

BOOKSELLING **THIS** Week

AMERICAN BOOKSELLERS ASSOCIATION

December 10, 2009

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BookExpo America Secures Manhattan Hotel for ABA Members

December 10, 2009 -- ABA Hotel Will Be Located Just North of Javits Center

Officials at BookExpo America ¹ (BEA) today announced that they have secured a room block and favorable rates at the Park Central Hotel in Manhattan, located just north of Times Square, for the bookseller members of the American Booksellers Association. The Park Central will be the official "ABA Hotel" for 2010. The Park Central, at 870 Seventh Avenue, just 20 blocks north of the Javits Center, provides easy access to BEA via taxi, bus, or subway. BEA 2010 will take place from Tuesday through Thursday, May 25 - 27.

"I am very pleased that we have been able to negotiate this deal on behalf of ABA," said Lance Fensterman, BEA show manager since 2006 and now Reed Expositions group vice president. "ABA members and publishers alike told us that being close to the heart of the action at BEA was important to them, and locating the ABA Hotel at the Park Central has enabled us to do just that! We are certain this will facilitate even more focused interaction between booksellers and publishers through socializing and networking, which is at the heart of the value of BEA."

The Park Central's special low rate for ABA members is \$179 for one or two beds, single or double occupancy; \$199 for triple occupancy; and \$219 for a quad. A special link to the BEA hotel reservation site and the access code required to book a room at the Park Central is now available to ABA bookseller members via BookWeb.org ². There will also be a complimentary BEA badge allotment for member stores, and all ABA Winter Institute attendees will receive a complimentary badge to BEA.

"We are grateful to BEA for securing this room rate for our membership, and we are delighted to be back in Manhattan," said ABA CEO Oren Teicher. "The ABA Hotel is an important part of the overall BEA experience for our membership, and it will be terrific to be in the heart of New York City. We are looking forward to a great show in 2010!"

In 2009 and 2007, the last two times BEA took place in New York, the official ABA member hotel was in Brooklyn.

Announcing the 2009 Indie Bestsellers: Now in Attractive, Downloadable Fliers

December 10, 2009 -- ³ This week, the American Booksellers Association unveils the 2009 Indie Bestsellers, the year's top-selling titles at hundreds of independent bookstores across the country in the categories of Hardcover Fiction and Nonfiction ⁴, Trade Paperback Fiction and Nonfiction ⁵, and Children's Interest, Illustrated, and Fiction Series ⁶.

The 15-best-selling titles in each Hardcover and Trade Paperback category, and the top-10 in each Children's category, are featured, with cover images, in eye-catching fliers that are downloadable in PDF, DOC, and HTML formats ⁷. Each flier is a perfect centerpiece for displays or for use as a bag stuffer or handout. Also ideal for inclusion in a store's print or electronic newsletter, the 2009 Indie Bestsellers can help generate additional holiday sales and can serve as a great selling tool for the New Year, when customers come into the store to redeem gift cards.

Choose the format that works best for you, and print the fliers for display throughout the store.

Questions or inquiries regarding the 2009 Indie Bestsellers should be directed to ABA Special Projects Manager Peter Reynolds ⁸.

New Wi5 Publisher Partner, New Scholarship Recipient

December 10, 2009 -- ⁹ This week, the American Booksellers Association welcomed HarperCollins Children's Books as the newest Winter Institute (Wi5) Publisher Partner. Thanks to HarperCollins Children's Books' support, Shirley Mullin, owner of Kids Ink Children's Bookstores ¹⁰ in Indianapolis, Indiana, will be attending Wi5 in San Jose, California, on a scholarship.

Mullin is the 25th recipient ¹¹ of a publisher-sponsored scholarship to the Winter Institute ¹², which is sponsored overall by the Ingram Book Group/Ingram Publisher Services. Scholarships cover the cost of reasonable airfare, up to a four-night stay at the Doubletree San Jose, and the Wi5 meal fee.

ABA Publisher Partners providing scholarship support for Wi5 are:

Bloomsbury	Other Press
Candlewick	Penguin Group (Adult)
Disney Book Group	Penguin Young Readers Group
Egmont USA	Perseus/PGW
Grove/Atlantic	Random House Adult
Hachette Book Group	Random House Children's
HarperCollins	Scholastic
HarperCollins Children's Books	Simon & Schuster
Houghton Mifflin Harcourt	Small Press Distribution
Hyperion	Unbridled Books
Macmillan	Wiley
Macmillan Children's Publishing Group	Workman
W.W. Norton	

S&S, Hachette, HarperCollins Establish New E-book Publishing Schedules

December 10, 2009 -- Three major publishers have taken steps to establish new release schedules for books in digital format. Simon & Schuster announced on Wednesday, December 9, its plan to publish the e-book editions of 35 new releases four months after their hardcover release. Hachette Book Group and HarperCollins have similar plans, according to the *Wall Street Journal* ¹³ (WSJ), which characterized their actions as "a dramatic stand against the cut-rate \$9.99 pricing of e-book bestsellers."

