

# BOOKSELLING **THIS** Week

AMERICAN BOOKSELLERS ASSOCIATION

January 28, 2010

## TABLE OF CONTENTS:

• Winter Institute: Some Important Reminders ...	1
• E-Fairness Legislation Introduced in Four States .....	2
• In State of the Union Address, President Outlines Ways to Help Small Business .....	3
• Google Preview Now Available on IndieCommerce Sites & IndieBound.org .....	4
• 2009 ABACUS Reports on the Way .....	4
• The March 2010 Indie Next List Preview .....	4
• BTW News Briefs .....	6
• The Indie History Bestseller List .....	7
• Holiday Survey of Indie Businesses Garners Widespread Media Attention .....	8
• ABFFE Welcomes Ohio Supreme Court Ruling .....	8
• Give a Little & Change the World .....	8

## MARKETPLACE

• Classifieds .....	10
• Other Advertising .....	10

## Winter Institute: Some Important Reminders

January 28, 2010 -- In less than a week, some 500 indie booksellers will be gathering in San Jose, California, for the kickoff of the American Booksellers Association's Fifth Annual Winter Institute <sup>1</sup>. There's a lot packed into the three-day event, including 30-plus education sessions and roundtables, special events, and networking opportunities. To help you get the most out of your time in San Jose, we've put together some program highlights and timely reminders.

### A Few Education Program Highlights

An updated Wi5 program schedule <sup>2</sup>, featuring session presenters, panelists, and moderators, as well as downloadable session handouts, is available on BookWeb.org. Among the education program highlights are:

#### Wednesday, February 3

10:00 a.m. - 11:00 a.m.: "Ingram Digital: A Report," presented by Andrew Weinstein, vice president and general manager, retail development, and vice president, business development, for Ingram Content Group;

12:45 p.m. - 2:15 p.m.: "Google Editions," a luncheon keynote, presented by Daniel Clancy <http://news.bookweb.org/read/7287>, director of Google Books;

2:30 p.m. - 3:45 p.m.: "The State of General Trade Publishing: Three Noted Publishers Discuss How Digitization Is Impacting Their Business & the Industry," featuring Drake McFeely, president of W.W. Norton & Company; David Young, chairman and CEO of Hachette; and Madeline McIntosh, president, sales, operations, and digital, for Random House, and moderated by Barry C. Lynn, author of *Cornered: The New Monopoly Capitalism and the Economics of Destruction* (Wiley).

#### Friday, February 5

10:15 a.m. - 11:45 a.m.: "Consolidated, Concentrated and Cornered: Fighting the Powers of Consolidation," featuring Barry C. Lynn, author of *Cornered: The New Monopoly Capitalism and the Economics of Destruction* (Wiley) and a senior fellow at the New America Foundation, interviewed by ABA CEO Oren Teicher;

Noon - 1:30 p.m.: Luncheon featuring Daniel Pink, author of *Drive: The Surprising Truth About What Motivates Us*, published by Riverhead this month.

### Appointments for the Consultation Station

There's still time to schedule one-on-one conversations with a wide variety of service providers who will be on-hand at the Wi5 from 3:00 p.m. - 6:15 p.m. on Thursday. Scheduled to have representatives at the Consultation Station are 14 book industry service providers, including POS vendors, trade associations, Ingram, LIBRIS insurance, W.G. Ellerkamp Paper Company, PartnerShip, and more. ABA is encouraging booksellers to contact the participants now to schedule one-on-one conversations. The complete list, with contact information, is here <sup>3</sup>.

### Rep Picks and Galley Room

Rep Picks Speed Dating will be held in two parts: over lunch on Thursday and over breakfast on Friday. Booksellers will need to bring their table assignments, which were sent this week in an e-mail from Mark Nichols, ABA industry relations officer. If you're registered for Wi5 and haven't received a seating assignment for the Rep Picks, please e-mail Nichols now <sup>4</sup>.

Books and ARCs of the books discussed at the Rep Picks will be available in the nearby Galley Room (Oak Room). A full listing of Galley Room hours will be posted outside the room.

### Getting to the Hotel

The San Jose Doubletree offers complimentary shuttle bus service from nearby San Jose International Airport. Booksellers should use the Doubletree courtesy phone at the airport to call for pick-up. Super Shuttle Service is available from San Francisco International Airport to the Doubletree San Jose for about \$35 per person.

Detailed driving directions are available on the Doubletree website <sup>5</sup>. Discounted parking for attendees is \$5/day.

### The Welcome Desk

Booksellers should stop by the ABA Welcome Desk in the Doubletree lobby as soon as possible to pick up their badge for access to all Wi5 events and sessions, as well as other materials,

including a memory stick containing all session handouts. (ABA is experimenting with providing handouts on the memory stick based on input from the Booksellers Advisory Council; the association welcomes bookseller feedback after Wi5 about this effort to become greener and cut down on waste.) All session handouts are also available to all ABA member booksellers via BookWeb.org.

The Welcome Desk will be staffed during the following hours:

Tuesday, February 2, from 4:00 p.m. - 10:00 p.m. Wednesday, February 3, from 9:00 a.m. - 10:00 p.m. Thursday, February 4, from 7:30 a.m. - Noon

An Information Desk will be set up near the session rooms from noon - 5:00 p.m. on Thursday and from 8:00 a.m. - 3:00 p.m. on Friday.

### Evening Receptions

On Wednesday, all Winter Institute participants are invited to an opening reception hosted by Kepler's Books <sup>6</sup> in Menlo Park from 7:00 p.m. - 10:00 p.m. Shuttle buses to the reception will run continuously from the Doubletree and back, beginning at 6:30 p.m. The last bus will leave the bookstore for the hotel at 10:00 p.m.

The popular Wi5 Author Reception will cap the day of education on Thursday. All Winter Institute participants are invited come meet the 42 authors and illustrators who will be on hand to autograph their latest or upcoming works. The reception will run from 6:15 p.m. - 8:30 p.m. on Thursday.

A Wi5 closing reception will be held on Friday, from 5:00 p.m. - 6:30 p.m.

### The NCIBA Lounge

Thanks to the Northern California Independent Booksellers Association <sup>7</sup>, Wi5 participants will have a place to rest and meet up with fellow attendees. The NCIBA Lounge in the Silicon Valley Room will be set with tables and chairs to provide an informal meeting place for all Wi5 participants. The lounge, on the second floor, near Wi5's meeting rooms, will be open 8:30 a.m. to 6:00 p.m. from Wednesday through Friday.

