



# The ABAA NEWSLETTER



VOLUME SIX, NUMBER 3 <sup>1</sup> ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA

WINTER, 1994

## ABAA Establishes Presence on the Internet

by Mike Harris, Principal,  
booknet/rmharris\_ltd

The ABAA has entered into a unique experiment with *booknet/rmharris\_ltd* to establish the ABAA and its member booksellers on the Internet.

*booknet* was established last spring to develop and promote ways to enhance the rare book trade via the Internet. We have been working with the ABAA Planning Committee since July. We are presently on retainer with the organization to present educational seminars and demonstrations at ABAA book fairs, and to answer members' questions on getting connected to the Internet. Internet seminars and demonstrations have been held at the Washington and Boston fairs, and more are planned for San Francisco and New York. Over one hundred booksellers, representing sixty-six ABAA member firms, have attended these seminars thus far.

While these seminars are imparting information on getting connected and doing book business on the Net, the main highlight of Boston and the future sessions is a live demonstration of the experimental "ABAA Internet Presence" that booknet has under development. (For a glimpse of the ABAA presence, or "home page," see page 13). This uses the emerging standard text and graphics capabilities of the Internet (capabilities known as the World Wide Web or WWW).

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Michael Winship (left) accepts the ILAB 11th Bibliographical Prize for his work on *The Bibliography of American Literature*. The award was presented at the ILAB Congress in Amsterdam by ILAB President Anton Gerits (right).

## ILAB Prize to Winship, Rouir

The International League of Antiquarian Booksellers has awarded its Eleventh Bibliographical Prize to two books. The prize-winning titles are: Jacob Blanck, *Bibliography of American Literature*, volumes 8-9, edited and completed by Michael Winship (Yale University Press); and Eugène Rouir, *Félicien Rops: Catalogue Raisonné de l'Oeuvre Gravé et Lithographié* (Van Loock, Brussels). The winners, who will share a prize of \$10,000, received their awards at a gala dinner held during the ILAB Congress in Amsterdam in September.

The ILAB also recognized two other titles with honorable mentions: Eileen Harris and Nicholas Savage, *British Architectural Books and Writers, 1556-1785* (Cambridge University Press); and

Peter H. Meurer, *Fontes Cartographici Orteliani: Das "Theatrum Orbis Terrarum" von Abraham Ortelius und seine Kartenquellen* (Acta Humaniora, Weinheim).

All prize winners were selected by the ILAB Bibliographical Prize jury, consisting of Dr. Peter Amelang (Württembergische Landesbibliothek, Stuttgart), Dott. Ennio Sandal (Biblioteca Civica, Verona), R. Julian Roberts (Bodleian Library, Oxford), Dr. Frieder Kocher-Benzing (Stuttgart), Konrad Meuschel (Bad Honnef), and John Lawson (East Hagbourne).

For additional articles on the 32nd ILAB Congress and 15th Book Fair held in Amsterdam in September, see pages 8-11.

# Letters to the Editor

*From: John William Pye, Brockton, MA*  
As a new member of the ABAA I must say I am impressed at all the things I have received in the mail by and about the ABAA. I have enjoyed the *Newsletter* very much, but it has caused me to question the standing of the Association's Code of Ethics.

As a result of the Larry McMurtry controversy, the Board has added an amendment to the Code of Ethics. As a new member, I have recently read the By-Laws and Code of the Association. I read them again. Nowhere does it state how the Code of Ethics may be amended, or even if it should be amended.

From my perspective, I think that the Code of Ethics cannot have any validity if it can be changed willy-nilly by the Board of Governors. That is probably a poor choice of words, but what I mean is, shouldn't the changes made to the Code of Ethics be governed by the same by-law that covers amendments to the By-Laws? In other words, should not the Code of Ethics be amended only by a vote of the entire membership? What if the Board of Governors decides that the Code of Ethics were to henceforth be governed by the precepts of the Christian religion, thus giving them the power to remove from membership all non-Christians? That example is extreme, I know, but it is to make the point. The Board of Governors' powers are granted by the membership and not the other way around.

Regardless of the merits of the "Larry McMurtry" amendment, shouldn't any and all changes be voted on by the full membership? Not to do so, to me, seems to invalidate the Code of Ethics.

Board meetings are now closed to the regular membership, yet nowhere in my reading of the By-Laws can I find a regulation regarding attendance at meetings. At one time, members were encouraged to attend meetings (way back when, when I worked for Bromer Booksellers). Since we are an organization of professionals, it makes no sense to me that I may not go to meetings, especially if there is no valid by-law denying me that right. Again, if the Board wants closed meetings, shouldn't they request an amendment to that effect and bring it before the membership as a whole?

What is ironic in all this, is that my dilemma arose from reading about the

"Larry McMurtry" amendment. The irony comes from all the ink spilt by an *anti-quarian* booksellers' association over an issue involving *living* authors. The dictionary describes an antiquarian as "one who deals in old rare books." Perhaps "old" can only be defined as the number of years equal to the number of angels who can dance on the head of a pin.

But my main concern in this letter is the inviolability of the By-Laws and Code of Ethics of the ABAA, because if one can be changed without regard to the other, this would appear to undercut the whole reason for being of the ABAA.

*From: William Selander, The Associates, Falls Church, VA*  
The Associates, Rare Books, reluctantly, but strongly objects to the wording of the Code of Ethics on piracies which was voted on at the ABAA meeting in April. Without consultation of the membership, a new paragraph has been added to the By-Laws impelling members to follow guidelines which had only been casually discussed in the *Newsletter*.

At the present time, we shall not indulge in the name-calling and character assassination of "suspect" copyrighted material; however, there are ramifications in the three very ambiguous paragraphs that should be troubling to every ABAA member.

Paragraph 1: "Member shall be responsible for passing clear title to all material sold." Without a "pink slip" bill-of-sale, similar to car transfers, virtually no book has "clear title" except those of exceptional provenance. Let us cite some clear examples: 1. Advance uncorrected proofs (used for promotion only, never intended for resale); 2. Special advance readers' copies (not for resale); 3. Galley sheets (in-house use only, not for resale); 4. Trade editions with review slips (given to reviewers and new book stores for promotion, not for their used book sales); 5. Inscribed copies (unless signed with an affidavit, witness and notarized that the inscribed copy is now passed with "clear title" to the bookseller); 6. Books signed at book signings (unless inscribed to that particular bookseller, or, again, an affidavit signed, witnessed and notarized that the signed copy now belongs to the bookseller and not the author, since "obviously" the author just wrote his name in

the book; 7. Signed and/or inscribed books by previous owners whose books may have been given away or stolen, but still retain their name somewhere in the book. A "clear title" example is my Superman comics which I had written my name in every of them and which were thrown away by my parents. They had not right to "clear title" of my property and if any ABAA dealer has any early Superman title with the name "Billy" on the inside cover, we have some serious things to discuss. I had clear title, and they were stolen property.

Paragraph 2: "Apprehend and prosecute those responsible for the theft, including, but not limited to, providing the names of persons involved." See paragraph 1 for the many names, both great and small, old and new, dead and alive, who could easily be "blacklisted." Do any of you read history? The naming of names, the innuendos, the vendettas. We are talking twentieth century history here, folks.

Paragraph 3: "Copyright laws." The only possible wording that "may" have some validity; but, for those legitimate dealers who have been buying and selling and stockpiling for years, is that stock retrograde contraband? Are all previous sales to collectors illegal? Are all collections with "ABAA suspect" items now worthless, including those in many fine institutions around the country and world? Without legal opinion, beyond "legal in-house opinions," these new "changes" must have clarification far beyond the casual ABAA implications, otherwise suits, countersuits, legal fees, and animosity will be rampant within a field, if we may be so crass, as to call what we all trade in—selling second-hand merchandise.

## *Editor's response:*

Responsibility for decisions on the revision of the Code of Ethics rests with the Board of Governors, not the membership. Only proposed revisions of the By-Laws are voted on by the membership, per Article VII of the By-Laws.

As for the complaint that the piracy issue was not discussed, we can only ask where have you been? The debate over piracies and screenplays was made more public than most members cared for, beginning in the Autumn 1992 *Newsletter*, and reappearing in a prominent form in all but one of the six subsequent issues.

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# Boston International Antiquarian Book Fair: A Growing Tradition

by Christopher Kenneally

One of the nation's oldest and largest antiquarian book fairs has gotten a little older and a lot larger.

According to Betty Fulton, manager of the Boston International Book Fair and president of Commonwealth Promotion Inc., the recent three-day event at the Hynes Convention Center in mid-November included over 140 exhibitors and drew a record number of collectors, dealers, and curious browsers. Paid attendance, she noted, climbed 20 percent over 1993.

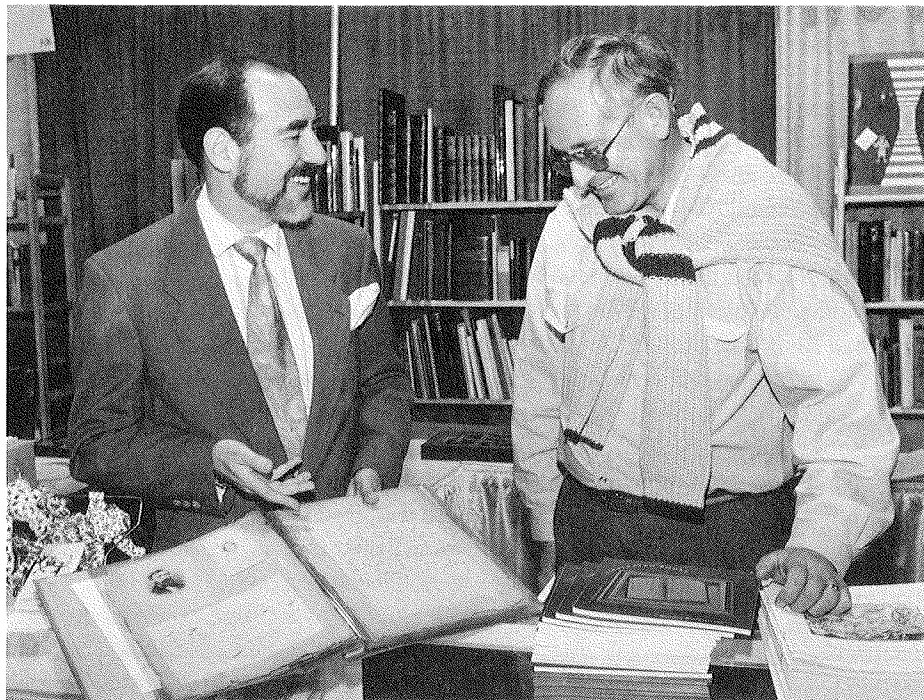
The Boston International Antiquarian Book Fair is sponsored annually by the New England Chapter of the ABAA. Helping make the 1994 Fair particularly memorable was a Sunday afternoon auction of six original drawings created especially for the Fair by artist/author Edward Gorey, a resident of nearby Cape Cod.

