

• Classifieds	8
• Other Advertising	9

Groups Call for Meaningful Reader Privacy Protection in Patriot Act Reauthorization

October 15, 2009 -- ¹ The American Booksellers Association today joined with its partners in the Campaign for Reader Privacy ² in urging Congress to expand proposed protections for library records in a Patriot Act reauthorization bill to encompass all books -- whether borrowed or purchased. Calling draft revisions to the Patriot Act "positive but inadequate," the groups, called on Congress to address the root causes of public concerns about Patriot Act powers that enable the government easy access to information about what people are reading.

Section 215 of the Patriot Act, which is set to expire at the end of the year, allows the FBI to obtain any "tangible thing," including

business records that are "relevant" to an ongoing investigation. In approving legislation extending Section 215 for another four years, the Senate Judiciary Committee last week acknowledged privacy concerns by providing additional protections for library records. A Section 215 order can be used to obtain "library records or patron lists," only when those records pertain directly to someone suspected of terrorism or espionage. However, this added protection would not apply to the records of bookstore customers. They can still be searched even when the customer is not suspected of criminal conduct.

"We are very encouraged that the Senate Judiciary Committee has recognized the importance of protecting reader privacy, but they have missed a critical step," said Chris Finan, president of the American Booksellers Foundation for Free Expression ³. "We are going to keep fighting until both bookstore and library records are protected."

"Although we appreciate the heightened protection afforded library records, in the interest of safeguarding reader privacy and preventing the government from reading over the shoulders of law-abiding Americans, this protection must extend to booksellers' title-specific sales records," said Tom Allen, president and CEO of the Association of American Publishers, in a statement. "It makes no sense to safeguard the First Amendment rights of Americans who borrow books while denying that protection to Americans who buy their books. In both instances, reader privacy must be maintained."

The Campaign for Reader Privacy has endorsed the JUSTICE Act of 2009 (S. 1686), a bill introduced by Senators Russ Feingold (D-WI) and Dick Durbin (D-IL). S. 1686 addresses a range of civil liberties concerns about the Patriot Act, including the abuses of National Security Letters (NSLs) documented by the Justice Department's Inspector General. It provides protections for both bookstore and library records.

The Campaign for Reader Privacy is urging supporters to contact their members of Congress in both the House and the Senate. In the Senate, they can urge support for floor amendments that implement the reforms called for by S. 1686. In the House, where the Judiciary Committee will soon consider its own reauthorization bill, they can demand that reader privacy be protected in both bookstores and libraries.

Other members of the Campaign for Reader Privacy, who along with ABA have been working for five years to restore safeguards for reader privacy that were eliminated by the Patriot Act, are the American Library Association, the Association of American Publishers, and PEN American Center. The groups have been pressing Congress to limit Patriot Act searches to the records of people who are suspected of terrorism and to make it easier for librarians and booksellers to challenge NSL and Section 215 orders in court and limit the length and scope of the accompanying gag orders.

Preparing Your Business for Flu Season

October 15, 2009 -- With autumn comes flu season, but this year's

outbreak of swine flu, or 2009 H1N1, adds new urgency to preparations for combating spread of the diseases. To date, the Centers for Disease Control and Prevention reports that 2009 H1N1 influenza virus "continues to be the dominant influenza virus in circulation in the world."

With the prospect for a harsher than normal flu season, business owners -- most especially retailers, who will have any number of people walk in and out of their stores -- have some very real concerns. These include how to mitigate the spread of the virus in the bookstore; how to keep their employees healthy; and how just the threat of a pandemic will affect business.

To help businesses prepare for flu season, the U.S. Department of Homeland Security recently issued *Planning for 2009 H1N1 Influenza: A Preparedness Guide for Small Business*⁴.

In the guide's foreword, Secretary of Homeland Security Janet Napolitano noted that small business owners play a vital role in protecting employees' health and safety, as well as in limiting the impact on the economy and society during an influenza pandemic. She stressed, "If prepared, small businesses can keep their doors open and our nation's economic health and security resilient. The most important thing you can do to prepare your business is to have a written plan."

Among the key elements of a well-developed plan are identifying a workplace coordinator who will be responsible for dealing with 2009 H1N1 flu issues and their impact at the workplace; identifying essential employees, essential business functions, and other critical inputs; and establishing an emergency communications plan.

To protect the health of employees, the department recommends:

- Developing policies that encourage ill workers to stay at home;
- Providing education and training materials;
- Encouraging employees to get a seasonal flu vaccine if it is appropriate, according to CDC recommendations⁵;
- Encouraging employees to get the 2009 H1N1 vaccine if they are in a priority group according to CDC recommendations; and
- Providing workers with up-to-date information on influenza risk factors.

For individuals, the department encourages people to stay home if they are sick, to wash hands frequently, and to cover coughs and sneezes with a tissue or an upper sleeve, among other suggestions.

Rhett Asher, the National Retail Federation's vice president of loss prevention, noted in the NRF BIG Blog⁶ that last year's swine flu outbreak has given the country time to prepare and to provide resources on how to best deal with flu season this year. (Look for a list of resources at the conclusion of this article.)

Asher wrote, "None of us know who the flu will affect or how bad it will become, so we take every threat very seriously. Since any virus has the potential to become more serious than others before [it], this is nothing to push on the back burner. With that said, if past historical disasters and challenges are any indication of future behavior, I am not too worried."

Among the "tactical steps" a retailer can take to prevent the spread of flu and illness in the store, Asher recommends that retailers:

- Encourage employees to get vaccinated, either on their own or through a company-sponsored program
- Remind employees to wash their hands many times through the day;
- Keep hand sanitizers near the cash registers, in the break room

and bathrooms, and even consider handing out pocket-sized hand sanitizer bottles for associates to sanitize their hands throughout the day; and

- When you have a plan in place, communicate it to employees at all levels so they know what they should do if they feel sick or they are running a fever.

The Homeland Security department reports that the symptoms of seasonal and 2009 H1N1 flu virus include fever and chills, and cough and sore throat. In addition, symptoms of flu can include a runny nose, body aches, headache, tiredness, diarrhea, or vomiting.