### Shipping Books Home

Booksellers enrolled in PartnerShip, ABA's Discount Shipping Program provider, will be able to ship books and other packages from the host hotel, the Doubletree San Jose, at significant savings. An enrollment form for those not already taking advantage of this free ABA member benefit is available here <sup>8</sup>. Additional information is available at (800) 599-2902 or at PartnerShip.com/07aba <sup>9</sup>. The Shipping Desk, which will be located at the top of the stairs, near the Gateway Ballroom, will be open from 2:30 p.m. - 6:15 p.m. on Thursday, and from 10:00 a.m. - 5:00 p.m. on Friday.

### Laptops, Handouts, Wireless, and Power

Winter Institute session handouts will be provided to attendees when they arrive on a 256MB USB memory stick, which plugs into your computer and functions as an external drive. If you have a laptop, ABA encourages you to bring it. ABA has also made handouts available for download by all members on BookWeb's Wi5 schedule <sup>10</sup>.

While the Doubletree does offer free Internet access in the lobby (and paid access in guest rooms), there will be no access in the meeting rooms. Each meeting room will have small charging stations located at the back of the room. ABA is asking everyone to be mindful of needs of others, and to limit their charging time to

only what is necessary.

### Behind the Wheel of the Bookmobile

As part of his multimedia and documentary film project, Tom Corwin invites Winter Institute participants to visit his bookmobile, which will be parked outside the main convention area entrance on Wednesday from 3:30 p.m. - 5:30 p.m. The Behind the Wheel of the Bookmobile film project <sup>11</sup> follows a classic bookmobile across country on back roads with acclaimed authors taking turns at the wheel. At each stop, members of the public are invited to take their choice of digital and analog titles in exchange for interviews about books that have changed their lives. Highlights of the journey will be distributed in a literacy outreach campaign through the web, and the project will culminate in a documentary film.

### Places to Eat, Things to Do, Maps and Transportation

Check out the San Jose Visitor's Bureau website <sup>12</sup> for a calendar of local events, restaurant listings, downloadable maps, information about sightseeing tours and cultural institutions, and much more.

### A Big Thanks to Our Wi5 Sponsors

Ingram has generously sponsored the Winter Institute and all of ABA's 2010 educational efforts. Through their support, ABA is able to offer stellar programs and events for booksellers, as well as to make available low-cost hotel rates. ABA is asking all Wi5 participants to join in extending a special thanks to Ingram and to all of Wi5's publisher partners and friends <sup>13</sup>, whose gracious support makes this event possible.

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## E-Fairness Legislation Introduced in Four States

*January 28, 2010* -- The New Year kicked off in high gear on the e-fairness front, as four states recently introduced sales tax equity legislation. Facing budget shortfalls and a decline in sales tax revenue due to the growth of online shopping, legislators in Colorado, New Mexico, Vermont, and Virginia, have introduced bills that would level the playing field for the collection of sales tax on online sales and ensure the equitable enforcement of existing Internet sales tax laws.

"As we expected, e-fairness has become a major focus for states," said ABA CEO Oren Teicher. "It's for that reason that we launched the E-Fairness Action Kit (E-FACT) <sup>14</sup> as a resource to help our members communicate promptly with their legislators with state-specific information in support of e-fairness legislation. We are urging all ABA member booksellers, but especially our members in these four states, to use the available templates in E-FACT to e-mail their legislators. We've been told time and again by legislators that a direct communication can make a huge impact."

### Colorado

Late last week, Rep. John Pommer (D-11) and Sen. Rollie Heath (D-18) introduced HB10-1193, e-fairness legislation that, if signed into law, would require out-of-state online retailers with nexus in the state via online affiliates in Colorado to collect Colorado sales tax, thereby leveling the playing field for Colorado's bricks-and-mortar businesses.

On Wednesday, January 27, David Bolduc of Boulder Bookstore in Boulder, Neil Strandberg of Tattered Cover in Denver, and Lisa Knudsen, executive director of the Mountains and Plains Independent Booksellers Association testified at a House Finance Committee hearing on the bill. That evening the Finance

Committee voted 6 - 5 in favor of HB10-1193. The House is expected to vote on the bill on Friday, January 29.

ABA and MPIBA are urging Colorado booksellers to e-mail their state senator and representative asking them to support HB10-1193. "By telling your elected representatives how important sales tax equity is to you and your business, you will play a major role in the fight for e-fairness," said Teicher.

To help booksellers in this important advocacy outreach, ABA and MPIBA have prepared a template letter <sup>15</sup> that can be adapted and sent to their state senator and representative <sup>16</sup>. These letters can be found in ABA's E-Fairness Action Kit. The template letter urges legislators to support e-fairness legislation. (When e-mailing a letter, booksellers should be sure to include their store name and complete address.)

In addition, ABA and MPIBA are asking all Colorado booksellers to please take a moment and adapt the "Thank You" template <sup>17</sup> and send it to Rep. Pommer and Sen. Heath to let them know booksellers support their legislation.

ABA and MPIBA also ask that booksellers notify ABA's Senior Public Policy Analyst David Grogan at dave@bookweb.org <sup>18</sup> or via telephone at (800) 637-0037, ext 6662, when they have sent their letter. This will help ABA and MPIBA compile information to support this lobbying effort.

#### New Mexico

Recently, Rep. Eleanor Chavez (D-13) introduced e-fairness legislation, House Bill 50, into the New Mexico House of Representatives. If HB 50 is signed into law, it would require out-of-state online retailers with nexus in the state via online affiliates in New Mexico to collect New Mexico sales tax, thereby leveling the playing field for New Mexico's bricks-and-mortar businesses.

ABA and MPIBA are calling on booksellers to urge their state senator and representative to support House Bill 50. To help booksellers in this important advocacy outreach, ABA and MPIBA have prepared a template letter <sup>19</sup> that can be adapted and sent to their state senator and representative <sup>20</sup>. These letters can be found in our E-Fairness Action Kit. The template letter urges legislators to support e-fairness legislation. (When e-mailing a letter, booksellers should be sure to include their store name and complete address.)

In addition, ABA and MPIBA are asking all New Mexico booksellers to please take a moment and adapt the "Thank You" <sup>21</sup> template and send it to Rep. Chavez to let her know they support her legislation.

ABA and MPIBA also ask that booksellers notify ABA's Senior Public Policy Analyst David Grogan at dave@bookweb.org <sup>22</sup> or via telephone at (800) 637-0037, ext 6662, when they have sent their letter. This will help ABA and MPIBA compile information to support this lobbying effort.

