

BOOKSELLING THIS Week

AMERICAN BOOKSELLERS ASSOCIATION

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TABLE OF CONTENTS:

• ABA Joins Indie Businesses in Important Post-Holiday Survey; Bookseller Participation Urged	1
• ABA Launches E-Fairness Action Kit	1
• Holiday Season 2009: Better Than Last Year	2
• ABA Announces Staff Reorganization	4
• The 2010 February Indie Next List	5
• Wi5's Consultation Station: Schedule Appointments Now	7
• The Latest on Wi5 Hotel Reservations, Room Shares & More	7
• Rosato Named BEA Event Director	8
• The 2010 Indie Next List Nominations Calendar	8
• BTW News Briefs	8

MARKETPLACE

• Classifieds	9
• Other Advertising	10

ABA Joins Indie Businesses in Important Post-Holiday Survey; Bookseller Participation Urged

January 07, 2010 -- Once again, the American Booksellers Association is partnering with the Institute for Local Self-Reliance ¹, and a wide range of other indie business groups on a national post-holiday survey of independent businesses.

The short survey has two goals: to gauge how indie businesses are weathering the extremely challenging economic climate and to assess whether people are more aware and supportive of locally owned, independent businesses. Among the independent business groups participating are the American Independent Business Alliance, the Business Alliance for Local Living Economies, the American Specialty Toy Retailing Association, and other business trade associations.

ABA sent an e-mail to main store bookstore members on January 6 with more information and an online link ² to the completely confidential survey. The survey does not solicit the names of booksellers or of their businesses, and only aggregate data will be viewed and released. All individual responses are completely private, and it should take only a few minutes to complete the survey.

The deadline for responses is Tuesday, January 12.

Last year, more than 1,100 businesses responded to the survey ³, which found that independent businesses on average had outperformed chains, that public awareness of the importance of locally owned businesses was increasing in many regions, and that independent businesses in communities with strong Buy Local/Local First campaigns had a stronger holiday season than businesses in cities without such campaigns.

"We are extremely happy to be working again with the Institute for Local Self-Reliance and these many other independent businesses and indie business trade associations," said Oren Teicher, ABA CEO, "because of the strong participation of booksellers and other businesses, the 2009 survey was both illuminating and very persuasive. The findings of that survey appeared in more than 100 media stories, and that widespread coverage helped bring further visibility to the the Shop Local movement. I strongly urge members to take a few moments to help make this confidential survey a success, and we thank them for their participation."

Booksellers with questions should e-mail Dan Cullen at dan@bookweb.org ⁴.

ABA Launches E-Fairness Action Kit

January 07, 2010 -- As states ring in the new year faced with significant budget shortfalls, it is clear that e-fairness will be a major focus in 2010. With a tremendous opportunity to win a significant victory for sales tax equity around the country, the American Booksellers Association has launched a new E-Fairness Action Kit (E-FACT) ⁵ that provides booksellers with crucial, state-specific tools to help them in their e-fairness outreach efforts.

"The tide is definitely turning in our favor," said Oren Teicher, ABA CEO. "Whereas just a few years ago, editorials and newspaper reports often opposed e-fairness efforts, over the past few months, there has been an overwhelming influx of positive articles ⁶ demanding e-fairness now. Over the holiday, both the *New York Times* ⁷ and *Huffington Post* ⁸ published opinion pieces calling for sales tax equity."

E-FACT provides booksellers in the 42 states that collect sales tax but do not have e-fairness legislation with state-specific template letters to their state legislators and governor calling for e-fairness. Booksellers can simply go to E-FACT ⁹ and navigate to their state, where they will find the relevant documents that can be adapted and then e-mailed to the appropriate person. Look for E-FACT to grow over the next few weeks to include op-ed pieces, FAQs, relevant articles, and practical suggestions for advocating on behalf of e-fairness.

"Frankly, e-fairness cannot happen without your help -- just one letter to the governor, a state legislator, or the Department of Revenue can be a major factor in winning this fight," Teicher stressed. "Moreover, if you know a state legislator personally or professionally, we urge you to speak to him or her about this critical issue -- or, if you prefer, let us know and provide us with an introduction to the legislator."

Over the next few days, booksellers in the 42 targeted states should

expect an e-mail from Teicher regarding ABA's e-fairness efforts in their state. Booksellers who have questions, need assistance, or want more information on ABA's e-fairness efforts should contact David Grogan at (914) 373-6662 or via e-mail at dave@bookweb.org¹⁰.

Holiday Season 2009: Better Than Last Year

January 07, 2010 -- Booksellers can finally exhale after a holiday season that, for the most part, was an improvement over a dismal 2008. The season saw sales dips at some indie booksellers, but these declines were outnumbered by modest, and sometimes robust, gains at others. Booksellers from across the country reported that the Local First movement was bearing fruit, and several reaped the benefits of creative, homegrown marketing campaigns.

In Brooklyn, New York, WORD¹¹ reported a healthy holiday season and 2009 overall. "We had a nice increase over 2008," said owner Christine Onorati, who reported a year-end total gain of 30 percent. "We're pretty new, so I don't think we're typical," she cautioned, adding "We're still not where we need to be, but we're getting there."

Onorati's holiday buying strategy included fewer large format, expensive books. "I think we sold through those much better than last year," she said. "I remember having a ton of 'coffee table' books leftover after the holiday last year."

Hemingway's *A Movable Feast* sold more than usual at WORD "for no particular reason," as did *Momofuku* (David Chang and Peter Meehan, Clarkson Potter). The ever-popular Bananagrams word game also continued to sell out.

"The only thing I'd like to add," said WORD manager Stephanie Anderson, "is how great our customers were. Many of them did all their shopping with us and were very excited about it. I don't think I had a single crazy holiday 'bad-customer' experience the entire season!"

Kelley Drahushuk of The Spotty Dog Books & Ale¹² in Hudson, New York, reported that overall holiday sales were down about 10 percent. "It snowed during Winter Walk, our big city-wide holiday fest, and we weren't as busy as a result, which accounted for a chunk of the decrease," Drahushuk said. "It seemed like fewer big-ticket items were purchased, be it art supplies, toys, or coffee-table books. It also just never got as frantic in the week before Christmas as it has in years past."

Bestsellers at the Spotty Dog this holiday season included "the insanity of all Steig Larssen titles (still can't keep *Dragon Tattoo* in stock)," Drahushuk said. " *The Talented Miss Highsmith* [Joan Schenkar, St. Martin's] was a late-comer of multiple sales, and *This Is Why You're Fat* [Jessica Amason and Richard Blakeley, HarperStudio] entranced my staff and earned a place on the bar, resulting in many sales."