Here is a list of resources that booksellers can use to help prepare their business for flu season:

- Flu.gov⁷
- Flu.gov Business Planning⁸
- NRF Big Blog⁹
- Centers for Disease Control and Prevention Seasonal Influenza¹⁰

--David Grogan¹¹

SBA Webinar Presents Ways Small Businesses Can Innovate & Thrive

October 15, 2009 --¹² On Wednesday, October 14, the U.S. Small Business Administration (SBA), in conjunction with Dun & Bradstreet (D&B), presented a 30-minute webinar on how small businesses can succeed through innovation. A panel of experts discussed "new ways to grow your business" in a live, interactive session that used online polling and concluded with a Q&A session. The webinar, moderated by Bridgett Novak, featured an interview with SBA Administrator Karen G. Mills, and panelists Stephen Key, an inventor and founder of InventRight.com, and Steve King, founder of Emergent Research.

The session began by detailing how some small businesses have used innovative ideas to thrive and grow their business, including wine guru Gary Vaynerchuk, author of *Crush It!* (HarperStudio), who ramped up sales exponentially by capitalizing on social media tools such as Twitter and Facebook to promote Wine Library TV¹³, his video blog about wine. Another entrepreneur, Stephanie Bernstein, created a start-up to sell products that encourage people to reduce their "forkprint" by using more durable, reusable utensils and containers for food and beverages, instead of throw-away plastic containers and utensils.

"You might have listened to the stories and thought, 'I am not like those people,'" said Novak. "But that's one of the myths about innovation. Many believe it's only something for the big boys or just applies to the world of high tech. That's not the case at all. Innovation goes on all the time in small businesses. It's so normal you might call it 'tweaking.' Innovations are new products or approaches."

SBA's Mills stressed that small companies and business owners tend to think about innovation constantly. "They try to understand how to deliver more value to their customers and clients," she said. "That's where innovation comes from. Large companies have more difficulty being entrepreneurial and encouraging innovation. They do things that try to imitate what small companies have. They get people together in small groups. They give people ownership of a task or a product line."

Mills noted that small business innovation is the key to strengthening the economy in the years ahead. "I'm a believer in small business," she said. "I'm a believer we can manufacture and

do service businesses in this country that add value and compete. And innovation is key to that. Small businesses know how to innovate. We have to give them the tools to grow."

During the webinar, participants were quizzed to determine how innovative they are. One question asked, "when tackling a project, do you wait until you have every detail [or] instead dive right in?" Most attendees answered that they dive right in. "It's absolutely right," said King. "You have to dive in and reach out to friends and mentors and people in that business and ask questions. Learn from their experience, because you will never have all of the information."

Another quizzed: "Your company has maintained a 40 percent market share for years. When it comes to ideas for new processes, products, do you agree that ... if it ain't broke, don't fix it?" Most attendees did not agree with the statement -- which is a good thing if a company wants to remain on top, said Key. "I think you have to be very, very careful," he said. "Even if you are doing well, even if you have a large market share, you have to be looking over your back. If you are successful, someone wants your spot. Someone wants to kick you off the shelf. Always, always be creative."

The panelists also concurred that if a company is losing revenue, the owner should be honest and upfront with the employees about it. The consensus was that uncertainty among employees would be worse, and, on a positive note, the news could be an opportunity to build loyalty and teamwork with employees. "Maybe they can help you come out of this situation," King said. "You can build morale. This will give them a sense this is about the company and me, as well."

Another topic covered during the Q&A was "innovation tournaments" in which companies ask the outside world to submit ideas (for example, Netflix's tournament in which it asked people to help improve its recommendation engine), or they may ask customers or employees to submit ideas, and then reward them with recognition or monetarily (for example, with prizes such as gift cards). "That's something that is happening more and more," Key said. "I think that starts to get everybody thinking of how to be innovative, how to be creative. Once your employees start to participate they feel like they're part of the business. That's a great way of creating that loyalty, as well." --David Grogan¹⁴

Giving Authors & Publishers an Easy Indie Affiliate Option

October 15, 2009 --

Participation in IndieBound.org's Affiliate Program, which pays generous commissions on sales referred to ABA IndieCommerce sites, has been growing steadily. Last week, in fact, the Huffington Post became one of the newest IndieBound.org affiliates ... but not without encouragement from a number of indie booksellers as well as ABA.

The chorus of indie bookseller voices was crucial in getting this done, said ABA Chief Marketing Officer Meg Smith. ABA staff has contacted the Huffington Post, the Daily Beast, and hundreds of other sites/blogs/papers to ask them to join the affiliate program, she explained, "however, the voices of indie booksellers who handsell and host authors in their stores are the most effective in getting authors, publishers, and bloggers to change their ways."

"I have made it a point to send a link to the Affiliate Program every time I see that it's not included somewhere," said Joe Foster of Maria's Bookshop¹⁵ in Durango, Colorado. "Generally, the author

is embarrassed at the oversight and immediately adds the link. Just be sure to do it gently, and they'll generally be receptive to hearing it."

Before an author on tour comes into a bookstore is an optimal time to have a discussion with a publicist about having the IndieBound.org Affiliate Program added to the author's and publisher's websites or blogs, said Smith. And Roger Doeren of Rainy Day Books¹⁶ in Fairway, Kansas, concurs. "We are supporting authors through events, so it's only right for them to support us," Doeren told *BTW*. For the past several years, the bookstore has had a policy requiring authors who wish to do business with Rainy Day Books to include an independent affiliate link on their websites, and every author who has appeared at Rainy Day Books since then has featured a link to independent bookstores on his or her site. The affiliate program offers a unique indie bookstore option for authors, publishers, and bloggers who promote sales of books on their websites. The program provides all of the tools needed to easily link to hundreds of independent bookstore websites offering more than 3.5 million titles. And, Smith stressed, "The IndieBound.org Affiliate Program allows bloggers to express their commitment to free speech, diversity, and shopping locally."

To help booksellers promote the IndieBound.org Affiliate Program, ABA has created a letter in PDF format¹⁷, which booksellers can copy and distribute, and the IndieBound.org Affiliate Page¹⁸ includes all the necessary links and information to get started. In addition, questions about IndieBound may be addressed to IndieBound Outreach Liaison Paige Poe at paige@bookweb.org¹⁹ or (800) 637-0037, ext 6668.

