



# The ABAA NEWSLETTER



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ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA

FALL, 1993

## Inaugural D.C. Fair is a Stunning Success

by Robert Rulon-Miller, Jr.,  
Rulon-Miller Books, Saint Paul, MN

Allan Stypeck, Jr. and his Southeast Chapter compatriots who devised and launched the inaugural Washington D.C. ABAA Bookfair September 9-12, 1993, set, if not a new standard for ABAA fairs, a benchmark for organization and promotion. This is not to suggest that sales skyrocketed over those

of other recent fairs, or that the quality of merchandise suddenly attained new levels, or even that the visitors to the fair were that much more knowledgeable about books. In fact, when looking at the actual results and comments on the fair committee's questionnaire, one might consider this just another fair. But another fair it was not.

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## Mauer's Trade Survey: The Results

by Steven Mauer,  
The Bookmine, Old Sacramento, CA

*The following survey owes its existence to the industry and enthusiasm of Steve Mauer. The Newsletter is not sure how statistically accurate the survey is, nor has it in any way monitored Mauer's work. However, there is certainly information here that is useful to our membership, and all of it is interesting.*

Well sports fans, the fix is in. Your survey forms have been forwarded to the Treasury Department and are being dusted for latent fingerprints using the latest techniques in laser spectrography. From there the results will be forwarded to Ms. Rodham Clinton's Task Force for review and inclusion into the Old Book Sellers Stimulation and Job Reformation Bill of 1993. In the meantime, kick back and enjoy the results of what has affectionately become known as the Mauer Trade Survey.

As you may recall from my article in the previous *Newsletter*, the intention of this exercise was to establish a statistical baseline for the antiquarian book trade. I thought a survey of this type might be useful for individuals in our business to gain information regard-

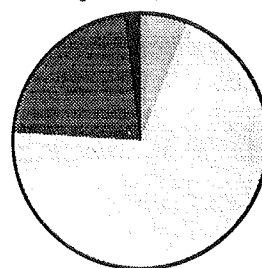
ing industry trends. The results might help you to set additional goals and directions for your operation.

Perhaps the most intriguing aspect of this survey was that anyone returned it. The positive response indicates that many of you are indeed interested in some kind of feedback regarding our collective places in the grand scheme of things.

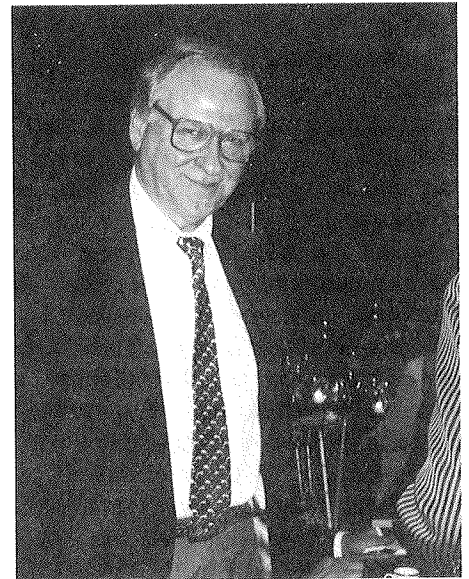
I admit that several, if not many, of the survey questions were ambiguous and not well conceived. Take, for instance, the question regarding the percentage of your sales which are "old, new or rare books." Yes, rare books can be old or new. Hey, don't confuse me with someone who looks like Mr. Gallup!

*. . . and I hope you do more than just average things . . . and you should get help from someone who knows statistics . . . and the survey questions were poor . . . and . . .*

Regional Responses



■ Northwest  
□ Northeast  
■ Southwest  
■ Southeast



William Safire, columnist for the *New York Times*, was the guest speaker at the ABAA's dinner at the Library of Congress prior to the first Washington, D.C. Book Fair.

What I will attempt to show is the overall unweighted averages and ranges for the various survey categories. Cumulative results for some of the more interesting data sets are shown in frequency distribution tables and bar charts. Based on the current ABAA membership figure of 440 members, 12 percent responded. More significantly, respondents represented a total of **1107** years of book selling experience. Not bad! Kudos to those of you who took the time to fill out the form. Space permitting, I have included some of your comments in italics.

Postmarks were tracked in order to establish regional correlations, if any. By dividing the United States from West to East, roughly from the Oregon border to Virginia, and again from North Dakota south to Louisiana, you would have four quadrants. For

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# Letters to the Editor

*From: Donnis de Camp, Schoyer's Books, Pittsburgh*

The arrival of the exhibit package for the April 1994 New York Book Fair, following the dissemination of information about recent finances of the Mid-Atlantic Chapter [MAC] prompts me, as a member, to express some concerns.

This year's New York Book Fair was our first New York fair. Although we had exhibited at all of the other ABAA-sponsored fairs, the substantial cost of exhibiting at the New York Fair, the large number of our colleagues who had ceased to exhibit at it and who had negative reports of its sales in recent years, and fears about the manageability of exhibiting in Manhattan had deterred us. We were quite satisfied with our sales (although bemused by the number of obviously affluent customers who expected a deal), and were surprised by the ease and speed of the set-up (once the flooding was taken care of), and take-down. The problem of the costs, both the booth and equipment fees and the food, lodging and parking for a four day fair (five days, if we were scheduled for a set-up the day before the preview) is more difficult to resolve. I would however, easily be able to send in the necessary deposit (\$2,495.00 for the least expensive full booth) if it weren't for "a sum in excess of \$80,000.00, largely made up of the profits from the past three New York Book Fairs," which MAC had retained in its treasury (as reported in the Summer *ABAA Newsletter*).

As the MAC member who is probably the most distant from New York, almost all of the activities and advantages of chapter membership are lost on me. A free dinner and an open bar is not sufficient motivation for a trip to the city. I will not schedule to go to a chapter picnic. It remains to be seen whether the chapter directory will have any effect on my business, or whether other proposed endeavors such as cooperative catalogues and group Yellow Pages ads would increase sales. Participation in the New York Fair

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## The ABA London Book Fair: One Member's Thoughts on Recent Changes

by Brian Lake,  
Jarndyce Antiquarian Booksellers, London

*Reprinted, with permission, from ABA Newsletter, Number 219, September 1993.*

Last year, after the 1992 June Fair, there was a lively correspondence published in the *ABA Newsletter* about the event and how it could be improved. With my good friend Peter Miller as new Book chair, ABA members had good reason for optimism for the future. Peter is not only a past chair of the PBFA, but has had many years of involvement with the most successful provincial fair at York. The Park Lane Hotel was already booked for June 1993, but there was general support for a change of venue for 1994.

Contributions to the *ABA Newsletter* debate are worth re-reading: cost-saving suggestions to the fore. Proposals included reducing the expensive catalogue to a fair guide, relaunching the June Fair as "The Bookselling Event of the Year," all on one level, but not necessarily in Central London, going for a bigger and more flexible event with variable stand sizes and rents, and getting rid of the PR company and doing it ourselves. I can find only one correspondent who argued for "increasingly higher standards" and that was Peter Eaton. The figures from June 1992 showed that 50 percent of exhibitors were selling less than £7,500 worth of stock. Now we have the 1993 figures: 38 percent are selling less than £7,500, 50 percent less than £10,000. Although this is an improvement for the average exhibitor, it is also clear that the event does not make great economic sense for many.

Some of the suggestions have been put in hand: the PR company has gone and a decision has been made on a new venue. "Good News—It's the Grosvenor House!" we are told in the August 1993 *ABA Newsletter*. "This splendid hotel, a symbol of prestige and excellence, will we think prove the ideal location... an unashamed move up market... [with] an inevitable increase in cost to exhibitors... it will not be a fair that all

would wish to join. For those who doubt the cost/benefit pattern for their business the committee believes that the now well-established Chelsea Fair provides a high standard London market place. . . ."

In common with most who have exhibited successfully at the Park Lane, I will be ready to try the Grosvenor. But is this move—increased rents, greater "prestige"—what the average ABA member wants? Park Lane, let it be remembered, was short of exhibitors even at current price levels.

Most people exhibiting at June approach it the same way they approach any other fair, or for that matter producing a catalogue, or opening the shop on Sundays: will it pay the rent and make a profit? "Prestige" may play a small part in the equation, but selling books is the bottom line. The ABA has never broken down the fair take between private/trade sales, but if PBFA figures for June are comparable—and in my experience they are—something approaching 75 percent of sales are going to trade buyers—so who needs the prestige of Grosvenor House? Am I alone in finding the phrase, "It will not be a fair that all would wish to join" rather distasteful? Many of the sizeable minority of Park Laners unable to pay even higher rents, who are being pushed into the Chelsea Fair (originally opposed by the ABA Committee as undermining the pre-eminence of June) are likely to feel aggrieved.

It may be that variable stand sizes and rents will enable most, if not all, previous exhibitors to make the transfer. I hope that is the case. If not, the Committee may find itself criticised for jumping in exactly the opposite direction to that indicated by the Questionnaire results of 1990 where a significant number of members described the Park Lane as "too expensive and exclusive," as well as last year's *ABA Newsletter* correspondents who urged a saving in costs, and hence lower rents, not higher. ■

# Ethics Committee Seeks Board Approval of Piracy Statement

In August, the Ethics Committee voted unanimously to adopt a Statement on Piracies which would become, if approved by the Board of Governors, a standing policy of ABAA, which in turn would affect every ABAA member dealing in such materials. When the policy statement was presented to the Board at their meeting in Washington, concern was expressed by several members over the possibilities/probabilities of enforcing such a statement without being able to provide the membership with a list of books which would be technically illegal to buy, sell, or distribute.

The text of this statement, as approved by the Ethics Committee, appears here in full with the hope that comments, suggestions, and criticisms are forthcoming. Please write or fax Rob Rulon-Miller, 400 Summit Avenue, Saint Paul, MN 55102, fax: (612) 290-0646 if you wish to have your thoughts shared with the rest of the Board.

## Proposed Statement on Piracies

Mere ownership of a book or manuscript protected by copyright does not, in itself, afford to the possessor any legal interest or title in that copyright. The Copyright Act grants certain exclusive rights to a copyright owner which include the right to reproduce and to distribute copies of the copyrighted work by sale or other transfer of ownership, or by rental, lease, or lending, as well as the right to prepare derivative works based on the copyrighted work and to perform or display it publicly. A copyright owner's exclusive right to distribute copies to the public is limited in section 109 of the Copyright Act by the "first sale" doctrine, which provides that the owner of a particular copy *lawfully* made under the Act may, without the authority of the copyright owner, sell or otherwise dispose of possession of the copy. The "first sale" doctrine does not apply to copies of a copyrighted work which are made without the consent of the

copyright owner. Such unauthorized copies, made while the work is protected by copyright, are not lawfully made, and subsequent sale, distribution or replication of the same constitutes an infringement of the protected work.

The Board of Governors of the Antiquarian Booksellers' Association of America believes that an essential aspect of bibliographical research before cataloguing or offering an item for sale is an inquiry into the current copyright status of the item and confirmation that its sale, distribution or replication will not constitute a violation of the Copyright Act. This standard applies even in situations where an infringement relating to a work currently protected by the Act may not be actionable due to expiration of the applicable statute of limitations.

Literary piracies are a violation of the Copyright Act. Members of the Antiquarian Booksellers' Association of America are expected to abide by the stated goals of our organization and its Code of Ethics and therefore must not sell, trade, distribute or create unlawfully made copies of works while such works are under the protection of the Copyright Act. ■

## Saroyan Foundation Issues Statement

The William Saroyan Foundation has learned that a significant quantity of original Saroyan material has recently made its initial appearance in the antiquarian book trade. The Foundation wishes to notify dealers, collectors and librarians that in accordance with the will of William Saroyan, "all of the decedent's personally authored writings, memorabilia, books, drawings, pictures, notes, journals, manuscripts, typescripts, gally [*sic*] sheets, letters received and sent, films, tapes, and any and all other materials not specifically described hereinbefore which are the product of the decedent's own creativity [over which the author had power of disposition by will]" are the property of the William Saroyan Foundation.

As is well known, William Saroyan was both compulsively retentive of materials pertaining to his literary

estate and extremely prolific. The Foundation wishes to alert responsible members of the trade to the author's stated intention with regard to these materials. All who value scholarship over acquisitiveness and personal gain will recognise the desirability of preserving William Saroyan's literary estate intact. The situation appears to one in which the Foundation must rely upon the integrity of dealers who buy and sell archival literary materials, as well as their knowledge of all pertinent facts, in order that the wishes of the author will be carried out.