#### Virginia

Recently, Sen. Emmett W. Hanger, Jr. (R-24) introduced Virginia Senate Bill 660. If this is signed into law, out-of-state online retailers with nexus in the state via online affiliates in Virginia would be required to collect Virginia sales tax, thereby leveling the playing field for Virginia's bricks-and-mortar businesses.

ABA and SIBA are calling on booksellers to urge their state senator and representative support Senate Bill 660. To help booksellers in this important advocacy outreach, ABA and SIBA

have prepared a template letter <sup>23</sup> that can be adapted and sent to their state senator <sup>24</sup> and delegate <sup>25</sup>. These letters can be found in our new E-Fairness Action Kit. The template letter urges their legislators to support e-fairness legislation. (When e-mailing a letter, booksellers should be sure to include their store name and complete address.)

In addition, ABA and SIBA are asking all Virginia booksellers to please take a moment and adapt the "Thank You" template <sup>26</sup> and send it to Sen. Hanger to let him know they support his legislation.

Also, any booksellers that are interested on testifying on the need for e-fairness should contact ABA Senior Public Policy Analyst David Grogan at dave@bookweb.org <sup>27</sup> or via telephone at (800) 637-0037, ext 6662. ABA and SIBA also ask that booksellers notify Grogan when you have sent their letter. This will help ABA and SIBA compile information to support their lobbying effort.

#### Vermont

This week, Representative Jeff Wilson (D-4) introduced e-fairness legislation in the Vermont House of Representatives. The bill has not yet been assigned a number but Vermont booksellers should expect an e-mail from ABA early next week asking them to write their legislators in support of the bill. -- *David Grogan* <sup>28</sup>

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## In State of the Union Address, President Outlines Ways to Help Small Business

*January 28, 2010* -- In his first State of the Union address, delivered on Wednesday, January 27, President Obama declared that jobs must be the nation's top priority in 2010. Stressing that job creation begins with small businesses, the President outlined proposals to help small businesses, including better access to capital and tax breaks.

"Now, the true engine of job creation in this country will always be America's businesses, but government can create the conditions necessary for businesses to expand and hire more workers," President Obama stated. "We should start where most new jobs do, in small businesses, companies that begin when an entrepreneur takes a chance on a dream or a worker decides it's time she became her own boss."

The president proposed that the government take \$30 billion of the Troubled Asset Relief Program (TARP) money that has been repaid from the national bank bailout program and use those funds to help community banks give small businesses the "credit they need to stay afloat." Obama also proposed a new, small-business tax credit that would go to more than one million small businesses that hire new workers or that raise wages.

"While we're at it, let's also eliminate all capital gains taxes on small-business investment and provide a tax incentive for all large businesses and all small businesses to invest in new plants and equipment," Obama added.

Senate Committee on Small Business and Entrepreneurship Chair Mary L. Landrieu (D-LA) praised the president's commitment to make small business a key priority. "Tonight President Obama made it clear that investing in our Main Street businesses is the quickest way to improve our economy and create jobs," she said in a statement. Landrieu stressed that the fastest way to boost small businesses' ability to create jobs is by providing them with greater access to capital and tax credits. With that in mind, she is urging an increase in the cap limit on small business loans, "something that President Obama has encouraged, and that I, along with 18 Republican and Democratic senators, have included as part of S.

2869, The Small Business Job Creation and Access to Capital Act," Landrieu stated. "In addition to raising the cap on loans, this bill extends important Recovery Act provisions that have helped to create more than 500,000 jobs in the last year."

In a press statement, the National Retail Federation welcomed President Obama's emphasis on job creation in the State of the Union address, and noted that jobs are the key to economic turnaround for the nation's economy and retail in particular.

"President Obama's focus on the economy and job creation needs to be Washington's highest priority," NRF President and CEO Tracy Mullin said. "As the industry that employs one out of every five Americans, we stand ready to work with the president and Congress to enact legislation that will allow our nation's economy to improve and put Americans back to work. Jobs are truly the key to economic recovery, and that is seen no more clearly than in the retail industry: Consumers don't shop if they don't have jobs, and there's no market for the goods produced by other industries if consumers aren't shopping. The economy simply isn't going to get back on its feet until the employment situation improves."

The president also addressed health care reform in the address. "I took on health care because of the stories I've heard, from Americans with pre-existing conditions whose lives depend on getting coverage, patients who've been denied coverage, families, even those with insurance, who are just one illness away from financial ruin," he said. "After nearly a century of trying -- Democratic administrations, Republican administrations -- we are closer than ever to bringing more security to the lives of so many Americans." While not offering a specific proposal for action, the president said, "As temperatures cool, I want everyone to take another look at the plan we've proposed," noting its support among doctors, nurses, and health care experts. But he also stated that if anyone "has a better approach that will bring down premiums, bring down the deficit, cover the uninsured, strengthen Medicare for seniors, and stop insurance company abuses, let me know."

President Obama underscored that he believed the current health care proposal would "give small businesses and uninsured Americans a chance to choose an affordable health care plan in a competitive market." -- *David Grogan*<sup>29</sup>

## Google Preview Now Available on IndieCommerce Sites & IndieBound.org

January 28, 2010 -- Consumers visiting a bookstore's ABA IndieCommerce website on the Drupal platform can now "look inside" thousands of books, courtesy of Google Preview. If Google Preview is available for a title, a button appears below the book's cover art on the site's product page. Clicking the button brings up an embedded viewer that provides a detailed look inside the book. Google Preview is also available on IndieBound.org. (For an example, see *The Tyranny of E-mail*<sup>30</sup> by John Freeman [Scribner] on IndieBound.org.)

The availability of Google Preview on any title is entirely dependent on Google's arrangement with the book's publisher.

For ABA IndieCommerce and IndieBound.org, Google has generously agreed to disable the "Buy This Book" links to competing e-commerce sites that are normally part of the Google Books Embedded Viewer API. If ABA members notice links to other e-commerce sites on their IndieCommerce sites, they should immediately send an e-mail to [staff@bookweb.org](mailto:staff@bookweb.org)<sup>31</sup>.

Questions about anything relating to ABA IndieCommerce can also

be addressed to [staff@bookweb.org](mailto:staff@bookweb.org)<sup>32</sup>.