Spotty Dog hosted a couple of successful author events, too. "I had always resisted doing them close to Christmas in the past, what with us so busy and everyone else so busy, but it worked at least for these particular titles and authors," Drahushuk said.

Annie Philbrick, owner of the 2,800-square-foot Bank Square Books¹³ in Mystic, Connecticut, said sales this year were better than last year's -- but not quite up to 2007. "The day before Christmas Eve was better than Christmas Eve itself, which is unusual," Philbrick said. "The week after Christmas was notably quiet, down 19 percent from last year."

Before Christmas, Bank Square hosted an event featuring Matthew Scialabba and Melissa Pellegrino, authors of *The Italian Farmer's Table* (Globe Pequot), and "sold so many copies that the publisher ran out!" Philbrick said. "It was a huge success." Bank Square staff also found that more people were asking for recommendations for gifts, resulting in more interaction with customers, she added.

Deborah Beamer of Mechanicsburg Mystery Book and Gift Shop¹⁴ in Mechanicsburg, Pennsylvania, told *BTW* that sales this year were very close to last year's, and the store sold many more gift certificates than any other Christmas she could remember.

One of the store's bestsellers, *The Suspicions of Mr. Whicher: A Shocking Murder and the Undoing of a Great Victorian Detective* (Kate Summerscale, Walker & Company), was "indeed a surprise, mostly because it is nonfiction," Beamer said. "Our book discussion group read it, and since then, they've recommended it to friends and we've handsold the book to several customers." Mechanicsburg Mystery is usually open the Sunday before Christmas, Beamer noted, but this year there was a snowstorm that kept the store closed. As a result the store stayed open later on Christmas Eve. "We usually only get two or three people on Christmas Eve, but we had even more customers than we normally do on the Sunday before Christmas," she said.

At breathe books¹⁵ in Baltimore, Maryland, owner Susan Weis said business was down, "but by less than 10 percent." A pre-Christmas blizzard wiped out sales that couldn't be recouped, but living up to her rep as "one of the most optimistic booksellers in the country," Weis told *BTW* that she already has a plan in place to turn things around.

"We're totally revamping the store," she said. "We're reducing our number of books by about a third. We'll still have three to four thousand titles, but they will be really carefully curated titles. Of course, we're letting customers know they can still order anything at all. We need to go deeper into sidelines -- yoga mats, prayer flags, incense. The margin on gifts is so much better. We're also bringing in a small cafe, creating more seating, and offering Wi-Fi."

Weis said that the store's extensive and loyal customer base is excited about the renovations. And, while Baltimoreans, like everywhere else, have become fiscally cautious, the area is somewhat insulated from the recession since many residents are government workers and the city is home to several major universities and hospitals.

What has helped the breathe books is Facebook. "It's been huge," said Weis. "We've cut our marketing budget by at least a third, and it's the easiest thing I've ever done."

The Fifth Agreement: A Practical Guide to Self-Mastery (don Miguel Ruiz, don Jose Ruiz, Amber-Allen) is required reading, said Weis, and was a leading handsell at breathe books.

The Book & Cranny¹⁶ in Statesboro, Georgia, did slightly better than last Christmas, but, said owner Debbie Campbell, "Last year was a total bust, so I am looking at this as a positive!"

Top handsells at Book & Cranny were *Santa's God: A Children's Fable about the Biggest Question Ever* (Neale Donald Walsch and Em Claire, Hampton Roads) and *Stones Into Schools* (Greg Mortenson, Viking).

Already considering whether she would revise operations for the 2010 holiday season, Campbell said, "I stayed open two extra hours on the four weekends between Thanksgiving and Christmas (and advertised it), but we didn't generate enough sales to warrant doing

it again next year; but, then again, hope springs eternal, so I probably will!"

Diane Patrick at Snowbound Books ¹⁷ in Marquette, Michigan, said that the season lived up to the store's name. "We got tons of snow, which puts people in the mood to read. Everything just gelled this year." The bookstore saw a 10 percent jump in sales, and was prepared for it with plenty of inventory. "People started buying early, around Thanksgiving. So we just kept ordering because if you don't have books, people can't buy them," Patrick explained. "We ordered mostly ones and twos, but also fives and tens of some of the bestsellers."

This year's improvement wasn't a surprise, she added. The store's numbers had been climbing before Thanksgiving, and she attributed this, in part, to the growing support for local indies. "Our newspaper is losing advertising, so they ran a really big shop local campaign, which a lot of small businesses tied into," Patrick said. "Dozens of us did tiny ads and kept repeating them throughout the season. I thought this tied in nicely with the whole IndieBound ethic, and I think it really helped sales."

Snowbound's top handsell was *The Anarchist* (Three Rivers) by local author John Smolens. "We sold dozens of copies and will continue to sell more. We're really proud of John."

Sue Davis, owner of the 1,800-square-foot River Lights Bookstore, 2nd Edition ¹⁸ in Dubuque, Iowa, told *BTW* that holiday sales this year were up from last year. "Cookbooks were hot. We handsold *Clean Food* [Terry Walters, Sterling Epicure] and *Gourmet Today* [Ruth Reichl, Houghton Mifflin Harcourt]," she said. "The Midwest Booksellers Association Catalog titles did very well -- we mail it to our customers and stuff it in a local 'what's happening' paper," which has a circulation of about 8,000.

This year, River Lights increased its marketing initiatives and that seemed to pay off in sales. "More advertising, Facebooking," Davis said, and added that the store stayed open until 9:00 p.m. every weekday.

In Wichita, Kansas, sales at Watermark Books & Cafe ¹⁹ were up in November and December, said Marketing Manager Beth Golay. "Over the two-month period our sales were up 14 percent over 2009 -- a very pleasant surprise, since we were running flat to a few percentages down for 2009, going into those months."

Watermark didn't overstock, or panic when supplies of some popular titles dwindled. "We simply displayed other books," Golay said. "Most of our customers were interested in buying books as gifts and were open to our suggestions rather than being set on a single title."

New this year, Watermark launched a holiday book drive. "Our customers purchased 400 hardcover books from titles we pre-selected, then the books were donated to kids ages six months to four-years attending a low-income privately funded pre-school. Even though we weren't surprised by our customer's participation or the success of the event, we were extremely pleased nonetheless!"

Signed books that focused on local interests also contributed to overall sales. Watermark sold lots of Roy Williams's *Hard Work*. Before the holidays, the store had contacted Craig Popelars at Algonquin to see if Williams, who coached the men's basketball team at the University of Kansas, could visit for a signing. "Craig couldn't deliver Coach Williams," Golay said, "but he delivered case after case of books signed by Williams. Craig trusted us to know our customers, and his efforts to help us paid off. We sold

every single copy."