His inimitable work is known to millions from the title sequence to PBS-TV's "Mystery" series. "We really want to thank Edward Gorey for his special contribution to this year's Fair," Fulton said.

First organized in 1976, Boston's annual International Antiquarian Book Fair has expanded and developed in many significant ways. The total number of exhibitors, for example, has grown since 1988 by over 20 percent. Over the last few years, the Fair has attracted an increasing number of related programs. These "satellite" events are held across the city to coincide with the Fair, just as happens in London and at other major international fairs.

"Satellite" events for this year's Book Fair weekend included Saturday auctions of antique and rare books and autographs by Skinner, Inc. and Kenneth W. VanBlarcom, as well as the first Boston Ephemera Show. An advance guard of collectors and dealers even attended a Wednesday evening auction of fine books and manuscripts by Bradstreet's of Cambridge.

"Synergistic shows like these contribute to the many good reasons book lovers and book collectors have for com-



David Bromer (left) of Bromer Booksellers in Boston shows a Henry David Thoreau family album to a potential buyer at the 18th annual Boston International Antiquarian Book Fair held in mid-November. The rare album contains two inscriptions by Thoreau including a verse from his well-known poem, "Inspiration." The Book Fair attracted a record number of collectors, dealers, and curious browsers.

ing to Boston," said Fulton, who has managed the ABAA-sponsored Fair for the last seven years.

Every fair has its share of "star" attractions and the Boston event was no exception. Among those books getting special attention were first edition copies of *Interview with the Vampire*, the best-selling novel by Anne Rice which was recently released as a movie starring Tom Cruise.

The occult book's unusual gold foil jacket, which creases and spoils easily, makes it difficult to find a "mint" copy, explained exhibitor John Wronoski (Lame Duck Books, Jamaica Plain, MA). Qualifying examples of the 18-year-old book sell today for between \$1,000 and \$1,500, he said.

Movies—or at least a connection with Hollywood—can often make a book of interest, especially for rare book collectors. "The best example of this is *Gone With the Wind*, which would almost surely be an obscure book if it were not subse-

quently made into a movie," explained exhibitor David Bromer (Bromer Booksellers, Boston, MA).

At the booth of Ken Lopez (Hadley, MA) was a fascinating work of this collecting trend. A 1935 edition of *Taps at Reveille*, a short story collection by F. Scott Fitzgerald and the last of his books to be published in his lifetime, was inscribed by the author "with admiration from his friend" to *Gone With the Wind* producer David O. Selznick. Considered a literary has-been at the time, Fitzgerald was in Hollywood desperate to earn a living and had worked without credit on the *Gone With the Wind* script. Throughout this special copy of *Taps*, which was asking \$25,000, Fitzgerald made notes related to *Gone With the Wind* for Selznick's edification.

"Everyone loves *Gone With the Wind* and it's Fitzgerald's connection to that beloved movie which makes the book so

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# Stolen Books Returned

by Kenneth Gloss, Brattle Book Shop, Boston, MA

Through the efforts and cooperation of many people—Mike Ginsberg (Sharon, MA), the New England Chapter of the ABAA, and Don Heald (New York, NY) and Liane Wood-Thomas of the ABAA Security Committee—books valued at over \$6,000 have been recovered and returned to their owners. Leads regarding the theft of the books, from the Boston International Antiquarian Book Fair of 1992, are still being pursued.

In June of this year Mike Ginsberg visited a small dealer in Connecticut. At that time, Ginsburg was shown a group of small books that the dealer had just purchased. Mike bought one. Upon returning to his office he became suspicious and checked it against his stolen book list. It was on the list as stolen from the

1992 Boston Book Fair. Mike immediately called the dealer in Connecticut and asked him to hold the other books, four of which also turned out to be stolen. Mike called Don Heald, chair of the ABAA Security Committee, and myself, chair of the Boston Book Fair Committee. In addition to pursuing the normal legal channels, the New England Chapter of the ABAA hired a private detective. In October 1994 the detective went to Connecticut and investigated this matter. There, he recovered five books: four stolen from the 1992 Boston Book Fair, and one suspected stolen in 1990 from another location. He questioned three different people who had bought and sold these books.

Four of the books were returned to dealers at this year's Boston International Book Fair. The last book has subsequently been returned to its owner.

## Kenneally

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special," said Lopez. "It's got a lot going for it."

The Boston International Antiquarian Book Fair received an unofficial "early start" on Wednesday evening, November 16, at the Sheraton Commander Hotel in Cambridge. Bradstreet's auction there featured one of the earliest Italian cook-books, from 1508, by Savrola, as well as Frank Lloyd Wright's blueprint specifications for New York's Guggenheim Museum.

At the Skinner auction on Saturday morning, bids by some 500 collectors and dealers contributed to a \$474,000 sales gross, according to Ann Petrone, the firm's director of books and manuscripts and a specialist in American decorative arts. A seven-volume set of the first octavo by James Audubon, she reported, sold for a record \$30,000, almost twice the anticipated high bid. In addition, a letter in Thomas Jefferson's hand and dated, July 17, 1776, sold for \$57,000.

"At the same event last year, the sales gross was \$283,000 so we certainly did better this year and we are already scheduled again for next year," Petrone said.

"The Boston community has always had a strong affinity for this kind of material," she continued. "The Fair and its ancillary events really draw in people. We had collectors fly in from all over the country."

Boston is known as America's walking city and the Fair's satellite events bore this out. Boston offices of Skinner Inc., for example, are located ten minutes' walk from the Hynes Convention Center and near the Public Garden. Even closer is the Back Bay Hilton, where Kenneth W. VanBlarcom held his fourth auction to coincide with the Boston International Antiquarian Book Fair.

"Everyone's around for the Fair," VanBlarcom commented. "Many people told us the Fair and all the auctions made it a little hectic but they said it was worth it because they could see so many different things."

That critical mass of dealers and collectors attracted to Boston by the annual

International Antiquarian book Fair, VanBlarcom said, likely accounted for the high prices paid by fifty registered bidders at his auction.

The \$60,000 net sales figures for VanBlarcom's auction included \$28,600 for an 1840 set of Audubon's *Birds of America*, a bit more than twice the anticipated price. A photo album from 1884 of a trip through the Arctic drew \$2,750, he added.

The Boston Ephemera Show, held at the Auditorium Garage (like the Back Bay Hilton, located directly across from the Hynes) was the Fair's newest "satellite" show. According to organizer Bernice Bornstein, a thousand visitors viewed ephemera, memorabilia, and photographs from eighty-four exhibitors. Many who were interviewed said they also attended the Fair at the Hynes.

Indeed, if plans hold, the 1995 Boston Fair—scheduled for November 10, 11, and 12—may even include a concurrent antique show at the Boston Center for the Arts' "Cyclorama" building in the nearby South End. It's an effort to create as much excitement as possible for the fair," Fulton said. ■

# Larson, Marks Resign Offices

by Robert Rulon-Miller, President, ABAA

At the ABAA Board of Governors' meeting in Boston in November, Vice-President Jennifer Larson and Secretary Jeff Marks announced their decisions to withdraw from their positions. In a letter written for the *Newsletter*, Larson explains her actions:

"I have resigned the office of Vice-President of the ABAA because of my belief that the Board of Governors must either uniformly enforce the Association's Code of Ethics or rescind it without delay.

"The Board's November 17 disposition of two Ethics Committee matters was so inconsistent with my understanding of the committee's role that I have concluded that further service to the Association on my part would be both unproductive and unwelcome."

We have also received the following letter from Marks:

"I'd like to set the record straight with respect to the reason I resigned as Secretary to the ABAA. It is not because a few votes didn't go my way. Very few of the votes have gone the way I thought they should since I joined the Board, and I always showed up for the next meeting.

For a considerable amount of time, I felt I was making a contribution to the Board, and that was enough.

"Over the last year or so, however, I began to see that the Board and I were really heading in two different directions, and that my dismay and occasional indignation at certain points of our divergence were impeding, not adding to the process. My professional life, outside of book-selling, is stressful and unfulfilling. My relationships with booksellers are one of the most important parts of my life. Many of my closest friends are or have been members of the Board, and I am tired of beginning each brief respite from the practice of law by becoming annoyed with my friends, who are entitled to their own points of view.

"These friendships are more important to me than which way we should fold the *Newsletter*, whether we should continue to tax our strapped membership to pay tribute to ILAB, or, *I think*, matters of honor and ethics involving booksellers I don't even know.

"I thought the Board would be better off without me under these circumstances, and that is why I resigned."

In accordance with the ABAA By-Laws, Robert Fleck, Treasurer, will take over the duties of the Vice-President, and will assume retroactively the duties of the vacated Treasurer's office. Liane Wood-Thomas assumes the Secretary's duties. We will be working shorthanded until elections this spring when a new Vice-President, Secretary, and Treasurer take office.

Larson's resignation has also left vacant the chairs of the Ethics and Standards Committee and the ILAB Congress and Fair Committee. Joe Luttrell (Meyer Boswell Books, San Francisco) will now serve as chair of the Ethics Committee, and Tom Congalton (Between the Covers, Haddonfield, NJ) will serve as chair of the ILAB Congress Committee.