In a statement on e-book sequencing released on Wednesday, S&S listed 35 titles scheduled to be published between January 2010 and April 2010, whose e-book editions will be published four months after their hardcover release date. These titles include *House Rules* by Jodi Picoult (Atria); *You: On A Diet Revised Edition* by Michael F. Roizen, M.D. and Mehmet C. Oz, M.D. (Free Press); *Three Stations* by Martin Cruz Smith (S&S); and *Paula Deen's Savannah Style* by Paula Deen (S&S). "We believe this publishing sequence will benefit the performance of all the different formats in which these titles are published," the S&S statement said, "and in the long term will contribute to a healthier retail environment for the greater book buying public."

S&S CEO Carolyn Reidy told the *WSJ*, "The right place for the e-book is after the hardcover but before the paperback. We believe some people will be disappointed. But with new [electronic] readers coming and sales booming, we need to do this now, before the installed base of e-book reading devices gets to a size where doing it would be impossible."

Hachette plans to publish e-books of a "vast majority" of its titles three to four months following the publication of their hardcover editions. "We're doing this to preserve our industry," David Young, chief executive of the Hachette Book Group, told the *WSJ*. "I can't sit back and watch years of building authors sold off at

bargain-basement prices. It's about the future of the business."

On Thursday, December 10, the *WSJ* ¹⁴ reported that, in an interview, HarperCollins CEO Brian Murray said that the publisher would experiment by delaying e-book publication of five to 10 new hardcover titles a month, starting in January or February.

If e-book formats continue to be sold at \$9.99, Murray told the paper, the result will be fewer title choices for customers, because publishers will not be able to take chances on new writers.

John Makinson, CEO of Penguin Group, told *WSJ* that Penguin does not plan to delay e-book formats on a regular basis, but would consider deferring e-book publication from time to time.

The *WSJ* said that the companies' decisions to delay the publication of e-books is an indication that book pricing has "become the most significant issue on the publishing landscape." E-book retail sales could reach \$201 million in 2010, according to Albert Greco, a professor at the Fordham University Graduate School of Business.

Elliott Bay to Move to New Location in Spring

December 10, 2009 -- On December 9, owner Peter Aaron announced that Elliott Bay Book Company ¹⁵ would be moving to a location on Seattle's Capitol Hill in the spring of 2010.

In a letter on the Elliott Bay website ¹⁶, Aaron expressed some sadness about relocating the store from Pioneer Square, where it has been for 36 years, but said that the move to the vital new neighborhood "will boost our business to the level necessary to maintain our commercial viability."

The new store, slightly larger than the current one, served as Seattle's original Ford truck service center. "While no space could exactly duplicate the charm of the original store, I can promise that the new building will offer a warm, comfortable, and cozy environment that will be true to the beautiful place Walter Carr founded on Main Street," said Aaron. The new Elliott Bay will have a caf and a dedicated events space. The store will also have a fir floor, similar to the Pioneer Square store, "complete with creaks" and a high wood ceiling with skylights. The Capitol Hill building has its own parking below street level.

Since he first became involved in the ownership of the store, 11 years ago, Aaron said, he has sought to be a "faithful steward in preserving both the spirit and the body of this unique place." Of the support Elliott Bay has received from within the Seattle community, as well as internationally, he added, "I'm inexpressibly grateful for that ongoing support -- and most especially for the outpouring of concern and commitment we've received in recent months."

Updates on the progress of the move will be posted on the Elliott Bay website ¹⁷.

Senators, Small Business Majority Seek to Rally Support for Health Care Reform for Small Business

December 10, 2009 -- On Wednesday, December 9, Senators Mary Landrieu (D-LA), Blanche Lincoln (D-AR), and Debbie Stabenow (D-MI) joined Terry Gardiner of the Small Business Majority ¹⁸ and Mike Brey, a small business owner from Maryland, at a press conference to unveil a package of amendments to the Senate health care reform bill that would benefit small businesses. To keep the

momentum on health care reform going, the Small Business Majority is urging small businesses, including independent booksellers, in key states to reach out to their legislators and write letters to the editors of local newspapers to share their stories about how the current health care crisis has hurt their businesses.

At yesterday's press conference, the senators stressed that their amendments would level the playing field for small businesses by lowering costs, increasing competitiveness, and making health care more stable for entrepreneurs.

"The Senate bill is a step forward toward more affordable and stable coverage for our nation's 29 million small businesses," Landrieu said. "But our work is not complete. Our amendments would strengthen the bill by extending and enhancing the tax credits for small businesses, ensuring the insurance exchanges are as robust as possible, and eliminating penalties associated with waiting periods, just to name a few initiatives."

This week, the U.S. Senate Committee on Small Business and Entrepreneurship released two documents to help small businesses learn more about the health care reform bill and how it will affect their business:

- A fact sheet on the small business amendment package ¹⁹, and
- A rundown of the small business provisions in the Senate health care bill ²⁰.

Terry Gardiner of the Small Business Majority, said at the press conference, "We appreciate the leadership of the Small Business Committee... and how they have truly listened to the needs of small businesses when it comes to reducing the burden on small business owners to provide insurance coverage to their employees. The last time Congress worked to reform the health insurance system in our country, the business community walked away from the table. The business community should not make that mistake again, and Small Business Majority will continue to work with the Small Business Committee and all Senators to pass meaningful health reform that will benefit all small businesses."