Through the IndieBound.org Affiliate Program:

- Affiliates can link to any page on IndieBound.org, such as the Indie Next List, the results of a book search, or a Wish List.
- When a consumer follows an affiliate's link, IndieBound.org sets a session cookie in their browser. This cookie ensures that the affiliate receives credit for additional sales generated through the visit, not just for the landing page.
- The URL syntax for affiliate links²⁰ makes it easy for affiliates to code their own links, or automate the process of creating links on their blog or website.
- Affiliate IDs are connected to user accounts on IndieBound.org, so it's easy for affiliates to update their own contact and payment information.
- Attractive, flexible JavaScript widgets²¹ are available in variety of shapes and sizes with a completely customizable palette of colors.

The IndieBound Affiliate Program passes sales through IndieBound.org to bookstore websites participating in ABA IndieCommerce. "In order for the affiliate to receive credit for any sales that result, the bookseller's site must track the affiliate's data and report it back to IndieBound.org," Web Content Coordinator Matt Supko explained. "Currently, ABA IndieCommerce sites are the only websites capable of doing this."

Visitors to IndieBound.org who do not follow affiliate links also have the option to buy through other e-commerce-capable independent bookseller websites²². All ABA Member stores appear, along with links to their websites, on the Indie Store Finder map²³, in the site search, and elsewhere on IndieBound.org. --Rosemary Hawkins²⁴

Seven Easy Steps to Becoming

an IndieBound.org Affiliate

1. Visit IndieBound.org/Affiliate ²⁵ to sign up.
2. Complete the Enrollment Form ²⁶.
3. Review the Affiliate Agreement ²⁷ and click "Accept."
4. Within 48 hours, a unique Affiliate ID will arrive via e-mail.
5. Create the links from your site to ours with our Link Generator ²⁸.
6. Readers buy your books from an indie bookstore they choose.
7. We monitor your traffic and sales while you earn referral fees.

Do You Know the Way to San Jose?...

October 15, 2009 -- Southwest, Jet Blue Offer Great Fares

²⁹ Now is an ideal time for booksellers who haven't booked a flight to San Jose, California, for ABA's Fifth Annual Winter Institute ³⁰ to shop around for the best prices. Both Southwest Airlines and Jet Blue are offering great web deals. A sampling of Southwest's current "Wanna Get Away" fares to San Jose include \$123 from Baltimore, \$74 from Denver, and \$114 from Minneapolis/St. Paul. Jet Blue is offering fares from as low as \$109 from New York and \$169 from Boston or Charlotte, North Carolina.

From the San Jose Airport, there's a free courtesy bus to the Wi5 host hotel, the Doubletree San Jose, and it's only a five-minute ride.

For those who find it more convenient to fly into San Francisco, there's Super Shuttle Service ³¹ to the Doubletree San Jose for around \$35 each way. Monterey Airbus ³² also provides shuttle bus service for around \$20 from the San Francisco International Airport to the San Jose Airport, where travelers can pick up the free hotel courtesy bus.

The Doubletree also offers self-parking at \$5 per night.

The Wi5 program, sponsored by Ingram Book Group/Ingram Publisher Services, runs from Wednesday, February 3, through Friday, February 5. ABA has reserved a block of rooms at the Doubletree San Jose, for Tuesday, February 2, through Saturday, February 6. The special room rate of \$115/night for ABA bookseller and provisional members and participating publisher sponsors will only be available until Friday, January 8, or until the group block is sold out, whichever comes first. This year's hotel cancellation policy is different from previous years: To avoid being charged one night's rate plus tax, cancellations must be made prior to Friday, January 8. Any cancellations after that date will be subject to a charge of one night's rate plus tax. Registration is via the Doubletree's dedicated Wi5 registration page. Any questions regarding Wi5 hotel reservations should be addressed directly to the hotel at (408) 453-4000. Reserve a room now ³³.

Registration for Wi5 is capped at 500, and spaces are being filled on a first-come, first-served basis. There is a \$50 nonrefundable meal fee for the three-day event that will help offset some of the food and beverage costs. ABA members can also register for a single-day pass; the meal fee for a single-day pass is \$25 (booksellers will need to identify the day they are planning to attend when registering). The meal fee is mandatory and due upon registration.

Past Winter Institutes have been sellouts, so ABA is encouraging

members to register for the education program as soon as possible. The Wi5 event registration deadline is December 1. Register now ³⁴.

Final Two Weeks for ABA Board Nominations

October 15, 2009 -- Nominations of qualified candidates to serve on the American Booksellers Association's Board of Directors ³⁵ must be received by the Nominating Committee, chaired by Ken White of the SFSU Bookstore, by October 30. Any ABA member may submit nominations for board directors.

Under ABA's bylaws ³⁶, the terms of three members of the nine-member board expire each year, and at least one of the three nominated candidates cannot have served on the current board. Board members are eligible to be elected for two three-year terms.

A candidate for the Board of Directors must be an ABA member who is the owner or employee of an independent bookstore with a storefront location that is operated according to sound business principles. In addition, a candidate must have at least three years of recent experience as the owner or employee of a member company. It is desirable that nominees have at least two years of experience as an active volunteer in ABA or in a regional association or other constituency organization, or possess similar experience. Complete qualifications are outlined in the "ABA Nomination and Election Guidelines" ³⁷.

Nominations can be submitted via an electronic form ³⁸ or a downloadable PDF ³⁹ on BookWeb.org. The downloadable form should be sent to the attention of White, either by fax to (415) 338-1450 or by mail to the SFSU Bookstore, 1650 Holloway Avenue, San Francisco, CA 94132. The Nominating Committee requests that as much information as possible be provided about Board candidates. All information will be kept confidential.

ABA Information Department Survey: A Note of Thanks

October 15, 2009 -- Our thanks to the hundreds of booksellers who took part in last month's ABA Information Department Survey. The results and thoughtful comments provided by the many respondents will help guide the future of *Bookselling This Week*, the *Book Buyer's Handbook*, Bookweb.org, and ABA's other information vehicles over the coming months.

There's much for us to digest from your input, but a few things are quite clear already. By far, the most important thing we can do to help you is provide more articles on bookstore best practices and educational features. Many of you would like to see a special emphasis on creative marketing ideas, technology issues, and changes in legislation that affect your business, such as health care reform and consumer protection laws. You also want us to continue to provide ABA and industry news, as well as insights into what other indie booksellers are doing to stay relevant.

Among the things you'd like us to do regarding the *Book Buyer's Handbook* are: redouble our efforts to keep publisher information current; include terms for more small publishers; add terms and conditions for POD titles; and include links to publishers' e-catalogs.

We've also heard your comments on BookWeb.org, and key among them is the need to improve the site's search function.