The Board is very grateful and appreciative of all the hard work that Jennifer and Jeff have put in on behalf of ABAA over the years, and we would be painfully remiss in not acknowledging the great debt we owe to both. We all extend the deepest of thanks to them, on behalf of the entire Association, for all the extraordinary work they have done for us, and for serving so long a tenure in such exemplary fashion. It's good to know that both Jennifer and Jeff are still in our midst. ■

## Two ABAA Fairs for Spring 1995

Two ABAA-sponsored book fairs are slated for this spring in New York and in Chicago. As of this writing, exhibit space is still available for both shows although both are experiencing increased rates of participation. Those still wanting to exhibit are urged to sign up as soon as possible.

The New York Antiquarian Book Fair, sponsored by the Middle Atlantic Chapter, will be held April 21-23 1995 with a preview reception on April 20th at the Park Avenue Armory in New York City. So far, exhibitor response this year exceeds that of last, the inevitable result of increased attendance and business transacted during last year's Fair. This will be the third New York Fair sponsored by Sanford L. Smith, who is under a five-year contract with the ABAA. Rates remain the same this year, and we are told that the number of European dealers has increased.

The Midwest Chapter has initiated some changes in this year's Chicago Book Fair, and response so far has been greater than at any time in the past. The Chicago Fair will

be held May 19-21, 1995, representing a welcome departure from having it over Memorial Day weekend, as in the past. It continues to be the least expensive ABAA fair at which to exhibit. The Fair will be held once again at the elegant Palmer House Hotel, but in a larger and more accommodating room. The hotel is guaranteeing attractive room rates for exhibitors and their guests. Additionally, the 1995 version of Chicago Fair has substantially increased its promotion and advertising budgets to help increase attendance, and a special dinner is planned to celebrate the Caxton Club centenary. The annual meeting and dinner will also be held in Chicago on the evening of Saturday, May 20.

*For information regarding the New York Fair contact: Sanford L. Smith and Associates, 68 E. 7th St., New York, NY 10003; phone: (212) 777-5218; fax: (212) 477-6490.*

*For information regarding the Chicago Fair contact: Moorevents, 676 N. St. Clair Street, Suite 1765, Chicago, IL 60611; phone: (312) 951-9600; fax: (312) 951-9854.*

# More Views on Admitting Autograph Dealers

In the last *Newsletter*, Membership Committee chair Helen Kelly (Boston Book Company) solicited opinions from members-at-large on whether the ABAA should continue to admit autograph dealers. The following are responses to her request.

*From: Frank O. Walsh, III, Yesteryear Book Shop, Atlanta, GA*

Regarding the array of opportunistic new autograph dealers—both the “vest pocket” flea market variety and the fancy frame-up autograph/old print dealers seen setting up in area upscale malls—I am most definitely against encouraging this group with any thought of getting in our ABAA. And I shall be highly critical if I ever smell such a nomination being floated.

From what I have noticed, the vest pockets are almost all mousey little parasites with limited knowledge. But the far bigger rascals are the glitzy mall-type stores which I have both inspected and have had reports on from my own customers. They seem to use pricing structures averaging five to ten times what reliable, established autograph dealers and auction houses offer. And, yes, they all strongly suggest the “investment quality” of their goods. The general public is being done a disservice with the inference of their offerings as investments, particularly when there is absolutely no relationship to comparable auction sales. But it is sure fun to watch them squirm when you ask them for their published price list or a reference to an auction house price!

There are currently thousands of fine antiquarian booksellers—who may or may not carry as sidelines old prints and autographs—that we should endeavor to get into our fold before looking for another member category which may prove quite unwieldy.

*From: Edward N. Bomsey, Bomsey Autographs, Inc., Annandale, VA*

I am fully in accord with Joe Rubinfine’s wonderfully written letter. [See *Newsletter* V, no.4.] There are bad apples everywhere and that is why we have membership rules and criteria, and a Membership Committee as well as a Code of Ethics. I think that there are sufficient protections already in existence for the public as well as the existing membership of the ABAA.

Just as the system, to the best of my knowledge, works to keep out book deal-

ers who do not meet existing membership standards and criteria, so can the same standards work to keep out autograph dealers who do not meet the same membership standards and criteria.

I believe that similar standards can and should be applied to book dealers and autograph dealers who seek and attain ABAA membership. We all recognize the problems in today’s market, and as autograph and as book dealers, we all have stories to tell. But we know who the good people are, the people we all would be proud to have as fellow members of the ABAA, and those are the people we should seek out and nominate for membership.

There are many book dealers who trade in autographed material, and many autograph dealers who trade in books. Segregation makes no sense to me. The ABAA needs to be a viable and therefore a (modestly) growth-conscious organization to survive, just like any membership-based organization. Let’s not be hasty in erecting impenetrable walls that cannot be readily taken down; let’s intelligently use the protective measures we already have to allow for reasonable growth. Honorable book dealers and honorable autograph dealers who meet ABAA membership and ethical standards should *all* be welcomed.

*From: James Camner, Las Scala Autographs, Inc., Pennington, NJ*

I do agree that there is a problem, and that it’s a serious one. There does seem to be a proliferation of new dealers, many of whom have little knowledge of handwriting and even less understanding of the ethical aspects of the autograph business. I would urge the ABAA to reject any of these dealers for membership.

But I agree with Joe Rubinfine, one of the truly distinguished dealers in the ABAA of any field, that there are certainly a few worthy new dealers of autographs who shouldn’t be excluded.

It seems to me that the membership rules are tight enough already—it’s just a matter of applying the strict standards that are already in place to winnow out the incompetency.

The admission of new autograph and book dealers seems to have become rote, and there are already many dealers in the ABAA who do not bring credit to the standard. (Going up and down the aisles of ABAA book fairs these days, one can’t

help being depressed by the lowering of quality in merchandise.)

I would think that a thorough examination of the future of the ABAA and how it defines itself in terms of new areas of collectibles is in order, and not just as it applies to autograph dealers.

*From: Eugene L. Schwaab, Jr., Western Hemisphere, Stoughton, MA*

Generally, I agree with Mr. Rubinfine’s thoughtful analysis, and believe that autograph dealers should be considered on a case-by-case basis for membership in ABAA. But I think also that this is a good opportunity to discuss openly the basis on which booksellers can or cannot be effectively associated with those in collateral trades.

In a letter to the *Newsletter*, I once defined antiquarian bookselling as “the recycling of the printed word.” Presumably, any bookseller applying for membership is not judged on the kind of printed word he or she recycles, but on whether he or she performs professionally, responsibly, and ethically in recycling the kinds of material chosen for business. Now, most ephemera also include the printed word, and yet the ephemera business is emerging as somewhat distinct from bookselling, even though booksellers often stock ephemera, and book and ephemera dealers exhibit side-by-side at some fairs. Autograph material is the written word, not the printed word, and each example is presumably one of a kind. Booksellers often stock autograph material, and booksellers and autograph dealers exhibit side-by-side at fairs. Prints are by definition printed, and are not one of a kind, but generally do not contain words. Maps are usually printed, and contain words. Print dealers are excluded from membership in ABAA, but map dealers are not.

Now, what is the basis for association? Similar materials? Similar markets? Similar problems of authentication, of storage, or protection against damage and theft? I should like to have these questions answered not only because I am a compulsive devotee of clarity, but because I believe that the ABAA should have as large and diverse a membership as is consistent with a clear professional focus and a high level of professionalism. ■

# New Committee for Board: Public Relations and Education

*At its meeting in Boston in November, the ABAA Board created the Public Relations and Education Committee. Allen Ahearn will serve as its first chair. Other committee members are Louis Collins (Seattle, WA), Dan De Simone (Brooklyn, NY), Jay Platt (West Side Book Shop, Ann Arbor, MI), and Allan Stypeck (Second Story Books, Bethesda, MD).*

by Allen Ahearn, Quill & Brush,  
Rockville, MD

The responsibilities of the Public Relations and Education Committee are to promote the objectives and good will of the Association to the public, to create positive publicity for the Association, bookselling, and book collecting, and to maintain the Association's public image.

The combination of these functions makes a great deal of sense. Many of the exhibitions we put on are educational, but we really do them to promote ourselves. I think back to the recent Washington Book Fair and the types of displays and sessions that were offered: we had "Discovery Days" where the public could bring in books for free evaluations; a book collecting seminar; an exhibit entitled *One Hundred Years of Freedom of the Press*; and daily demonstrations on book binding, hand paper-making, paper marbling, and calligraphy. In addition, we had a panel on "Piracies and the Book Trade," and a session on "Booksellers and the Internet," which I would say were educational sessions for ABAA members, although the public was invited. Other than the "Piracies" and the "Internet" sessions, I think the balance of our program in Washington, although obviously educational, could be considered as public relations for the ABAA or for book collecting in general.

I would like to recommend that all the individual book fair committees consider

including a session on book collecting to be held for the public concurrent with the book fair. I think Discovery Days are good public events, but that many of the people who bring books to be evaluated at these sessions are usually not book collectors but just people with books they have had in the family for years; the people attending the book collecting seminar are, at least potentially, book collectors.

Future public relations and educational sessions currently planned include:

- New York, 1995: *The Collector and Bookseller: The Second Annual Conference*, to be held Wednesday, April 19, 1995, at The Grolier Club. This is a one-day forum for discourse on books and book collecting, with sessions on music, prints, fine printing, maps, bindings, and photography. Both collectors and booksellers will present papers in each of the six sessions. Lunch, served in The Grolier Club, will offer an opportunity for more informal exchanges. (For details, see the conference brochure inserted in this issue of the *Newsletter*).

- New York, 1995: Free seminar for beginning book collectors to be conducted by Helen Younger (Aleph-Bet Books, Valley Cottage, NY), Ken Lopez (Hadley, MA), and Edward Ripley-Dugan (Wilsey Rare Books, Olivebridge, NY). Tentatively scheduled for April 22, 1995.

- Washington, DC, 1995: A seminar on appraisals is planned for the September 1995 fair. This is in addition to continuing to offer the sorts of activities offered at the 1994 fair, mentioned above.

- Philadelphia, 1995: A Conference of Booksellers and Librarians is scheduled for October 1995. Its purpose is to explore the relationship between librarians and booksellers, to eliminate misun-

derstandings, and find more ways we can work together. The primary contact for this conference is Dan De Simone. phone: (718) 965-1392; fax: (718) 832-3707.