The William Saroyan Foundation has placed the author's literary estate on deposit at The Bancroft Library, University of California at Berkeley. Inquiries may be addressed to Robert Setrakian, President, William Saroyan Foundation, 1905 Baker Street, San Francisco, California 94115-2012. ■

## Dates Announced for 1994 ILAB Congress in Amsterdam

The 32nd Congress of the International League of Antiquarian Booksellers (ILAB) will be held September 26-28, 1994 in Amsterdam, The Netherlands. Immediately following the Congress, from September 29-October 1, 1994, the 15th International Antiquarian Book Fair will take place. Programs for the Congress and Bookfair will be available in mid-December. For further information, contact: Drs. F.W. Kuyper, Hofje van Staats, Jansweg 39, 2011 KM Haarlem, The Netherlands; phone: 31-23-323986; fax: 31-23-323893. ■

## ABAA Newsletter Available to Associate Members

If you are an Associate Member of the ABAA and would like to receive a personal copy of the *Newsletter*, please contact Liane Wood-Thomas at headquarters in New York. Liane will add your name to the mailing list at no charge. ■

# ACRL Standards and Guidelines for Ethical Conduct

At its mid-winter meeting in January 1993, the Association of College and Research Libraries (ACRL) ratified a second revised edition, superseding that of 1987, of its Standards of Ethical Conduct for Rare Book, Manuscript, and Special Collections Librarians. Also ratified was the accompanying Guidelines for Institutional Practice in Support of the Standards.

The text of the Standards offers a code of individual conduct for librarians. It addresses difficult ethical issues of Personal Collecting; Personal Dealing; Appraisals, Gifts, Favors, Discounts, and Dispensations; Personal Research, Outside Employment, and Consulting, including Teaching, Lecturing, Writing, and other Creative Activities; and, Confidentiality.

The Guidelines offer assistance to curators and administrators in developing institutional policies and responses of a consistent ethical nature. They cover issues of Enunciation of Policies; Access, Security, and Development of the Collections; Library-Donor Relations; and Objectivity and Authenticity.

The complete text of the Standards and Guidelines is printed in the April 1993 issue of *College & Research Libraries News*, and should prove of interest to booksellers.

The following excerpts from the ACRL Guidelines concern booksellers most directly:

"Libraries and the book trade share a long tradition of mutually beneficial cooperation in building collections and a common concern for their preservation. Libraries and librarians must conduct all business with booksellers and vendors in an open and ethical manner.

"Libraries whose budgetary constraints require that payments for goods or services be deferred to a future time should discuss these constraints with booksellers and vendors before acquisition processes are initiated or materials are ordered "on approval." Libraries which hold materials "on approval" or under exclusive offer have a responsibility to reach acquisition decisions quickly; they should also make certain that payment procedures, to the extent

that these lie within their control, are as expeditious as possible.

"Libraries which choose to dispose of deaccessioned materials by sale or trade to dealers rather than by public auction should offer them to a number of dealers for bid, whenever feasible. Institutional fiduciary responsibilities must outweigh library-dealer relationships that could permit the appearance

## From the Archives: An Update and Musings on the Dealer/Librarian Relationship

by David Margolis,  
Margolis and Moss, Santa Fe, NM

Responding to our call for additions to the ABAA Archives, we recently received a box of files from Dan Hirsch. From 1985 to 1987, Dan served as Membership Committee Chair, and his files contain the applications for our members who applied during that period. There are also numerous support and complaint letters, plus correspondence for the re-application of Graham Arader and other controversial applications.

Once again, while looking over these new files, I am taken by our members' ability and interest in communicating their belief in our trade and those who enter it.

To date, I have received a number of communications on the future home and use for our archives. These have ranged from building our own building (a bit grandiose) to setting a match to the whole pile (spoken like a true curmudgeon). For the moment, the 20 some-odd boxes are sitting snugly in Santa Fe, doing no good, (but also no harm) to anyone. I welcome suggestions for the future home and use of this material.

The following article is from the Southern California Chapter *Bulletin*, number one, November, 1956, part of a gift to the Archives by Muir Dawson in tribute to Jack Reynolds. Reynolds, who served as editor for the *Bulletin* at its inception, died in January of this year at the age of seventy-eight (see page 18 for his obituary).

or the reality of favoritism.

"Libraries should respect the property rights of booksellers whose materials they have under consideration, handling the materials carefully, not making photocopies without permission of the bookseller, and making sure that material to be returned is packed securely and returned promptly and safely."

THE ELEMENTS OF  
FRUITFULNESS  
by Lawrence Clark Powell,  
Librarian, University of  
California at Los Angeles

Together with my home, bookshops and libraries have been the places on earth wherein I have spent the most time during the past quarter-century of my working life. If I am not eating, sleeping, or gardening at home, I am living with books, students, faculty, and staff in the libraries of UCLA, visiting other libraries or searching for books in shops wherever my travels take me, from La Cienega to Los Alamos. Each summer or autumn for the past few years I have made *en-tradas* into New Mexico, usually working my way north from Albuquerque to Santa Fe and Taos, and the elements which never fail to enchant me in that colorful land are bibliographical, as well as historical and topographical.

Dorothy Greenwood's Villagra Bookshop, on the plaza in Santa Fe, is about the size of a roomy phone booth, in which she has assembled the essential books of the Southwest. I usually find a few local imprints for the library, as well as a book or two for myself. Last time I was there I had just come from seeing *And Now Miguel*, Joseph Krumgold's documentary film of shepherding in northern New Mexico, and I fell on the book from which the film was made, or vice versa; buying also another juvenile, *The Mother Ditch*, by Oliver La Farge.

My feeling on entering such friendly bookshops is one of thankfulness that a few member of society are always

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# Insuring Your Books and Business

by Jeffrey Marks, Rochester, NY

*At the May meeting of the Board of Governors, some discussion arose regarding insurance policies for ABAA members. Jeffrey Marks, Secretary of the Association and a practicing attorney, offered to review the standard policy offered by DeWitt Stern, Gutmann & Co., Inc. which is in use by over 100 ABAA members.*

What follows are my comments with respect to a nine-page document entitled "Book Dealers Wording (1992)," which was supplied to me by a representative of DeWitt Stern, Gutmann & Co., Inc. DeWitt Stern is an insurance broker, whose job is to place certain risks with insurance carriers. Generally, an insurance broker will use its skill and knowledge of the market to provide the most appropriate coverage to an insured at the least cost. This means that there may be a turnover in insurance carriers and, as a result, different policies with varying terms and conditions may be supplied to customers of the same broker.

The document that I reviewed is meant to be attached to a Certificate of Insurance; no doubt it has been approved and adopted by a specific carrier represented by DeWitt Stern. However, insurance policies must conform to the requirements of the Insurance Department of the state in which they are issued, and I did not review any state endorsements, nor do I know what carrier uses this wording.

Therefore, when looking at this language, I assumed I was looking at a general document. Most of my comments are general; about insurance policies in general. When I use the word "carrier," I am thinking about any carrier. When I say "Company," I mean to refer to the insurance company that has presumably adopted the specific language supplied to me. If I fail to comment on a paragraph or section, you can assume I found it self-explanatory.

My intention is not to endorse, or fail to endorse, any insurance broker, carrier or policy, in part or whole, but to discuss a few things about insurance that you might not have previously considered.

**5(B).** *This policy does not insure against the loss or damage caused by fading, creasing, tearing, thinning, transfer of colours, wear, tear, dampness, extremes of temperature, moths, vermin and gradual depreciation and deterioration. (The exclusion of Creasing and Tearing contained in the Certificate Wording is hereby acknowledged as only intended to apply to normal wear and tear whilst being handled, and does not extend to include such damage resulting from a peril insured hereunder).*

This exclusion, as it relates to creasing and tearing, is modified by language in parentheses to include creasing and tearing resulting from a covered loss, but is not so modified with respect to dampness and extremes of temperature. Accordingly, the exclusion might affect coverage available in the event of a loss which might otherwise appear to be covered by the policy. Materials might be damaged by dampness or extremes in temperature which are secondary to a covered peril, i.e., discharge of water, fire, structural failure of the premises in which the material is kept, electrical power interruption, etc., and still not be covered. Only creasing and tearing are covered if they result from a covered peril; the other causes of loss enumerated in 5(B) are not.

**5(H).** *This policy does not insure while the insured property is in or upon any automobile, motorcycle, or any other vehicle, unless at the time the loss occurs there is actually in or upon such vehicle the Assured or an employee of the Assured or a working alarm system with immobiliser, or a working passive vehicle disabling alarm system, but this exclusion shall not apply to property in the custody of Common Carriers specified elsewhere in this Certificate. It is a condition of this insurance that the Assured shall maintain so far as is within his control such protective systems as approved by this company. Failure to maintain or keep system on when vehicle is unattended shall suspend this insurance.*

This paragraph means what it says; if your alarm system does not have the required features, or an investigator determines that the system was not on or inoperative at the time of a loss occurring when the vehicle is unattended,

you are not going to collect. If you can show that the suspect had disabled the system immediately before taking the vehicle, and after the time you left the vehicle with the system turned on, coverage will be available. The use of the word "suspend" means that there is no coverage while the situation continues. When you return to the vehicle, or turn the system on, coverage is automatically in force and effect again; the suspension terminates.

**5(I).** *Notwithstanding anything to the contrary contained herein this policy does not cover Loss or Damage directly or indirectly occasioned by, happening through or in consequence of war, invasion, acts of foreign enemies, hostilities (whether war be declared or not), civil war, rebellion, revolution, insurrection, military or usurped power or confiscation or nationalization or requisition or destruction of or damage to property by or under the order of any government of public or local authority.*

This paragraph includes a replevin action by the county, state or federal government. There is no coverage afforded by this certificate for such a situation.

**5(K).** *As respects items entrusted to the Assured are concerned, losses will be valued where possible as entered on the approval note, such approval notes to be maintained by the Assured for a minimum of 12 months, to be signed by both parties and contain a detailed description of the goods. Such notes to be maintained by the Assured and form part of the overall sum Insured on the policy.*

This means that you must have written proof in the form described for material owned by others in your possession, and that such materials must be included in the declared value of your inventory. If you fail to do either, property wholly owned by others in your possession will not be covered by this certificate.

**5(L).** *Property at shows or exhibitions must be kept in a fully locked room, alarmed and guarded as declared and as applicable outside of normal opening hours. When open for viewing stand(s) to be manned at all times.*

It is not clear what "as declared and as applicable" means. If your booth has

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# Insuring Your Books

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no bookseller present and in charge at the time of the loss, there is no coverage.

**6(C).** *Unless otherwise endorsed hereon, the Property covered hereunder shall be valued as follows: Property owned on joint account at such value as shown in the assured's inventory.*

It appears that the entire value of jointly owned property is covered by this policy, rather than the assured's interest only, if the entire value is shown on the insured's inventory.

**7. RECORDS CLAUSE.** *It is a condition of this insurance that the Assured will maintain an accurate and itemised inventory of all property as insured under paragraph 1(b) of this policy on a perpetual rolling basis.*

What does "perpetual rolling basis" mean? You can assume, unless your carrier advises to the contrary, that it means a day-to-day accounting. From a legal standpoint, each new report to the underwriter is a new application for coverage.

**10. DEDUCTIBLE CLAUSE.** *Each claim for loss or damage separately occurring, shall be adjusted separately, and from the amount of such adjusted claim the sum of US\$ [the amount of your policy's deductible] shall be deducted [from] all claims except Shows/Transits where the following applies:*

*Transit: 1% of the loss subject to a minimum US\$100 and a maximum of US\$500.*

*Shows: 1% of the loss subject to a minimum US\$250 and a maximum of US\$1,000.*

A loss at a book fair where three books are taken at one time will constitute one claim, and the deductible will apply to the adjusted value of that claim. If you have two losses in the course of that fair, on two separate occasions, the deductible will be applied twice, as these are two separate losses, even if the same person is found to have committed both acts.

**11. PARTIAL LOSS AGREEMENT.** *In case of partial loss due to the peril insured against, the amount of loss shall be the cost and expense of restoration including any additional charges incurred in connection therewith. Depreciation, if any, after restoration, to be agreed upon between the Assured and Underwriters.*

*In the event the Assured and Underwriters cannot agree on the amount of depreciation, property is to be sold at public auction and net proceeds are for the account of the Assured. Underwriters to pay the Assured the difference between the amount so realised and the insured value of the property. In no event shall Underwriters be liable for more than [sic] the insured value of the property.*

When an object is damaged, the Company has the option of electing to repair it. This policy does not give the assured the right to approve the method of repair, or the firm doing the work, which is likely to be critical. The assured and the Company then must agree on the value of the object after the repair. The difference between this figure and the original listed value is the amount of depreciation. If no agreement can be reached, the object is sold at auction and the Company will pay the difference between the net proceeds and the original amount. Most policies will include a similar provision.

**17. MISREPRESENTATION AND FRAUD CLAUSE.** *This entire insurance shall be void if, whether before or after a loss, the Assured has concealed or misrepresented any material fact or circumstance concerning this insurance or the subject thereof, or the interest of the Assured therein, or in case of any fraud or false swearing by the Assured relating thereto.*

This clause is standard within the industry and is worthy of some attention. When you apply for insurance coverage, the carrier relies upon certain information in your application to determine whether or not it will accept it, and what premium is appropriate. The information relied upon by the carrier in making such a decision is said to be material to the risk. In some states, all information set forth on the application is material. The insured also has the duty to read and correct any errors in the application before it is submitted, and in the policy or certificate when it is received.