## 2009 ABACUS Reports on the Way

January 28, 2010 -- This week, the American Booksellers Association began sending customized reports to member bookstores that participated in the 2009 ABACUS Survey. The individualized reports analyze the store's financial results and include comparisons with other businesses based on multiple criteria (such as sales level, store size, and community type) in addition to year-to-year trending information. All stores that participated in the 2009 study should receive an e-mailed report before the end of next week. Participants should be on the lookout for an e-mail from ABA COO Len Vlahos with the subject line "Your ABACUS 2009 Report"; a second e-mail from Vlahos will follow with a password for opening the report.

Booksellers participating in the 2009 ABACUS Survey who don't receive a report by Friday, February 5, should notify ABA's Joe Dawson<sup>33</sup>. Questions about information provided in store reports should be directed to Vlahos<sup>34</sup>.

ABA member stores that did not participate in the 2009 ABACUS Survey will be able to access a general report on the study's results at a later date for a fee. Details will be announced after next month's Winter Institute.

## The March 2010 Indie Next List Preview

January 28, 2010 -- Here's a preview of the titles on the March Indie Next List flier, on its way to ABA member stores in the IndieBound movement. A downloadable PDF version of the list will also be available beginning March 1 on BookWeb.org<sup>35</sup> and IndieBound.org<sup>36</sup>.

### The March 2010 Indie Next List Great Reads

***Major Pettigrew's Last Stand: A Novel* by Helen Simonson**  
(Random House, \$25, 9781400068937)

"In a comedy of manners that would make Jane Austen proud, a retired general and a widowed Pakistani woman meet and court in an out-of-the-way English village. There is wit here, and cleverness, and a host of clear-eyed, stiff-lipped, curmudgeonly joys. Fans of British humor and storytelling must acquire this wryly funny love story." --Mark Bradshaw, Watermark Books, Wichita, KS

***One Amazing Thing: A Novel* by Chitra Banerjee Divakaruni**

(Voice, \$23.99, 9781401340995)

"Nine people are trapped in the Indian consulate's visa office after a devastating earthquake. As they start to melt down emotionally, Uma, a grad student, suggests they each tell a story about one thing in their lives. The stories they tell are incredible, and you will feel as though you have known and understand each character as they wait for rescue or death. An amazing read." -- Cinda Meister, Booksmart, Morgan Hill, CA

***Horns: A Novel* by Joe Hill**

(Morrow, \$25.99, 9780061147951)

"When Ignatius Perrish wakes up with horns and discovers that everyone he meets will tell him their darkest desires, he finally begins to piece together the events behind the brutal murder of his girlfriend. But when everyone in town thinks you are the murderer, it's quite possible you don't want to hear what they're really thinking. Joe Hill's new novel is a brilliant mix of horror and

mystery." --Whitney Spotts, Schuler Books & Music, Lansing, MI

***One Good Dog: A Novel by Susan Wilson***

(St. Martin's, \$22.99, 9780312571252)

"Two tough fighters -- one a man, one a dog -- stumble upon each other at a critical juncture in their lives, and each narrate part of the novel. This is an utterly engrossing tale of recreating yourself with more than one love story woven into it. A marvelous tale of redemption, salvation, and reinvention." --Jackie Blem, Tattered Cover Book Store, Denver, CO

***The Surrendered: A Novel by Chang-rae Lee***

(Riverhead, \$26.95, 9781594489761)

"Events of the Korean War slam into a young girl, a GI, and the wife of a missionary with a tragic ferocity, and their lives will intersect in Korea, changing them forever. Epic in its scope and beautifully written, *The Surrendered* begins in Korea and then moves to Manchuria, New Jersey, and Italy. What makes us who we are? Can cataclysmic events alter our sense of self beyond redemption? A powerful novel." --Deon Stonehouse, Sunriver Books, Sunriver, OR

***The Journal Keeper: A Memoir by Phyllis Theroux***

(Atlantic Monthly, \$24, 9780802118974)

"The Journal Keeper is a radiant display of Phyllis Theroux's considerable talents with pen and paper but even more remarkable is her window on a mystical world of universal wisdom that she unveils in her daily task of record keeping." --Barbara Meade, Politics & Prose Bookstore and Coffeehouse, Washington, DC

***The Dream of Perpetual Motion: A Novel by Dexter Palmer***

(St. Martin's, \$24.99, 9780312558154)

"Dexter Palmer's debut work is an absolutely enchanting novel with elements of steampunk and alternate history, loosely constructed around the plot of Shakespeare's *The Tempest*. It's a powerful story and I can't wait to see what he writes next." --Bridget Allison, Phoenix Books, Essex, VT

***Making Toast: A Family Story by Roger Rosenblatt***

(Ecco, \$21.99, 9780061825934)

"After the death of their married daughter, Roger Rosenblatt and his wife take on all that they can to help their son-in-law and grandchildren. The pain of the story is beautifully mitigated by the elegance of the language, and *Making Toast* is inspiring. This is a book to cherish." --Dana Brigham, Brookline Booksmith, Brookline, MA

***Angelology: A Novel by Danielle Trussoni***

(Viking, \$27.95, 9780670021475)

"Danielle Trussoni explodes upon the fiction scene with a classic clash of good and evil that is bound to rivet readers to their seats until completion. Delving deftly into myth and belief, she presents a contemporary world of angels more like the battles of John Milton than the heavenly choirs of Hollywood." --Bill Cusumano, Nicola's Books, Ann Arbor, MI

***House Rules: A Novel by Jodi Picoult***

(Atria, \$28, 9780743296434)

"Jacob Hunt is an 18-year-old whose IQ borders on the genius spectrum but who also has Asperger's Syndrome, which leaves him unable to interact well with others. His passion for forensic science causes him to become a suspect in the murder of his tutor, resulting in an arrest and trial that triggers many of the symptoms of his disability. This heartwarming and moving story is one that only Picoult could write." --Carol Hicks, Bookshelf At Hooligan Rocks, Truckee, CA

***Bone Fire: A Novel by Mark Spragg***

(Knopf, \$25.95, 9780307272751)

"Mark Spragg's writing is lyrical and wonderfully descriptive, and his characters come alive in this story, set in modern-day Wyoming. In *Bone Fire*, we have the return of characters from Spragg's *An Unfinished Life* and a 10-year-old boy who will grab hold of your heart and never let go. This is writing and reading at its very best!" --Susan Wasson, Bookworks, Albuquerque, NM

***Brooklyn: A Novel by Colm Toibin***

(Scribner, \$15, 9781439148952)

"One of the loveliest novels of 2009 now available in paperback: an Irish coming-of-age story that is both heartrending and full of hope. Toibin is a master." --Matthew Lage, Iowa Book L.L.C., Iowa City, IA

***The Hole We're In: A Novel by Gabrielle Zevin***

(Grove, \$14 paper, 9780802119230)