- Los Angeles, 1996: As you are probably aware, the ABAA is sponsoring the ILAB Congress and Book Fair in 1996. There will be an educational program to include talks and panel discussions on business topics of interest to the trade, issues in electronic communication and information, and traditional bibliophilic subjects. Bennett Gilbert is chairing the subcommittee that includes Gordon Hollis (Golden Legend) and Nancy Rupert (Heritage Bookshop). The program is scheduled for Monday, September 2, 1996 from 9:00am to 2:00pm. Gilbert has asked for suggestions on specific subjects that might be included in this program. Contact any of the three subcommittee members with suggestions or offers of assistance.

We have not had time, as a committee, to come up with specific projects as yet. We have some grandiose ideas for national recognition which we are thinking about, but nothing to report at this time. I would like to set up a history file for future chairs of this committee. This history file would contain ABAA initiatives that were either taken or looked into in the past. One of the things I think that helps in future planning is to know where you failed before. If you know of anything we have tried along the PR lines that has not worked, or was found not to be cost-effective, or tried successfully in the past but discontinued for some reason, please let me know.

Contact Allen Ahearn at Quill & Brush, Box 5365, Rockville, MD 20848; phone: (301) 460-3700; fax: (301) 871-5425. ■

# The 1994 ILAB Fair and Congress in Amsterdam: Scholarship Winners Kline, Weber Report

*ABAA members Eric Kline and Jeff Weber participated in the 32nd ILAB Congress and 15th Book Fair in Amsterdam thanks to scholarships provided by the Nederlandsche Vereeniging van Antiquaren and the ABAA's Elisabeth Woodburn Memorial Fund. Kline was awarded the scholarship after Richard Press (Sacramento, CA) found he could not attend the September event.*

by Jeff Weber, Glendale, CA

First I must say that if it were not for this scholarship I would have not attended any ILAB fair outside of the United States. The Congress promised to be exciting, but the expense was prohibitive. However, the ILAB experience is unique and does not compare with any ABAA fairs that I have experienced in the past fifteen years. Thus I feel that the scholarship program is the most encouraging way to bring new people to the Congress and Fair. In the end I felt that I do belong in the Fair, I greatly enjoyed the Congress, and I want to do it again. Perhaps in the future when I have more money I may go to Edinburgh or elsewhere and participate again.

The single greatest benefit from participating is increasing your connections in the trade, especially with an international flavor.

My trip began in Paris where I was able to schedule four days of book browsing. I soon found out that my hotel was booked solid and so was everything else. The Office of Tourism aids all travelers (for a small fee) in finding a convenient hotel, but there is a long wait in line for this service. I highly recommend finding a hotel prior to departure. Also, find a hotel that is in a quiet back-street, since the French seem to like to party all night long Friday and don't quit until 5:00 or 6:00 Saturday morning!

I started at Alain Brieux's beautiful shop on rue Jacob. Brieux is well known as a leading French dealer in the fields of antiquarian science and medicine, but the shop also carries many unusual scientific instruments and recently published reference books. This charming store was typical of many French shops, well-stocked with 18th- and 19th-century books, but few if any 20th-century titles. The English

language books are kept to a minimum. However I did select two choice copies of Sir Thomas Heath's *A Manual of Greek Mathematics*, and a beautiful copy of Lord Kelvin and Tait's classic work, *Treatise on Natural Philosophy*, in two volumes. Brieux's book stock was beautifully displayed and in top condition.

On the other hand, Henri Bonnefoi's shop was full of many books, mostly 18th-century, piled everywhere. I asked about the preponderance of 18th-century French books in the French trade, to which Mr. Bonnefoi answered that 18th century books were relatively easy to obtain at French auctions until about 2 years ago when they seemed to dry up. Another dealer stated the same.

I stopped in at the SLAM office (by accident) and was pleased to be able to obtain a walking tour map of French bookshops, listing as many as 138 in a small area of Paris. I also bought the SLAM directory for all of France. The guide directed me to every science and medical bookshop that I wanted to visit. I saw many other shops as well, such as Bernard Maille's, Chamonal's (where I had a marvelous raw oyster lunch), and Gaspa (a remarkable shop devoted to bibliography), among others.

At the end of the week I took the train from Paris to Amsterdam which was a pleasant six-hour journey. I met George Kane at the station, luckily, since we were to room together at the AMS Museum Hotel throughout the Congress. Sunday we joined the Congress at the Amsterdam Historical Museum, under the watching eye of Goliath, who stood 15 feet tall over those of us who began a drinking spree which lasted for the next three days.

I skipped the general meeting on Monday so that I could visit Max Israel's bookshop. The Congress schedule was full of tours and meals, leaving no time to visit Amsterdam bookshops. One had to create one's own time for book browsing. I learned later that Amsterdam does not have the wealth of antiquarian dealers that Paris has, but there are plenty of important dealers and books to see if one can find them. A handy map of Amsterdam marking the location of more than 100 shops was provided.

The Congress schedule included tours of Dutch museums and libraries from Amsterdam to Leiden and The Hague. For me the highlight of the tour was visiting the Royal Library in The Hague, where we were all given a beautiful exhibition catalogue describing a selection of 100 great books and manuscripts found at this superb library. Most special was the book-binding department, expertly headed by Jan Storm van Leeuwen, who described and showed to us some extraordinary bindings of historical importance. Jan was a delight and was enthusiastically received by all.

Monday evening we met for dinner at the Pieterschurch in Leiden, the oldest university town in The Netherlands, which dates from the year 1121. The meal was Indonesian, accompanied by a dance group who had their own stage in the church. The interior was lit with what might have been thousands of candles. The floors were grave stones from centuries ago. The ambiance was remarkable.

Another grand highlight (Tuesday) was visiting Sebastiaan Hesselink's lovely shop, Forum Antiquarian Booksellers, in the Dutch countryside, surrounded by green grass, trees, and cows, pigeon towers, and 13th century castles hidden behind forests of trees and history. Sebastiaan gave us the grand tour and treated the party of 50 to a memorable evening of beautiful and expensive books and an equally impressive catered dinner, complete with wine and good companionship. No one should miss this treasure of a home and shop.

The bookfair began Thursday and was held at the huge exhibition center called the RAI at the Europa Plaza. Happily my books were waiting for me in my half-booth, sent via P.E.S. I was situated on the first level, near the front. My booth-mate was fellow scholarship recipient, Eric Kline, and we had good neighbors such as John Windle, David Block, Mr. & Mrs. Peter Howard, Mr. & Mrs. Theo de Boer, and the organizer of the Congress, Bupp Kuyper, who runs a large auction house and book business.

One unfortunate incident happened at the fair. One shipper was not able to deliver books to three American dealers

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# Amsterdam 1994: A Summary of Events

The 32nd ILAB Congress (September 25-28) and 15th International Book Fair (September 29-October 1) were held this year in Amsterdam. Fifty-three ABAA dealers were represented, making ABAA the largest of the national contingents.

During the three-day Congress, participants visited museums, historic sites, bookshops, and libraries in outlying areas, as well as in Amsterdam itself. The first day found Congress-goers in the Dutch Royal Library at The Hague, viewing an exhibition of "One Hundred Highlights," and visiting individual departments for closer encounters with the Library's rich bibliophilic, technical, and human resources. The day ended in the picturesque city of Leiden, with visits to local bookshops and a traditional Indonesian dinner in the 12th-century Pieterschurch.

On the second day of the Congress, participants visited the former residence of the royal family of Orange, the Palace and Gardens of Rijksmuseum Het Loo in Apeldoorn. After a brief bus ride through the misty Dutch countryside, Congress-goers then stopped at the Kröller-Müller Museum in Otterlo. There, they were regaled by a world-renowned collection of 19th and 20th century art and by lush forest grounds. Those of hearty spirit

mounted the "White Bicycles" available for use free-of-charge for a more intimate experience of the sculpture gardens and parks.

The final day of the Congress kept participants in Amsterdam visiting a few of the many and varied cultural institutions that city has to offer. Lunch was served aboard the glass-topped boats that ply the waters of Amsterdam's canals. The Congress ended with a formal multi-course dinner in the 19th-century ball room of the Hotel Krasnapolsky.

At the ILAB General Assembly, when new candidates for the ILAB Committee were introduced and voted on, ABAA's candidate, Peter Howard, was defeated by Giuliano Gallini, a dealer in music books from Milan and Mr. Georg Schreyer of Bonn, a dealer in illustrated books and decorative prints. This is the first time since at least the mid 1960's that ABAA has not been represented on the ILAB Committee.

One of the many results of this election was a letter written by ILAB President, Anton Gerits, expressing concern to the ABAA, the largest of ILAB member nations and the largest contributor to its coffers, about its not being represented on the ILAB Committee. In this letter, Mr.

Gerits invites ABAA to make a presentation to the ILAB Committee in March addressing perceived shortcomings in the ILAB Rules. In response to this and other events at the Amsterdam Congress, the ABAA Board has created the ILAB Relations Committee which will be drafting a proposed text for ABAA's presentation to the ILAB Committee. Members of the ABAA ILAB Relations Committee are Priscilla Juvelis, Joe Luttrell, Bob Fleck, and Rob Rulon-Miller.

The publication of the new ILAB *Directory* was announced. ABAA has purchased a copy for each of its member firms. These will be in the mail shortly after the first of the new year. ILAB has also published a booksellers' dictionary compiled by Edgar Franco.

Anthony Rota was elected President of Honour for his many years of distinguished work on behalf of ILAB; and Mitsu Nitta was elected Member of Honor for introducing Japan, Korea, and now China to ILAB, and for his years of dedicated service to the ILAB Committee. It was also announced that the Czech Association has been elected to full membership status in ILAB. ■



Bubb Kuyper, who headed the committee of Dutch booksellers responsible for planning the 32nd ILAB Congress, offers a toast at the end of the three-day event.