In many states, including New York state, even an unintentional material misrepresentation on the application is sufficient to void coverage in the event of a loss.

In most states, any part of a claim which is fraudulent will invalidate the

entire claim. When you make an application or participate in the investigation of a loss, you are well advised to make sure the information you supply is true and correct.

**18. NOTICE OF LOSS CLAUSE.** *The Assured shall as soon as practicable report in writing to the Underwriters or DeWit [sic] Stern, Gutmann & Co., Inc., 420 Lexington Avenue, New York, NY 10170. Every loss, damage or occurrence, which may give rise to a claim under this insurance. The Assured shall also file, if requested by Underwriters, within (90) ninety days from date of discovery of such loss, damage or occurrence, a detailed proof of loss.*

It is essential to give notice to the carrier immediately upon the discovery of a loss, so that the investigation may begin as soon as possible.

**20. EXAMINATION UNDER OATH.** *The Assured shall submit, as so far as it is within his or their power, [and] shall cause all other persons interested in the property and members of the household and employees to submit to examination under oath by any persons named by Underwriters, relative to any and all matters in connection with a claim and subscribe the same, and produce for examination all books of account, bills, invoices and other vouchers or certified copies thereof if originals be lost, at such reasonable time and place as may be designated by Underwriters or their representatives, and shall permit extract and copies thereof to be made.*

The Examination Under Oath is a step in investigating the claim. It takes place in an attorney's office, where counsel for the carrier will ask the insured questions about the claim. The witness is under oath, and a transcript is produced which is the same as sworn testimony in a Court of Law. While the scope depends somewhat on the reason for the investigation of the claim, you are likely to be asked for extensive business and financial information, including tax returns.

If you fail to tell the truth regarding any matter at the examination, you run a substantial risk of voiding your entire claim.

**23. PROTECTION OF PROPERTY CLAUSE.** *In case of loss, it shall be lawful and necessary for the Assured, his or their factors, servants and*

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# Inaugural D.C. Fair

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Mr. Stypeck, together with his wife, Kim, the prodigious staff Stypeck maintains at his four Second Story Bookstore locations around the Washington metro, and his fair committee, Allen Ahearn and Jim Presgraves, managed to create an event which left at least some of us in awe. Sure, there were the usual logistical problems: parking was not always readily available (although it was a cinch for those who were either early risers, or inventive). And some dealers arrived to find that equipment which had been ordered was not, and would not be available. But there was an unmistakable atmosphere about this fair, which first struck me as I entered the Andrew Mellon Auditorium to drop off books the day before set-up. The place was magnificent—elegant and cathedral-ish—the gilding and columns reminiscent of the days of the Copley Plaza in Boston, or the Plaza in New York. In the nave of this hall the booths were aligned as usual, rows up and down, and in the back there were three smaller rooms which were utilized only at the last minute to accommodate those who signed up late for the fair; but all along the sides, in and out between the columns were a large number of odd-shaped booths, some long and flat, others deep, others still wrapping around the corners of the stately architecture. The arrangement left me with a sense of discovery, as if I, looking behind a column and finding a lone case of books, had happened upon something no one else had seen, and that these books were somehow worth closer examination than all the others. Might this explain why I, and apparently others spent more at this fair than usual? Some dealers spent as much as \$15,000 at the fair and the average (based on 33 who responded to the question) was near \$2,500; not bad, given that there were three zeros in the average.

The Mellon Auditorium is where the fair began for me that first day of drop-off, but for most it began Thursday evening after set-up, at the Library of Congress. There a special tour of the newly-renovated Jefferson building had been arranged with the help of Jim Gilreath and others on the LC staff,



**Allan Stypeck, Jr., Second Story Books, Washington, D.C., Chair of the Washington Book Fair Committee, here seated with Robert Rulon-Miller, Jr., Saint Paul, MN, Vice-President of the ABAA, and Kim Stypeck.**

followed by cocktails in the company of two massive 17th century Coronelli globes (terrestrial and astronomical), across the street in the library's new Madison building. Dinner music (too loud, according to some) was provided by the Keter Betts Trio, but it certainly did not diminish the enthusiasm of most. William Safire, language maven, author, and *New York Times* columnist, was the evening's talent, delighting a crowd of well over 200 ABAA members and their guests, with a thought-provoking talk on the future of books. It has been suggested that the text of this speech be reprinted in chapbook form for distribution to the entire membership, a proposal that comes before the Board in November.

The fair opened at 1:00 p.m. Friday afternoon. (Some complaints on the questionnaire about this early opening, as the fair seemed quiet until about 5:00.) But then the crowds began, and the stream seemed steady throughout the course of the fair. Stypeck reports that attendance over the three days "tickled three thousand, including comps." Thirty-eight exhibitors responded to our questionnaire (out of a total of 119). Sales figures were mixed. One dealer was shut out while at least three others exceeded the \$40,000 mark. These thirty-four exhibitors reported gross sales of \$385,000, which, when projected over the entire show gives a total gross of something over \$1.3 million. Average total sales per booth, based on those reporting, were \$11,320, and even throwing out the high and low figures, the average

was still a respectable \$10,700. A question beaten to death by *AB Bookman's Weekly*—percentage of sales to the trade—remains apt: 58.5 percent of the responders' sales were to dealers (ranging from 10 percent to 100 percent).

When asked if the next D.C. fair should be held again at the same venue, most everyone responded affirmatively (only three did not), although many had comments about the inequity in the sizes of the booths (some in the odd-shaped booths felt they were short-changed). One went so far as to suggest that the square footage of each booth be established, and that rates be set at so much per square foot. Another respondent said the odd-sized booths made it fun and interesting. On the size of the fair, another replied: "I think the size of the fair is good—there were few enough serious buyers without spreading that money out over even more booths."

If Washington showed us anything, it was that bookfairs can and perhaps need to be more than just fairs: the aspect of socializing brings us all closer together as an organization; and members, I think are learning, even accepting, that much can be learned about our trade, and ourselves as an organization by coming together away from the hard reality of the fair itself, in a comfortable, sociable setting. All in all, it was a fair that will be talked about for some time to come. Congratulations again to Stypeck and company. See you again next year for sure! ■

# Mauer's Trade Survey

continued from page 1

simplicity's sake we will call each of these the Northwest, Northeast, Southeast and the Southwest. 6 percent responded from the Northwest, 72 percent from the Northeast, 2 percent from the Southeast, and 20 percent from the Southwest. No surveys were returned from the UK, Europe or Canada.

The number of years worked in the trade by individual dealers averages 20.5 (ranging from 7 to 58 years). See Graph 1. 41 percent of respondents rent their business locations, 59 percent own them.

*"I enjoy the trade as an activity . . . it is very difficult to make a satisfactory living from . . ."*

On the average, selling books is the source of 84 percent of our income (range 2 percent to 100 percent). See Graph 2. In hindsight, I wish I had been a little more specific here. Instead of calling the category "books" it should have read "selling ABAA related material" i.e., books may be but a small percentage of a map dealer's activity. The type of material sold averages 60 percent old, 6 percent new, and 34 percent rare.

Counting proprietors as 1 employee, the average firm employs 2 individuals (range 1 to 30). The average hours worked is 50.1 per week (range 1 to 80). See Graph 3.

*"Most successful dealers appear to be those who have money from another source."*

Business incomes are derived from activities based on 28 percent retail, 36 percent mail order, 13 percent shows, 14 percent wholesale, and 9 percent by appointment only. (This was another one of those pesky little questions which was subject to respondent interpretation.)

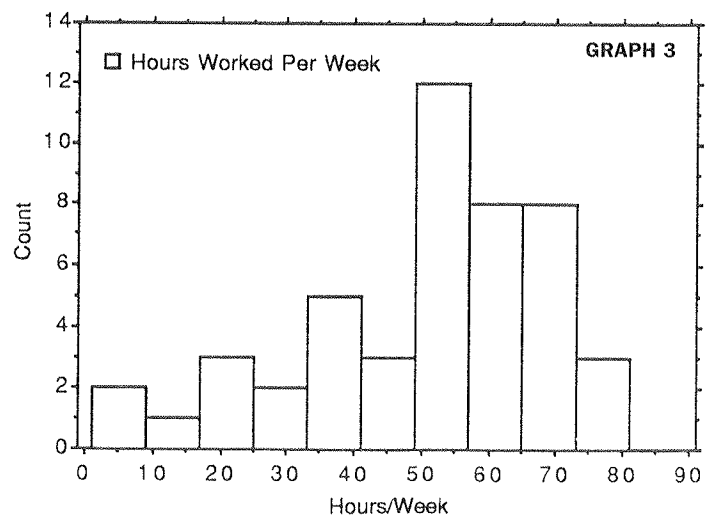
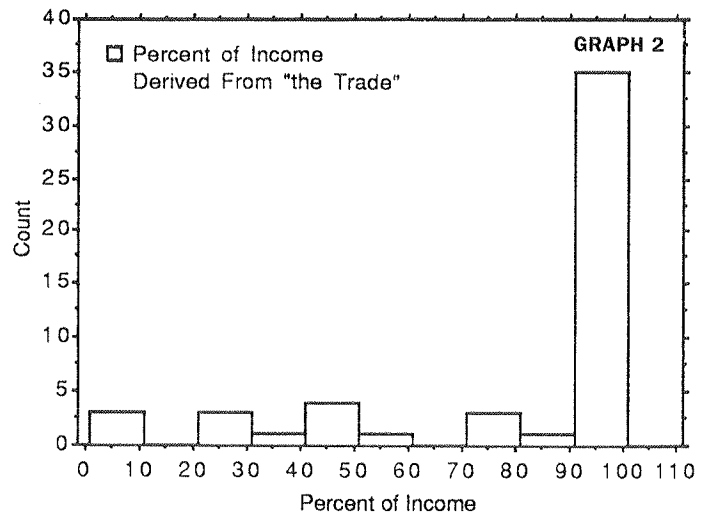
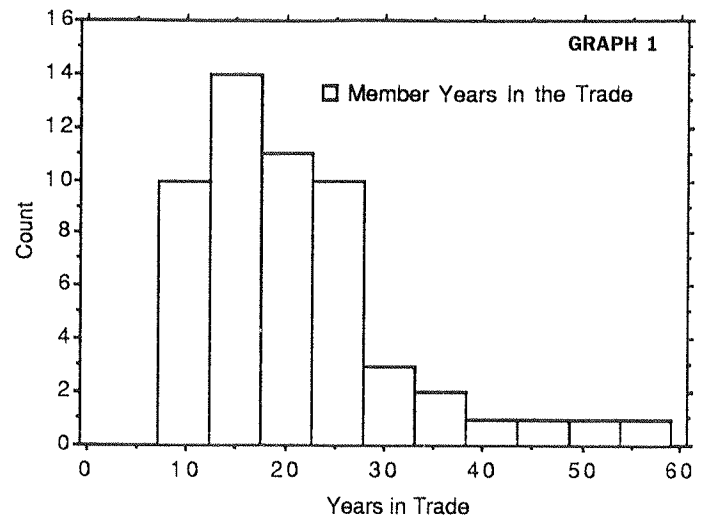
Calculating incomes was fairly straight forward. It seems everybody knows how much income they generate. However, the cost of goods and gross profit figures were much more nebulous. Due to memory loss or a lack of data, some of you put in question marks or left the gross profit category empty. I entered 10 percent for you. Why 10 percent? Why not? It was easy.

Sales averaged \$308,609 in 1992, ranging from \$200 to \$2,540,000. Because of varieties of statistical analysis, I threw out the lowest and highest sales figures. These figures unreasonably skewed the data. See Graph 4 and Table 1. Sales for 1991 averaged \$294,782 (range \$75,000 to \$2,521,000). 1990 sales came in at \$280,891 (range \$50,000 to \$2,710,000). And, 1989 sales averaged \$252,907 (range \$50,000 to \$2,430,000.) Sales averages expanded during the 1989-1990 period by about 12 percent. From 1990 until 1992 annual growth ran approximately 5 percent.

Average cost of goods for the last 4 years (see Graph 5 and Table 2): for 1992, \$151,938 (range \$0 to \$1,770,000); for 1991, \$147,195 (range \$0 to \$1,890,000); for 1990, \$147,927 (range \$0 to \$2,030,000); and for 1989, \$127,424 (range \$0 to \$1,640,000).

Average gross profit for the last 4 years (see Graph 6 and Table 3): for 1992, \$54,190 (range from minus \$18,000 to plus \$232,000); for 1991, \$63,513 (range from minus \$6,000 to plus \$850,000); for 1990, \$49,370 (range \$50 to \$231,000); and for 1989, \$45,226 (range \$50 to \$209,000).