These are just some of the things we've learned from a first analysis

of your responses to the Information Department Survey. In the weeks to come, we'll be working to address these and the many other ideas that you've taken the time to share with us. And, please, feel free to contact me at anytime with leads, story ideas, and ways to improve any of our information department resources. Your input will help make ABA's resources better for all members.
--Rosemary Hawkins⁴⁰

Bugs, Scraps, and Fetch Toys: More Notes From the Sidelines

October 15, 2009 -- Whether it's a jumping bug, a chalkboard T-shirt, or a Lucha Libre Thumb Wrestling Mask, sidelines sell, lend themselves to displays, and have healthy margins. The trick is separating the dross from what thou sellest well. Here *BTW* presents a quick list of gifts culled by regional director Wanda Jewell and booksellers Christine Onorati from WORD in Brooklyn and Aeri Swendson from Green Apple Books in San Francisco.

Merchandise buyers should bookmark Wanda Jewell's "Gifts Galore for Bookstores⁴²." The more than 200 sideline picks comprise "the best darn gift list in the world," said Jewell, the Southern Independent Booksellers Alliance⁴³ executive director. Recommendations include chalkboard T-shirts⁴⁴. The T-shirts are available for kids and adults, have a little pocket for chalk, and come with a Chalkboard T-specific eraser. Jewell also likes Rubberbone Press' book-shaped squeaky dog toys⁴⁵. The line includes classics like *To Kill a Mocking Squirrel* and *Fetch-22*. Titles have removable jackets and blurbs from "Barkpage Rrreview" and "Entertainmutt Weekly." For a lower price point, the \$5 Nino the Jumping Bug⁴⁶, is "adorable and priced right."

WORD⁴⁷ in Brooklyn shared some of its latest crop of top selling gifts. Christine Onorati said that staff loves the "bright, easy to carry, reusable" Baggu Bags⁴⁸. "They retail for \$8, and we sell a ton of them. We just started carrying the multi-bag kits, which have five mixed color bags in one big pouch. Perfect for the farmers market visit that every Brooklynite loves to make each weekend."

Onorati also likes Beacon Bookmarks⁴⁹, created out of wood scraps. The owner of the company makes the bookmarks out of wood scraps from her partner's cabinet-making business. "I recently had a bunch printed with our WORD logo, and they are selling really well!" said Onorati. Her other tips include OplusD stationery⁵⁰, whose offensive, but delightful sayings "might not be for everyone, but we sell them like crazy" and Make My Notebook⁵¹, "silkscreened basic notebooks that are really lovely and come in a million variations of color and design."

⁵² The blog of Green Apple Books⁵³ in San Francisco dispels the myth that serious bookstores don't sell gift items: "We're a bookstore. A *real* bookstore: cramped aisles, creaky stairs, oddball sections. We use just about every available square inch to offer the widest and most carefully chosen selection of books.... But we like some other stuff, too. Like movies and music, canvas bags, and magazines."

Some of the stuff Green Apple likes, said Aeri Swendson, merchandise buyer, is the Bottle 'Biner from Fred⁵⁴. He calls it a "great combination of smart design and functionality in a carabiner/bottle opener/corkscrew." Swendon added, "Although it may seem out of place in a bookstore, it's a product that appeals to the key-carrying masses." Staffers at Green Apple also like the Lucha Libre Thumb Wrestling Masks. "Silly, weird and fun," said Swendon. "The colorful masks come in pairs for each thumb. Perfect for car rides, plane trips or just whenever you feel like

duking it out, on the safer side."

For more sidelines, check out *BTW*'s past articles on eco totes⁵⁵ and environmentally friendly gift ideas⁵⁶. -- Karen Schechner⁵⁷

A Happy 25th Anniversary for Quail Ridge Books & Music

October 15, 2009 -- Quail Ridge Books & Music⁵⁸ celebrated its 25th anniversary on Sunday, October 11, with a huge neighborhood party. To thank customers for their support everything was 25 percent off. Festivities included live music, storytelling, and an event featuring Mike Farrell (aka BJ Honeycutt from *M*A*S*H*), author of *Of Mule and Man*⁵⁹ (Akashic).

Quail Ridge owner Nany Olson offered "huge thanks" to the thousands who came to the 25th anniversary party. "We were bowled over by the response, and it was tremendous fun," she told customers via the store newsletter.

The Raleigh, North Carolina, bookstore, which was founded in 1984 by Nancy and Jim Olson, won *Publishers Weekly* Bookseller of the Year in 2001. It has been honored with the Pannell Award for Excellence in Children's Bookselling and the Haslam Award for Excellence in Bookselling.

Quail Ridge has been in Raleigh's Ridgewood Shopping Center since 1994. The 10,000-square-foot store stocks about 70,000 titles, hosts a busy events schedule, and also serves as a community center for discussion groups and town hall meetings. Its Music Department offers classical, jazz, and traditional music and presents a diverse program of free concerts.

Around Indies

October 15, 2009 --

Greenlight Bookstore Readies for Opening

Close to two years after winning \$15,000 in the Power UP! Business Plan Competition⁶⁰, presented by the Brooklyn Public Library's Business Library and sponsored by Citigroup, Jessica Stockton Bagnulo and business partner Rebecca Fitting are putting the finishing touches on Greenlight Bookstore⁶¹ in the Fort Greene section of Brooklyn. The pair will host launch parties on Saturday, October 24 -- one at 10:00 a.m. for kids, and another at 7:00 p.m. for adults only. *The Brooklyn Paper*⁶² noted that the store's location is "in one of the borough's most literary communities, close to the Brooklyn Academy of Music and far from any real competition." Greenlight will stock an inventory of 10,000 titles.

In the large airy space on a busy corner of South Portland Avenue, the paper said, "there will be a section dedicated to the performing arts... and a long, sunlit set of shelves at the front of the store will be dedicated to local authors, a group that has shown overwhelming support for the new independent store." Among them is Jonathan Lethem, who will do a reading from his new novel, *Chronic City* (Doubleday), at the store. Other events on tap include a panel discussion by writers from the New York Review of Books and blogger/author pairings later in the month.

Books Inc. Opens New Store in Berkeley

Co-owners Michael Tucker and Nikolai Grant hosted an open house at the new Books Inc.⁶³ in Berkeley, California, last week. The event drew many booksellers and reps who were in town for

the Northern California Independent Booksellers Association trade show, as well as neighboring merchants.