"The Pomeroy's are your normal American family, religious, heavily in debt, lacking communication skills, and tempted by your garden variety of carnal sins, with a side order of pride. Patriarch Roger has left his school job to get a doctorate in education, leaving his wife to cover up his debt. Zevin plays around with structure, juggling perspective among the family members, and she packs the story with a full platter of issues, from abortion to race to veteran's issues and, of course, religious intolerance. The sins of the father (and mother) play out over two generations, in a manner that had me alternately sad and hopeful." --Daniel Goldin, Boswell Book Company, Milwaukee, WI

***After the Workshop: A Novel by John McNally***

(Counterpoint, \$15.95 paper, 9781582435602)

"Join media escort Jack Hercules Sheahan in a wicked romp through Iowa City as he escorts pretentious writers, spends an evening in jail, and battles writers block. A must for any student of fiction, or for that matter, any reader." --Zach Sampinos, Sam Weller's Books, Salt Lake City, UT

***The Crimson Rooms: A Novel by Katharine McMahon***

(Putnam, \$25.95, 9780399156229)

"In this engrossing historical mystery set in 1920s England, Evelyn Gifford faces the problems of trying to become a lawyer amidst prejudice and finding love in the face of looming spinsterhood. When she begins work on a murder case for an understanding lawyer and the young son of her dead brother reappears, her life begins to completely change. There are no good guys or bad guys in this story, but, rather, people who are capable of either, making this well-written novel a delight to read." --Ann Carlson, Harborwalk Books, Georgetown, SC

***The Man From Beijing: A Novel by Henning Mankell, Laurie Thompson (trans.)***

(Knopf, \$25.95, 9780307271860)

"Henning Mankell's stand-alone novel spans 150 years in a story that begins with a murder in a small Swedish hamlet. Exquisitely plotted with dynamic characterizations, this thrilling saga is as good if not better than any of Mankell's Inspector Wallander novels." --Joyce Behncke, Third Place Books, Lake Forest Park, WA

***Impatient With Desire: A Novel by Gabrielle Burton***

(Voice, \$22.99, 9781401341015)

"*Impatient With Desire* tells the story of the trials of the Donner Party through the eyes of Tamsen Donner -- wife, mother, adventurer and, ultimately, survivor -- who made great sacrifices for the sake of her family. Her story is told simply, in letter and journal format, and, in the end, you'll understand and appreciate the pioneer spirit that is the foundation of the westward movement."

--Mary Toni, R.J. Julia Booksellers, Madison, CT

**Claiming Ground by Laura Bell**

(Knopf, \$24.95, 9780307272881)

"When Laura Bell moves from Kentucky to Wyoming to herd sheep, she finds a land of staggering beauty peopled by a cast of oddballs and eccentrics, and a blissful and terrifying solitude that is perhaps the defining characteristic of that land. Bell's ability to relay the beauty and the terror, the loneliness and the oddly satisfying connections, make this an unforgettable memoir, evocative in terms of the landscape of the human heart." --Betsy Burton, The King's English, Salt Lake City, UT

**Postcards From a Dead Girl: A Novel by Kirk Farber**

(Harper Perennial, \$13.99 paper, 9780061834479)

"Kirk Farber's quirky debut novel explores themes of love, loss, grief, and what they do to our psyches. Told via the darkly hilarious actions and musings of the hapless Sid as he tries to solve the mystery of a series of postcards from his dead?, missing?... or not, girlfriend. A great read!" --Chris Grabish, MacDonald Book Shop, Estes Park, CO

**The House of Tomorrow: A Novel by Peter Bognanni**

(Amy Einhorn Books/Putnam, \$24.95, 9780399156090)

"The House of Tomorrow sparkles with great dialogue between its two main characters, Sebastian, a home schooled science nerd, and Jared, a heart transplant recipient and punk rock devotee. Their respective guardians, the strong-willed Nana and the worried and overworked Janice, have to struggle with the realities of living a full life. When their worlds collide, it's a matter of how one chooses to live -- and we go willingly along for the ride in this debut novel that perfectly captures teen angst, spirit, and heart." --Valerie Koehler, Blue Willow Bookshop, Houston, TX

**The March 2010 Indie Next List Notables**

**Fiction**

**The Heights: A Novel by Peter Hedges** (Dutton, \$25.95, 9780525951131)

**So Much for That: A Novel by Lionel Shriver** (Harper, \$25.99, 9780061458583)

**Sudden Fiction Latino: Short-Short Stories From the United States and Latin America, edited by Robert Shapard, James Thomas, and Ray Gonzales** (Norton, \$15.95 paper, 9780393336450)

**A Thousand Cuts: A Novel by Simon Lelic** (Viking, \$24.95, 9780670021505)

**Walking to Gatlinburg: A Novel by Howard Frank Mosher** (Shaye Areheart Books, \$25, 9780307450678) **The Wives of Henry Oades: A Novel by Johanna Moran** (Ballantine, \$15 paper, 9780345510952)

**Nonfiction**

**Animal Factory: The Looming Threat of Industrial Pig, Dairy, and Poultry Farms to Humans and the Environment by David Kirby** (St. Martin's, \$26.99, 9780312380588)

**Cast Member Confidential: A Disneyfied Memoir by Chris Mitchell** (Citadel, \$15.95 paper, 9780806531281)

**Chasing the White Dog: An Amateur Outlaw's Adventures in Moonshine by Max Watman** (Simon & Schuster, \$25, 9781416571780)

**Devotion: A Memoir by Dani Shapiro** (Harper, \$24.99, 9780061628344)

**Lunch in Paris, A Love Story, With Recipes by Elizabeth Bard** (Little, Brown, \$23.99, 9780316042796)

**The New Jim Crow: Mass Incarceration in the Age of Colorblindness by Michelle Alexander** (New Press, \$27.95, 9781595581037)

**Willie Mays: The Life, The Legend by James S. Hirsch** (Scribner, \$30, 9781416547907)

**Mystery/Suspense**

**The Devil's Star: A Novel by Jo Nesbo** (Harper, \$25.99, 9780061133978)

**False Mermaid: A Novel by Erin Hart** (Scribner, \$26, 9781416563761)

**No Mercy: A Mystery by Lori Armstrong** (Touchstone, \$25, 9781416590958)

**Silencer: A Novel by James W. Hall** (Minotaur, \$24.99, 9780312359591)

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**BTW News Briefs**

January 28, 2010 --

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**Apple Debuts iPad**

Apple's iPad, which debuted yesterday, looks like a large iPhone, is a half-inch thick, 1.5 pounds, and has a 9.7-inch multi-touch screen. The most basic model is \$499 and has a Wi-Fi wireless connection. More expensive models will be offered with more memory and with 3G wireless access from ATT. The iPad has the same operating system as the iPhone and access to its 140,000 applications, including the iBook app, which will link to the iBookstore. Steve Jobs classified the iPad, which will be on the market in March, as somewhere between laptop and smart phone, and called it ideal for web browsing and reading e-books.