To keep the momentum going for health insurance reform, the Small Business Majority (SBM) is seeking help from small business owners:

- SBM is asking small business owners, including independent booksellers, to write letters to the editor or op-eds, sharing their stories about how the health care crisis has affected their businesses. To make the task easier for business owners, SBM has created templates that can be adapted and sent to newspapers.
- SBM is asking small businesses in Connecticut, Maine (Sen. Snowe), Indiana (Sen. Bayh), Nebraska, North Dakota, Arkansas (Sen. Lincoln), and Louisiana (Sen. Landrieu) to use one of their template letters to thank senators for voting to bring the bill to the floor for debate. The letter also asks them to stay engaged and work towards a reform bill this year.
- SBM is also encouraging small businesses in 12 key congressional districts to adapt a template letter that thanks their representatives for voting for H.R. 3962 (the House health care reform bill) and encourages them to keep reform a top priority.

The specific representatives and districts are as follows:

Arcuri, New York, 24th
Driehaus, Ohio, 1st (Cincinnati)

Ellsworth, Indiana, 8th (Terre Haute, Evansville)
Halvorson, Illinois, 11th (Bloomington, Joliet)
Hill, Indiana, 9th (Southern Indiana, Jeffersonville)
Himes, Connecticut, 4th (Bridgeport, Stamford)
Kilroy, Ohio, 15th (Columbus)
Kirkpatrick, Arizona, 1st (Flagstaff, Eastern AZ)
Maffei, New York, 25th (Syracuse, Rochester)
Owens, New York, 23rd (Syracuse)
Peters, Michigan, 9th (Troy, Pontiac)
Schauer, Michigan, 7th (Jackson)
Shea-Porter, New Hampshire, 1st (Dover)

To obtain any of the template letters, business owners should contact Erin Musgrave of SBM at (831) 477-0453 or via e-mail at emusgrave@smallbusinessmajority.org ²¹.

In California, SBM is inviting businesses throughout the state to join in a conference call during the week of December 14. For more information, contact John Karatzas of SBM at (415) 887-9861 or e-mail jkaratzas@smallbusinessmajority.org ²².
--David Grogan ²³

Sales Tax Revenue Decline Spurs Media Support for E-Fairness

December 09, 2009 -- Most retailers have been hurt by the ongoing recession, but there is one retail sector that appears immune to the struggling economy: Internet retailers. Studies by the National Retail Federation ²⁴ found that average spending this Black Friday decreased from last year, but Internet sales increased by about 14 percent on the Monday after Thanksgiving, known as "Cyber Monday." For states and local communities depending on sales tax revenue to fund crucial services, this is anything but good news.

As numerous editorials in the past week have noted, states are losing crucial sales tax revenue as residents buy online and many remote online retailers eschew their legal duty to collect and remit sales tax despite having a physical presence in the state. Additionally, by allowing remote online retailers with nexus in the state to sell products without collecting sales tax, states are not only subsidizing out-of-state retailers, they are giving them a significant advantage over their own in-state retailers who do collect and remit sales tax.

With states across the country facing bleak economic forecasts and budget shortfalls, more media outlets are speaking out in support of e-fairness. Over the past week, a number of newspapers around the country joined the *New York Times* ²⁵ in publishing editorials, op-eds, and articles regarding sales tax equity.

- An editorial in the *Sun Journal* ²⁶ in Lewiston, Maine, noted: "We have, of course, nothing against online and telephone retailers. One of the best in the land, L.L. Bean, is headquartered here. But we continue to object to the unfair advantage online retailers enjoy over their traditional Main Street brethren. While the local person running a shoe store or gift shop must charge a five percent tax at the point of sale, out-of-state e-retailers need not."

The *Sun Journal* continued: "Here's the problem: online sales are growing by leaps and bounds year after year. Traditional store sales are not. Ultimately, if the trend continues, state governments will lose bigger and bigger slices of their sales tax revenue. That affects the services offered to a state's residents and, potentially, the other taxes they pay."

"As states around the U.S. struggle to fund operations, we can't believe more are not thinking of ways to close this expensive and unfair tax loophole. The original argument was that the Web retailing was new and it needed a sales-tax exemption to grow. Obviously, growth is no longer a problem."

- In an editorial published on Friday, December 4, Dubuque, Iowa's *Telegraph Herald* ²⁷ said: "Most states -- including Iowa, Illinois, and Wisconsin -- have a 'use tax' that consumers are supposed to pay on out-of-state purchases in which sales tax is not collected. Most online companies don't have to collect state sales tax, so -- no surprise -- they don't. But consumers are supposed to pay the state what it is due in use taxes.... Almost no one pays the tax.... But that doesn't make it right. Every day we read stories about how states are struggling to maintain programs and services with decreasing revenue. Here's an area where states are missing out on tens of billions of dollars in tax revenue nationwide."

The *Telegraph Herald* stressed: "Local stores also have to compete with online retailers who have the advantage of not charging sales tax. It just isn't fair," and the editorial concluded that it is time to end the special treatment.