Calvin Crosby, Books Inc. community relations director, will manage the new store and its staff of 12, which includes six full-timers and six part-timers. Staff members hail from other Books Inc. branches as well as from Cody's, Stacey's, Borders, and Shakespeare & Co.

The *San Francisco Chronicle*⁶⁴ noted that "book-hungry customers forced the store to open hours before its planned time of 1:00 p.m. on Monday [October 5]." Crosby told the newspaper that "so many people were waiting to browse or trying to come in when tradespeople left, that we had to let them in early."

The new Books Inc. offers an array of fiction and nonfiction, a roomy children's section, and space for author events in 3,100 square feet.

Tucker, who is ABA's president, told the paper: "I'm a Berkeley boy, so for me it was absolutely anathema that there wasn't a general-interest bookstore left here." The *Chronicle* noted that Books Inc. was able to open in Berkeley, because "the store is getting a big break on the rent because Fourth Street's developer wanted a bookstore as an anchor tenant."

Vroman's Purchases Book Soup

Last week, Vroman's⁶⁵, a cultural landmark in Pasadena, announced that it was purchasing another California icon, West Hollywood's Book Soup⁶⁶.

Before Book Soup's longtime owner, Glenn Goldman, died from cancer last January, he had begun looking for a buyer. Vroman's President and COO Allison Hill told the *Los Angeles Times*, "Glenn and I had talked about it, and we've been in conversations with the seller since January."

The *Times* literary blog, Jacket Copy⁶⁷, noted that the purchase of Book Soup was not an obvious match for Vroman's. Calling the 115-year-old Vroman's "the Auntie Mame of Los Angeles bookstores," the paper noted, "It's got room to spread out and offers a deep, rich stock of literary fiction, travel books, cookbooks, kids books and toys, local history, stationery and -- yes, already -- holiday cards. It's done so well with this model that it opened a branch in Hastings Ranch in 2001 to serve the deeper east valley."

On the other hand, Book Soup was shaped by Goldman's "eclectic, artistic sensibility. It's equally fascinated with the edgy, the glamorous, and the smart, packing those sometimes disparate books into its tight space and towering shelves.... If a bookstore can be a pair of skinny jeans, Book Soup is one, and they're black."

However, Hill, who had been a manager of Book Soup for six years, reassured Book Soup customers who were concerned about the pending sale. She told the *L.A. Times*⁶⁸: "The hope is that the transition is invisible to customers. Book Soup will continue. Vroman's will just provide the behind-the-scenes, operational infrastructure to keep it going."

BTW News Briefs

October 15, 2009 --

Seen on the NCIBA Trade Show Floor At last weekend's Northern California Independent Booksellers Association⁶⁹ trade show, booksellers were invited to stop by ABA's tables on the show floor to chat with ABA CEO Oren Teicher and COO Len Vlahos

about the association's programs and services, as well as anything else that was on their minds. ABA members who dropped off a business card earned an extra chance at winning one of more than two-dozen publisher-sponsored scholarships⁷⁰ to the Fifth Annual Winter Institute⁷¹, to be held at the Doubletree San Jose in San Jose, California, from February 3 - 5, 2010.

New England Children's Bookselling Advisory Council Publishes Fall Reviews

The New England Children's Bookselling Advisory Council has published its Fall Reviews⁷² and Fall Top Ten⁷³ list online at necba.net⁷⁴. The Fall Reviews aim "to identify as many high-quality titles as possible from among the many July - December middle-grade and young-adult fiction releases." From these, NECBA said, "a Top Ten list has been selected as a service to our general bookstore colleagues who are less familiar with the genre."

GLIBA Installs New Directors & Officers

At the Great Lakes Independent Booksellers Association⁷⁵ meeting on Thursday, October 1, before the fall trade show, Sally Bulthuis of Pooh's Corner in Grand Rapids, Michigan, became the group's president and three new directors joined the GLIBA Board:

- John Mesjak, Abraham Associates, Sycamore, Illinois
- Roberta Rubin, The Book Stall at Chestnut Court, Winnetka, Illinois
- Anne Storan, Paragraphs, Mt. Vernon, Ohio

Senate Committee Approves Health Care Bill (Hear It for Yourself)

On Tuesday, the U.S. Senate Finance Committee approved a version of health care reform by a vote of 14 - 9, which means the bill is cleared to merge with another committee's bill for a vote by the full Senate, as reported by the *Denver Business Journal*.⁷⁶

The nonpartisan website Hearthebill.org⁷⁷ now offers an audio version of the Senate's "America's Healthy Future Act of 2009," as well as the House version of health care reform. The site was created by voice actors Kathleen Keesling of Colorado and Diane Havens of New Jersey as a public service for the visually impaired and those who prefer audio to text. The files are available for free download or streaming audio on the site. The text is also available on the site for those who'd like to read it, or read along. However, to listen to the bills in their entirety would take nearly 17 hours.

SBA Launches Online Training Course for Women Entrepreneurs

Women who own small businesses will be able to use a new online U.S. Small Business Administration training course to learn how to identify and take advantage of federal contracting opportunities. The new training course, *Winning Federal Contracts: A Guide for Women Entrepreneurs*, is part of an ongoing government-wide initiative to promote opportunities for women-owned businesses in the area of government contracting. The *Winning Federal Contracts* course is available on SBA's website at www.sba.gov⁷⁸ or directly at www.sba.gov/fedcontractingtraining⁷⁹.

This free online tutorial walks a woman-owned small business through the contracting process. In a release, SBA said it "is committed to ensuring that women-owned businesses receive at least 5 percent of federal contracts and believes better training

opportunities are central to meeting this government-wide goal."

Library of Congress & Ad Council Create New PSAs to Promote Reading

On October 13, the Library of Congress and the Advertising Council launched a national public service advertising (PSA) campaign⁸⁰ designed to encourage children and adults to become engaged in reading and all other forms of literacy. The new PSAs -- aimed to reach children in the fourth, fifth and sixth grades and their parents -- focus on engaging children in all forms of literacy, whether it is reading a book or magazine, studying history, visiting a museum, or simply using their imagination. The TV, radio, online, and outdoor PSAs were developed in collaboration with the Ad Council and feature characters from the new film *Disney's A Christmas Carol*. Additionally, a series of radio PSAs were created pro bono by BYU Ad Lab.