It may console some of you to know that generating

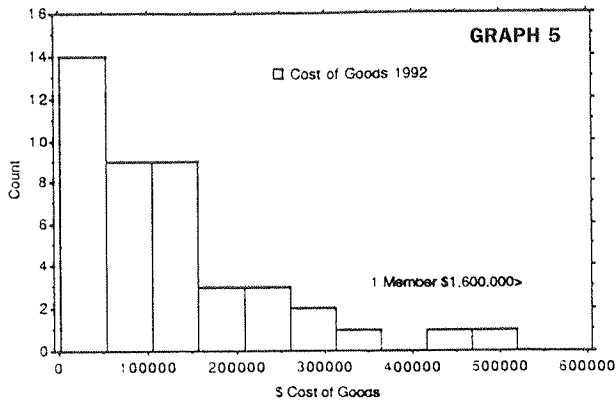
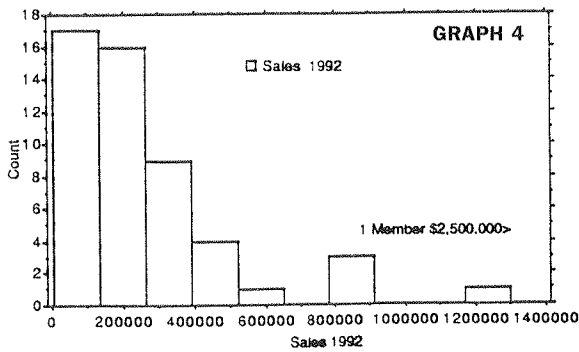


**X1 : Sales 1992**

Bar:	From: (≥)	To: (<)	Count:	Percent:	Mode
1	5000	134500	17	33%	
2	134500	264000	16	31%	
3	264000	393500	9	18%	
4	393500	523000	4	8%	
5	523000	652500	1	2%	
6	652500	782001	0	0%	
7	782001	911501	3	6%	
8	911501	1041001	0	0%	
9	1041001	1170501	0	0%	
10	1170501	1300001	1	2%	

TABLE 1

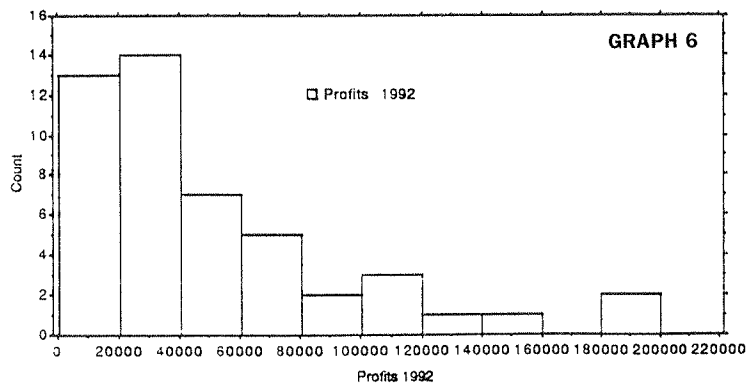




X1 : Cost of Goods 1992

Bar:	From: (≥)	To: (<)	Count:	Percent:	
1	2000	53800	14	33%	- Mode
2	53800	105600	9	21%	
3	105600	157400	9	21%	
4	157400	209200	3	7%	
5	209200	261000	3	7%	
6	261000	312801	2	5%	
7	312801	364601	1	2%	
8	364601	416401	0	0%	
9	416401	468201	1	2%	
10	468201	520001	1	2%	

TABLE 2



X1 : Profit 1992

Bar:	From: (≥)	To: (<)	Count:	Percent:	
1	500	20450	13	27%	
2	20450	40400	14	29%	- Mode
3	40400	60350	7	15%	
4	60350	80300	5	10%	
5	80300	100250	2	4%	
6	100250	120201	3	6%	
7	120201	140151	1	2%	
8	140151	160101	1	2%	
9	160101	180051	0	0%	
10	180051	200001	2	4%	

TABLE 3

enormous sales figures does not necessarily translate into large profits. Several members reported substantial sales and in fact lost money or barely broke even.

*"I will keep at it part time until I drop."*

The approximate number of books in stock averages 21,817 (range 0 to 350,000). The average price of material in stock is \$311 (range \$1 to \$3,000). This average was badly skewed due to several members who had items priced on the average of \$10,000 plus. This question was an attempt to determine the low threshold at which we will "purchase for stock." Since many of us have the traditional \$.50 to \$1 close-out table, the low average fell within this range. (See Graph 7).

Lowest average price is \$22 (range \$1 to \$250). The highest stock price average is \$22,545 (range \$5 to \$275,000). The estimated average sale totals \$850 (range \$5 to \$5,000). Average number of sales per month is 374 (range 4 to 8,000). The estimated average inventory value at retail prices is \$690,000 (range \$200 to \$2,500,000). (See Graph 8). The average cost of inventory is \$281,231 (range (\$12,000 to \$2,500,000)). (See Graph 9).

Stock turns over on the average of every 24.8 months (range 2 to 120 months). This was the least answered question on the survey form, and in my opinion, perhaps the most critical question any business person needs to ask himself.

*"Stay small with no employees or get big. In-between doesn't work."*

Insured value averages are downright scary. 47 percent of respondents carry no insurance. Many businesses are insured for only a fraction of the replacement value. The total number of claims was 15, of which 11 losses were settled satisfactorily.

Only 24 percent of respondents conduct an annual physical inventory. At the risk of editorializing, an accurate inventory figure is absolutely crucial to whether or not you are actually making any money.

*"My business practices are sloppy."*

The conventional wisdom among the trade seems to be "if there's money in the checking account, I must be making a profit."

Only 67 percent of the respondents can tell what they paid for any particular item in stock. This is a crucial factor in determining your inventory and accurately assessing your profits (or losses).

*"I have never understood how one could earn a good living in this business."*

Stock is purchased in the following manner: at auction, 11 percent; from dealers, 29 percent; through scouts, 14 percent; by mail, 16 percent; and through other means, primarily from private parties, 30 percent.

*"I am getting on in years and could retire, but there is nothing I would rather do than buy and sell books and pass on what I have learned to younger friends in the business."*

Regarding markups, most of you admit trying to routinely keystone (59 percent) or triple (39 percent) and more (2 percent).

The average best ABAA Book Fair was \$27,927 (range \$5,200 to \$100,000). The average worst ABAA fair was \$6,445 (range \$102 to \$60,000). (See Graphs 10 and 11). The average "it was okay" number for an ABAA fair is \$10,211.

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# Mauer's Trade Survey

continued from page 9

The costliest single item sold averages \$40,360 (the costliest was \$337,500). (See Graph 12). The most money spent on a single item averages \$24,250 (range \$1,000 to \$180,000). Most spent on a single collection averaged \$42,887 (range \$1,400 to \$300,000). Largest sale averages \$58,161 (range \$80 to \$610,000). (See Graph 13). Most money lost on a single sale averages \$3,517 (range \$10 to \$50,000). 43 percent claim they have never lost any money on a deal. You're hired!

Respondents' reference libraries average 1,055 volumes (range 10 to 6,500), of which 98.6 volumes are used regularly (range 5 to 600). (See Graph 14).

*"There are too many dealers chasing too few collectors, with over-priced, under-researched books. There is no money to be made in the business, but you can make a decent living."*

Determining the average age of our customer base is difficult; factoring in mail orders, many of you may never see or talk to your customer. Respondents noted on the survey that figures in this category were at best educated guesses: 11 percent are 20-30 years of age, 22 percent are 30-40, 42 percent are 40-50, and 35 percent are over 50 years of age.

33 percent of respondents have discovered that they have unknowingly purchased stolen material. Recovery of same by the rightful owners runs at 94 percent. Average cost to the unsuspecting dealer averages \$2,814 (range \$0 to \$30,000).

On the average, the most expensive book (knowingly) stolen from our collective midst is \$2,018 (range \$25 to \$15,000). When apprehended, thieves are being prosecuted at a rate of 48 percent. Of those, 42 percent are convicted.

*"Pick a specialty and know it better than anyone else in the trade. Treat every customer with all the TLC you have got."*

78 percent of the respondents have their customers on computer, 67 percent have inventory on same, 78 percent do cataloging electronically. On-line data exchange is running about 22 percent. DOS (PC) users 74 percent; Macintosh 22 percent; all others, 3 percent.

*"I hate computers!"*

Fax machines seem to be firmly entrenched within the industry. 76 percent of us use them on the average of 18 times a week (range 1 to 100 times a week). On the average, dealers have 2 phone lines (range 1 to 9).

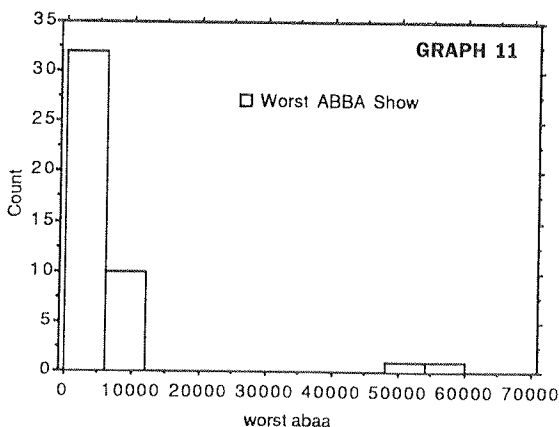
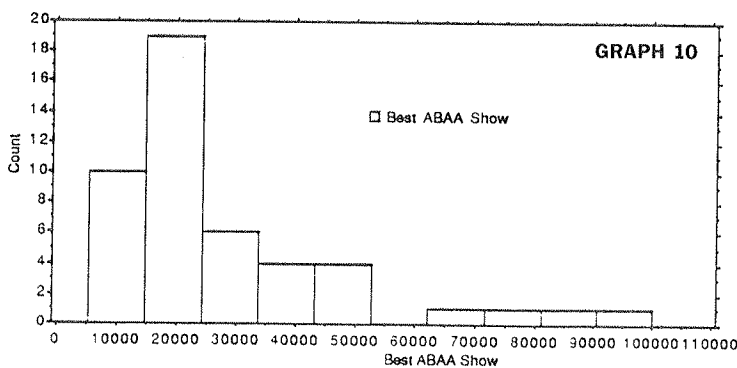
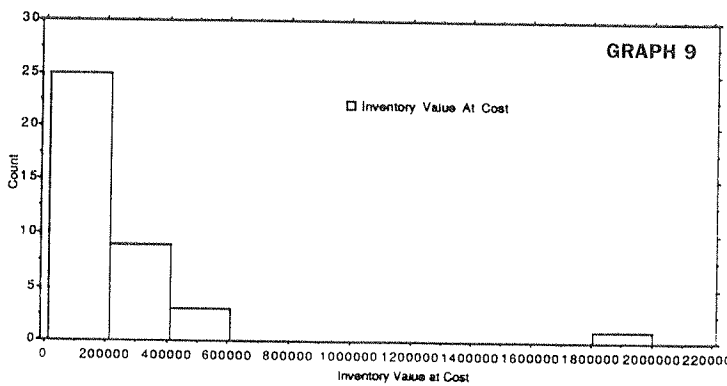
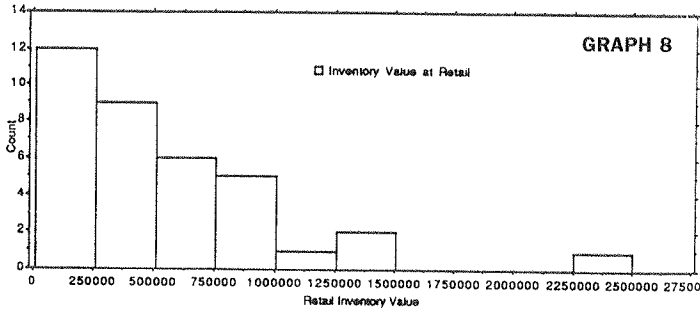
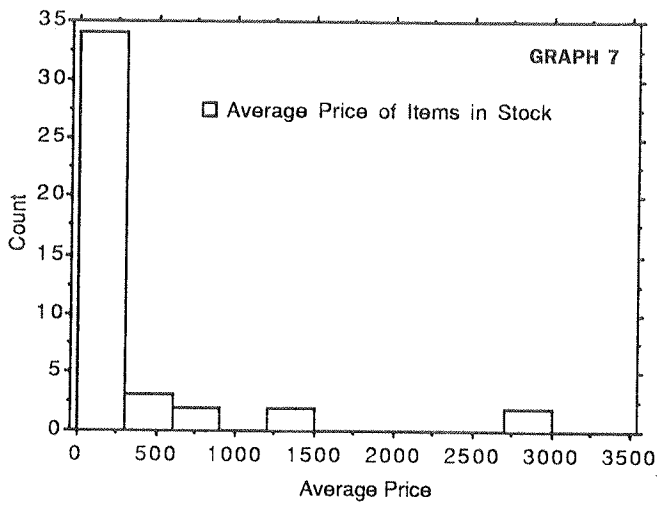
61 percent of respondents have a credit line with a bank, averaging \$45,667 (range \$1,500 to \$250,000). (See Graph 15). They are used 5 times annually.