Another book about a local sports team, *Our Boys* by *New York Times* writer Joe Drape (Times Books), also sold well. "Drape wrote about a local small-town high school football team, and their incredible undefeated streak," she explained.

As in the past, the Midwest Booksellers Association catalog also generated sales. "We distributed it through our local newspaper on the Sunday after Thanksgiving, and that alone brought more new faces into the store than ever before," Golay said. "The publishers were well represented with great selections in the catalog this year, and the titles were flat-out fun to sell."

This holiday season was something to celebrate at Austin's BookPeople ²⁰. "November was up 6.3 percent and was our best since 1997. December was up 9.9 percent and third best in store history," said owner Steve Bercu. Christmas Day was slightly up, and New Year's Day was a little down.

Bestsellers that weren't the usual suspects included *Music in the Kitchen* by Glenda Facemire (University of Texas Press); *Amigoland* by Oscar Casares (Little, Brown); and *Molly Ivins: A Rebel Life* by Bill Minutaglio (PublicAffairs).

Nancy Rutland, owner of Bookworks ²¹ in Albuquerque, New Mexico, thinks the local economy has turned a corner. "We were affected, like most of the country," she told *BTW*. "From September 2008 through October 2009, things looked pretty bleak. But we did well this November and December, and I'm optimistic about the future. People seem positive."

Bookworks saw a three percent gain for the year, and was up 20 percent for this December over last. "We were very cautious this year. We didn't keep as much overstock, and were leaner with our staffing situation. We had fewer people on the floor and rehired for smaller portions of time. But everyone still has a job, so I think it all paid off. We had a very strong finish," she said.

Rutland attributed some of the store's profitability this season to her improved ABA IndieCommerce website. "We're a very events-oriented bookstore, and we sold tickets to our offsite events like crazy from the website, which we never could do before. We also had more online book sales with the Drupal site. It's a more user-friendly, attractive site, and it made a big difference."

Buying locally has caught on in Albuquerque, and Rutland does what she can to help it along. "When we do have big events -- and we've had Margaret Atwood, Greg Mortenson, Sherman Alexie -- I make a point of saying to the audience thanks for shopping at the store and the website, and that it allows me to bring authors to the city. I want people to know what shopping locally means to Albuquerque. I explain that Amazon has never brought an author anywhere. More people every year understand that message and how it influences the quality of their community."

Popular titles at Bookworks included Ray Bradbury's *Fahrenheit 451*, a City Read choice, whose sales continued even after the event. "Classics can come back with a little help," said Rutland. Popular regional titles were *Tony Hillerman's Landscape* (Anne Hillerman, Harper) and *Underground: My Life With SDS and the Weathermen* (Mark Rudd, William Morrow).

Denver's Tattered Cover Book Store ²² met its conservative expectations for the season, said Cathy Langer. "We didn't hire any holiday help, but the staff was heroic in the ways that they filled floor and counter spots, wrapped gifts, and received and got the books on the shelves. It was a huge team effort, and we all felt good about how that all went."

While Tattered Cover didn't have any runaway sleepers, Langer did notice an emerging trend. "Over the past few years, I think since *Shakey: Neil Young's Biography* [Jimmy McDonough, Anchor], there is always a big book by or about an aging rocker and this year, true to my predictions, David Byrne's *Bicycle Diaries* [Viking] came through. I ordered a lot and kept reordering. Its beautiful orange cover helped.... We also managed to get on top of *R. Crumb's Book of Genesis* (Norton), which was a sleeper of sorts, though it began earlier in the fall."

Langer noticed active support for local businesses this holiday season. "I heard time and again from customers how much they valued us and how they really want to support us and other independents," she said. "In our marketing efforts, we kept our focus on 'core customers' and our shop local message. This message is really taking hold."

Tattered Cover experimented with its MPIBA catalog numbers and placement. The bookstore inserted 80,000 copies of the catalog in the *Denver Post* Your Hub edition (zip-code targeted). Last year, it was 50,000 in *Westword*. "We have seen quite a few of those coupons come in, so it had some impact on sales," said Langer.

On New Year's Day, the store was open with shorter holiday hours, from 10:00 a.m. - 6:00 p.m. "The mornings always start very slow, but it gives us a chance to tidy things up in our stores," she said. "The week after Christmas is always still a whirlwind, and through New Year's Day and the weekend that followed we were an 'activity' for families and tourists, which is wonderful."

Diana Portwood of Bob's Beach Books²³ in Lincoln City, Oregon, hasn't yet tallied all the sales figures, but thought this year was a little better than last year. "We didn't do the holiday catalog this year, so we had fewer expensive books but sold more trade paper," she said. Gift certificate sales were up, a reflection of more cautious customers. "Why spend the money if the recipient isn't going to love it?... Better to give somebody the perfect gift -- exactly what they want, since they're picking it out," Portwood said. The store's surprise hit were titles in Mad Libs series.

Portwood will be changing her buying strategy for 2010. "I won't be ordering nearly as many hardcovers this year, mostly I'll special order them," she said. "People simply aren't buying hardcovers. Trade paper, sure."

Bookshop Santa Cruz²⁴ in Santa Cruz, California, had a flat year. "My gut feeling is that if the economy in this region improved only a little bit that would have given us an increase of a few percentage points. [Instead] people buying e-readers, and therefore buying e-books, decreased our sales by a few percentage points," said Casey Coonerty Protti.

R. Crumb's Book of Genesis was "the biggest hit," she said. Also big was Sarah Palin's *Just Plain Nutz*²⁵. The bookstore sells bags of *Just Plain Nutz* for \$3.98 "to those who can stomach a one-ounce bag of walnuts, but can't stomach 432 pages of Sarah Palin's writing." Coonerty Protti noted that the bookshops "nuts to book ratio was very high!" Bookshop Santa Cruz staff "loves *Let the Great World Spin* by Colum McCann [Random House], and it showed," she said.

Offering free shipping for orders greater than \$50 "dramatically increased web traffic/orders," said Coonerty Protti. The bookstore also launched a One Book Pledge campaign and Facebook page²⁶. Customers pledge to buy one fewer book from Amazon and one more from their local indie. Staff wore One Book Pledge buttons and gave them to customers. "We had lots and lots of customers tell us that they took the pledge," she explained. "They liked that it was

doable. Many brought in print-outs from Amazon and told us that they were ordering from us instead because of the pledge. We are going to try to grow the program nationally this year."

Also new this year, said Coonerty Protti, "We promoted autographed books as a way to make gift giving more special, and it was a great hit."

On New Year's Day, Bookshop Santa Cruz held a sale (50 percent off calendars and 20 percent off hardcovers) and was about even with last year. "It is great for moving inventory instead of having to do returns!" she said.