- An editorial by the California alternative-weekly *Chico News & Review* ²⁸ described how television news shows touted the success of Cyber Monday "with wall-to-wall coverage that noted that 36 percent of sales over the Thanksgiving weekend went to online retailers." The newspaper stressed, however: "Missing from the hype was any mention of the glaring advantage online retailers have over their brick-and-mortar counterparts: They're not required to collect sales tax, which in California means they have a built-in price advantage of anywhere from 8.25 percent to 10 percent. Sales tax is supposed to be paid on purchases, but sellers aren't required to collect it. Instead, customers are supposed to keep their receipts and at tax time pay whatever is owed. Know anybody who does that? We didn't think so."

California's Board of Equalization estimates that the state suffers an estimated annual revenue loss of \$1.1 billion in unpaid taxes owed by online purchasers, "and the amount is certain to grow significantly in coming years," said *Chico News & Review*. The editorial concluded that it makes "no sense" to allow California's sales tax inequity to continue.

- On the Jacksonville.com Interact Blog ²⁹, *Florida Times-Union Business* columnist Abel Harding wrote: "The National Retail Federation is forecasting total retail sales will decline one percent during the holidays. Online sales, however, are projected to rise. Forrester Research Inc. expects them to grow to \$44.7 billion this year, an increase of 8 percent."

"Online growth, while an overall boon for the U. S. economy, leaves local retailers at a competitive disadvantage as they struggle to compete with retailers that don't have the expense of brick and mortar and don't collect Florida sales tax. That also places the state on the losing side of a shift in consumer behavior."

Harding continued, "Amazon.com, the online giant whose revenues have nearly doubled to \$19.2 billion in the past three years, refuses to collect sales tax in Florida because the company says that doing so would be 'excessively burdensome.' Amazon's local competitors, who likely find the collection of the state's sales tax 'burdensome,' already are unable to compete with the

company on a level playing field, particularly when Amazon also chooses to waive shipping costs....

"Consumers, though happy to avoid taxes, ultimately will suffer when the state is forced to cut essential spending -- or make up the shortfall via other taxes -- because of declining revenues."

- In Mississippi, *The Democrat* editorial "City losing money" ³⁰ stressed: "Mississippi tax collections are down over seven percent, and yet Mississippi and other states continue to let a growing revenue source slip through the cracks. The source: Internet sales tax...."

"When we ask about solving the problem, we are given political double-speak from both state and federal personnel."

The editorial continued, "We want it fixed. Every time we run over a pothole, we wonder if the missing tax revenue could have repaired it. Congress can fix this. It would help all 50 states and countless cities."

The *Democrat* concluded: "Local businesses deserve a level playing field, and our city deserves its rightful share of sales tax revenue."

- In Tyler, Texas, KLTU ³¹ reported about "tax-free online shopping" and how it is causing problems for local businesses. "The tax-free online competition is tough for local businesses, which also have the burden of paying high overhead costs," the station noted.

"[A]s more people have high-speed Internet and access on their phones, brick-and-mortar stores are facing an uphill battle for your dollars, and our local economy could suffer if the Internet wins."

- The *San Diego Union-Tribune* article "Online Tax Advantage Shortchanges State" ³², noted how a decline in sales tax revenue is hurting California: "As millions of Web surfers jammed into online shopping sites yesterday -- drawn by the cut-rate prices of Cyber Monday -- the surge in Internet sales didn't bring cheer to traditional stores or to state and local tax collectors."

"The reason: Online retailers are not required to pay sales taxes on out-of-state shipments, which not only gives them a competitive advantage over their bricks-and-mortar rivals but also deprives cash-strapped state and local governments of needed revenue."

The *Union-Tribune* added: "California loses an average of \$1.1 billion in sales taxes annually because of online sales -- despite a 74-year-old law requiring customers to pay 'use taxes' on purchases from out of state, according to a report issued yesterday by the state Board of Equalization, which oversees tax collection."

Noting that 38 percent of Southern Californians plan to do holiday shopping on the Internet, the newspaper observed, "[F]ew Californians bother following the law. The Board of Equalization estimates that it is only collecting one percent of the use tax that is due on Internet sales. And as Internet sales grow bigger, the tax deficit is growing larger."

Book Trailers Featured in New Interactive Gallery

December 09, 2009 -- Since IndieBound.org first added videos back in August ³³, the collection of fun, colorful book trailers has been growing rapidly. With more than 300 videos in the collection today, it's common to see a video appearing alongside a new frontlist title. (For a recent example, see *The Clinton Tapes* ³⁴, with a video produced by Kepler's ³⁵.) Videos for Next List titles also appear alongside each issue of the Indie Next List. ³⁶ This week, IndieBound added an interactive book trailers gallery ³⁷. Six randomly selected videos for six great books are presented at a time. A link at the bottom of the page allows visitors to "reshuffle" to see six more videos. Also included is a complete list of book trailers, sortable by date added or book title. ³⁸ ABA Publisher Partners ³⁹ can submit videos for any in-print title. For information on how to get your videos added to the rotation on IndieBound.org, contact ABA Senior Director of Publisher Initiatives Mark Nichols ⁴⁰.

Happy viewing!

Lake Forest Book Store Celebrates 60 Years

December 09, 2009 -- In 1949, 12 women founded Lake Forest Book Store ⁴¹ in Lake Forest, Illinois, and though the business has changed hands several times, women have run the store throughout its long history in the Chicago suburb.