*"Cash flow is usually a problem, but not insurmountable. Most booksellers I know need help in business matters."*

Most of you, 89 percent, issue an average of 10.3 catalogues and/or lists a year; mailing to 761 potential customers (range 3 to 3,200 people per mailing). Bulk rate accounts for 26 percent of the postage, First Class for 68 percent, and other (Foreign, Second Class) for 6 percent.

A satisfactory response of catalogue items sold is 38 percent (range 15 to 85 percent), dollar volume from the catalogue, sold 39 percent (range 15 to 85 percent).

The average customer base is 1,693 (range 25 to 8,000). (See Graph 16).



Deadbeats are generally dumped after 5.5 mailings (ranging from a rather intolerant 1 to a generous 35).

63 percent of us take in material on consignment. An average of 28.5 percent going to the house (range 1 percent to 50 percent). (See Graph 17).

22 percent of you have been audited by the IRS, state governments audits accounting for .06 percent. The average amount owed by auditees was \$2,038 (range \$0 to 16,000).

27 percent of survey respondents stated that they would not recommend getting into the trade to a friend, but virtually no one regrets getting into the business.

*"I would strongly council any dreamy-eyed, misemployed hopeful from trying to start a used-book-store . . ."*

Not all ABAA members do shows: only 11 percent of respondents. And, 2 percent do not generate enough income from the trade to pay for their annual ABAA dues.

Bibliopoles in the truest sense of the word!

*"I wish I had discovered the business ten years earlier."*

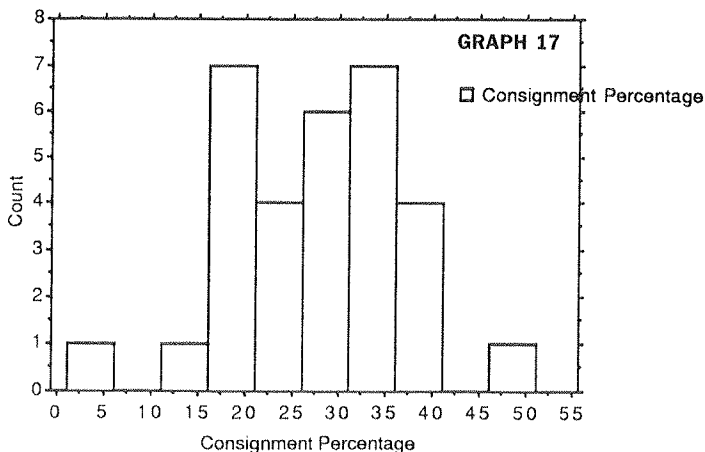
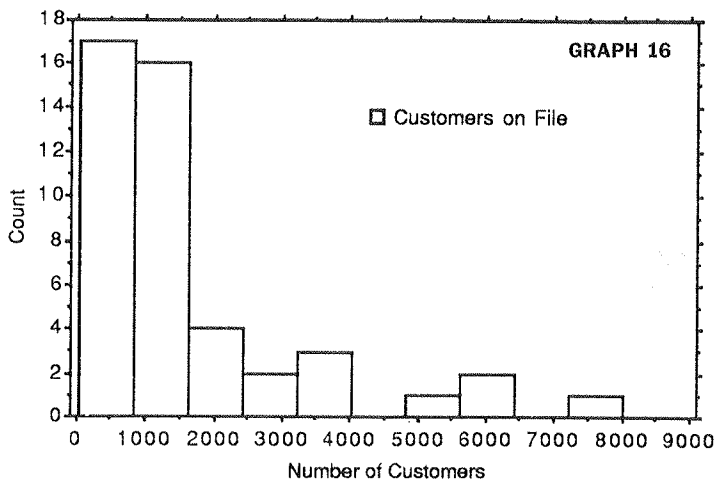
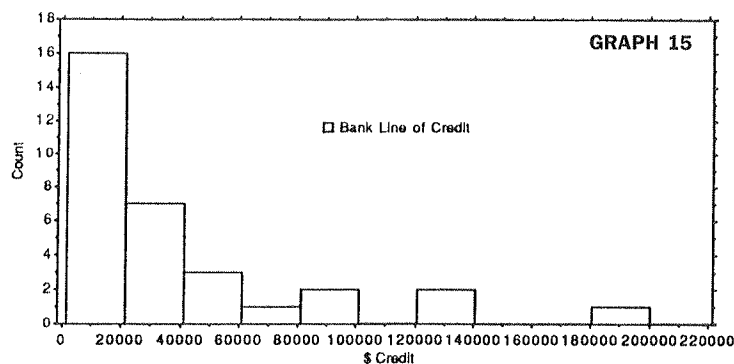
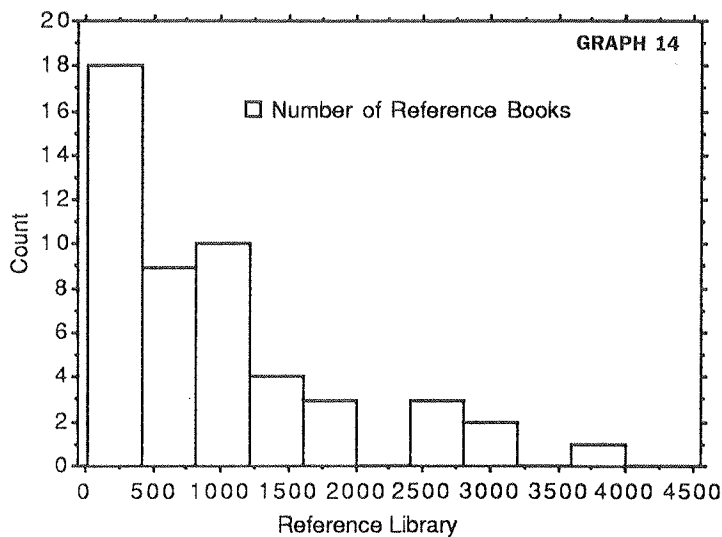
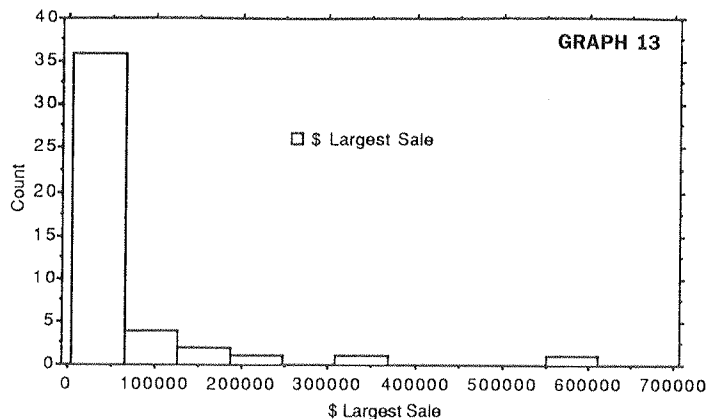
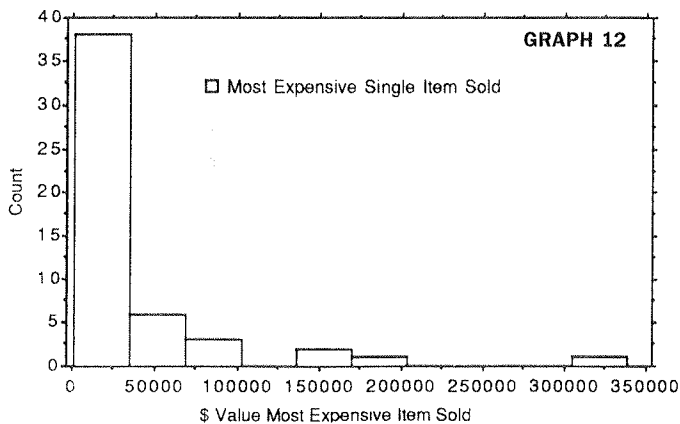
*"Bookselling allows great opportunities for travel and golf."*

*"I never set out to make my living at this trade. It has been fun and trips to Europe have all been deducted. Unfortunately, I have more of a collector's mentality than a dealer's"*

*"Getting into this business is the best thing I ever did, even when times are hard. At this stage in my life there isn't anything else I would do."*

It has never been one of my lifelong pursuits to become a statistician, but if you find this kind of information interesting, I would welcome your comments or suggestions. Please feel free to contact us at The Bookmine, 1015 Second Street, Old Sacramento, CA 95814; fax: (916) 441-2019; email-books4u@aol.com.

*"I love it."*



# Insuring Your Books and Business

continued from page 6

*assigns to sue, labour, and travel for, in and about the defence, safeguard and recovery of the property insured hereunder or any part thereof, without prejudice to this insurance, nor shall the acts of the Assured or Underwriters, in the recovering, saving and preserving the property insured in case of loss be considered a waiver or an acceptance of abandonment. The expenses so incurred shall be borne by the Assured and Underwriters proportionately to the extent of their respective interests.*

The wording of this clause is a little problematic. The insured certainly has a duty to protect and save the subject property from further damage, and to cooperate with the efforts of the carrier to do the same. I would generally expect the insured to be indemnified by the carrier for his or her reasonable costs in taking these steps, but it is not clear that this is the policy of the Company.

**25. SUIT CLAUSE.** *No suit, action or proceeding for the recovering of any claim under this insurance shall be sustainable in any court of law or equity unless the same be commenced within (12) twelve months next after discovery by the Assured of the occurrence which gives rise to the claim, provided however, that if by the laws of the State within which this insurance is issued such limitation is invalid, then any such claims shall be void unless such action, suit or proceeding be commenced within the shortest of time permitted by the laws of such state.*

The time available to bring suit on an insurance contract varies from state to state. Your insurance policy is likely to contain an addendum or endorsement which amends certain sections of the policy to conform with the laws of the state in which the policy is issued. You should read this as carefully as you do the rest of the policy.

**26. APPRAISAL CLAUSE.** *If the Assured and Underwriters fail to agree as to the amount of loss, each shall, on the written demand of either made within (60) sixty days after receipt of proof of loss by Underwriters, select a competent and disinterested appraiser and the appraisal shall be made at a reasonable time and place. The ap-*

*praisers shall first select a competent and disinterested umpire, and failing (15) fifteen days to agree upon such umpire, then on the request of the Assured or Underwriters, such Umpire shall be selected by a judge of a court of record in the State in which such appraisal is pending. The appraisers shall then appraise the loss, stating separately the current market value at the time of loss and the amount of loss, and failing to agree shall submit their differences to the umpire. An award in writing of any two shall determine the amount of loss. The Assured and Underwriters shall each pay his or its chosen appraiser and shall bear equally the other expenses of the appraisal and umpire. Underwriters shall not be held to have waived any of their rights by any act relating to appraisal.*

This section is of great importance to the insured and you should review it carefully. You can count on the fact that disputes as to the character and value of losses are going to happen. There are very few people in this world who understand the unwritten rules by which booksellers grade and evaluate defects and damage to their inventory. Insurance adjusters and claims managers are not likely to be included in this group. The submission of a claim, particularly one relating to physical damage to items, requires preparation, patience and skill. It is not going to be the same as one for damage to your car, where the appraiser/adjuster knows more about the extent of damage and the cost of repair than you do.

You are the one with the knowledge, so be prepared to present it.

**27. CANCELLATION CLAUSE.** *This insurance may be canceled by the Assured by the surrender thereof to Underwriters or by mailing to Underwriters written notice stating when thereafter such cancellation shall be effective. The insurance may be canceled by Underwriters by mailing to the Assured at the address shown in this Certificate or last known address written notice stating when, not less than [sic] (10) ten days thereafter, such cancellation shall be effective, except for cancellation occasioned by nonpayment of premium in which case Underwriters shall provide not less than 10 days notice to the Assured. The mailing of notice as aforesaid shall be sufficient proof of notice. The time of surrender of the effective date of the cancellation*

*stated in the notice shall become the end of the Certificate period. Delivery of such written notice either by the Assured or by Underwriters shall be equivalent to mailing.*

*If the Assured cancels, earned premium shall be computed in accordance with the customary short rate table and procedure. If Underwriters cancel, earned premiums shall be computed pro rata. Premium adjustments may be made at the time cancellation is effected and, if not then made, shall be made as soon as practicable after cancellation becomes effective.*

It would be helpful if the insured was advised in this section of some of the instances in which the Company has the right to cancel the policy. This is probably explained by the fact that these instances vary from state to state.