The iPad and Kindle comparisons were immediate. The *New York Times*' tech reporter David Pogue<sup>37</sup> said, "The iPad as an e-book reader is a no-brainer. It's just infinitely better-looking and more responsive than the Kindle, not to mention it has color and doesn't require external illumination." Apple e-books will be in the \$15 range and publishers will have more power over setting prices.

Apple has established relationships with five major publishers, Hachette, Penguin, HarperCollins, Simon & Schuster, and Macmillan, and is looking to establish relationships with others, including textbook publishers. In a statement, Random House's Stuart Applebaum, said, "Random House welcomes Apple's iPad and iBooks app and we look forward to our continuing conversations with them about how we might best work together."

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**Literary Community Loses Salinger, Auchinloss, Zinn**

J.D. Salinger, the reclusive author of *The Catcher in the Rye* died on January 27. He was 91 and died from natural causes in his home in Cornish, New Hampshire, reported the *Associated Press*.

*The Catcher in the Rye* was Salinger's best-known work, and featured the angry, earnest teenage main character Holden Caulfield, who complained of all the "phonies," he saw in the adult world around him. After *Catcher in the Rye*, Salinger's works included *Nine Stories*, *Franny and Zooey*, and *Raise High the Roof Beam, Carpenters and Seymour: An Introduction*.

Louis Auchincloss, author of more than 50 books of fiction and nonfiction about old-guard, moneyed New York, died January 26. He was 92. The *New York Times* reported that he died of a stroke in Manhattan. Some of his best-known novels included *The Rector of Justin*, which was nominated for both a Pulitzer and a National

Book Award, and *East Side Story*. Auchincloss knew his subject well, and was a patrician, native New Yorker who attended Groton and Yale, and left the law to write full time. In 2005 President George W. Bush presented him with the National Medal of Arts.

Historian Howard Zinn died on January 27 of a heart attack, reported the *New York Times*. Zinn was an author and professor emeritus in the Political Science Department at Boston University. He wrote more than 20 books, including the bestselling *A People's History of the United States* (HarperCollins), on which a series of books were based that he edited. Zinn was a lifelong civil rights and anti-war activist who urged people to recognize their inherent power and speak out against war and government exploitation.

### Deadline Today for Objections to Revised Google Settlement

Today is the deadline set by Judge Denny Chin for objections to the revised Google Books settlement<sup>38</sup> to be filed in the U.S. District Court of the Southern District.

Among those weighing in against the settlement, according to the *Wall Street Journal*<sup>39</sup>, is Amazon, as well as a University of California - Berkeley professor on behalf of a group of academic authors. Among other things, Amazon's filing contends that the agreement between Google and the Association of American Publishers and the Author Guild violates the U.S. copyright law.

Google, meanwhile, issued a statement saying that the settlement "stands to unlock access to millions of books in the U.S. while giving authors and publishers new ways to distribute their work."

A fairness hearing on the settlement is scheduled for February 18.

### Edelweiss & AAUP Partner to Bring Scholarly Catalogs Online

Above the Treeline<sup>40</sup> has announced an agreement that will give members of the Association of American University Presses<sup>41</sup> (AAUP) discounted access to Edelweiss<sup>42</sup>, its Internet-based service that supplements or replaces traditional print catalogs and mailings.

There are currently about 350 catalogs on Edelweiss from nearly 600 publishers and their imprints. University presses already utilizing Edelweiss include Cambridge, Columbia, NYU, Georgetown, and Fordham.

In addition to discounted subscription rates, AAUP members will be able to upload their backlist titles for free for a limited time. Above the Treeline is returning a share of the revenue generated by AAUP members back to the organization.

A series of informational webinars will be offered to university presses in February.

### TV Series Based on M.J. Rose's *The Reincarnationist* to Debut February 9

*Past Life*, a new series based on M.J. Rose's *The Reincarnationist* (MIRA) is scheduled to debut on the Fox network on February 9, following *American Idol*. An indie handselling favorite, *The Reincarnationist* appeared on both the September 2007 Book Sense Picks List<sup>43</sup> and the 2007 year-end Book Sense Highlights<sup>44</sup>. (The Book Sense Pick List is the predecessor to today's Indie Next List.)

Among the shows stars is Richard Schiff, who played Toby Ziegler on NBC's *The West Wing*.

### HarperCollins Launches Interactive Writing Platform for

### Teens

HarperCollins this week officially launched inkpop<sup>45</sup>, an interactive writing platform for young readers and writers. The new platform, which was created by HarperTeen, features community publishing, user-generated content, and social networking.

The platform soft-launched in the last quarter of 2009 and already has more than 10,000 members from 109 different locations and territories.

### NRF Forecasts Increase in Retail Sales for 2010

The National Retail Federation<sup>46</sup> is projecting that retail industry sales for 2010 (excluding automobiles, gas stations, and restaurants) will increase 2.5 percent over 2009. According to NRF's quarterly Retail Sales Outlook report, "influential economic indicators such as the housing market and employment are beginning to show positive signs, which will bolster consumer confidence throughout the year." In 2009, total industry retail sales declined 2.5 percent.

"While we still expect shoppers to continue to be frugal with their discretionary spending, retailers will soon be able to reap the benefits of leaner, smarter inventories and a year and a half of pent up consumer demand," said NRF Chief Economist Rosalind Wells, adding that consumer spending will expand at a modest rate of about 2.0 - 2.5 percent.

### The Indie History Bestseller List

January 28, 2010 -- For the eight-week period ending January 26, 2010, and based on sales in hundreds of independent bookstores nationwide.