On Sunday, December 6, current owner Sue Boucher threw a party to mark Lake Forest Book Store's 60th anniversary. "We had a balloon sale," she explained. "We inserted different discounts for free books and gift cards into balloons. Customers could choose a balloon, and we would pop it to see what they got." The party also featured cake, snacks, savories provided by local restaurants and caterers, and there was a giveaway of cloth bags bearing the store's 60th anniversary logo to customers who spent more than \$100.

The bookstore's initial founders thought that the residents of Lake Forest, which is home to some of the longest continuously running book clubs in the country, should have a nearby bookstore, Boucher said. One of the founders ran it, while the other woman served on its board of directors. "My guess is they were a group of society women who all pooled their money to open the store," she added. "Someone told me that the board, all wearing gloves and hats, would get together monthly to discuss store business over lunch."

⁴⁴ Hildy Gathany, one of the bookstore's first employees, bought it from its founders. She sold it to Marion Strickland, a retired librarian, who, in 1995, sold it to Boucher and her since retired partner. Six years ago, Lake Forest Book Store moved from the 1,000-square-foot space that it had occupied since 1949 to a space formerly occupied by a B. Dalton in Lake Forest's historic Market Square (one block away from its old location). The move doubled its selling space, and the bookstore now features an inventory of about 30,000 titles.

⁴⁵ "I bought the book store 14 years ago with no bookselling experience, besides a love of books and reading," said Boucher. "My partner at the time and I learned the business very quickly. We bought it because we had both worked there for a brief time and had fallen in love with the spirit of the store and because the owner, who was having trouble selling it, was ready to liquidate."

Lake Forest focuses on children's books and actively maintaining the city's book clubs -- some are 70 and 80 years old. Boucher said, "I do book review evenings for individual book clubs where I review 50 to 75 books that are great for reading, book clubs, or gifts. I probably do at least 25 to 30 of those a year, and many are silent auction items that are used as fundraisers for local groups. We also have a passion for children's books and a great group of young readers. We partner with the schools for school orders, summer reading, book fairs, and author visits." Current handsells include *The Heretic's Daughter* ⁴⁶ by Kathleen Kent (Back Bay) and *Benny & Shrimp* ⁴⁷ by Katarina Mazzetti (Penguin), both now in paperback.

Lake Forest also continues some of its early traditions. "We still offer 'house accounts,' along with a few other businesses in Lake Forest," said Boucher. The store maintains about 200 accounts that customers pay monthly. "We have very little bad debt. It's a system that works for us."

Boucher said she'd love to see the store celebrate its 70th anniversary, while adapting to a changing industry. "I would like to see us expand the way we communicate with customers and look at ways to provide things that customers want that we may not be providing ... like e-books." -- *Karen Schechner* ⁴⁸

Lambda Rising's Maccubbin Reflects on a Successful 35-Year Run

December 09, 2009 -- ⁴⁹ This week, Lambda Rising ⁵⁰ owners Deacon Maccubbin and Jim Bennett announced plans to close their remaining two stores, located in Washington, D.C., and Rehoboth Beach, Delaware, by the end of the year. Maccubbin founded Lambda's first, 300-square-foot store catering to the gay and lesbian community in D.C. in 1974, when GLBT literature was largely unavailable in bookstores and libraries. "We thought if we could show that there was a demand for our literature, that bookstores could be profitable selling it, we could encourage the writing and publishing of GLBT books, and sooner or later other bookstores would put those books on their own shelves," and there would no longer be a need for a specifically gay and lesbian bookstore, he said. Now that GLBT literature is readily available, Maccubbin considers the store's 35-year run a success.

Maccubbin and Bennett have chosen to close Lambda Rising now for several reasons. "First of all, I'm 66, and 35 years is enough time to do any one thing," Maccubbin told *BTW*. He also cited the difficulties of operating in an industry in flux. "The way the industry has been trending the past few years, at some point, we would have had to make that decision. I'd rather go out on a high note and on our terms rather than wait two, three, or 10 years, and be forced to go out after letting the stock deplete." He added that he'd "always tried to run a community-conscious organization" and wanted to have "nothing but the fondest memories." The stores will operate through Christmas.

In 1977, Lambda Rising moved to a new D.C. location, where it expanded and launched a national mail-order service, producing a catalog that eventually had a quarterly circulation of a quarter-million copies. In 1984, Maccubbin and Bennett, who had begun managing the store, moved it to its present home, a nearly 5,000-square-foot two-story building in D.C. That same year, they opened their first satellite bookstore in Baltimore.

Other stores were to follow in Rehoboth Beach, Delaware, and Norfolk, Virginia. In 2003, Maccubbin bought New York's Oscar Wilde Bookshop, the first gay bookstore in the world when it

opened in 1967, to save it from closure. Maccubbin later sold Oscar Wilde to its manager, Kim Brinster; however, the financial crisis proved too much for the small store, which closed earlier this year. Lambda Rising's Norfolk store closed in 2007, and the Baltimore store closed last year.

Maccubbin credited the American Booksellers Association for playing a role in the success of the bookstores over the years. "We couldn't have done it without ABA," said Maccubbin. "It played a huge role, especially in the early years, in expanding GLBT lit. Very simply, the association was an important part of our business and our life."