All of the PSAs direct children and parents to visit the Library of Congress' newly redesigned website, read.gov⁸¹, which includes links to a companion educational center at www.thencbla.org⁸² with resources and activities for teachers, parents, and students. Also launching is "The Exquisite Corpse," an exclusive online storytelling journal written and illustrated by a cast of award-winning authors and illustrators. Over the next year, a new chapter will be posted every two weeks.

U of Nebraska Press Pairs With Lightning Source on Title by Nobel Winner

⁸³The University of Nebraska Press announced this week that it had selected Lightning Source Inc. to bring Herta Mueller's 2009 Nobel Laureate title *Nadirs* to market. "The University of Nebraska Press prides itself on both the literary prowess of our book list, and making those titles on our list available to the broadest global audience," said Rhonda Winchell, sales and marketing manager, the University of Nebraska Press, in a statement. "After the recent 2009 Nobel Prize in literature announcement, the demand for *Nadirs* skyrocketed, and our press had only a small amount of inventory."

At Frankfurt Book Fair this week, the University of Nebraska Press will exhibit copies of *Nadirs*, through its European distributor, Combined Academic Publishers, and at the Ingram booth.

Lonely Planet Names New Leadership in U.S.

On October 13, Lonely Planet announced the appointment of John Boris as new executive vice president, Lonely Planet, and managing director, Lonely Planet Americas. Reporting to Matt Goldberg, Lonely Planet CEO, Boris, who will be based in Oakland, is charged with transforming the U.S. business to grow market share in Lonely Planet's core print business, while establishing Lonely Planet as a strong contender in the digital market, and continuing to expand the company's global solutions offering.

Boris joins Lonely Planet from Zagat Survey, where he was the senior vice president of marketing and interactive, responsible for the marketing, promotions, and development of Zagat lines of business including retail, corporate, online, and mobile.

David Unowsky Leaves Magers & Quinn

David Unowsky is no longer employed at Magers and Quinn Booksellers in Minneapolis where he served as events manager.

Unowsky, founder of Hungry Mind Bookstore and *Hungry Mind Review*, can be reached at david.unowsky@gmail.com⁸⁴ or at (612) 845-5537.

Member Input Sought on Red & White Box Mailings

October 15, 2009 -- As part of its continuing efforts to improve member services, the American Booksellers Association is asking booksellers to complete a short online survey regarding the monthly IndieBound Red Box and White Box mailings. A link to the survey was e-mailed to member stores by ABA Chief Marketing Office Meg Smith on Tuesday, October 13, and is accessible here⁸⁵ with a BookWeb user name and password.

The survey seeks to gather information about how stores are using the contents of the boxes. The Red Box contains a store's initial quantity of the latest Indie Next List fliers as well as other timely news and information from ABA and IndieBound. The White Box, which is sent to actively participating IndieBound stores, is filled with galleys, ARCs, and finished books provided by ABA Publisher Partners.

The deadline for survey responses is 5:00 p.m. ET on Wednesday, October 21. Each store should answer the survey once.

Booksellers with questions about the Indie Next List or about the survey should contact Smith at meg@bookweb.org⁸⁶, or at (800) 637-0037, ext. 6641.

ABA Hopes to See You at the SCIBA Show

October 15, 2009 --⁸⁷ The American Booksellers Association looks forward to seeing booksellers at the Southern California Independent Booksellers Association⁸⁸ Authors Feast & Trade Show on Saturday, October 24.

ABA COO Len Vlahos will be on hand at the Millennium Biltmore Hotel in Los Angeles to present the education session "Going Digital: The Case for E-Books," from 10:00 a.m. to 11:45 a.m. E-book sales are growing at 150 percent or more each month, and consumer interest is being piqued by the iPhone, Kindle, and Sony eReader. All SCIBA attendees are invited to come find out why the e-book phenomenon is real and happening now, and what ABA is doing to help ensure indie booksellers are a part of it.

Booksellers are also encouraged to stop by the ABA tables on the show floor to discuss their concerns and learn more about ABA programs and services. Booksellers who drop off a business card at the ABA tables at the show will earn an extra entry in the Fifth Annual Winter Institute⁸⁹ scholarship drawing. Scholarships⁹⁰ cover the cost of reasonable airfare, up to a four-night hotel stay at the Doubletree San Jose, and Wi5 meal fees.

Among the afternoon's educational highlight is "Using Edelweiss Interactive Catalogs," presented by the Above the Treeline staff. This session will provide an overview of the new platform for publishers' e-catalogs and includes a full demo of how to use Edelweiss to research and buy a new title. The session is appropriate for first-time Edelweiss users and those with limited experience who would like a refresher on the capabilities of this free service.

For the latest SCIBA program details, including special author events, and to register, visit www.scibabooks.org⁹¹.

2009 National Book Awards Finalists Announced

October 14, 2009 -- The finalists for the 2009 National Book Awards in four categories -- fiction, nonfiction, poetry, and young people's literature -- were announced by the National Book Foundation on Wednesday, October 14. The winners will be announced at the 60th National Book Awards Benefit Dinner and Ceremony at Cipriani Wall Street in New York City on Wednesday, November 18.

This year's 20 finalists are:

Fiction

- Bonnie Jo Campbell, *American Salvage* (Wayne State University Press)
- Colum McCann, *Let the Great World Spin* (Random House)
- Daniyal Mueenuddin, *In Other Rooms, Other Wonders* (Norton)
- Jayne Anne Phillips, *Lark and Termite* (Knopf) (A February 2009 Indie Next List Notable)
- Marcel Theroux, *Far North* (FSG)

Nonfiction

- David M. Carroll, *Following the Water: A Hydromancer's Notebook* (Houghton Mifflin Harcourt)
- Sean B. Carroll, *Remarkable Creatures: Epic Adventures in the Search for the Origins of Species* (Houghton Mifflin Harcourt)
- Greg Grandin, *Fordlandia: The Rise and Fall of Henry Ford's Forgotten Jungle City* (Metropolitan Books/Henry Holt)
- Adrienne Mayor, *The Poison King: The Life and Legend of Mithradates, Rome's Deadliest Enemy* (Princeton University Press)
- T.J. Stiles, *The First Tycoon: The Epic Life of Cornelius Vanderbilt* (Knopf)

Poetry

- Rae Armantrout, *Versed* (Wesleyan University Press)
- Ann Lauterbach, *Or to Begin Again* (Viking Penguin)
- Carl Phillips, *Speak Low* (FSG)
- Lyrae Van Clief-Stefanon, *Open Interval* (University of Pittsburgh Press)
- Keith Waldrop, *Transcendental Studies: A Trilogy* (University of California Press)

Young People's Literature

- Deborah Heiligman, *Charles and Emma: The Darwins' Leap of Faith* (Henry Holt)
- Phillip Hoose, *Claudette Colvin: Twice Toward Justice* (FSG)
- David Small, *Stitches* (Norton) (An October 2009 Indie Next Great Read)
- Laini Taylor, *Lips Touch: Three Times* (Arthur A. Levine Books/Scholastic)
- Rita Williams-Garcia, *Jumped* (HarperTeen/HarperCollins)

The National Book Foundation will honor Gore Vidal for his Distinguished Contribution to American Letters and Dave Eggers with the Literarian Award.