Gauging how to improve operations, Coonerty Protti said she plans to have more web staff available to handle increased e-commerce sales and to open more registers during the 10 days before Christmas. She also will order gift cards and holders earlier. "Otherwise," she said, "things went somewhat smoothly."

San Francisco's City Lights Books²⁷ met all holiday projections, said Paul Yamazaki, although it couldn't match 2008 results. (City Lights recorded its best sales record during the 2008 holiday season, in large part, because the MLA [Modern Language Association] convention was held in town from December 26 to December 30.) Yamazaki noted, however, that hardcover sales at the store have been strong for the past three months, after 11 months of very weak hardcover sales. In addition, he said, "City Lights was able to get through 2009 with our staff intact."

The enthusiasm of City Lights' staff helped pushed up sales of *Thelonious Monk* by Robin Kelley (Free Press); *Unpacking My Library* by Jo Steffens (MIT); *The Jazz Loft Project* by Sam Stephenson (Knopf). -- David Grogan²⁸ and Karen Schechner²⁹

ABA Announces Staff Reorganization

January 07, 2010 -- The American Booksellers Association announced today that it has begun the process of a staff reorganization. Regarding the changes, ABA Chief Executive Officer Oren Teicher said, "I was charged by the association's Board of Directors to make ABA both more efficient and better prepared to meet the new and myriad challenges facing independent booksellers. This reorganization, which is the result of many months of analysis and investigation, is the first step in that process."

In the reorganization, several new senior staff positions were announced:

- Meg Smith has been named Membership and Marketing Officer. This position will head a newly created membership and marketing department that will focus on better delivering services to members, as well as increasing the association's membership rolls. Part of Smith's charge will be to create a team of member relationship managers to help booksellers get the maximum benefit from ABA.
- Dan Cullen has been named Content Officer to head a newly created content department. This effort will oversee the creation of all association content, including education, relevant trade and business-related news, and other member content. Cullen will also be helping direct ABA's advocacy and public policy initiatives.
- Mark Nichols has been named Industry Relations Officer. In this role, he will expand his portfolio of liaising with key publishing industry personnel to also represent ABA to all outside partners and industry stakeholders, including vendors, trade associations, and others.

- Jill Perlstein has been named Meetings and Plannings Officer, a newly created officer-level position to oversee all meeting and event logistics, including such high-profile events as the Winter Institute and ABA's participation in BookExpo America.

Len Vlahos will continue serving as ABA's Chief Operating Officer, and Eleanor Chang will be continuing in her role as ABA Chief Financial Officer.

In addition to these new positions, ABA also announced that five employees were let go in the reorganization. "It's never easy to say goodbye to hard-working, loyal colleagues, but we believe that these changes will allow us to organize ABA in a more efficient way to better utilize the association's resources and to achieve the ends adopted by the Board," said Teicher, "We hope and believe we've been successful in doing that."

Details on other key ABA positions will be announced in the coming weeks.

The 2010 February Indie Next List

January 07, 2010 -- Here's a preview of the titles on the February Indie Next List flier, now on its way to ABA member stores in the IndieBound movement. A downloadable PDF version of the list will also be available beginning February 1 on BookWeb.org³⁰ and IndieBound.org³¹.

The February 2010 Indie Next Great Reads

1) *Union Atlantic: A Novel* by Adam Haslett

(Nan A. Talese/Doubleday, \$26, 9780385524476)

"Adam Haslett's debut novel is the story of four diverse characters -- a banker, a retired teacher and her brother, and a high school student -- who are thrown together in unexpected ways. Through this powerful and prescient novel, Haslett is asking what it means to be American today." --Susan Fox, Red Fox Books, Glens Falls, NY

The Postmistress: A Novel by Sarah Blake

(Amy Einhorn Books/Putnam, \$25.95, 9780399156199)

"This compelling story is the perfect answer to that request, 'I want a really good book I can get lost in!' This WWII story of three memorable women has a strong sense of place -- from the shores of Cape Cod to war-torn London. The reader will relish every word and then want to pass this novel along to a friend." --Elizabeth Merritt, Titcomb's Bookshop, East Sandwich, MA

The Girl Who Fell From the Sky: A Novel by Heidi W. Durrow

(Algonquin, \$22.95, 9781565126800)

"The child of a black GI father and a Danish mother, Rachel never felt that she had to choose between her parents until a tragic event results in her living with her black grandmother. In this new setting, she discovers that she doesn't measure up to others' standards of 'blackness,' but she's not 'white' either. Durrow's deft portrait of Rachel's struggles are a resonant reminder of the stereotypes that are perpetuated, often despite the best intentions." --Sandy Scott, The Galaxy Bookshop, Hardwick, VT

The Bricklayer: A Novel by Noah Boyd

(Morrow, \$24.99, 9780061827013)

"Steve Vail, now a bricklayer, was once an FBI agent, until his attitude got him fired. But the FBI has come calling again because they need someone who can work outside the box, and get results. Noah Boyd has written a smart, sexy, thrill-ride of a read." --Laura

Lucy, White Birch Books, North Conway, NH

Little Bee: A Novel by Chris Cleave

(Simon & Schuster, \$14 paper, 9781416589648)

"This stunning and compassionate novel brings faraway places near and makes incredible experiences real. As the story moves from London to Nigeria, you'll grip the book tightly in your hands and hold its characters close to your heart: a young girl; a tormented, idealistic journalist; and a fearless mother whose fierce love is a wonder." --Mark David Bradshaw, Watermark Books, Wichita, KS

Shadow Tag: A Novel by Louise Erdrich

(Harper, \$25.99, 9780061536090)

"Knowing her unstable husband has been reading her diary, a desperate woman uses it to manipulate him, creating a false tale, obscuring her true motives, and pushing him closer to the edge. Shadow Tag is Erdrich's most compelling novel in years, a gripping portrait of an marriage stumbling towards its inevitable, yet shocking dissolution." --Rich Rennicks, Malaprop's Bookstore/Cafe, Asheville, NC

Saving CeeCee Honeycutt: A Novel by Beth Hoffman

(Pamela Dorman Books/Viking, \$25.95, 9780670021390)

"Saving CeeCee Honeycutt is a story quilted with the patterns of vibrant characters whose lives become intricately connected to the emotional healing of 12-year-old CeeCee. Beth Hoffman's first novel is a tribute to the strength of women who have survived tragedy and loss to become beacons for others who suffer from emotional scars." --Nancy Baker, The Blue Marble, Fort Thomas, KY

Ordinary Thunderstorms: A Novel by William Boyd

(Harper, \$26.99, 9780061876745)