1.	<b>The Big Burn</b> Timothy Egan, Houghton Mifflin Harcourt, \$27, 9780618968411
2.	<b>The Imperial Cruise</b> James Bradley, Little Brown, \$29.99, 9780316008952
3.	<b>The National Parks</b> Ken Burns, Dayton Duncan, Knopf, \$50, 9780307268969
4.	<b>The Wordy Shipmates</b> Sarah Vowell, Riverhead, \$16, 9781594484001
5.	<b>The Monuments Men: Allied Heroes, Nazi Thieves, and the Greatest Treasure Hunt in History</b> Robert M. Edsel, Center Street, \$26.99, 9781599951492
6.	<b>Invictus</b> John Carlin, Penguin, \$16, 9780143117155
7.	<b>A People's History of the United States</b> Howard Zinn, Harper, \$18.95, 9780060838652
8.	<b>The Worst Hard Time</b> Timothy Egan, Mariner, \$14.95, 9780618773473
9.	<b>The Devil in the White City</b> Erik Larson, Vintage, \$15, 9780375725609
10.	<b>The Good Soldiers</b> David Finkel, Sarah Crichton Books, \$26, 9780374165734
11.	<b>The River of Doubt</b> Candice Millard, Broadway, \$15, 9780767913737

12.	<b>The Zookeeper's Wife</b> Diane Ackerman, Norton, \$14.95, 9780393333060
13.	<b>The Collector: David Douglas and the Natural History of the Northwest</b> Jack Nisbet, Sasquatch, \$23.95, 9781570616136
14.	<b>D-Day: The Battle for Normandy</b> Antony Beevor, Viking, \$32.95, 9780670021192
15.	<b>The Fourth Part of the World</b> Toby Lester, Free Press, \$30, 9781416535317
16.	<b>American Lion: Andrew Jackson in the White House</b> Jon Meacham, Random House, \$18, 9780812973464
17.	<b>Guns, Germs, and Steel</b> Jared Diamond, Norton, \$17.95, 9780393317558
18.	<b>The Diary of a Young Girl</b> Anne Frank, Bantam, \$6.99, 9780553577129
19.	<b>The Age of Wonder</b> Richard Holmes, Pantheon, \$40, 9780375422225
20.	<b>Empire of Liberty: A History of the Early Republic, 1789-1815</b> Gordon S. Wood, Oxford Univ. Press, \$35, 9780195039146
21.	<b>Night</b> Elie Wiesel, FSG, \$9.95, 9780374500016
22.	<b>Horse Soldiers</b> Doug Stanton, Scribner, \$28, 9781416580515
23.	<b>A Little History of the World</b> E.H. Gombrich, Yale Univ. Press, \$14.95, 9780300143324
24.	<b>The Forever War</b> Dexter Filkins, Vintage, \$15, 9780307279446
25.	<b>Tried by War: Abraham Lincoln as Commander in Chief</b> James M. McPherson, Penguin, \$17, 9780143116141

## Holiday Survey of Indie Businesses Garners Widespread Media Attention

January 28, 2010 -- A recent national survey<sup>47</sup> indicating that more shoppers deliberately sought out locally owned businesses during the 2009 holiday season has drawn media coverage ranging from Florida to California.

The survey of more than 1,800 independent businesses, including ABA member bookstores, found that holiday sales for independent retailers were up an average of 2.2 percent. The survey, which was conducted by the Institute for Local Self-Reliance (ILSR), also found that for the third year in a row independent retailers in cities with active "Buy Local" or "Think Local First" campaigns reported stronger holiday sales than those in cities without such campaigns, and nearly 80 percent of business owners surveyed said public awareness of the value of choosing locally owned businesses had increased in the last year.

Among the publications that written about or linked to stories on the survey results are:

- California's *San Francisco Chronicle*<sup>48</sup>, *Sonoma County Gazette*<sup>49</sup>, and *Press-Enterprise*<sup>50</sup>
- Florida's *Orlando Sentinel*<sup>51</sup>

- Bloomberg.com *BusinessWeek*<sup>52</sup>
- *The Gourmet Retailer*<sup>53</sup>
- The National Association of College Stores' *NACS Online*<sup>54</sup>
- The National Federation of Independent Business' *NFIB SmartBrief*<sup>55</sup>
- The National Retail Federation's *NRF SmartBrief*<sup>56</sup>

An article on the survey is also scheduled to appear in February in the magazine *Retail Observer*, which is sent to about 13,000 retailer subscribers.

Blogs that have picked up the story include:

- One Clear Point<sup>57</sup>
- SMB Blog<sup>58</sup>
- Oakland Grown.org Blog<sup>59</sup>

## ABFFE Welcomes Ohio Supreme Court Ruling

January 28, 2010 -- The American Booksellers Foundation for Free Expression<sup>60</sup> (ABFFE) welcomed a ruling on Wednesday by the Ohio Supreme Court that booksellers and other owners of "generally accessible" websites cannot be prosecuted under an Ohio law that makes it a crime to electronically disseminate to minors material that is "obscene or harmful."

In 2002<sup>61</sup>, ABFFE joined the Association of American Publishers, the Freedom to Read Foundation, and other members of Media Coalition in challenging the law, because it could have banned booksellers and others from posting jacket covers and book excerpts that are not legally obscene and are therefore protected by the First Amendment.

"The Ohio Supreme Court has taken an important step toward narrowing the law in a way that protects free speech, but we still have concerns," said ABFFE President Chris Finan.

The challenge to the Ohio law is currently before the Sixth Circuit Court of Appeals. It was the Sixth Circuit that asked the Ohio Supreme Court to interpret the meaning of the law. The case will now return to the appeals court, which will determine its constitutionality. Among the issues left to be resolved is whether newspaper and other websites that charge for content or otherwise limit access might be subject to prosecution.

## Give a Little & Change the World

January 27, 2010 --

When author Wendy Smith looked at the charitable giving statistics related to the devastating 2004 Indian Ocean Tsunami, she was amazed to find that 45 percent of total giving from around the world came from "ordinary American citizens." Their contributions amounted to more than those from famous philanthropic foundations, from corporations, and even from the U.S. government. As someone who had spent more than 20 years in the nonprofit sector, she also realized how far those small donations could go towards supplying the neediest with simple, inexpensive things -- a water filter, a bicycle, a mosquito net -- and how dramatically they could change lives around the world, as well as the donors themselves.

In her book, *Give a Little: How Your Small Donations Can*

*Transform Our World* (Hyperion), Smith provides more surprising statistics and offers help for those looking to select a worthy cause. She highlights 47 charities that are among the best at utilizing small, individual donations to make a difference in people's lives in the U.S. and abroad -- organizations like Developments in Literacy, where \$1.54 a week can educate a girl in Pakistan for a year, or the Greater Chicago Food Depository, where \$50 is used to feed a child 800 meals. Smith not only reports on effective charities, she also provides anecdotes about those whose lives have been changed by these organizations. *BTW* recently spoke to Smith about her nonprofit work and how to make the right choices when donating.