The title chosen by the public as the Best of the National Book Awards Fiction ⁹² in balloting now underway will also be announced at the 60th National Book Awards Ceremony and Dinner.

The finalists for Best of the National Book Awards Fiction are:

- *The Collected Stories of Eudora Welty* (Houghton Mifflin

Harcourt)

- *The Collected Stories of William Faulkner* (Random House)
- *The Complete Stories of Flannery O'Connor* (FSG)
- *Gravity's Rainbow*, by Thomas Pynchon (Penguin)
- *Invisible Man*, by Ralph Ellison (Random House)
- *The Stories of John Cheever* (Random House)

Bookstore Sales Rise Slightly in August

October 14, 2009 -- Retail sales at bookstores were up by 0.4 percent in August 2009 as compared to August 2008, according to preliminary figures recently released by the Bureau of the Census. August 2009 bookstore sales are estimated at \$2,403 million, compared to sales of \$2,402 million for the same period last year.

The Census Bureau decreased its preliminary estimate of July 2009 figures, from \$1,109 million to \$1,104 million. The adjustment puts bookstore sales this past July at 1.0 percent below July 2008.

Overall total retail and food service sales were down by 6.4 percent in August. Overall retail sales were \$360.2 billion in August 2009 compared to \$384.8 billion in August 2008.

Period	2008 Final (Millions of Dollars)	2009 (Millions of Dollars)	% Change of 2009 over 2008
January	2,271	2,233	(1.7)
February	1,139	1,010	(11.3)
March	1,012	998	(1.4)
April	994	962	(3.2)
May	1,141	1,108	(2.9)
June	1,065	1,103	3.6
July	1,115	1,104	(1.0)
August	2,402	2,403 (p)	0.4
YTD	11,139	10,921 (p)	(2.0)

(p) Preliminary figure

Note: Estimates reflect sales of all types of participating bookstore, including trade, college, religious, chain stores (including superstores), and others. A bookstore is defined as any retail establishment with sales comprised of more than 50 percent new books and periodicals, and estimates include sales of all products in these stores.

MARKETPLACE

Classifieds

BOOKSTORES FOR SALE

Central Vermont. Well-established, village location w/good pedestrian traffic, as well as seasonal tourist traffic. Loyal customer base and potential for growth/expansion. Business purchase:

inventory, fixtures, equipment, customer database, website, and software. No real estate - lease w/renewal terms. Details w/non-disclosure confidentiality agreement.

CONTACT: Terry Boone (603) 643-0127/Ext 28; tboone@c21energysield.com¹⁰⁰.

Washington State: Trails End Bookstore, located in Winthrop, WA. This 1,800 square foot, small town bookstore is thriving, profitable, and a joy to operate. Current owners receive a generous salary and take 2 - 4 months vacation per year. The highly skilled staff runs the store when owners are away. Prime downtown location, newly remodeled, professionally designed store, with new fixtures (2007). Current owners also own building, long-term lease available. Owners are moving on to new challenges. This is a great opportunity for the right person. Sales price of \$349,800 + inventory (average of \$65,000, but can be reduced). Full sales presentation packet available. Please contact Brian Sweet, (509) 996-7888 or telesweet@hotmail.com¹⁰¹.

NOTIFICATION

As of September 30, 2009, Farrar, Straus & Giroux no longer distributes Rabén & Sjögren titles in the United States (ISBN prefix 9-129). Returns will be accepted through December 31, 2009 at the publisher's returns center address below. Please contact Erik Liedberg, erik.liedberg@norstedts.se¹⁰², at Rabén & Sjögren directly for questions regarding R&S titles.

Returns Information through December 31, 2009

MPS Returns Center
14301 Litchfield Drive
Orange, VA 22960

OPPORTUNITY

Great Investment Opportunity for a Unique Kind of Book Store Recently opened in Los Angeles, CA. Getting very good responses from customers. First store has opened in a low-traffic location to economize on rent. Have future plans to franchise this store concept nationwide at desirable locations. See the store's picture & concept by clicking at OnlyHelpfulBooks.Com¹⁰³. Idea & name has already been trademarked. Already established book store. Just need partner to move to desirable locations & for marketing this business. Very low cost entry & best investment

opportunity-only for now. For details please contact: RARFBD@YAHOO.COM¹⁰⁴ or (818) 430-3195.

POSITIONS OPEN

Book Culture, a premier academic bookstore in NYC, is accepting applications for a **Floor Manager** for its new general interest store, Book Culture on Broadway. Will be responsible for openings/closings and managing staff. Contact Annie at annie@bookculture.com¹⁰⁵. No walk-ins, no phone calls please.

All Regular ABA Member Bookstores in good standing may have up to four 2-week Classified Ad insertions per year in *Bookselling This Week* at no charge (50-word limit). For more information on booking a classified ad, click here¹⁰⁶.

Other Advertising

Make a big deal out of Toy Fair

Why wait?

Register now!

Toy Fair 2010

February 14-17

New York

Toy Industry Association, Inc.

Co-located with Engage Expo 2010

www.toyindustryassociation.org

First in the middle grade adventure series

"A bright light in the fantasy genre" -- *Kirkus Reviews*

The Candleman

"A cast of appealing characters [and] non-stop action rolls to a satisfying conclusion" -- *School Library Journal*

Join the Society of Unrelenting Vigilance

Click here to experience the power¹⁰⁷.