"When Adam Kindred returns to London after years in the U.S. to interview for a research position at Imperial College, a chance encounter at a restaurant sets off his dizzying descent from academic to vagabond murder suspect in a matter of days. Sleeping rough and trolling the underworld of London just to survive, Adam attempts to prove his innocence and escape assassination by a crazed hired killer. William Boyd is a great storyteller." --Darwin Ellis, Books on the Common, Ridgefield, CT

A Common Pornography: A Memoir by Kevin Sampsell

(Harper Perennial, \$13.99 paper, 9780061766107)

"A Common Pornography is a memoir written in tiny snapshots of story and voice that come together to pay lovely tribute to the ordinary, as well as squirmy homage to the dysfunctional in life. Sampsell's prose is spare, particular, and so engaging that you'll spend all night telling yourself, Oh, just one more vignette and I'll get to bed." --Gigi Little, Powell's City of Books, Portland, OR

The Kingdom of Ohio: A Novel by Matthew Flaming

(Putnam, \$24.95, 9780399155604)

"Peter Force is in New York City in the early 1900s working underground to dig subway tunnels. When he meets a beautiful woman with a fantastic story -- and through her meets J.P. Morgan, Thomas Edison, Nikola Tesla -- he begins a quest to discover if travel to another world is possible. Get ready to be transported through time yourself as you read this book." --Beth Carpenter, The Country Bookshop, Southern Pines, NC

Secrets of Eden: A Novel by Chris Bohjalian

(Shaye Areheart Books, \$25, 9780307394972)

"On the same day as her baptism by the Rev. Stephen Drew, Alice Hayward is murdered by her alcoholic husband, who then kills himself. The true facts of this story are subtly and gradually revealed from the perspective of four characters, including the

district attorney who suspects murder. The beauty of this novel comes through in the way the true facts are revealed and in Bohjalian's understanding of the flaws in the human condition. This will be a fantastic book group read." --Carol Katsoulis, Anderson's Bookshop, Naperville, IL

The Book of Fires: A Novel by Jane Borodale

(Viking, \$26.95, 9780670021062)

"Unwed and pregnant in 1752, but possessing a fertile imagination and a bit of luck, Agnes Trussel flees from Sussex to London, where she finds work as an assistant to a fireworks maker. In this unusual trade, she blossoms, becoming adept and indispensable to her master. The Book of Fires is a vividly told story that animates the 18th century." --Jennie Turner-Collins, Joseph-Beth Booksellers, Cincinnati, OH

Settled in the Wild: Notes From the Edge of Town by Susan Hand Shetterly

(Algonquin, \$21.95, 9781565126183)

"Settled in the Wild is a delightful book about living in the woods, enjoying what's outside your window, and finding pleasure in taking the time to notice the little things right in front of us. Shetterly provides a unique window into a world of wonder." --Sue Richardson, Maine Coast Book Shop, Inc., Damariscotta, ME

I Want to Be Left Behind: Finding Rapture Here on Earth by Brenda Peterson

(Da Capo, \$25, 9780306818042)

"Brenda Peterson's latest book is the story of her unique upbringing, both in nature (her father was with the Forest Service) and in the evangelistic Southern Baptist religion. At once precocious and thoughtful, she weaves her way through the contradictions of growing up to find her own spiritual place in the world. 'Glowing' would not be too strong of an adjective for this book!" --Maurine Barnett, Darvill's Bookstore, Eastsound, WA

Winter Garden: A Novel by Kristin Hannah

(St. Martin's Press, \$26.99, 9780312364120)

"Kristin Hannah has created her best novel to date, a story of a complex bond between a mother and her daughters. Hannah's characters will capture your heart and enter your soul. Amazing!" --Summer Moser, Summer's Stories, Kendallville, IN

Best European Fiction 2010 by Aleksandar Hemon (ed.)

(Dalkey Archive Press, \$15.95 fiction, 9781564785435)

"Dalkey Archive, one of the top publishers of books in translation, has released a new collection with the best short stories from 30 countries throughout Europe. This is one of the best general collections of short stories out there right now." --Nick Buzanski, Green Apple Books, San Francisco, CA

The Room and the Chair: A Novel by Lorraine Adams

(Knopf, \$25.95, 9780307272416)

"Using the disparate elements of the newsroom of a moribund newspaper, a test pilot involved in a mysterious crash, and an anonymous intelligence agent, Lorraine Adams crafts a riveting story of modern society. As the various threads coalesce, a morally bankrupt and totally dystopian world is revealed. This is fiction serving the purpose of reflecting stark reality." --Bill Cusumano, Nicola's Books, Ann Arbor, MI

City of Dragons: A San Francisco Mystery by Kelli Stanley

(Minotaur, \$24.99, 9780312603601)

"Kelli Stanley makes 1940s San Francisco shine in the first book of her new series, City of Dragons. Miranda Corbie is a noir detective complete with feminine wits and ingenuity. Kinsey, VI, and Aimee Leduc should watch out. There's a new girl in town!" --Linda

Dewberry, Whodunit? Books, Olympia, WA

Apparition & Late Fictions: A Novella and Stories by Thomas Lynch

(Norton, \$24.95, 9780393042078)

"In Apparition & Late Fictions Thomas Lynch has created a collection of beautifully written and quirky stories about the allure, allusiveness, and redemptive powers of love and the variety and finality of death. These evocative tales, set mostly in the Midwest, are filled with memorable characters who will keep anyone who loves good writing turning the pages." --Nancy Fontaine, The Yankee Bookshop, Woodstock, VT

Beneath the Lion's Gaze: A Novel by Maaza Mengiste

(Norton, \$24.95, 9780393071764)

"Beneath the Lion's Gaze is a riveting novel focused on the primacy of family relationships set against the violent backdrop of Ethiopia's 1974 revolution. Hailu, a prominent doctor, and his two grown sons experience their country's tragedy and their own family's grief through very different prisms of understanding, yet they remain connected, even through the gruesome terror overtaking their city. Very hard to put down!" --Caitlin Daggart, Where the Sidewalk Ends, Chatham, MA

The February 2010 Indie Next List Notables

Fiction

The Fifth Servant: A Novel by Kenneth Wishnia (Morrow, \$25.99, 9780061725371)

I Love You, I Hate You, I'm Hungry: A Collection of Cartoons by Bruce Eric Kaplan (Simon & Schuster, \$12.99, 9781416556947)

The Information Officer: A Novel by Mark Mills (Random House, \$25, 9781400068180)

Ransom: A Novel by David Malouf (Pantheon, \$24, 9780307378774)

Roses: A Novel by Leila Meacham (Grand Central Publishing, \$24.99, 9780446550000)