***BTW* : What led you to you to become involved in nonprofit work?**

Wendy Smith: I wanted to help children from low-income households improve their prospects in life by their participation in high-quality early learning programs. So I took my first job working in a community-based nonprofit early childhood organization in 1988. There I learned that such work could change a child's life, her family's life, and the wellbeing of an entire community.

***BTW* : What prompted you to write about the effectiveness of making small donations as opposed to covering one area of need, for example, education or hunger?**

W.S.: I became interested in the movement to end worldwide extreme poverty after reading Jeffrey Sachs' *The End of Poverty*. This coincided with my discovering innovative and effective programs using small donations to help end poverty in the U.S. and in developing countries. I wanted to introduce these often little-known programs to everyday donors. I grouped the programs into four broad areas linked to extreme poverty: hunger, health, education, and access to tools/technology/infrastructure.

***BTW* : With such an overwhelming amount of global need, and new desperate cases developing all the time, such as the current situation in Haiti, how does someone determine which charities to support?**

W.S.: The scope of individual challenges such as the spread of HIV/AIDS is enormous and the number of social challenges is great, so choosing what cause to address, let alone which program working on that cause, can be daunting and even paralyzing to donors. My first suggestion is for every donor to consider what cause inspires him or her. They're all important, and you aren't and can't be responsible for every one, so choose the one that sparks you or touches your life or someone you know.

You cannot make a wrong decision when making a donation to a nonprofit! It is easy to vet many nonprofits for fiscal responsibility by their inclusion in my book or on one of several online watchdogs, including Charity Navigator, Guidestar, and the Better Business Bureau. When there is a sudden urgent need for help, donors should know that whatever additional contribution they can make will make an important difference to those in need.

***BTW* : In *Give a Little*, you talk about creating "ripples of positive change." Would you explain to our readers what that means?**

W.S.: Affordable donations generate positive change vastly greater than the size of the original gift through the dynamic I call the ripple effect. The easiest way to explain the ripple effect of small donations is through an example:

When you make a contribution to Mobile C.A.R.E. in Chicago, a

child from a low-income household receives comprehensive asthma care via an Asthma Van that comes to school once every month. Delivering care at the child's school makes it easy for parents and children to regularly obtain the treatment necessary to effectively manage a child's asthma. When a child's asthma is managed, he or she attends school more regularly and is better able to participate in learning activities, so school achievement improves. When a child is well and able to go to school, his or her parents can go to work. Parents of children with asthma, which is epidemic in many low-income urban areas, often do not get paid leave from work when a child is sick. Healthy children also do not incur medical expenses for trips to the emergency room or prescription medications. Thus, healthy kids mean financially healthier families. Finally, when a child succeeds in school, he or she is much likelier to become a self-sufficient, employed adult member of the community who contributes to resources through income taxes rather than consuming resources through social support programs.

So, by helping a single child, the family and even the greater community benefit. That is the rippling effect of a single affordable donation to an effective nonprofit.

***BTW* : How did you choose the 47 organizations highlighted in *Give a Little* ?**

W.S.: I chose the nonprofits that appear in *Give a Little* because their work uses small donations to effectively help eliminate extreme poverty. While there are many tools to assess the programs' financial viability and responsibility, I used several criteria that I refer to as the ABCs of effective nonprofits to define the effectiveness of their work in eliminating poverty.

First, nonprofits in *Give a Little* **afford access** to tools and services that help the poor overcome obstacles to prosperity and create opportunities for economic security.

Second, they **build self-sufficiency** by insuring that individuals become self-reliant rather than dependent on the services of nonprofits into perpetuity.

Finally, nonprofits in *Give a Little* **create change** that is measurable and meaningful to individuals and that ripples out across families and the community.

***BTW* : Anything else you'd like to add?**

W.S.: Americans are incredibly generous and largely unaware of the magnitude or potential of their charitable giving. Typically, large donations made by wealthy individuals, corporations, or foundations get media attention, leading individuals to believe that their relatively small contributions cannot make a real difference in the pressing social challenges of our time. Everyday donors need to know that their contributions constitute 75 percent of all charitable giving in the U.S. each year. Approximately half of that 75 percent comes from households with incomes less than \$100,000. In 2008, giving by individuals amounted to \$229 billion. That is larger than the gross domestic products of 75 percent of the nations around the world.

In addition, by making just a few additional affordable donations each year, everyday donors could make a tremendous contribution to the fight to eliminate extreme poverty around the world, the benefits of which would ripple throughout and across developing countries and right into our own backyards in the form of a more stable and peaceful world.

# MARKETPLACE

## Classifieds

### HELP WANTED

#### 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.com](mailto:ahill@vromansbookstore.com)<sup>66</sup>.

### BOOKSTORES FOR SALE

**Popular bookstore in downtown Ashland, Oregon, a vibrant tourist town known for its Shakespearean theatres.** 30 years operated by same owners, it is the mainstay of downtown Ashland. Gross sales of \$1,125,000.00 and approximately \$200,000 in net profits per year. Excellent long-term lease on 4,000 sq. ft. historic building, which includes a coffeehouse. Contact Sheila Burns or Karen at (541) 488-0029 for further information.

**6,300 sq. ft., new and used bookstore in historic Tacoma, Washington, neighborhood.** Gross: \$200,000.00 per year.

Knowledgeable staff; loyal customer base. Great turnkey opportunity in a growing Pacific Northwest region. Asking \$150,000.00. Contact Pat, John, or Sweet Pea. (253) 272-8801.

### FIXTURES FOR SALE

**BOOKSTORE REMODELING** -- Franklin Fixtures for Sale. We have bookshelves, magazine racks, CD racks with storage and display tables for sale. For more information on pricing or photos, please e-mail [mitchellbooks.book@gmail.com](mailto:mitchellbooks.book@gmail.com)<sup>67</sup>. Must pick up in Ft. Wayne, IN.

### WANTED

**Gladewater Books is expanding its offerings to include private label needlework kits.** We buy original crochet, knit, needlepoint, and cross stitch designs and need folks to review kits and stitch up prototypes. E-mail [ederieux@gladewaterbooks.com](mailto:ederieux@gladewaterbooks.com)<sup>68</sup> or call (903) 720-3098 for submission guidelines or more information about carrying the kits in your bookstore.

**All Regular ABA Member Bookstores in good standing may have up to four 2-week Classified Ad insertions per year in *Bookselling This Week* at no charge (50-word limit). For more information on booking a classified ad, click here<sup>69</sup>.**

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