Lambda Rising will be holding big sales though the rest of the year with a major liquidation, including the sale of fixtures and bookshelves, in January. After that, Maccubbin said that he and Bennett plan to travel. "There are a lot of countries in this world that Jim and I have not yet seen. And I hope to get around to writing those books I wanted to write. Doesn't every bookseller really want to write a book?"

Another thing Maccubbin and Bennett, who've been together for 32 years, plan on doing is getting legally married if D.C. legalizes same-sex marriage, which it is expected to do this spring.

While preparing for the stores' closure, Maccubbin focused on the legacy of Lambda Rising. "It's bittersweet, but I know the impact the store had on the GLBT and non-GLBT community, and I'm extremely proud of the positive influence we've had on thousands and thousands of people." -- *Karen Schechner*⁵¹

Around Indies

December 09, 2009 --

Anderson's Opens a Gift Shop

Anderson's Bookshop⁵² in Naperville, Illinois, opened Two Doors East, a specialty gift store, on the Monday before Thanksgiving, according to the *Naperville Sun*⁵³, which noted that the "new venture features gifts, games, wall art, fun food items, an expanded selection of greeting cards, and more." Two Door East's manager, Kris Nugent, told the newspaper that Anderson's owners, who include ABA Vice President Becky Anderson, had to make a quick decision about the new venture and that "an 'all hands on deck' effort was necessary to open the store." The gift store is in the same building as the bookstore, in a space vacated by a luggage store within the last two months.

"We've always carried greeting cards and seasonal items, but now we have more space to expand that part of the business," Nugent told the *Sun*. "This new store gives us about 25 percent more space. We've added a new purse line, some funny gifts like things for teens who have just learned to drive, some 'fun' foods like popcorn and things used for stocking stuffers, plus seasonal items like ornaments."

In addition, Nugent said, "We'll obviously have more room for books, which will mean the shelves aren't so tightly pressed together, and people will have more room to walk around." Anderson's will be adding a few new employees, "and efforts will continue to make what is now two storefronts into a seamless synergy between the two," according to the *Sun*.

Copperfield's in Santa Rosa Plans Move

⁵⁴ The *North Bay Business Journal*⁵⁵ reported this week that

Copperfield's Books⁵⁶ in Santa Rosa would be moving to a new location within the Montgomery Village shopping center. The bookstore's current building is scheduled to be demolished to make way for a new restaurant. Copperfield's new space will be about 11,000 square feet.

Tom Montan, chief executive officer of Copperfield's Books, told the *Journal* that the bookstore had signed a lease previously, but waited to move because of the struggling economy.

Magers & Quinn Weathers Snowstorm With Skype Author Event

Jay Peterson, manager of Magers & Quinn Booksellers⁵⁷ in Minneapolis, reported that "despite the doozy of a snowstorm that struck the midwest Tuesday afternoon and evening," the bookstore was able to present author Hannah Tinti⁵⁸ (*The Good Thief*, Dial) via Skype to its popular "Books and Bars" book club, hosted by comedian Jeff Kamin.

⁵⁹ Tinti, who appeared on stage at the book club venue, Bryant Lake Bowl (a combination of bar, restaurant, bowling alley, and theatre), via video projection and audio feed, fielded questions from Kamin and members of the crowd, introduced her dog, Canada, and showed off various items from her New York apartment.

Peterson noted that, although setting up a Skype author appearance offers technical challenges, it's a great experience overall. Due to the popularity of M&Q's "Books & Bars," which generally draws between 90 - 95 readers, he said, the store is expanding its schedule to twice a month through the winter.

Boulder Book Store Donates Thousands of Books to Local Schools

⁶⁰ The *Boulder Daily Camera*⁶¹ noted that Boulder Book Store⁶² is donating \$200,000 worth of books to Boulder, Colorado, schools and libraries for the fifth straight year in a row.

This Friday and Saturday, the bookstore will stock the school district's shipping and receiving warehouse "with thousands of books, mostly elementary-level, and open the space to local teachers and librarians" who will be able to take as many titles as they like from the collection.

Stephanie Walker, Boulder Book Store's director of marketing and promotions, told the newspaper that store owner David Bolduc "buys excess books from publishers in order to donate them to local educators," who use them for class instruction and to give away to students.

"The teachers love when they can put a book in a kid's hand," she said. "It's a gift given to us that we can then give to students."

Village Books Owner Explains E-Book Offerings to TV Audience

Chuck Robinson, co-owner of Village Books⁶³, was recently featured in a segment on local TV station KVOS⁶⁴ in which he explained how customers can easily purchase e-books and digital audiobooks in his Bellingham, Washington bookstore (via Symtio⁶⁵) as well as through the store website⁶⁶.

Robinson advised viewers to think of the Symtio title cards "as gift cards for digital media" that allow them to purchase e-books and digital audiobooks in the store and then download them anywhere there's an Internet connection. In a chat with show host Deb Slater, Robinson explained how customers can browse through titles cards

bearing the books' cover art and providing a description of the content, whether its available in e-book or digital audiobook formats, and what devices it works on.

Slater told viewers that there was no longer a limitation on where they could purchase e-books. "Now," she stressed, "we can support our local independent bookstores."