Veracity: A Novel by Laura Bynum (Pocket, \$25, 9781439123348)

Nonfiction

Citizens of London: The Americans Who Stood With Britain in Its Darkest, Finest Hour by Lynne Olson (Random House, \$28, 9781400067589)

Get Me Out: A History of Childbirth From the Garden of Eden to the Sperm Bank by Randi Hutter Epstein (Norton, \$24.95, 9780393064582)

The Harvard Psychedelic Club: How Timothy Leary, Ram Dass, Huston Smith, and Andrew Weil Killed the Fifties and Ushered in a New Age for America by Don Lattin (HarperOne, \$24.99, 9780061655937)

I Don't Care About Your Band: What I Learned From Indie Rockers, Trust Funders, Pornographers, Felons, Self-Loathing Hipsters, and Other Guys I've Dated by Julie Klausner (Gotham, \$15 paper, 9781592405619)

Just Kids by Patti Smith (Ecco, \$27, 9780066211312)

Marriage and Other Acts of Charity: A Memoir by Kate Braestrup (Little, Brown, \$24.99, 9780316031912)

Stones Into Schools: Promoting Peace With Books, Not Bombs,

in Afghanistan and Pakistan by **Greg Mortenson** (Viking, \$26.95, 9780670021154)

To Hell on a Fast Horse: Billy the Kid, Pat Garrett, and the Epic Chase to Justice in the Old West by **Mark Lee Gardner** (Morrow, \$26.99, 9780061368271)

Mystery/Suspense

Skin: A Novel by **Mo Hayder** (Grove, \$22, 9780802119308)

Deeper Than The Dead by **Tami Hoag** (Dutton, \$26.95, 9780525951308)

Impact by **Douglas Preston** (Forge, \$25.99, 9780765317681)

Wi5's Consultation Station: Schedule Appointments Now

January 07, 2010 -- New this year is the opportunity for booksellers to schedule one-on-one conversations with a wide variety of service providers who will be on-hand at the Winter Institute. ³² Currently scheduled to have representatives at the Consultation Station (from 3:00 p.m. - 6:15 p.m. on Thursday, February 4) are 14 book industry service providers, including POS vendors, trade associations, Ingram, LIBRIS insurance, W.G. Ellerkamp Paper Company, PartnerShip, and more. The complete list, with contact information, is below. ABA is encouraging booksellers to contact the participants now to schedule one-on-one conversations.

Consultation Station Participants (subject to change)

- **American Specialty Toy Retailing Association (ASTRA)** ³³
Kathleen McHugh, President
Matthew Burnett, Program Manager
info@astratoy.org ³⁴
(312) 222-0948
- **Anthology** ³⁵
Jim Bean, Director of Sales
jim@anthology.com ³⁶
- **Booklog** ³⁷
David deCastro, Vice President
david@booklog.com ³⁸
- **Computac/[i]merchant** ³⁹
Mike Hartman, Vice President, Retail Division
mikeh@computac.com ⁴⁰
- **Edelweiss** ⁴¹
John Rubin, Above the Treeline Founder and CEO
john@abovethetreeline.com ⁴²
- **IBID** ⁴³
Mike Feldman, Sales Manager and Senior Support Representative
mike@ibid.com ⁴⁴, mike_ibid@yahoo.com ⁴⁵
(415) 251-2238 (direct)
- **Ingram** ⁴⁶
Ron Smithson, Director of Field Sales
Ron.Smithson@ingrambook.com ⁴⁷
- **LIBRIS** ⁴⁸
Clint Long, Business Development Specialist
clong@beechercarlson.com ⁴⁹
(404) 304-0561
- **National Association of College Stores (NACS)** ⁵⁰
Wendy Holliday, Vice President, Marketing and Member

Services
WHolliday@nacs.org ⁵¹

- **PartnerShip**® ⁵²
Keith Korhely, Program Manager
kkorhely@PartnerShip.com ⁵³
- **Paz & Associates** ⁵⁴
Mark Kaufman, Trainer and Consultant
mkaufman@pazbookbiz.com ⁵⁵
- **W.G. Ellerkamp Paper Company** ⁵⁶
Jack Ellerkamp, Owner
jack@wgellerkamp.com ⁵⁷
- **ABA Gift Cards** ⁵⁸ (Only available from 3:00 p.m. - 4:30 p.m.)

Jill Perlstein, ABA Gift Card Program Manager
jill@bookweb.org ⁵⁹

Gift Card consultant Maurizio Divito will be available to discuss specific questions about reconciliation, breakage, and tax implications. Appointments are required, and all financial information will be kept confidential. Both Perlstein and Divito will moderate the "ABA Gift Card Users Group: Preparing for the Transition," which starts at 4:45 p.m. Reservations are also required for that session.

- **ABA IndieCommerce** ⁶⁰
Scott Nafz, Senior Customer Service Representative
scott@bookweb.org ⁶¹
Aimed at current IndieCommerce users with specific questions about the new platform; ABA members who are not current users are encouraged to attend the IndieCommerce Demo on Friday, February 5.

There are also still openings for a few of the other Wi5 sessions requiring sign up, which were announced in mid-December ⁶².

Booksellers who are interested in participating in any of these four sessions are encouraged to sign up by e-mailing the appropriate ABA staff member as soon as possible:

- **ABA's Gift Card Users Group: Preparing for the Transition** -- contact Jill Perlstein at jill@bookweb.org ⁶³
- **Fundamentals of Security & Loss Control** -- contact Lisa Winn at lisa@bookweb.org ⁶⁴
- **IndieBound Design Workshop** -- contact Paige Poe at paige@bookweb.org ⁶⁵
- **Large-Store Roundtable** -- contact Sarah Rettger at sarah@bookweb.org ⁶⁶

The Latest on Wi5 Hotel Reservations, Room Shares & More

January 07, 2010 -- The Doubletree San Jose, the headquarters hotel for the American Booksellers Association's Fifth Annual Winter Institute ⁶⁷, is sold out. Currently, more than 50 booksellers are on a waiting list hoping to book a room. If you have a room and no longer plan to attend, you're urged to contact ABA immediately ⁶⁸, so your room can be filled by a waiting bookseller.

If you're still attending -- and ABA hopes you are -- you can reduce your costs by sharing your room with another bookseller. Booksellers interested in sharing their rooms are asked to send an e-mail to Wi5@bookweb.org ⁶⁹. ABA will try to match you with someone from the waiting list. Requests will be handled on a

first-come, first-served basis.

For waiting booksellers who would like to book a room at an alternative hotel near the Doubletree (at 2050 Gateway Place in San Jose), here's a list of accommodations ⁷⁰ near the event hotel.