## ILAB Publications Available through ABAA

*ILAB/LILA International Directory  
of Antiquarian Booksellers, 1994/95.*

ABAA members: \$30 postpaid

Non-members: \$42.50 postpaid

*Dictionary of Terms and Expressions  
Commonly Used in the Antiquarian  
Booktrade in French,  
English, German & Italian. By  
Edgar Franco.*

ABAA members: \$32 postpaid

Non-members: \$40 postpaid

Send your check to: ABAA,  
50 Rockefeller Plaza, New York, NY  
10020. Pre-paid orders only, please.

# Kline, Weber

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on time. Book Block, Ken Lopez and Lame Duck Books were all held up in customs. Evidently the start of the problem was the need to provide the shipping agent with a complete and accurate inventory of the books sent to the show. There are more than one international shippers who can handle books and get them through customs. An inventory stating the full value of all books is necessary to leave and return to the United States. Thus one should actually take two inventories (one for each direction). One should also be sure to ship books in a timely manner; later shipments cause potential delays on the receiving end. Although customs does not usually give trouble to booksellers, any delay can cause other problems. Thus I believe the ABAA should provide a current data sheet of necessary facts one should know in leaving any country and returning to the United States.

Finally the fair began. I had taken 250 pounds (seven boxes) of European books to the show, avoiding American imprints. I also brought my catalogues. The fair publicity and press coverage was excellent. Fair attendance was good throughout, only occasionally slow. The compact hours of the fair were unusually humane (closing by 6:00pm Saturday, no Sunday hours, etc.). As expected, most of my sales were to dealers. I met many more dealers than private clients. Librarians simply did not come to my booth. Also, it became clear that using credit cards is very handy. Collectors have trouble buying US dollars as they are faced with large conversion charges. In the end, my sales during the fair were not what I had hoped for. Clearly one can not assess the performance of a fair solely based upon initial sales. I collected about thirty names of dealers and collectors, met many other people, distributed about 200 catalogues of my books (developing four subsequent orders), and most importantly, I met or became more familiar with many international dealers who otherwise would have been unknown to me.

So, by joining the conference and fair I was able to visit two major cities and greatly expand my connections to the trade. I would highly recommend the attending of the ILAB fairs to all dealers who want to see many great and international books and people. Some greatly

enjoy the museum and library visits set up for the Congress. But most of all I love visiting any place in Europe and relish the opportunity to learn from everything I see and do. This scholarship program is a great idea and should be the perfect encouragement for the young dealer to reach further into the world of books.

by Eric Chaim Kline, Santa Monica, CA

I want to thank the Association for the privilege of being a scholarship recipient and being able to attend the recent ILAB Congress and Book Fair in Amsterdam. For those of you who have never attended such a gathering there are a few subtle differences between the typical ABAA fairs and the ILAB affair.

To begin with, there is the mandatory Congress which precedes the fair by three or four days depending upon the program. At our congress, in contradistinction to many other professional organizations, the idea that technical, intellectual, or professional aspects of the trade should be discussed in a public forum, or be a part of the formal program, was entirely eschewed. Except for the unbelievably boring and self-congratulatory opening business meeting the remainder of the Congress was made up of three parts: 1) drinking and socializing; 2) meeting with colleagues in cocktail party, dinner, and travel situations; and, 3) visiting cultural and historical places. There is a fine art of etiquette which is followed at these functions. The ostensible purpose of the socializing is to establish friendships which transcend national boundaries, or the limitations of one's language skills. At the same time, one must always be ready to recognize which moment might be an appropriate one to discuss a special book, collection, business relation, or to gossip about someone who is either present or missing.

I must say I had a great time. The program of visits to various museums in and around Amsterdam was truly enjoyable. We had a guide at the Maritime Museum in Amsterdam who knew more about the social and cultural history of the seventeenth century than many of the professors of the period I have met. She presented this information with such enthusiasm that virtually everyone in our group was infected. The book and artifact holdings of this institution were also quite staggering. The lovers of atlases and illustrated books on the history of travel and ship building were in heaven. The most frequent remark was "I sure wouldn't mind owning a few of these." This

was even more pronounced at our visit to the Royal Library in The Hague where we viewed a special exhibition of one hundred rare books from the collection. To see 12th-century Gospels, or four- to five-hundred year old hand painted atlases on vellum, and Bibles that looked like they were just finished yesterday, together with a richness in book design and typography, made everyone excited that our profession concerns the preservation, transfer, maintenance, ownership, and sale of such works. Parenthetically, I remember Mr. Maggs saying to me how sad it seemed to him that in the present generation the majority of booksellers might not ever handle such illuminated manuscripts and incunabula, whereas after the war and through the sixties these were available on the market in some abundance and one could be exposed to and handle them as part of a normal business.

Equally rewarding was a trip to the Kroller-Mueller Museum in Otterlo, which, previously unknown to me, houses a collection of some 270 Van Gogh paintings and drawings, among other works. It was so exciting to see canvases which I had never seen before, together with other turn-of-the-century artists, all acquired by a private lady collector at the beginning of this century. I was also grateful to George and Judith Lowry for getting me out of the stupor that such a long day of museum, food, and drink provokes, and onto the "white bicycles" with their soft padded seats, to tour the wooded sculpture grounds which comprise the museum grounds. It was such a pleasure to ride down leaf covered autumn alleys in the cool of the late afternoon, stumbling upon sculptures hidden amidst the trees and bramble to the right and left of the path. Later that evening some of the group went further out into the countryside at the invitation of Forum Antiquarian Booksellers to enjoy a sumptuous *fête* of wine, food, music, and books. The rest of us went back to town to recuperate, relax, or revel as we wished.

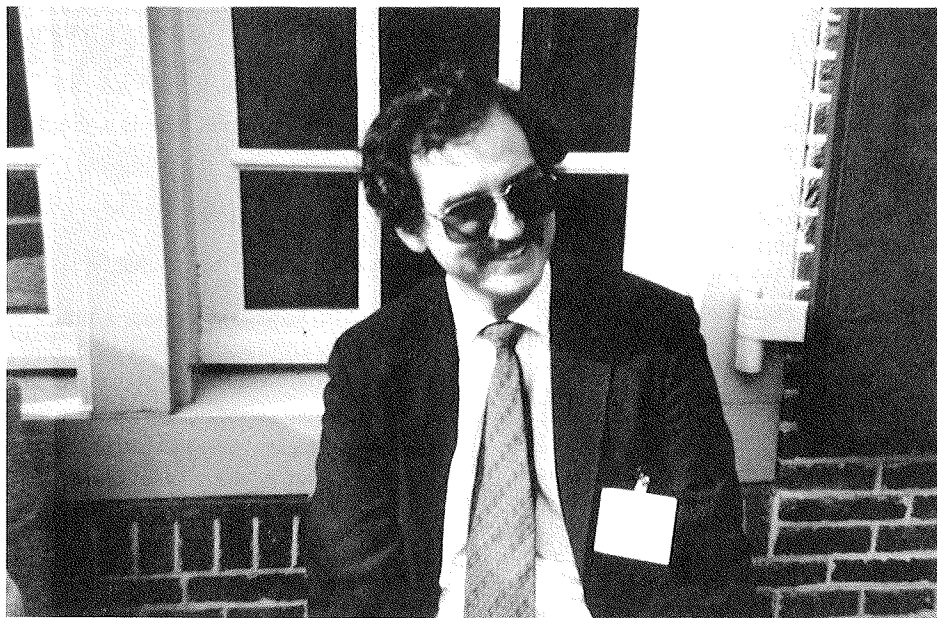
To enjoy the Congress I found that it is important to circulate. No doubt language plays a part here, but at least seventy-five to eighty percent of the participants spoke enough English to carry on a polite conversation, if not one of a more prosaic or philosophic nature. The time for this tended to be on the busses going from place to place, or while sitting at lunch and dinner. It is true that it is easier to sit with the same people, the ones we know and feel safe with, but the more that I ventured out into the sea of

foreigners, the more I learned and the wider my perspective on the trade and life in general became. I hope that those of you who read this will keep this in mind when you come to Los Angeles in 1996 for the next congress, which will be held here prior to the fair in San Francisco.

Now, on to the fair. Again, in contrast to the ABAA format, set-up and opening were on the same day and didn't leave a lot of time to scout. This is especially a hindrance if you are by yourself. I observed that unlike us, it was less common for the Europeans to scout one's booth and leave the book with their card in it. "If there is no one in your booth it is hard to sell the books." As with all such fairs there are different aspects, intentions, and aspirations. At the very least there is selling books, buying books, seeing material you are not used to with its requisite pricing and peculiarities, meeting new private collectors and institutional clients, and, of course, seeing old friends from around the world.

For those who used to argue that from the 1960s to the 1980s the great books came to America, and in the 80s and 90s returned to Europe, they should have been in Amsterdam to see the wealth that always was and continues to exist on the continent, in addition to all that has been repatriated: to recognize that in the two rooms of the fair there were over 400 different incunabula for sale. To go down the aisles letting your eyes rest on the beautiful hand-colored birds, fish and flowers, not to mention the maps and the city views, amidst the wealth of wood block and copper plate engravings found in the Bibles, history of science, and travel books would give the novice pause to consider whether the majority of printed books were illustrated or not.

As this fair was held in the Netherlands the majority of the exhibitors were Dutch, followed by the Americans, French, Swiss, English, German, Italians, and the Japanese, among others. The predominant book was printed prior to 1800, continental, and in a contemporary binding. In my opinion the fair was rather poorly attended. The opening night drew quite a good crowd, with members of the trade flying in from America, Germany, Switzerland, Italy, and Israel, among others. There was a sizable group of local collectors and librarians that evening, and the fair seemed to do a reasonable amount of business. What was rather surprising was the second day, Friday, where we saw very few of the previous night's visitors



**Jeff Weber (Glendale, CA) finds time, and a place, for a brief respite from the activities of the 32nd ILAB Congress held in Amsterdam. Weber, along with Eric Kline (Los Angeles, CA), participated in the Congress with the aid of scholarships sponsored by the Nederlandsche Vereeniging van Antiquaren and the ABAA's Elisabeth Woodburn Memorial Fund.**

return; and with the German and Swiss dealers departing early that morning for home. I was later told that there were two German auctions that Friday and Saturday which may have affected attendance. After a slow Friday, we awaited the public of Amsterdam on Saturday. Sadly it turned out that these people preferred to look at books, visit with their local dealers, and chat in Dutch, rather than seek out the international trade. At the end of the Fair it was announced that over \$4,000,000 worth of books changed hands, and of that I have no doubt, but would venture that the majority of the books were sold by the Dutch trade to their colleagues and regular clients, with a smaller number of truly high priced rare and beautiful books being sold by the international crowd to the trade and some locals. This is just my opinion and I stand to be corrected.