**28. OTHER INSURANCE CLAUSE.** *It is understood and agreed that any insurance granted herein shall not cover (except as to the legal liability of the Assured) when there is any other insurance which would attach if this insurance had not been issued, whether such insurance be in the name of the Assured or of any third party. It is, however, understood and agreed, that if under the terms of such other insurance (in the absence of this insurance) the liability would be a less amount than would have been recoverable under this Certificate (in the absence of such other insurance) then this insurance attaches on the difference.*

If another policy provides coverage for the same property described in a certificate containing this provision, this policy will provide only that coverage which is greater than the amount of the other policy. Generally, an insurance policy provides that all available coverages will be prorated, i.e., combined on a proportional basis. This is for the purpose of preventing double or multiple recoveries. You should try to avoid duplicative insurance coverage, as no additional coverage is gained for the additional premiums paid.

**30. ASSIGNMENT.** *This Certificate shall be void if assigned or transferred without the written consent of Underwriters.*

This section seems obvious, but it is important. With very few exceptions, only the named insured can receive proceeds from the policy. Jeffrey H. Marks, d/b/a Jeffrey H Marks Rare Books

is not the same as Jeffrey H. Marks Bookseller, Inc. Mistakes made by you in identifying the proposed insured will not be forgiven; they are likely to be fatal to the claim. Do not guess at actual names. If a corporation owns your building, and your business owns inventory and equipment, both must be listed

as insured on policies protecting the respective interests. If there are liens or mortgages, identify the lienholders and mortgagees correctly. Do not rely on the agent or broker. You, as the applicant, have the ultimate duty to review and correct any errors in the application and policy, and most importantly to advise

the Company, in writing, of any changes in ownership.

The certificate of insurance will become void if you attempt to transfer it. It must be endorsed by the carrier, which will be done after you give notice. ■

## An Overview of the ABAA Rare Book Dealers Insurance Program

*The following text has been supplied to us by DeWitt Stern, Gutmann, & Co., Inc. and has appeared in a previous issue of the Newsletter.*

*The ABAA Board of Governors has maintained a loose affiliation with DeWitt Stern over the years, and from time to time has considered proposals from other companies, as it may consider others in the future. It will be noted that the following text is particularly self-serving, and while ABAA does not specifically endorse DeWitt Stern, it has yet to find another company that offers as broad a spectrum of coverage for book dealers at comparable rates.*

The insurance brokerage of DeWitt Stern, Gutmann & Co., Inc. is a privately owned firm, founded in 1899. We have been providing insurance coverages for rare book dealers for more than 60 years, when we began working for Philip Duschnes. We have insured many of the prominent book dealers throughout the years. In 1981, we developed a Rare Book Dealers Program for the ABAA at the request of our client, the then-current president, Elisabeth Woodburn. From its infancy, the Program was designed and created especially to handle the particular needs of insuring the inventory, transit and exhibition exposures inherent to your endeavors.

Since its genesis, coverage under the Program has been provided by several insurance companies on both sides of the Atlantic. For the last six years, the member-participants of the ABAA have been insured within Lloyds of London. In addition, the current insuring conditions provided by the Program reflect an evolutionary process, having gone through several refinements and improvements since it was first put together. This development process is ongoing, fueled not only by our market

knowledge, but also by the input of our clients. We are attuned to the input of our member-clients, and strive for tailoring the policy to specific needs and requirements.

The policy form has been designed specifically for the Rare Book Dealer. We try to make the policy flexible by allowing the client or insured several options, such as the method of inventory valuation, which can be based upon "cost plus X percent" (you provide the margin percentage); "sales less X percent;" or an established, agreed inventory valuation. It should be pointed out that most policies of other insurance companies do not provide the opportunity to elect a basis of valuation.

Although we recommend that you purchase enough insurance to cover your maximum loss, this is not a specific warranty of the Program. Other policies, however, are much more stringent in this regard, in some cases requiring the insured to carry limits of at least 80 percent of the full valuation at the time of a loss. This requirement, known as coinsurance, means that before the application of a deductible, an "underinsured" (meaning one who has less than the required amount of coverage in place at the time of any loss) would have to absorb a percentage of each and every loss.

We do not ask you to submit inventories to us on a regular basis. All we require is that you maintain an inventory on your premises, which can be kept on index cards, computers, etc.

In addition, whereas other policies exclude property owned by the insured and used in the business operation, such as bookcases, shelves, etc., our policy can cover these items as well as your reference library and materials. Our Program also includes automatic coverage for new purchases up to the limit of liability (some other policies require notification to the Insurance com-

pany within 90 days), as well as items on consignment.

The Program includes a "pairs and sets" clause, which states that if a part of a set is lost or damaged, the impact of the loss is considered in view of the entire set. The claim is settled based upon the reduced value of the set, not just the individual value of the particular book lost or damaged.

The policy further covers transit via Federal Express, UPS, First Class, or Registered mail sendings, and when personally conveyed. In the event that a common carrier is used, such as in a truck, rail, air or steamer shipment, the policy requires that you declare 10 percent of the valuation to the carrier.

We have worked on many losses over the years, the largest resulting from fires, floods and water damages. The total of paid losses has run into the millions of dollars. Over the last several years there has been an increased effort to provide more efficient and expeditious service to the clients in the Program.

When a claim is submitted to DeWitt Stern, our London broker is notified immediately. If the claim warrants, an adjuster is appointed. The client is contacted within 48 hours by either our office or by the adjuster. Documents are collected and an investigation is made if necessary. Once all of the required claim information is collected, either our office or the adjuster will send the final report to London with a request that a settlement be made. After all documentation has been seen and reviewed by Lloyds, the underwriters authorize payment. Usually, claims are settled within 30 days after Lloyds has received the original proof of loss.

The following are examples of losses that have occurred in recent years. One client had the misfortune of having three separate water damage claims at three different locations. One loss was over

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# Letters

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sponsored by the chapter is, therefore, probably the only benefit for us of chapter (as opposed to national) membership.

Our national membership in the ABAA has been of substantial benefit to our business. The well-organized shows have given us access to a market that has, in the current economic condition, not only saved our business but allowed it to prosper. Activities such as the appraisal workshop at this year's San Francisco Fair increase our professional skills, and the *Newsletter* and other communications make us feel that we are a part of a profession with standards and ideals. We have received numerous referrals from our listing in the national membership directory. And it is comforting to know of the many programs, policies, and ethical commitments of the ABAA.

The current costs of the New York Fair make it a fiscal risk for any exhibitor who has to commit limited resources, both in time and in money, to participating in it. Part of the justification for the costs ("that's New York") would seem to be questionable, especially in comparison to the costs for participating in a non-ABAA fair scheduled for the same city this October. So, how about a rebate from exhibitors from the Fair's profits, as we are the ones who in the final analysis make the fair—not the place, not the promoter, and not the chapter.

*Edward Ripley-Duggan, MAC President, responds to Donnis de Camp:*

Thanks for your letter. Just to correct a few misapprehensions regarding the finances of MAC and the New York Book Fair:

1) Whilst the chapter, previous to my administration, had built up a substantial amount of money in its account, that money was, under the ABAA By-laws as they now stand, the property of the national association, to whom it has now been paid. Largely as a result of the situation, the By-laws regarding chapters are presently in review under the Chapter Affairs committee, of which I am part.

2) Since switching to Sanford Smith as our promoter (in order to maintain continuity of location, and a more con-

sistent style of management), the New York Book Fair makes \$5,000 for the ABAA, and \$15,000 (or, more accurately, \$10,000 plus \$100 per booth over 100 sold) for the chapter. All other money goes to the promoter. This is the major source of the chapter's income, dues providing the balance. There are no windfall profits, and, according to my 1994 budget, our income as it now stands is less than is needed to support the level of activity I intend to maintain in my term.

More fundamentally, the chapter is not an entity operating in isolation. We are only as strong as the members who participate. Without wishing to blow my own horn, it is a matter of fact that I personally have expended hundreds of hours on chapter duties already this year. Other active members have provided enormous support for the seminar series now in planning, which promises to be a vital new link between the trade and the collecting public. This is all volunteered effort, at both the local and national level, and geographical isolation does not mean that you and your firm cannot participate usefully in the chapter. Most of our planning committee meetings are conducted by phone, with members separated physically by large distances.

We would be extremely happy to have you as an active participant, especially since the seminars will entail a high degree of planning, and we need all the help we can get. The more active members we have, the stronger this organization, locally and national, will become. The chapter is not, in essence, about free dinners and open bars (although that social component is vital to the health of the chapter, in promoting common ground and personal friendships, and I would strongly urge you to attend our meetings) but rather in a way that we can contribute, regionally, to the commonweal of the book trade.

The meetings are by no means solely social events. A great deal of business is conducted at them, including much information relevant to your concerns, and members are encouraged to publicly air their opinions and discontents, within the limits of time and good form.

*From: Eugene L. Schwaab, Jr., Western Hemisphere, Inc., Stoughton, MA; and Michael Ginsberg, Sharon, MA.*  
One of the chronic hindrances to

business growth experienced by many booksellers is shortage of capital. The nature of our inventory makes it difficult to use as collateral for obtaining business loans. Some booksellers are able to start or expand business by means of already existing personal capital, or by using other assets as collateral, but such resources are not always sufficient, and they are not available to all booksellers of good professional standing.

It seems appropriate for the ABAA to consider a collective approach to this problem, on behalf of all its members. Access to needed capital would not only improve the trade of member firms, but would be a strong attraction to membership in ABAA. It might even give American booksellers a competitive edge in international trade.

While it is tempting to suggest here the actual means by which such an aim could be realized, we trust to the organization and its members to propose, debate, and implement options. We look forward to seeing this matter on the agenda of the next Board meeting. ■

## From the Archives

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interested in being booksellers, and that a few of them, such as Dorothy Greenwood and Dorothy McNamee, are not interested in building their business to the dimensions of Foyle's, but seem content to remain small, selective, individualistic, and personal.

The first essential element for a fruitful relationship between librarian and bookseller is *sympathy*. Each party must feel sympathetic toward the other, must like one another, must sense a human kinship, must feel and act friendly. An impersonal, cut and dried relationship will produce a certain amount of business, but it will not result in the dividends and bonuses of a relationship that goes deeper than dollars and cents.

It is our custom to invite local booksellers to the open houses we hold for my staff, and in turn we are recognized socially by the booksellers when they are in festive form. This is not a calculated program, but simply the result of mutual sympathy. We like each other, and like to share some of our full life with each other.

Allied to sympathy as a necessary essential of a fruitful relationship is *understanding*. The librarian must understand the bookseller's problems of source and supply, of overhead and staff, of profit in order to survive. For his part, the bookseller must understand the librarian's problems of budget, procedure, and institutional limitations. Here in Southern California the UCLA Library has taken the lead in cooperating with the new and antiquarian booksellers of Southern California in sponsoring courses, lectures, publications, exhibits, and conferences for mutual education, and in collecting the records of bookselling Southern California in order that its history may be written therefrom. This idea of cooperation to increase understanding must go beyond lip service. It takes time and effort by both parties.

A third element is *trust*. Its presence in both parties means that business can be done swiftly and without tedious correspondence and dickering and suspicious safeguards. A word or two on the phone or in person can mean the consummation of a deal, small or large—if the parties trust each other's integrity and good faith. I do not ask that the bookseller reveal his source or his margin of profit, for of those with whom I deal regularly, I know their fides are bona, their percentage reasonable; and likewise they know that my word is binding, and that payment will be forthcoming sooner or later, as possible and as promised.

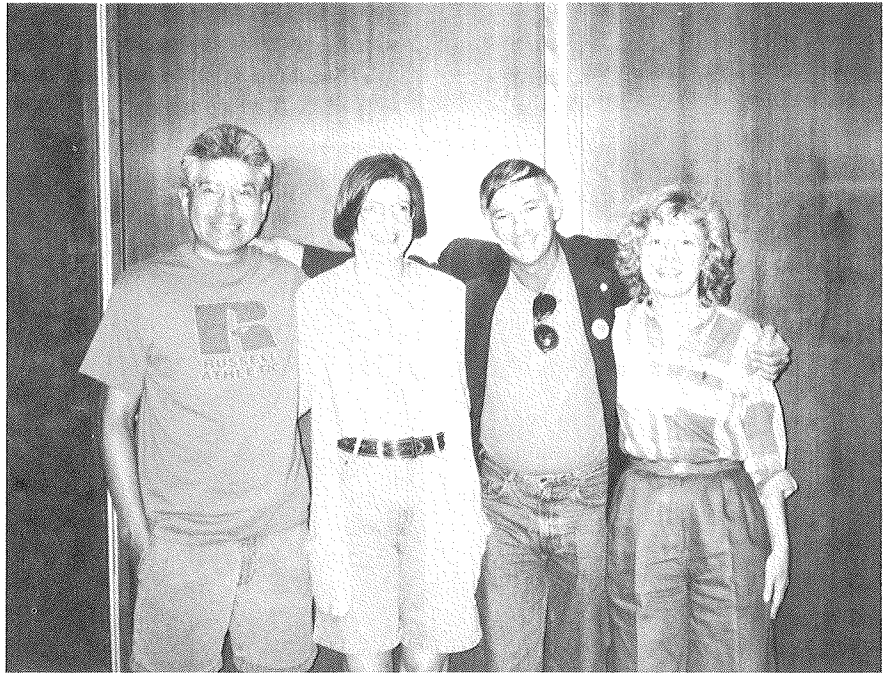
This brings me to the final, and in some ways the most important element of all, that of *knowledge*. In order to make a rapid decision which booksellers always seek, the librarian must know his own collection, that of his neighbors, and the importance of the material being offered. All of this must be carried in the cumulative index of the head. To have to go look it up, or to correspond, or to ask someone else, may be necessary but it is not ideal for it means delay. In a large library the head librarian will have to depend on others, particularly his acquisitions and special collections librarians, but for him consistently to crawl into his administrative shell and pass the bibliographical buck to others, when asked by a bookseller if he wants to buy this or that book or collection of books, is to admit incompetence. The idea that administra-

tion is something that can be practiced independently of bibliographical knowledge is a defense mechanism advanced by certain mechanics who enter librarianship by mistake if not malice, and it should be denounced. Booksellers are not fooled by these fellows, and they shun them as they do the *Messages and Papers of the Presidents*.