To see the complete program, visit the Winter Institute page ⁷¹ on BookWeb.org. Questions should be addressed to Wi5@bookweb.org ⁷².

Rosato Named BEA Event Director

January 07, 2010 -- Steven Rosato has been named event director of BookExpo America ⁷³ (BEA). Rosato began working on BEA in 1998 and has served in a number of key sales and strategic positions. Most recently, as director of industry development and strategic accounts, Rosato played a critical role in helping to define and set BEA's goals for the future based on customer feedback.

"Steve has an incredibly deep knowledge base of book industry issues and he has an intuitive sense of our customers' needs," said Courtney Muller, senior vice president in charge of BEA. "I couldn't be happier that he has achieved this position of leadership for BEA, which he has earned through many years of hard work. Steve has built many strong relationships with people throughout the book industry, and I am confident that he will receive tremendous support from the professional community as he continues to seek ways to make BEA meaningful to our many constituents."

Among Rosato's accomplishments, said BEA, are the expansion of the Global Market Forum program; greatly increased librarian attendance at the show; and the execution of a partnership with the International Digital Publishers Forum, which will be a highlight of BEA 2010. In addition, he has facilitated the participation of all major U.S. publishing trade divisions in BEA and been responsible for the International Rights Center (IRC), as well as fostering relations with the Association of Author Representatives.

The position of BEA event director became open several weeks ago, when Lance Fensterman was promoted to group vice president in charge of Reed Exposition's pop culture business.

The 2010 Indie Next List Nominations Calendar

January 07, 2010 -- Mark your calendars now with the 2010 Indie Next List nomination deadlines, presented here and always available on BookWeb.org ⁷⁴.

Tuesday, January 5, was the deadline for the March Indie Next List, and, looking ahead, Friday, January 15, is the deadline for the Spring Children's Indie Next List. Booksellers are encouraged to nominate the titles that they are enthusiastically looking forward to handselling for the list, either by using the convenient online nomination form ⁷⁵ on BookWeb.org or by e-mailing their nominations to indienextlist@bookweb.org ⁷⁶. (If you are not receiving regular e-mail reminders about Indie Next deadlines and would like to receive them, send an e-mail with the words "Deadline Reminders" in the subject line to dan@bookweb.org ⁷⁷.)

Also available on BookWeb.org are links to view the current and previous months' Indie Next Lists ⁷⁸. The online resources include PDFs of the Indie Next List and Notables, as well as downloadable shelf-talkers for titles appearing on the lists.

You can help jog your staff's memory about submitting nominations for the Indie Next List by placing this Indie Next List

nomination shelf-talker ⁷⁹ in your store's back room or wherever you keep reading copies and ARCs.

Upcoming Indie Next List Deadlines	
January 15	Spring 2010 Children's Indie Next List
February 5	April 2010 Indie Next List
February 19	Poetry Month 2010 Recommendations
March 5	May 2010 Indie Next List
March 12	Spring 2010 Reading Group Indie Next List
April 2	June 2010 Indie Next List
April 9	Summer 2010 Children's Indie Next List
May 4	July 2010 Indie Next List
June 4	August 2010 Indie Next List
July 2	September 2010 Indie Next List
July 9	Banned Books 2010 Recommendations
July 9	Autumn 2010 Children's Indie Next List
August 3	October 2010 Indie Next List
August 13	Fall 2010 Reading Group Indie Next List
September 3	November 2010 Indie Next List
-----	Year End 2010 Indie Next List
October 1	December 2010 Indie Next List
October 8	Winter 2010 - 2011 Children's Indie Next List
November 2	January 2011 Indie Next List
December 3	February 2011 Indie Next List

BTW News Briefs

January 07, 2010 --

S&S Reorganizes Sales Force

In a memo from Michael Selleck, executive vice president, sales and marketing, this week Simon & Schuster announced several major changes to its sales and marketing strategies. The company has let go of a number of field sales reps and established a new Telemarketing Group within the Simon & Schuster Sales and Marketing Group, to be based in New York City.

The new Telemarketing Group will be under the direction of Frank Fochetta, vice president and director, field and special sales, with day-to-day management by Jonathan Earls, director, retail development. In a statement, Selleck said that the reorganization "acknowledges the changing nature of the marketplace and provides [S&S] with a flexible, multifaceted plan for addressing the needs of the field bookselling channel. Our telemarketing reps will service a core group of more than 400 independent booksellers, distributors, and educational wholesalers, and will benefit from working in close proximity to their publishing, marketing, sales and supply chain colleagues." The company's goal is to have its new telemarketing team selling to accounts by February 15.

The remaining Field Sales force will be supervised by Michael Croy, director, field sales, and will focus on "urban areas with a large base of key independent retail, wholesale, and educational accounts," said Selleck.

In addition to Field Sales and the newly formed New York Telemarketing team, the S&S Telesales group in Riverside, New Jersey, will continue under the direction of manager Norma Lippincott, who will report to Earls.

Selleck said that Wendy Sheanin, Lucille Rettino, Sarah Lieberman, and the S&S marketing teams will continue provide marketing support and will work closely with independent booksellers, ABA, regional bookselling associations, and the IndieBound program.

Lambda Literary Foundation Names New Executive Director

By a unanimous vote, the Lambda Literary Foundation⁸⁰ Board of Trustees has named Tony Valenzuela the group's permanent executive director. Valenzuela had been serving as interim executive director for the past several months.

Valenzuela is a longtime community activist and writer, whose work has focused on LGBT civil rights, sexual liberation, and gay men's health. His previous positions include manager of research and administration at GLASS (Gay & Lesbian Adolescent Social Services) in Los Angeles; administrative director of the Lesbian and Gay Men's Community Center in San Diego; and director of VOICES '96 (Voters Organized in Coalition for the Elections). Valenzuela, a published writer of essays and fiction, is currently working on a memoir. His one-man show, "The (Bad) Boy Next Door," toured to a dozen cities in the U.S.

BISG Appoints New Executive Director

Scott Lubeck, former vice president of technology for Wolters Kluwer Health, Professional and Education, has been named executive director of the Book Industry Study Group⁸¹.

A 30-year publishing industry veteran, Lubeck has been heavily involved in technology areas and in dealing with the design and implementation of digital initiatives. He led the transformation of Wolters Kluwer Health, Professional and Education from a traditional print medical publisher to a customer-centric one, with new products, new business models, and new technology. Lubeck has also held executive positions with Harvard Business School Publishing and Newsstand, Inc., as well as with Perseus Books Group and National Academy Press.

ACTAR Acquires Birkhauser Architecture & Design Titles

ACTAR Publishing has signed an agreement with Springer Science + Business Media to acquire the architecture and design activities of Birkhauser Verlag.