Egmont USA

Available wherever books are sold

Links in this document:

1. See <http://www.readerprivacy.org/>
2. See <http://www.readerprivacy.org/>
3. See <http://www.abffe.com>
4. See <http://www.flu.gov/professional/business/smallbiz.pdf>
5. See <http://www.cdc.gov/flu/protect/keyfacts.htm>
6. See <http://blog.nrf.com/2009/09/25/for-retailers-preparedness-is-the-best-shot-in-the-arm/>
7. See <http://www.flu.gov/>
8. See <http://www.flu.gov/professional/business/index.html>
9. See <http://blog.nrf.com/2009/09/25/for-retailers-preparedness-is-the-best-shot-in-the-arm/>
10. See <http://www.cdc.gov/flu/>
11. See <mailto:dave@bookweb.org>
12. See <http://www.sba.gov>
13. See <http://tv.winelibrary.com/>
14. See <mailto:dave@bookweb.org>
15. See <http://mariasbookshop.com/>
16. See <http://www.rainydaybooks.com>
17. See <http://bookweb.org/files/open/pdf/pubpartner/IndieBoundAuthorAffiliate.pdf>

18. See <http://www.indiebound.org/affiliate>
19. See <mailto:paige@bookweb.org>
20. See <http://www.indiebound.org/linking-and-logo-downloading>
21. See <http://www.indiebound.org/affiliate/widgets>
22. See <http://news.bookweb.org/read/6360>
23. See <http://www.indiebound.org/indie-store-finder>
24. See <mailto:rosemary@bookweb.org>
25. See <http://www.indiebound.org/affiliate>
26. See <http://www.indiebound.org/affiliate-enrollment-form>
27. See <http://www.indiebound.org/affiliate-agreement>
28. See <http://www.indiebound.org/affiliate/createlink>
29. See <http://www.bookweb.org/events/institute>
30. See <http://www.bookweb.org/events/institute>
31. See <http://www.supershuttle.com>
32. See <http://montereyairbus.hudsonltd.net/res>
33. See <http://doubletree.hilton.com/en/dt/groups/personalized/JOSE-DT-ABA-20100131/index.jhtml>
34. See <http://events.indiebound.com>
35. See <http://www.bookweb.org/about/govern/board.html>
36. See <http://www.bookweb.org/about/govern/bylaws.html>
37. See <http://www.bookweb.org/about/govern/election.html>
38. See <http://www.bookweb.org/education/member/nominations.html>
39. See http://www.bookweb.org/files/open/pdf/2009_nom_form.pdf
40. See <mailto:rosemary@bookweb.org>
41. See <http://thechalkboardtee.com/home.html>
42. See http://www.wanda.sibaweb.com/?page_id=55
43. See <http://www.sibaweb.com/>
44. See <http://thechalkboardtee.com/home.html>
45. See http://barkoutsidethebox.com/RUBBERBONE_PRESS/About_Us.html
46. See http://www.kiddywampus.com/Nino_the_Jumping_Bug_p/10001.htm
47. See <http://baggubag.com/>
48. See <http://baggubag.com/>
49. See <http://www.beaconbookmarks.com/>
50. See <http://www.oplusd.com/>
51. See <http://makemynotebook.com/>
52. See <http://www.worldwidedfred.com/bottlebiner.htm>
53. See <http://www.greenapplebooks.com/cgi-bin/mergatroid/index.html>
54. See <http://www.worldwidedfred.com/bottlebiner.htm>
55. See <http://news.bookweb.org/news/6042.html>
56. See <http://news.bookweb.org/news/6192.html>
57. See <mailto:karen@bookweb.org>
58. See <http://www.quailridgebooks.com/>
59. See <http://www.indiebound.org/book/9781933354750>
60. See <http://news.bookweb.org/read/5781>
61. See <http://abookstoreinbrooklyn.blogspot.com/>
62. See http://www.brooklynpaper.com/stories/32/41/32_41_sj_greenlight_bookstore.html
63. See <http://www.booksinc.net/>
64. See <http://www.sfgate.com/cgi-bin/article.cgi?f=/c/a/2009/10/11/BU9I1A3HBH.DTL>
65. See <http://www.vromansbookstore.com/>
66. See <http://www.booksoup.com/>
67. See <http://latimesblogs.latimes.com/jacketcopy/2009/10/vromans-and-book-soup.html>
68. See <http://www.latimes.com/business/la-fi-book-soup12-2009oct12,0,3474535.story>
69. See <http://www.nciba.com/>
70. See <http://news.bookweb.org/read/7100>
71. See <http://www.bookweb.org/events/institute>
72. See <http://www.necba.net/FALL%20REVIEW%20PROJECT%202009.pdf>
73. See <http://www.necba.net/Fall09top10.html>
74. See <http://www.necba.net>
75. See <http://www.gliba.org/>

76. See <http://denver.bizjournals.com/denver/stories/2009/10/12/daily27.html>
77. See <http://www.Hearthebill.org>
78. See <http://www.sba.gov>
79. See <http://www.sba.gov/fedcontractingtraining>
80. See <http://www.adcouncil.org/default.aspx?id=334>
81. See <http://www.read.gov>
82. See <http://www.thencbla.org>
83. See <http://www.indiebound.org/book/9780803282544>
84. See <mailto:david.unowsky@gmail.com>
85. See <http://www.bookweb.org/files/bookstore/files/survey.html>
86. See <mailto:meg@bookweb.org>
87. See <http://www.scibabooks.org/>
88. See <http://www.scibabooks.org/>
89. See <http://www.bookweb.org/events/institute>
90. See <http://news.bookweb.org/read/7100>
91. See <http://www.scibabooks.org/>
92. See <http://news.bookweb.org/read/7063>
93. See <mailto:tboone@c21energysheild.com>
94. See <mailto:telesweet@hotmail.com>
95. See <mailto:erik.liedberg@norstedts.se>
96. See <http://www.OnlyHelpfulBooks.Com>
97. See <mailto:RARFBD@YAHOO.COM>
98. See <mailto:annie@bookculture.com>
99. See <http://www.bookweb.org/about/ads/booksellers.html>
100. See <mailto:tboone@c21energysheild.com>
101. See <mailto:telesweet@hotmail.com>
102. See <mailto:erik.liedberg@norstedts.se>
103. See <http://www.OnlyHelpfulBooks.Com>
104. See <mailto:RARFBD@YAHOO.COM>
105. See <mailto:annie@bookculture.com>
106. See <http://www.bookweb.org/about/ads/booksellers.html>
107. See <http://www.powerofthecandleman.com/>