Mystery Lovers Bookshop to Receive MWA Raven Award

Mystery Lovers Bookshop ⁶⁷ of Oakmont, Pennsylvania, will be honored with the Mystery Writers of America Raven Award at the Edgar Awards Banquet, to be held at the Grand Hyatt Hotel in New York City on Thursday, April 29, 2010. The store, founded and owned by husband-and-wife team Mary Alice Gorman and Richard Goldman, is being recognized for its constant support and dedication to the mystery community.

Mystery Lovers opened its doors on Halloween 1990, and, in the 19 years since, it has grown into one of the largest and most recognized mystery bookstores in the country. The store hosts annual Festival of Mystery each spring, which attracts hundreds of mystery readers from across the country. Its 15th annual festival is scheduled for Monday, May 3, 2010.

Good Dog Carl Shops at Third Place Books

⁶⁸ Good Dog Carl, who lives with his author, Alexandra Day, in Seattle, shops at independent bookstore Third Place Books ⁶⁹, where he filled his "Eat Sleep Read" bag with seasonal Carl titles after his December 2 "reading" from *Carl's Snowy Afternoon* (FSG Books for Young Readers).

Third Place's Cheryl McKeon told *BTW*: "You should see a Carl event. He works the crowd -- and not one child is ever afraid of him!"

Happy Anniversary to...

Creekside Books & Coffee ⁷⁰ in Skaneateles, New York, which celebrated its fifth anniversary on December 5; and Windows on the World - Books & Art ⁷¹ in Mariposa, California, which is celebrating its second anniversary on December 12.

BTW News Briefs

December 09, 2009 --

Five Magazine Publishers to Create Online Storefront

Conde Nast Publications, Hearst Corporation, Meredith Corporation, News Corporation and Time Inc. are joining forces to develop an online storefront for their content "to rival Amazon.com," according to the *Los Angeles Times* ⁷². The new venture will sell newspapers and magazines, but may also be used to sell digital comics and books. The companies envision a website that will sell full-color, interactive digital versions of their newspapers and magazines, which would be available on next-generation touch-screen reading devices, John Squires, the group's interim managing director, told the *Times*. He hopes the website will open for business late next year. However, apps for smart phones, such as Apple's iPhone, could be available sooner.

The *Times* noted the new online storefront promises readers "the ability to buy content once and then be able to read it on multiple devices." Currently, newspapers purchased on the Amazon Kindle

reading device cannot be read on Sony Corporation's eReader, but under the new venture, "once purchased, this content will be 'unlocked' for consumers to enjoy anywhere, any time, on any platform," Squires told the paper.

Fensterman and Muller Promoted by Reed Expositions

Reed Exhibitions has announced the promotion of Lance Fensterman from vice president and show manager for BookExpo America to group vice president in charge of running and growing Reed's pop culture business. Courtney Muller, who was group vice president at Reed Exhibitions, has been promoted to senior vice president.

A former bookseller, Fensterman joined Reed Exhibitions in 2006 as BEA show manager. Since then he has taken on responsibility for many of Reed's pop culture events while managing BEA. In his new role, Fensterman will focus exclusively on Reed's pop culture portfolio; however, he will remain on BEA through the transition of his replacement.

Muller will oversee BEA, as well as Global Gaming Expo and Global Gaming Expo Asia; the International Vision Expo events; INTERPHEX; and the Food/Restaurant shows.

Books Are Great Gifts Campaign Gears Up For Second Year

The Association of American Publishers (AAP) has launched the second annual BooksAreGreatGifts ⁷³ campaign, an effort to persuade holiday shoppers that the most entertaining, loving, and thoughtful gift is a good book. The industry-wide initiative features three promotional videos with some of the country's most popular authors sharing their reasons why books make great gifts.

Among the authors appearing in this year's campaign are Julie Andrews and Emma Walton Hamilton, Alec Baldwin, Dan Brown, Neil Gaiman, Nick Hornby, A.J. Jacobs, Emeril Lagasse, Elmore Leonard, John Lithgow, Howie Mandel, Al Roker, Jeff Smith, Danielle Steel, Mo Willems, and Peter Dinklage.

The videos are available for online viewing at BooksAreGreatGifts.com, IndieBound.org, and on YouTube: Books Make Great Gifts #1 ⁷⁴; Books Make Great Gifts #2 ⁷⁵; and Books Make Great Gifts #3 ⁷⁶.

Baker & Taylor Acquires Blackwell North America and James Bennett

On December 7, Baker & Taylor announced its acquisition of Blackwell Book Services North America (BNA) and Blackwell's Australia-based James Bennett bookseller. As part of the deal, Blackwell U.K. will acquire Baker & Taylor's Lindsay and Croft business in the U.K.

Baker & Taylor's YBP Library Services and Blackwell U.K. have entered into a strategic sourcing agreement under which YBP Library Services will source all U.K.-published academic material from Blackwell U.K., and Blackwell U.K. will source all U.S.-published academic material from YBP Library Services.

Final Large-Scale Disbursement of Visa/MasterCard Antitrust Settlement Underway

Retailers across the country will begin to receive checks this week totaling approximately \$1.1 billion as part of an antitrust settlement over Visa and MasterCard-branded signature debit cards, according to Constantine Cannon LLP ⁷⁷, the lead counsel in the case. The

payments, which began mailing this week to approximately 634,000 merchants, represent the final large-scale disbursement of the \$3.4 billion settlement.