Birkhauser's natural sciences publishing program, which includes mathematics, history of science, biosciences, civil engineering, and geosciences, will remain with Springer.

ACTA will distribute Birkhauser titles through its ACTAR-D subsidiary.

Lerner Publishing Group Acquires Darby Creek Publishing

On January 4, Lerner Publishing Group announced its acquisition of Darby Creek Publishing from Media Source, the parent company of The Horn Book and Junior Library Guild. Darby Creek, which will operate as an imprint of Lerner, publishes K-12 fiction and nonfiction titles for the school, public library, and trade bookstore markets. Its bestselling authors include Lurlene McDaniel, David Lubar, and Joseph Bruchac.

MARKETPLACE

Classifieds

HELP WANTED

ABA MEMBER RELATIONSHIP MANAGER

The American Booksellers Association is looking to fill the newly formed position of Member Relationship Manager, to report to the Membership and Marketing Officer. The successful candidate will manage a portfolio of member accounts as part of the Member Relationship Team, and will be those accounts' main liaison for all aspects of membership in ABA, including joining and renewal, event registration, benefit maximization, and general customer service, with the intended goal to insure member satisfaction, retention, and success.

Bookselling and/or customer service experience preferred. Requirements include excellent writing and phone skills, an energetic demeanor, ability to work and follow-through autonomously, interest in independent bookselling and/or retail, and familiarity with Microsoft Office Suite and database programs. There is potential for advancement within the association.

Salary commensurate with experience. Send resume and cover letter to meg@bookweb.org⁸⁶. No phone calls, please.

A.C. VROMAN, INC. OPERATIONS MANAGER

A.C. Vroman, Inc. is seeking to hire an Operations Manager. A.C. Vroman, Inc., a 115-year-old independent company, owns Vroman's Bookstore, Vroman's Bookstore Hastings Ranch, and Vroman's Fine Writing, Gifts & Stationery, all in Pasadena, California. Vroman's Bookstore is Southern California's Oldest and Largest Independent Bookstore and was named Publisher's Weekly Bookseller of the Year in 2008. A.C. Vroman, Inc. also recently acquired another well-known independent bookstore, Book Soup in West Hollywood, California.

The Operations Manager is part of the senior management team and reports directly to the President/Chief Operating Officer. The position's primary responsibility is overseeing the day-to-day sales floor operations of all of the above-named store locations.

The ideal candidate must be a self motivated leader who is capable of self direction, able to multi-task/juggle multiple priorities, and able to motivate and develop staff.

Requirements include: retail management experience; demonstrated initiative; a willingness to be on call and work extra hours as needed; a positive, team player attitude; strong written and verbal communication skills; and extraordinary customer service skills.

Bookstore experience is a plus. Book knowledge and a passion for books are preferred.

This is an exempt, full-time position, 40+ hours per week, nights and weekends required. Benefits include medical, dental and vision insurance; vacation and sick.

Please email resume with salary requirement to Allison Hill at ahill@vromansbookstore.com⁸⁷.

FIXTURES FOR SALE

BOOKSTORE CLOSING -- Franklin Fixtures for a 2,000 square

28. See <mailto:dave@bookweb.org>
29. See <mailto:karen@bookweb.org>
30. See <http://www.bookweb.org/indiebound/nextlist/view>
31. See <http://www.indiebound.org/indie-next-list>
32. See <http://www.bookweb.org/events/institute/>
33. See <http://www.astratoy.org>
34. See <mailto:info@astratoy.org>
35. See <http://www.anthology.com>
36. See <mailto:jim@anthology.com>
37. See <http://www.booklog.com/>
38. See <mailto:david@booklog.com>
39. See <http://www.computac.com/software/imerchant-integration.html>
40. See <mailto:mikeh@computac.com>
41. See <http://edelweiss.abovethetreeline.com/>
42. See <mailto:john@abovethetreeline.com>
43. See <http://www.ibid.com>
44. See <mailto:mike@ibid.com>
45. See mailto:mike_ibid@yahoo.com
46. See <http://www.ingrambook.com/>
47. See <mailto:Ron.Smithson@ingrambook.com>
48. See <http://www.libris.org/>
49. See <mailto:clong@beechercarlson.com>
50. See <http://www.nacs.org/>
51. See <mailto:WHolliday@nacs.org>
52. See <http://www.partnership.com/07aba/>
53. See <mailto:kkorhely@PartnerShip.com>
54. See <http://www.pazbookbiz.com>
55. See <mailto:mkaufman@pazbookbiz.com>
56. See <http://www.bookweb.org/membership/products/paper.html>
57. See <mailto:jack@wgellerkamp.com>
58. See <http://bookweb.org/solutions/giftcards>
59. See <mailto:jill@bookweb.org>
60. See <http://bookweb.org/solutions/ecommerce>
61. See <mailto:scott@bookweb.org>
62. See <http://news.bookweb.org/read/7249>
63. See <mailto:jill@bookweb.org>
64. See <mailto:lisa@bookweb.org>
65. See <mailto:paige@bookweb.org>
66. See <mailto:sarah@bookweb.org>
67. See <http://www.bookweb.org/events/institute>
68. See <mailto:wi5@bookweb.org>
69. See <mailto:Wi5@bookweb.org>
70. See <http://tinyurl.com/wi5hotels>
71. See <http://www.bookweb.org/events/institute>
72. See <mailto:Wi5@bookweb.org>
73. See <http://www.bookexpoamerica.com>
74. See <http://www.bookweb.org/indiebound/nextlist/deadlines>
75. See <http://www.bookweb.org/indiebound/nextlist/nominate.html>
76. See <mailto:indienextlist@bookweb.org>
77. See <mailto:dan@bookweb.org?subject=Deadline%20Reminders>
78. See <http://www.bookweb.org/indiebound/nextlist/view.html>
79. See <http://www.bookweb.org/identitymanager/diy-items/INL-shelftalker.pdf>
80. See <http://www.lambdaliterary.org>
81. See <http://www.bisg.org/news-5-517-scott-lubeck-appointed-new-bisg-executive-director.php>
82. See <mailto:meg@bookweb.org>
83. See <mailto:ahill@vromansbookstore.com>
84. See <http://www.stampbookmarks.com>
85. See <http://www.bookweb.org/about/ads/booksellers.html>

86. See <mailto:meg@bookweb.org>
87. See <mailto:ahill@vromansbookstore.com>
88. See <http://www.stampbookmarks.com>
89. See <http://www.bookweb.org/about/ads/booksellers.html>
90. See <http://www.indiebound.org/book/9780807000694>
91. See <http://www.2020visionusa.com/>
92. See <http://unbridledbooks.com/>