One thing that I found interesting is that both here and in Cologne two years ago the local audience, whether Dutch or German, did not seem to realize that the ILAB Fair was truly of a different stature than the regular fair which takes place in the same hall each year. There was simply no great sense of excitement that these books would not be back on view again in just a few months time at the annual local fair. I think that this is one aspect of advertising that must be stressed in San Francisco in order to bring more librari-

ans and top level collectors from across the United States to attend the ILAB Fair.

It is all well and good for us to say "it was a dealers' fair" or, "you shouldn't come to this fair expecting to make money," but that is absurd. All it takes is an active public, and a little institutional business to jump start the buying and allow for a great Fair. There are too many local and regional fairs where we don't make money. The ILAB fair has more qualified buyers in one place than any other I know of. Of course we come to the fair to make money! Part and parcel of that is meeting new clients, and establishing better trade contacts for both buying and selling. I truly hope that our colleagues will take this seriously when they plan the 1996 fair.

It is simply no understatement to say that the qualitative difference between the books exhibited at a typical ILAB fair and the annual ABAA fairs is more than 100%. As a relative newcomer to the Association, and someone working his way up from the general secondhand business to better books, walking past booth after booth with books in the finest condition, in all fields, and rarities one usually sees only in the library or museum, it gives one time to pause and consider just what the tradition of the antiquarian bookseller is all about. It is against this backdrop that I again wish to thank the association and its president, Rob Rulon-Miller, Jr. ■

# Selling Books on the Internet

by Jordan Luttrell, Meyer Boswell Books, San Francisco, CA

Several months ago, we decided to put our entire inventory (about 6,000 books) on the Internet. We were, so far as we knew, the first antiquarian dealer in this country to do so, and we had no idea what to expect.

Thousands of dollars of sales later, we couldn't be happier. Most encouragingly, virtually all of the books have been purchased by customers completely new to us, from whom we may expect long-term, repeat business.

We decided to use e-mail for our "search system," as it is the most basic and widespread of all Internet services. Please feel free to give it a try, to see if it would work for yourselves.

For those who would care to "dive right in" (we also describe how to get a Help File in a few paragraphs), you need only send us an e-mail message. It should be addressed to "rare-lawbooks@netcom.com" with the word "search" in the subject field, and the word "search" plus the word you are searching for as the message. The following example supposes you want to find everything in stock we have by or about Blackstone:

```
To: rare-lawbooks@netcom.com
Subject: search
Message: search Blackstone
```

As another example, here is a simple subject search:

```
To: rare-lawbooks@netcom.com
Subject: search
Message: search trial
```

After you have sent us your e-mail message, we will respond with an e-mail reply. It consists of a list of books which satisfy your search request to us. You are welcome to browse through the list and use it for whatever purpose you like, including, of course, placing an order (instructions accompany the list). We also supply our address, phone, and FAX numbers for those who would care to respond in any of those fashions.