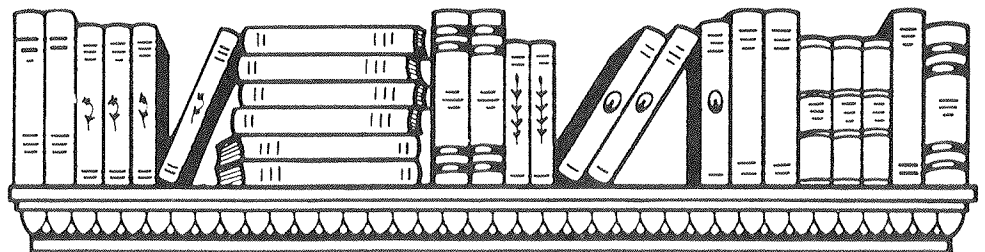
There is an equal responsibility for the bookseller to know not only his own stock, but the collections and needs of the libraries which he serves or hopes to serve. Again this means time and effort and study. Most booksellers know that the Clark Library does not buy incunabula or STC books, because of the nearby Huntington's supremacy in these fields—a buying policy that has been

stated again and again in Clark publications; and yet every so often a bookseller seems hurt when I refuse a cradle book or an Elizabethan play.

It boils down to these elements: *sympathy, understanding, trust, and knowledge*. If they are present in the community of bookseller-librarian, the two parties, and all learning, will flourish and be fruitful. My colleagues and I are grateful to the Southern California chapter of the ABAA for all it has done, since it was organized in 1950, to help us grow and be strong and useful to the people we serve. I said then, and I am glad to say it again in this first issue of what we hope will be a long-lived periodical. ■



Recent recipients of Elisabeth Woodburn Memorial Fund scholarships are pictured here with Michael Ginsberg, Michael Ginsberg—Books, Inc., Sharon, MA. From the left are Evan Blackhawk, Sandra Weber, Ginsberg, and Elaine Woodruff. The Woodburn scholarships enabled Blackhawk, Weber, and Woodruff to attend the Rare Book Seminar in Denver this summer.



## Overview

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\$1,000,000. Another client recently had a transit loss of over \$60,000. At the instruction and direction of the adjuster, the insured notified other bookdealers within the area. The thief was apprehended and the entire shipment was recovered. On one occasion, it was determined that a cleaning staff inadvertently discarded some items, resulting in a loss that was paid. We pride ourselves on advising our clients on what documentation is needed in each instance, necessary to resolve the claim. We understand that it can be frustrating to have someone repeatedly contact you for different documents.

Our claims department has over fifty years of combined experience in handling claims, and are well trained in all aspects of insurance. As brokers, we work on YOUR behalf, not that of the insurance company. Each letter that encloses a claim payment from our office also requests feedback from our client, and we take great pride in the knowledge that our clients appreciate our services.

The policy is a complex legal document, and as such does not lend itself readily for easy explanation in a limited space. New situations constantly arise where few simple answers exist. At DeWitt Stern, we are available to help you whether it be to answer questions regarding coverages or helping to expedite the settlement of a claim. One of the services we provide without obligation is a written review of your existing policy for comparison purposes, highlighting what we feel to be the significant benefits of our form.

As mentioned above, the Program has evolved to its current level of development, and continues to undergo change. We need your input to assist us in providing the best possible coverages and terms available, responsive to your requirements and needs. Other, local brokers don't have the depth or experience required in tailoring coverage to such exacting needs, or to deal with claims involving inventory such as yours. We at DeWitt Stern pride ourselves on the talents and skills we have developed over the last sixty years, and we put them to work for you daily. ■

## The Bibliographical Society Offers Grants and Fellowships

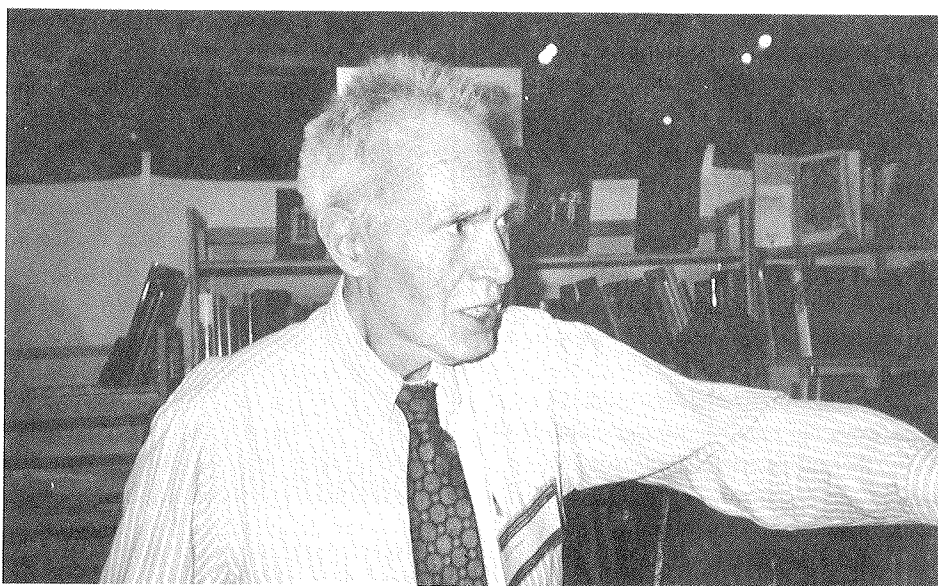
As part of its centenary celebrations the Bibliographical Society has established a Centennial Fund, part of which is intended to afford grants and fellowships to those engaged in research falling within the Society's interests. Applicants may be of any nationality and need not be members of the Society.

Applications are now invited for awards to be made in the calendar year 1994. The Society hopes to make awards both for immediate research needs, such as for microfilms or travelling expenses, and for longer-term support, for example, to assist with prolonged visits to libraries and archives. It is envisaged that one major award, up to a maximum (this year) of £2,000, and a number of smaller awards will be offered.

Application forms, available from Dr E.S. Leedham-Green, Cambridge University Library, West Road, Cambridge CB3 9DR, England (email:EL17@uk.ac.cam.phoenix), should be returned to her so as to arrive not later than November 30, 1993. Two referees, familiar with the applicant's work, should be asked to write to her direct without further invitation.

Successful applicants will be notified following the meeting of the Council of the Bibliographical Society early in February, 1994.

Further information about the Society and its interests may be found in its centennial publication, *The Book Encompassed*, edited by Peter Davison (Cambridge University Press, 1992), or from recent issues of its journal, *The Library*. ■



Nicolai Pavlov, 1920-1993; here pictured at the 1993 San Francisco Book Fair.

## Obituaries

**Nicolai Pavlov,  
N & N Pavlov,  
Dobbs Ferry, NY**

Nicolai Alexandrovich Pavlov, philosopher and world traveler, was born in the city of Sevastopol in the year 1920. His family, caught up in the Bolshevik revolution, removed to Prague in 1923 where he spent his childhood. He matriculated at the University of Prague, and graduated in 1944.

Nick married Nina Kovalev in 1945, and, after the fall of Nazi Germany, entered West Germany in an attempt to emigrate to the United States. Unfortunately detained there by the bureaucracy, he made the most of his situation by attaching himself to the American Army as a teacher, and remained in Germany for six years. An opportunity was presented to him to emigrate to Argentina, and he took his family (by now his first son, Gregory, had been born) and settled in Buenos



Aires, of course speaking no Spanish.

The language barrier notwithstanding, he managed to acquire a quantity of medical supplies, and began selling them door-to-door to medical supply houses and pharmacies in the surrounding area, and expanded his market to other cities in Argentina over the next few years. Still restive, he decided to emigrate to the United States, and in 1954 arrived in New York with now two children, having added a fluency in Spanish to a grab bag of other tongues (Russian, Czech, German and probably one or two others I am not familiar with), but of course his English was rudimentary at best.

Quickly mastering the language, he obtained a position with the Politz Market Research Company as a statistician and market analyst. His employment necessitated a good deal of travel, and during this period he began purchasing "stuff" at the various antique and book shops he visited.

Nick came upon the world of books quite early in his life. During his high school days, he made his first "real money" selling Russian language books to his classmates and teachers in Prague. However, his reentry into this world, once he came to the United States, was a cautious one. With his wife Nina, he began selling the prints and other ephemera he had collected in his recent travels, and included with his wares some of Nina's own decoupage works on wood (he graciously allowed her to keep the monies from this area of sales). He expanded into the purchase and sale of books, mainly those with prints, and after several years, still keeping up his employment in his field, now with the firm Audits and Surveys, he opened a small shop in Dobbs Ferry, New York, with weekend and infrequent evening hours. He also found time to obtain a Masters Degree in Statistics at New York University during this period.

After some careful and considered thought, Nick resigned his position with Audits and Surveys (he had by now risen to the position of Vice President), and opened his shop as a full time dealer. He had by now become a member of the ABAA as well. He kept his shop open for ten years, but suffered one of his rare defeats in life when he could not overcome the indomitable and implacable position of his landlady, who insisted on raising his rent to a point he

was unwilling to accept. The proposed increase was not really a great deal of money, but as a twin facility next door to the bookshop was invariably vacant, Nick, as a model tenant, felt, quite righteously, that he was unfairly being put upon to take up the slack. He was correct, but this time his logic was irrelevant. The landlady was not persuaded by either his reason or his statistical and clearly set forth economic analysis which he put before her. She wanted more money and Nick was just not going to pay it.

The upshot was that Nick built an adjunct to his house, also in Dobbs Ferry, and the firm of N & N Pavlov relocated to his home, where he conducted business until his death.

I came to know Nick shortly after he began selling his prints at local fairs, and have followed his career for the past twenty-five years. To this day I am still puzzled when I try to reconcile in my mind how Nick managed to survive his youth. He was the perfect passive anarchist. He had the ability to question the irrationality of his life and life in general, and to do so with the peculiar strain of sardonic and self-deprecating humor that easily enrages the "authorities." And, Nick had mastered it early in life. I questioned Nick quite often about his improbable success at survival—he should most likely have been arrested and shot a dozen times or so—and as much as he shrugged the question off, I wonder if he ever answered it satisfactorily to himself.

He was a true gypsy—at home wherever he made his bed, but never really at home anywhere. He was quietly amazed that he spent upwards of thirty years in Dobbs Ferry, raising his family and making his career in the world of books, and reflected often on this improbable circumstance. He certainly could have left all, if required, in a matter of days and relocated elsewhere, and I happen to think the contemplation of this possibility never really remained very far out of reach.

Nick was a student of the antiquarian book trade, and his approach to business was for the most part coldly analytical. He felt he could be most successful, given a very limited amount of capital, by focusing on visual images, and began by mounting and selling advertising art culled from turn-of-the-century magazines. He expanded his wares to

include floral and other natural history prints, maps, and ephemera. Within these areas, he moved into and out of each as he saw which were coming into vogue and which were fading from interest. He kept quite accurate records of unit sales, profits, trends and other data, on a much more professional level than might have been observed, and could discourse on the economics of the trade at length. His opinions in this area were sought out and listened to.

In later years, he began dealing in early illuminated manuscript leaves and incunabula (their ratio of unit weight to unit value was much better, he said), but could never really control his roving eye. A few years ago I visited him only to fall over a complete printing establishment he purchased at some country auction. That he had to make several trips and move several tons of lead and steel meant nothing. It was simple economics, he explained. The stuff was cheap.

Nick was the product of a period of terrible times and calamities, but through it all, he never lost the ability to laugh at himself or his world. Nick took ill, really for the first time in his life, a few months before his death, the result mainly of fiercely supporting the fortunes of the R. J. Reynolds Tobacco company for probably forty years, and I would guess a couple of Turkish companies in the same field before that. When confronted with a choice of a brief extension of his life using artificial respirators and the like, or a briefer alternative, he chose the latter, and died with dignity and in the company of his family on Saturday, July 31, 1993. He leaves his wife Nina, three children: Gregory, Elena and Michael; and two grandchildren.