The class-action lawsuit ⁷⁸ was brought in 1996 by U.S. merchants who argued that Visa and MasterCard's "honor all cards" practice -- requiring retailers to accept both credit cards and the Visa/MasterCard debit cards -- was a violation of federal antitrust law. Plaintiffs included the National Retail Federation, the Retail Industry Leaders Association, and about 20 of the nation's largest retailers, including Wal-Mart and Sears. The lawsuit was also a class action representing any merchant that had accepted Visa or MasterCard debit cards since October 1992, or approximately five million large and small retailers. The suit was settled in April 2003, and merchants received payments during prior distributions in December 2005, June 2006, December 2006, December 2007 and December 2008.

In addition to the monetary compensation to merchants, the settlement stopped Visa and MasterCard from forcing merchants to accept exorbitantly priced Visa and MasterCard-branded signature debit card products as a condition of accepting Visa and MasterCard credit cards. The settlement also ensured Visa and MasterCard debit cards were clearly marked as debit cards so that they could be easily distinguished from Visa and MasterCard credit cards.

The Indie Holiday Entertaining & Cooking Bestseller List

December 09, 2009 -- For the eight-week period ending **December 8, 2009**, and based on sales in hundreds of independent bookstores nationwide.

1.	The New Thanksgiving Table: An American Celebration of Family, Friends, and Food Diane Morgan, Chronicle, \$24.95, 9780811864930
2.	Winter Gatherings: Casual Food to Enjoy with Family and Friends Rick Rodgers, William Morrow Cookbooks, \$19.99, 9780061672507
3.	Stonewall Kitchen Winter Celebrations: Special Recipes for Family and Friends Jonathan King, et al., Chronicle, \$19.95, 9780811868686
4.	Paula Deen Celebrates! Best Dishes and Best Wishes for the Best Times of Your Life Paula Deen, S&S, \$26, 9780743278119
5.	Mr. Boston Holiday Cocktails Anthony Giglio (Ed.), Wiley, \$15.95, 9780470185414
6.	Thanksgiving 101: Celebrate America's Favorite Holiday With America's Thanksgiving Expert Rick Rodgers, William Morrow Cookbooks, \$15.95, 9780061227318
7.	Seriously Simple Holidays: Recipes and Ideas to Celebrate the Season Diane Rossen Worthington, Chronicle, \$24.95, 9780811854801
8.	Autumn Gatherings: Casual Food to Enjoy with Family and Friends Rick Rodgers, William Morrow Cookbooks, \$19.95, 9780061438844
9.	The Pastry Queen Christmas: Big-Hearted Holiday Entertaining, Texas Style Rebecca Rather, Ten Speed Press, \$32.50, 9781580087902

10.	Southern Living Christmas Cookbook Rebecca Brennan (Ed.), Oxmoor House, \$29.95, 9780848732295
11.	The Thanksgiving Table: Recipes and Ideas to Create Your Own Holiday Tradition Diane Morgan, Chronicle, \$19.95, 9780811855426
12.	Betty Crocker Complete Thanksgiving Cookbook Betty Crocker Editors, Wiley, \$17.95, 9780764525742
13.	Simply Christmas Cookbook: Recipes for the Holiday Season Maria Tipton, Barbour Publishing, \$14.97, 9781602605787
14.	A Treasury of Jewish Holiday Baking Marcy Goldman, Whitecap Books, \$26.95, 9781770500037
15.	Holiday Cookies and Other Festive Treats Linda Collister, Ryland Peters & Small, \$15.95, 9781845977023

Obituary: Joel C. Turner

December 09, 2009 -- Joel C. Turner, co-founder with his family of the former Under Cover Books in Shaker Heights, Ohio, died suddenly this past weekend. He was 58 years old.

In 1978, Turner, with his parents and siblings Philip Turner and Pamela Turner, founded Under Cover Books at Van Aken Shopping Center in Shaker Heights. The business grew to include a location in the historic Old Arcade of downtown Cleveland, and a shop also selling records and CDs in Chagrin Falls, Ohio.

Philip and Pamela Turner wrote of their brother: "Joel's role in the bookstores' success and the good reputation we enjoyed in the book world was vital and indispensable. He was always generating exciting new ideas that drove our growth. Joel was a constant reader, a passionate believer in books and the power of the printed word. He derived tremendous satisfaction from selling books to the devoted readers whose trade we cultivated in our bookstores."

Under Cover Books grew into "a go-to store for houses eager to break out books on the national scene," the Turners said, adding that notable authors who launched books at their stores included Mark Helprin, Richard North Patterson, and Walter Tevis.

By the early 1990s, in response to competitive and economic pressures, Joel Turner transformed the bookstore into an operation that served businesses, corporate libraries, schools, and public institutions; changed the name to Undercover Book Service; and launched an online presence. He also became involved in the antiquarian and second-hand book business.

Turner served as a board member of the American Booksellers Association.

In recent years, he was living in Bostic, in Rutherford County, North Carolina. He is survived by his brother, Philip Turner; sister, Pamela; and their families.

Memorial plans are in the works. The family suggests that those who wish to mark Joel Turner's life with a charitable donation make contributions to the American Booksellers Foundation for Free Expression ⁷⁹ or to medical research in search of a cure for diabetes.



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