**A Personal Remembrance:** Every society collects. It is a deeply ingrained instinct, one that transcends the individual existence. Whether we collect diamonds or pins, match book covers or cowrie shells, these inanimate objects take on personal meanings that in ways identify ourselves with our worlds. Book collecting just happens to be one of the more sublime forms of this act.

Many years ago, I was at a book fair when Nick was packing up his wares. While selling was, of course, a most important function of his being there, he

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# Obituaries

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never really wanted to be tied down to the booth, and rather would wait for a customer to inquire of him, never pushing himself on anyone. There was good reason for this. By ignoring the browsers, he could devote the time to observing the passing scene and conducting his discussions on the worldly events of the day with a never-ending stream of other dealers and temporary confidants. He would quite often make up a sign for his booth so that he might more easily accomplish this, and at one fair, I picked up such a sign (he was done with it and was going to throw it out anyway). It's really not very much to look at—some lettering with a felt pen on gray cardboard—quite faded now, by the way, but I have had it propped up in my library for some fifteen years or so. It reads:

*NOTE: Unless indicated otherwise, the 1st number (on a card attached to a book) is the number of prints. The 2nd number is the price. The prices are NET (Everybody is a dealer anyhow). My name is Nicolai. Call me when you are ready to pay. Thank you. Nicolai P.*

*by Michael Zinman,  
Liebling & Levitas, Ardsley, NY*

## Jack Reynolds

Jack Edwards Reynolds, a colorful California bookseller, died January 18, 1993 at the age of 78 due to a heart attack. Jack was born in Long Beach, California, and attended Long Beach schools through one year of junior college, after which he attended the University of Chicago. Here he met his future wife, Rosalie; they were married at the end of their junior year at the university. After graduation they moved to California, and lived in Long Beach. Jack worked as an editor for the Los Angeles *Daily News* and also taught night classes in English and American literature. In 1940, he and Rosalie moved to Los Angeles, where Jack found employment in the motion picture industry.

Always interested in books, he opened his first small shop on Santa Monica Boulevard, specializing in out-of-print books on California and the West. In 1950 the Reynolds moved to Van Nuys, where they operated a retail and mail-order book business at 16031 Sherman

Way. They were famous for their hospitality to booklovers.

Jack was a talented letter writer. He also ventured into editing and publishing. In 1954 he published *California Mining Town Newspapers, 1850-1880* by Helen S. Giffen, and in 1958 he edited *Graphic Description of Pacific Coast Outlaws* by Charles Howard Shinn. Paul Bailey published and printed this book at his Westernlore Press. His most noted publication was *A Southwestern Century: A Bibliography of One Hundred Books of Non-Fiction about the Southwest*, by Lawrence Clark Powell. Tom Lea illustrated the book, and Carl Hertzog of El Paso printed it in 1958.

Jack edited all three issues of the *Bulletin of the Southern California Chapter of ABAA, 1957-1958*. Another accomplishment was his compilation of the *History of the Westerners: A Monograph History of All Corrals and Posses, 1957*.

Jack's most creative contribution was the long series of catalogues which he issued. The first thirteen catalogues were a miscellany, but, beginning in 1953, and running through Catalogue 179 dated 1993, there were a remarkable number of catalogues devoted to Western Americana. Some of the catalogues have illustrations by artists such as Clarence Ellsworth and have many drawings by Reynolds himself. Some have special introductions including one written by W.H. Hutchinson about Eugene Manlove Rhodes. Other catalogues relate to Ward Ritchie, Lawrence Clark Powell, J. Frank Dobie, Lawrence Russell, George Armstrong Custer, among many others.

In 1976 Jack and Rosalie sold their Van Nuys property and moved to a hill-top home on Pine Mountain in Willits, California. Jack was glad to leave Van Nuys, which he called Van Noise. In Willits Jack became active in civic and community affairs, often speaking before the County Board of Supervisors on behalf of the local public library, which was one of his main interests. He was instrumental in obtaining state funding for the new Willits Library building.

Jack was a friend of David Magee and other booksellers. He was a member of the Roxburghe Club, Los Angeles Corral of Westerners, the Book Club of California, and the Antiquarian Booksellers Association of America. Although he considered himself retired,

he continued issuing catalogues and keeping up his correspondence, usually beautifully typed by Rosalie.

Jack had high standards for himself and was usually willing to express himself fully and forcefully. He was an environmental crusader and advocate. His survived by Rosalie Reynolds, his wife of fifty-six years.

*by Glen Dawson,  
Dawson's Book Shop, Los Angeles  
from Hoja Volante, September 1993*

## Guidebook Update

Quality control was not what it should have been this summer in the Rulon-Miller garage. Consequently, a number (we think 16 to be exact) of the recently published *Guidebooks* were sent without the text inserted. So far, five members have come forward who received the 3-ring binder only. If you are one of the few still out there who do not have any text with your *Guidebook*, please be in touch with Liane at headquarters in New York, who can supply the deficiency immediately.

Quality control was not as it should have been in the proofreader's office either, for which your editor takes sole responsibility. Already several typos have been pointed out, and there is also a pending question about the effectiveness of the suggested consignment contract included in the Forms section of the *Guidebook*. We suggest you do not use the text of this form until corrected sheets are printed and mailed.

# ABAA Welcomes New Members

Since the *Newsletter* last announced new members, the following have been admitted to the ABAA. The *Newsletter* takes this opportunity to welcome them.

## FULL MEMBERS:

**Joel McKee Chapman**, Acorn Books, 740 Polk Street, San Francisco, CA 94109; (415) 563-1736.

**Vesta Lee Gordon**, The Book Broker, 310 East Market Street, Charlottesville, VA 22902; (804) 296-2194.

**Kenneth Oliver Harrison**, P.O. Box 2553, Sausalito, CA 94966-2553; (415) 383-4823.

**Sandra Hindman**, Illuminations, 2970 North Lake Shore Drive, Chicago, IL; (312) 929-5986.

**Jerry Jacobs**, Lost Horizon Bookstore, 703 Anacapa Street, Santa Barbara, CA 93101; (805)962-4606.

**James S. Jaffe**, 18 Haverford Station Road, Haverford, PA 19041; (215) 649-4221.

**Janet Lehr**, 891 Park Avenue, New York, NY 10021; (212)288-1802.

**David Matthew Lesser**, P.O. Box 1729, New Haven, CT 06507-1729; (203) 787-5910.

**David Morrison**, 1420 Southeast 37th Street, Portland, OR 97214; (503) 233-5868.

**John Reznikoff**, University Archives, 600 Summer Street, Stamford, CT 06901; (203) 975-9291.

**Robert Ross**, P.O. Box 8362, Calabasas, CA 91372; (818) 348-7867.

**Michael R. Thompson**, 1001 North Fairfax Avenue, Los Angeles, CA 90046; (213) 650-4887.

**Daniel Weinberg**, Abraham Lincoln Book Shop, 357 West Chicago Avenue, Chicago, IL 60610; (312) 944-3085.

## ASSOCIATE MEMBERS:

**L. Craig Anderson**, Strand Book Store, 828 Broadway, New York, NY 10003.

**Beverly A. Haines**, Argonaut Book Shop, 786 Sutter, San Francisco, CA 94109.

**Herbert R. Hillman, Jr.**, Pangloss Bookshop, 65 Mt. Auburn Street, Cambridge, MA 02138.

**Howard M. Rootenberg**, B & L Rootenberg Rare Books, P.O. Box 5049, Sherman Oaks, CA 91403.

**Claudia Strauss Schulson**, David Schulson Autographs, 11 East 68th Street, New York, NY 10021.

**Toni Kurman Wade**, Needham Book Finders, P.O. Box 3067, Santa Monica, CA 90408. ■

## Membership Updates

**Beasley Books**, Chicago, has new specialties: Psychiatry, Psychoanalysis, Psychology, and Philosophy.

**The Book Bin** has a new address: 228 Southwest Third Street, Corvallis, OR 97333.

**J.M. Cohen, Rare Books** has a new address and phone: 2 Karin Court, New Paltz, NY 12561; (914) 883-9720; fax: (914) 883-9142.

**Ralph Kristiansen, Bookseller**, has a new mailing address: P.O. Box 1309, Boston, MA 02117-1309.

**Elizabeth Phillips'** address as listed in the 1993-94 *Directory* is incorrect. Her address is 248 East 31st Street, Suite 3A, New York, NY 10016.

**L & T Respass Books** has a new address and phone: P.O. Box 1604, Charlottesville, VA 22902; (804) 293-3553.

**Schoyer's Antiquarian Books** now has a post office box for first class mailings and catalogues: P.O. Box 8180, Pittsburgh, PA 15217. Please continue to send books to the street address given in the *Directory*.

**Thomas Suarez** has a new address and phone: 181 Sherman Avenue, Hawthorne, NY 10532; (914) 741-6155; fax: (914) 741-6156. ■

## Request for Information About Elizabeth Cady Stanton

Women's Rights National Historical Park is seeking information about the missing north and east wings of the Elizabeth Cady Stanton House, 8 Washington Street, Seneca Falls, New York, during the period of her residence there with her family between 1847 and 1862. The home, called Grasmere, was a classic Greek Revival home with two wings to the north and south of the central house, and an east wing from the south wing, probably used as a kitchen.

The National Park Service is interested in descriptions of the Stanton House interior or exterior, measured or non-measured drawings, account books, letters, diaries, photographs, lithographs or other visual representations of the intact, original Stanton House.

Please contact Vivien Rose, Staff Historian, Women's Rights National Historical Park, P.O. Box 70, Seneca Falls, NY 13148, phone: (315) 568-0007 if you have or know the whereabouts of any of the above. ■

# Chapter Finances Discussed at Washington Meeting

by Robert Rulon-Miller, Jr.,  
Rulon-Miller Books, Saint Paul, MN

The ad hoc ABAA Chapter Finance and Relations Committee met in Washington, D.C. on September 12 to discuss ways of improving the relationship between regional chapters and the National Board of Governors. Discussion at the inaugural meeting of this Committee included Chapter finances, procedures for standardizing reports of Chapter finances, and methods by which Chapter treasuries will be funded.

Bob Fleck (Oak Knoll Books), Treasurer of the ABAA, presided over the meeting. Also in attendance were all the National Officers of the ABAA, members of its Executive Committee, and representatives from each of the regional Chapters. Only the Southwest Chapter was not represented.

The following resolutions were made and passed, with the stipulation that they not be adopted as binding until Chapter representatives had made their substance known to the Chapter membership, and the membership had had a chance to respond:

1. The ABAA Treasurer will give each Chapter Treasurer financial procedures and standardized reporting forms. After they have been finalized, the procedures and forms will be published for insertion in the ABAA Guidebook;

2. Each Chapter Treasurer will submit actual income reports and balance sheets to the ABAA Treasurer by March 15th for the previous year; and,

3. The Chapter Treasurer will submit a budget for the next year to the ABAA Treasurer by October 1st to be included in the Treasurer's budget to the full ABAA Board at its November meeting. It will be based on a financial year beginning January 1st.

4. Chapters will have a separate checking account for book fairs and will provide an income statement and balance sheet for each book fair;

5. Profit from annual book fairs shall be allocated as follows: 100% of the first \$15,000 per annum shall be retained by the chapter; two-thirds above the first \$15,000 will be sent to the National ABAA treasury; one-third above the \$15,000 is to be retained by the Chapter.

This arrangement is to be tried on a trial basis for two years.

Profit from biennial book fairs shall be allocated as follows: 100% of the first \$30,000 per fair shall be retained by the Chapter; two-thirds above the first \$30,000 will be sent to the National ABAA treasury; one-third above the first \$30,000 will be kept by the Chapter. This arrangement is to be tried on a trial basis for two years.

In addition to the above resolutions, it was proposed that a committee of Chapter Chairpersons be formed. This proposal met with agreement from those present and its formation was encouraged.

The Board of Governors will be discussing and possibly voting on the resolutions passed, contingent upon approval by each Chapter. Anyone who has comments, criticisms, or questions should be in touch with their chapter representative on the Committee, or their chapter's Governor. ■

## Got something to say about the book business?

About a newly issued bibliography, price guide, or bibliophilic novel? Are you planning a bookish happening you'd like to publicize? The *ABAA Newsletter* welcomes contributions from both members and non-members on issues and events of importance to dealers.

Deadline for submissions to the next *Newsletter*, to be published in late January, is Monday, December 20, 1993. Send your letters, book reviews, musings, anecdotes, and announcements to The ABAA Newsletter, 400 Summit Avenue, Saint Paul, MN 55102. If you wish, you can fax us at (612) 290-0646.

**SUBMISSION DEADLINE  
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