To obtain a Help File, providing further details, send the following message:

```
To: rare-lawbooks@netcom.com
Subject: help
Message: help
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Any bookdealer whose inventory is already in a computer database should think of putting it up on the Internet. The cost is essentially nominal, and it is easy to do.

In my own case, I access the Internet through a company called Netcom, which has services in most major cities now. They have a one-time setup fee of \$25, plus a monthly fee, which permits unlimited access, of slightly under \$20. This fee

also permits you to store as many as 5 million bytes of information without further charge. Our inventory takes up about 1.2 million bytes, well under this figure. So, if all you do is run your inventory out of your account, you can see how inexpensive putting your inventory on the Internet can be (I also use the Internet for other things, but even so and without being particularly careful, my monthly fee is running between \$30 and \$40).

Most booksellers will, it is true, need to hire someone who can "magically" take the inventory from their computer and put it on the Internet. You are welcome to call the fellow who did it for me, Tom Voltz, at (510) 654-7000. I certainly recommend him, and I am confident he can do the job for you at a reasonable price.

Where do we go from here? I would like to make the inventory completely and immediately interactive (e-mail is fast, but you still do need to wait a few minutes for our e-mail reply to get to you). My hope is that we can do this via the ABAA's new server. If not, we are looking into getting one of our own. But as this may cost several hundred dollars a month, we may need to find other booksellers willing to share the expense (call Tom or me if you're interested!).

Surf's up! ■

## Harris

continued from page 1

It makes available to dealers, librarians, and collectors the following information:

- Individual "home-page" presentations for each ABAA member that provide contact details, names, addresses, phone and fax numbers, and e-mail addresses) and specialty information from the ABAA *Directory*, along with information such as new catalogue offerings (either conventional or electronic), participation in future fairs, auctions, or other special events.
- Direct links to online illustrated catalogues (currently we have posted cata-

logues from Quill & Brush, Oak Knoll, Dawson's, Ten Pound Island, and an extensive multi-catalogue setup by Karno Books), and to inventory search capabilities (such as described by Jordan Luttrell above).

- Information on the ABAA, how to contact headquarters, upcoming ABAA and regional book fairs, excerpts from the *Newsletter*, discussion groups of interest to ABAA members or book collectors, and information on recent stolen books and forgeries.
- Bibliographic research support pages that make it relatively simple for a bookseller to tap into the Library of Congress, Harvard, University of California MELVYL, New York Public Library,

Oxford, Cambridge, and several hundred other free online public access catalogues (OPACS) worldwide.

- Information on how to obtain fee-based services such as RLIN (described on page 16) over the Internet, and how to reach other home pages of interest to rare book dealers (such as "Conservation Online").

*Mike Harris is available to answer Internet-related questions from ABAA members, and to advise on getting online. He can be reached at booknet/rmharris\_ltd, PO Box 7603, McLean VA 22106, phone (703) 356-1686, fax (703) 356-5431, or by e-mail at booknet@rmharris.com* ■

# The ABAA/booknet Home Page

The present ABAA/booknet World Wide Web site consists of approximately one hundred Internet-accessible pages and will be expanding over the next several weeks to several hundred. All pages are accessible through the ABAA Home Page, reproduced here in its full graphical glory. Clicking on a highlighted item on any page leads directly to the information page or database in question, which may physically reside anywhere in the world. The service will include a page for each of the more than four hundred ABAA members, including e-mail addresses where available. Each ABAA member who so chooses can maintain their own information pages, with catalogues or other services, at their local access provider or, alternatively, on their own computer. Inquiries and ordering can be handled by e-mail, fax, or telephone as the dealer and customer desires. We will soon be adding a search capability that will facilitate locating booksellers by specialty, location, or name, and ultimately will allow catalogue searches as well. As ABAA members come on line with their individual WWW pages, catalogues, inventory list servers, or other specialized offerings, the ABAA/booknet WWW site will provide direct link and search capabilities that will allow other dealers, librarians, and the buying public to access and use their services, with one place to come from anywhere in the world to find rare books on the Net. With this capability and the broad participation of ABAA booksellers on the Internet, we will be moving ABAA directly into the forefront of online research, advertising, and rare book sales.

If you are presently on line, you can visit the ABAA/booknet WWW site at:

<http://www.clark.net/pub/rmharris/booknet1.html>

using any WWW browser (Mosaic, Netscape, Winweb, etc) or as text using Lynx.



## ABAA booknet/rmharris\_ltd

Welcome to the Antiquarian Booksellers' Association of America (ABAA) World Wide Web Server. ABAA booknet specializes in rare and antiquarian books, maps, and prints. Find out more about ABAA, and take a look at our [ABAA Newsletter](#).

### CONTACTING ABAA BOOKSELLERS

- Look here to find the [ABAA Book Dealers](#) who are on the Net
- Or here to find the [full list of ABAA Booksellers](#), including their locations, specialties, hours and how to reach them

### ON-LINE BOOKSELLER CATALOGS

Looking for something specific? If you are equipped for forms, you will soon be able to search our posted catalogs with this entry:

Author	<input type="button" value="↓"/>	Moliere	<input type="button" value="GO"/>
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- Here is a listing of [current catalogs](#) accessible by WWW or e-mail
- Or review all our catalogs by [Author](#), [Catalog Subject](#), or [Title](#)

### ABAA BOOK FAIRS

The ABAA sponsors several bookfairs around the nation. The next ABAA bookfairs are --

- *Boston, Hynes Convention Center, November 18-20, 1994*
- *San Francisco, The Concourse, Showplace Square, February 25-27, 1995*
- *New York, Seventh Regiment Armory (Manhattan), April 21-24, 1995*
- *Chicago, Palmer House Hotel, May 19-21, 1995*

For more information, click on [ABAA shows](#)

In addition, you may view a current list of [Regional shows](#) (provided courtesy of [AB Bookmans Weekly](#))

### ON-LINE BOOK INFORMATION AND RESEARCH MATERIALS

- For dealers and collectors alike, here is access to [On-Line Bibliophile Research Materials](#)
- What book discussion is going across the Net? Check [Discussion Groups](#)
- Information primarily of interest to ABAA members, [ABAA Business](#)
- Current alerts on stolen books and forgeries, [Book Security](#)



**WARNING:** This web is experimental and is still under construction. Anything can happen (and does).

Date of latest revisions: 16 November 1994



Webification by [the booknet team](#)

We are reachable at [booknet@rmharris.com](mailto:booknet@rmharris.com)

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Access courtesy of [ClarkNet](#)

# The Internet: A Bookseller's Resource

by Michael Dawson, Dawson's Book Shop,  
Los Angeles, CA

In February of this year, ABAA President Rob Rulon-Miller (Rulon-Miller Books, St. Paul, MN) asked me to begin an investigation of the ways in which ABAA members use computers in the antiquarian book trade. My initial project involved the design and circulation of a computer survey which would provide information concerning the types of computers used by ABAA members. I was also interested in seeing if there were any clear preferences for particular brands of word processing and data base software.

Concurrent with my work on the computer survey, Planning Committee Chair Bob Fleck (Oak Knoll Books, New Castle, DE) introduced me to Dr. Michael Harris, who has been working with the ABAA to explore the best way for our organization to benefit from the expanding commercial opportunities that are developing on the vast communications network known as the Internet. In this article, I will briefly discuss the potential for low cost, efficient communication between ABAA members that exists via the Internet as well as the potential for hosting extensive and wide ranging discussions of issues that are of great interest to the antiquarian book trade. Other articles in this issue of the *Newsletter* offer detailed discussions concerning the buying, selling, and researching of antiquarian books via the Internet.

For those who have not read the series of articles related to the antiquarian book trade and the Internet that Joel Silver wrote for *AB Bookman's Weekly*, I would highly recommend that you brush the dust off those stacks of AB lying around your shop and take a look at what he has to say. Joel has done an excellent job of describing how the Internet functions, what services are available to the book dealer at the present time, and what computer hardware is needed to begin exploring the "Information Superhighway."

Silver has noted that there are estimated to be well over 15 million people worldwide who already connect to the Internet, with at least 150,000 being added each month. The incredible volume of people using the Internet constitutes an enormous potential client base for the antiquarian book trade that can be reached on a budget that is affordable for practi-

cally any book dealer. Taking a conservative estimate that only one-half of one percent of all Internet users would have any interest in collecting antiquarian books, this figure still yields a potential client base of 75,000 people.

Buying and selling books on the Internet is still a very imprecise science. Joe Luttrell (Meyer Boswell Books, San Francisco, CA) has made a major commitment to selling books through the Internet. He has catalogued his stock of 6,000 rare and scholarly law books and stored his lists on several large capacity harddrives. By connecting to a special e-mail address you can search his stock by listing either author or title. Luttrell's system will respond automatically, returning to your e-mail address a list of books that match your search request. Zupal Auctions in Ohio, also known as United States Book Exchange, runs a service called Swap and Shop which lists individual books and collections for sale. Moe's Books in Berkeley announces individual books for sale and provides specific subject catalogues which can be downloaded to your computer. To subscribe to these lists requires only a quick note to their respective e-mail addresses; the new announcements are posted directly back to you as they are issued. Dick Weatherford's Interloc system is probably the biggest marketplace for buying and selling out-of-print books by computer. Although Interloc is not yet available via the Internet, all of the functions of this system take place between computers linked via modem. There are monthly service charges for hooking up to Interloc, and to fully use the service requires a specific d-base package provided by Weatherford. I should also add that full access to Interloc is not available to Macintosh users, unless you are willing to use a Windows interface, as it is currently designed for use by IBM PCs and PC clones.

Specific news groups and listserv groups provide access to large numbers of people interested in specific types of information. Silver describes news groups as "conversational bulletin boards, with individuals posting electronic messages, and others responding, commenting, and adding additional messages. Frequently, an individual will post a question hoping for a response." Silver also notes that "in addition to news groups there are other

discussion groups whose postings come to the participants as electronic mail messages...One can subscribe to these groups, and then until one 'unsubscribes' all postings from the group are received. The subscriptions are either handled by an actual person, who manages or owns the mailing list, and sees to it that subscribers are added or deleted as requested, or by a software system known as listserv which operates under the supervision of the list owner, and which automatically deals with such requests and handles other mailing list tasks." The most active and interesting listserv group for the antiquarian book trade is Exlibris, managed by Peter Graham at Princeton University. Subscribers to Exlibris are mainly rare books and manuscripts librarians who discuss a wide variety of issues of interest to the rare book trade. The issue of book dealers doing business on the Internet in general and specifically through Exlibris has been the subject of substantial debate among Exlibris subscribers. After consulting with Graham to obtain his approval, we posted a carefully worded notice on Exlibris regarding the availability of a recent catalogue issued by Dawson's Book Shop. We also announced that Dawson's was willing and able to do business on the Internet. The response to this posting was overwhelmingly positive, and I notice that other ABAA members have placed similar announcements since Dawson's made this initial posting. While the Exlibris group is not the proper forum for extensive use by the book trade, it does represent the best audience on the Internet for the antiquarian book dealer. Graham and the majority of Exlibris subscribers welcome news from antiquarian book dealers provided that they do not receive repeated blanket solicitations posted as general announcements to the entire subscriber base.

A less active listserv group is simply called Biblio and is based at Claremont College in Southern California. The client base for this group is a rather even mix of librarians, book dealers, and private collectors. Besides these two listserv groups there is a news group known as Rec.Arts.Books.Marketplace which is a forum for general readers looking to buy and sell mainly low priced books. While the buying and selling of books via the Internet is still in the early stages of

development, researching rare books via the Internet offers a host of sophisticated avenues for success. Most of the major research libraries of the world are accessible via the Internet and, depending on the sophistication of catalogue entries, it is highly probable that a quick investigation will yield collation, variant editions, and the call numbers for a particular book should you have the occasion to visit the institution whose catalogue you are browsing through. I often visit all of the University of California libraries whose holdings are available together on a system known as Melvyl. Yale and Harvard libraries are easily accessible, as is the New York Public Library and the Library of Congress. I should add that describing the Library of Congress as "easily accessible" is not exactly true, but if you spend some time digging through the various collections, there is a wealth of information to be found. Library access is not limited to the United States, and while I have not explored many libraries outside the United States I know that Oxford and Cambridge are connected to the Internet as is the British Library. I have occasionally used the Internet to help clients find books at local libraries. All have been appreciative when I could locate an obscure book with a call number and location to speed up their search by positively identifying that a particular institution had a specific title in their collection.

Other sophisticated environments on the Internet are the areas that support electronic communication. If the ABAA maintained a listserv similar to ExLibris I believe we would have a more informed and perhaps more vocal membership. Communication from the Executive Board and other National Committees could be quickly disseminated through a listserv system. As this system could only be accessed by ABAA members, I believe that this would be an ideal environment to freely debate controversial trade issues within the confines of our own organization. Finally, I would like to reiterate the potential for buying and selling antiquarian books that is perched on the horizon of the Information Superhighway and reemphasize the sophisticated environment for research and communication that already exists. I believe that encouraging our membership to consider their computers as tools for communication and research as well as for data management and word processing will have profound consequences for the ABAA in the years to come.

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<b>Aleph-Bet Books</b> (Helen Younger, Marc Younger)	.....alephbet@delphi.com
<b>The Americanist</b> (Michal Kane)	.....mkane@ccantares.wcupa.edu
<b>Argosy Book Store</b> (Judth Lowry)	.....argosybook@aol.com
<b>Richard B. Arkway, Inc.</b> (Richard Arkway)	.....74563.2265@compuserve.com
<b>Walter R. Benjamin Autographs</b> (Christopher Jaeckel)	.....72447.3642@compuserve.com
<b>The Book Bin, Inc</b> (Robert S. Baird)	.....lidstrn@csos.orst.edu
<b>Bookmine</b> (Steve Mauer)	.....bookdude@aol.com
<b>Boston Book Company</b> (Charles Vilnis)	.....vilnis@bostbook.com
<b>Andrew Cahan: Bookseller</b> (Andy Cahan)	.....acahan@cybernetics.net
<b>Caliban Book Shop</b> (John E. Schulman)	.....johnschul@aol.com
<b>Dawson's Book Shop</b> (Michael Dawson)	.....dawsons@netcom.com
<b>The Family Album</b> (Ronald Lieberman)	.....ronbiblio@delphi.com
<b>Joseph J. Felcone, Inc</b> (Joseph Felcone)	.....jffelcone@delphi.com
<b>Golden Legend, Inc</b> (Gordon S. Hollis)	.....legenda@ix.netcom.com
<b>William F. Hale—Books</b> (William F. Hale)	.....wf hale@ix.netcom.com
<b>Kenneth Harrison</b> (Kenneth Harrison)	.....73053.1127@compuserve.com
<b>Donald A. Heald Rare Books</b> (Donald A Heald)	.....heald@aol.com
<b>High Ridge Books, Inc</b> (Fredrick U. Baron)	.....fbaron@aol.com
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<b>Howard Karno, Books</b> (Howard Karno)	.....karnobooks@cts.com
<b>Ken Lopez—Bookseller</b> (Ken Lopez)	.....klopez@well.sf.ca.us
<b>Meyer Boswell Books, Inc</b> (Jordan D. Luttrell)	.....luttrell@netcom.com
<b>Needham Book Finders</b> (Stanley Kurman)	.....kurmania@aol.com
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<b>Parmer Books</b> (Jean Marie Parmer)	.....ParmerBook@aol.com
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<b>Schoyer's Books</b> (Donnis De Camp)	.....dsbooks@eworld.com
<b>E. K. Schreiber</b> (Fred Schreiber)	.....ekslibris@aol.com
<b>Second Life Books, Inc.</b> (Russell Freedman)	.....secondlifebk@delphi.com
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<b>Swann Galleries, Inc.</b> (George S. Lowry)	.....swannsales@aol.com
<b>Ten Pound Island</b> (Greg Gibson)	.....tenpound@world.std.com
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<b>Wilsey Rare Books</b> (Edward Ripley-Duggan)	.....ripleyduggan@delphi.com
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<b>Roy Young Bookseller, Inc.</b> (Roy Young)	.....RoYoung@aol.com
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# Computers & the Book Trade: Using RLIN

by Edward Ripley-Duggan,  
Wilsey Rare Books, Olivebridge, NY

The computer has changed the way the antiquarian book trade does business. The responses to the survey recently distributed by the ABAA reveal that most booksellers own computers (see page 18 for the results of this survey). As a tool for storing catalogue descriptions, grooming mailing lists, and organizing much of the routine of bookselling, computers have become an indispensable commonplace in the past ten years. More recently, many dealers have explored the potential of desk-top publishing in the preparation of catalogues and incidental printed material. Now, easy access to the Internet is offering a new set of possibilities and pitfalls.

Many would-be users of the Internet have discovered that this global network is an enticing place to explore, but that real business benefits can prove elusive. The vast wealth of available information in so many diverse fields, as well as the arcane software and architecture of the Net, all are very confusing to the novice. In the realm of bibliographical research, many on-line catalogues are available, but practically speaking it is too time-consuming to check more than a handful when researching a book. I would like to discuss RLIN, a tool that I have found superior to all others in obtaining quick and useful results to bibliographic queries.

This acronym stands for the Research Libraries Information Network, which is administered by the Research Libraries Group, Inc., in Mountain View, CA. RLIN is an electronic union catalogue, offering a variety of databases. As the name suggests, the libraries that contribute cataloguing to RLIN are predominantly research institutions, and they include most of the rare book libraries in the United States.

How useful an electronic union catalogue is for research is directly proportional to the degree of retrospective cataloguing engaged in by the contributing institutions. The quality of that cataloguing is also a major consideration. The caliber and quantity of the records stored in the RLIN databases can now be reasonably compared with that old stalwart, the National Union Catalogue. It is my opin-

ion that, in almost all respects except sheer volume of listings, RLIN now far outstrips the NUC in utility. NUC unquestionably lists more titles and more locations than RLIN. However, the sophistication of searching that RLIN offers, and the rich detail provided in many of the catalogue entries from contributing institutions, more than makes up for the occasional lacunae.

The first step in gaining access to this remarkable tool is to establish an account with RLIN. (See box, page 15 current rate information and contact details). Once an account has been established, RLIN issues an account number and the user selects a password. To reach the RLIN databases, an account with an Internet service provider who offers the software tool called Telnet is needed. Telnet is used for logging onto other computers on the Internet; when connected to a remote computer using Telnet, the user's keyboard and monitor act as if directly connected to that computer. A command is typed and the response appears almost instantaneously on the screen.

To reach RLIN, Telnet to RLIN.STANFORD.EDU. Connection may take a moment or two, depending on the volume of Internet traffic and how busy RLIN is (occasionally, the message ORVYL QUEUED will be seen; this means that traffic is especially heavy. Wait a little longer and RLIN will come on line). Once connected, the user is prompted for account name and password. A word of advice here: to automate access, I strongly recommend a package like Procomm Plus or Procomm for Windows that allows the preparation of a so-called script file that automates the log-on procedure described above. Such a program will allow you to save all of your RLIN results to a log file to be reviewed at leisure.

Once account name and password are entered, the following screen appears:

```
Welcome to RLIN
The RLIN database consists of three parts:
1) Bibliographic files.
   Bibliographic files describe
   books, serials, scores, recordings,
   archival collections, and a variety
   of other materials.
```

- 2) Authority files.  
Headings from the Library of Congress help you find bibliographic records by identifying preferred forms for names and subjects and references from other forms. Art and Architecture Thesaurus terms are for art materials. Avery Reference records describe name and subject headings used in the Avery Index to Architectural Periodicals (a CitaDel file).
- 3) Special databases.  
These are: English Short Title Catalogue, RLG Conspectus Online, and Sales Catalog Index Project Input Online.

I would like to demonstrate how an RLIN session works. For now, let's select item 1, Bibliographic files. We are now connected to the main catalogue. As indicated on the menu, a variety of categories of materials are separately catalogued. The default is the main catalogue of books, but if, for example, we want to research a map, all that is necessary is to issue the command "sel fil map" (all commands noted here are, for clarity, listed in quotes, which should be disregarded in use). To return to the books database, the command "sel fil bks" is issued. The basic manual of RLIN use, the *RLIN Searching Guide*, lists all of the various databases and how to reach them. These include, besides books and maps, citations from journal articles, computer files, recordings, scores, serials, and visual materials (films and video recordings).

How do we go about finding a specific item in our chosen database? The first step is to use the find command (abbreviated to "fin"). RLIN allows an initial search to be based on a variety of indices, including title word and phrase ("tw" and "tp"), personal names general and exact ("pn" and "pe"), subject words and phrases ("sw" and "sp") and so on. These indices may be used in conjunction to extend or to limit a search result, by using the Boolean operators "and", "or", "also" and "not".

To make this clearer, let us look at a specific example. We have an edition of Hawthorne's *Scarlet Letter* that we want to research. To begin, we type the command:

```
fin tp scarlet letter# and pn hawthorne
```



# RLIN: Research Libraries Information Network

RLIN is the bibliographic and special information files and associated computer networks that the Research Libraries Group (RLG) maintains for its member institutions. The RLG, founded in 1974 and located adjacent to Stanford University, is a not-for-profit membership corporation of 143 universities, independent research libraries, archives, historical societies, and museums.

RLG owns and operates RLIN, an information management system and online catalogue of more than 63 million items held by RLG members and major institutions such as the Library of Congress and the British Library. RLIN provides bibliographic citations for books, serials, maps, machinereadable files, recordings, musical scores, and printed music; and for visual materials including photographs, motion pictures, and graphics including drawings, blueprints, and posters.

RLIN provides the ability to search longitudinally across the world's major online public access catalogs (OPACs, in library parlance), many private catalogues and online archives of RLG members that are not available to public access. RLIN also offers access to specialized databases such as:

- ESTC, the English Short Title Catalogue, describing 374,000 English language publications from 1473 to 1800. ESTC can be searched by author, title, publisher, date, and

place of publication. To this RLG is adding Early Printed Books (the continental counterpart to ESTC), and is undertaking a pilot project to develop a national file of American primary materials—correspondence, manuscripts, typescripts, and ephemera.

- SCIPPIO, the Art Sales Catalog Database, describing rare book sale catalogues as well as art auction catalogues. SCIPPIO cites catalogues of sales dating from 1599 to currently scheduled auctions.

In addition to RLIN, the RLG offers a service called Eureka which has an easy- to-use interface and searches most RLIN files (but not the special databases).

At present the simplest way for individual ABAA members to access RLIN is to establish an Individual Search Access (ISA) account and connect to RLIN via the Internet (using Telnet). The flat-fee ISA charge is \$190 for 200 searches, and it may be renewed as needed. RLG may arrange discounted rates for higher levels of activity.

For further information, or to open an account, contact: The RLIN Information Center, 1200 Villa Street, Mountain View, CA 94041-1100 ; phone: (800) 537-RLIN (US and Canada) E-mail: bl.ric@rlg.stanford.edu (Internet)

In RLIN's searching language, this says "find those records containing both the indicated title-phrase and authorial name." The # sign after the title indicates truncation—if this is not used, only records that contain exactly that phrase, no more, no less, will be identified. The truncation allows us to retrieve all records that contain the phrase. To narrow this initial result, we want to ensure that only those *Scarlet Letters* that Hawthorne wrote are identified. To do this, we use the Boolean operator "and" to show that we want only those records that satisfy both criteria, i.e., the title contains the words *Scarlet Letter* and the book is identified as by Hawthorne (clearly, this is overkill, but this is a didactic example intended to clarify the mechanics of searching).

We hit the enter key to send the command, and after a moment, RLIN tells us:

```
FIN TP SCARLET LETTER# AND PN
HAWTHORNE - 296 clusters in BKS
```

That is, 296 results match our search criteria. This is too many to comfortably review, so we need to narrow this result. We note that our book was published

between 1900 and 1940, so we issue the command:

```
also pd from 1900 to 1940
```

RLIN now advises us:

```
SCARLET LETTER# AND PN HAWTHORNE
ALSO PD FROM 1900 TO 1940 -53 clus-
ters in BKS
```

We could be content with this, and review all 53 entries, but this is still rather too many for convenience. Now, we know that our book was illustrated by Valenti Angelo. Can we use this fact to narrow things further? The answer is yes, by using the system of text searching that RLIN calls field tags. In practice, it is usually possible to narrow things down far more quickly than this example, and therefore avoid the use of field tags, but on occasion these can be very useful. Here's how the tag for illustrator would be used:

```
also 245 angelo
```

245 is the number of the data entry field that contains illustrator information. RLIN searches the text of this field in all

53 results from the previous search and tells us:

```
SCARLET LETTER# AND PN HAWTHORNE
ALSO PD FROM 1900 TO 1940 ALSO 245
ANGELO - 2 clusters in BKS
```

1) Hawthorne, Nathaniel, 1804-1864. THE SCARLET LETTER, (New York, Printed by E. and R. Grabhorn for Random House, 1928.)

```
RIBG (c-9115 DCF: RPB) CASX
(c-9665 CU-SB) CLAG (c-9115 CL)
CMCG (c-9667 COMC) CSAG (c-9116
CS) CSUG (c-9925 CST) CUBG (c-
9665 CU) CUBU (c-9665 CU-BANC)
FLUG (c-9665 FU) MNUG (c-9665
MnU) NYRG (c-9665 NRU) PASG
(c-9665 PST)
```

2) Hawthorne, Nathaniel, 1804-1864. THE SCARLET LETTER / (New York : Edwin and Robert Grabhorn for Random House, 1928.)  
PATG (c-9115 DCF: PPT)

We now have an imprint and a list of libraries owning this title. To identify what the cryptic library identifier CSUG in Cluster 1 means, we issue the command *sho lib csug* (i.e., *sho[w] us which lib[rary] csug stands for*). RLIN informs us:

```
CSUG is Stanford Univ.
```

continued on next page

# Dawson's Computer Survey: A Summary of the Results

by Michael Dawson  
Dawson's Bookshop, Los Angeles, CA

I received 365 responses to the survey which I sent out in August of this year. An 82% response to the survey indicates the importance that the issue of computers in the book trade holds for the membership.

Of the 365 responses I received, 280 members indicated they own some type of computer system. 72% of the computers used by the ABAA members are IBM machines or IBM clones. Following the general trend of the computer market,

ABAA members have purchased IBM clones in substantial numbers. The most popular brands among the membership are Gateway, Dell, and Leading Edge. In contrast, Macintosh computers are used by only 28% of the ABAA members who own computer systems.

The most popular word processing program for IBM users is Word Perfect, followed by Microsoft Word, and Word for Windows. The most popular data base program is Bookease, followed by Bookmaster, and a combination of users with Dbase III and IV.

Among ABAA Mac users, Microsoft Word is used overwhelming for word processing, followed by Clarisworks and Word Perfect. Claris Filemaker Pro is the strong favorite among data base programs, followed by Bookminder and Helix.

Out of the 280 computer users, 130 members have modems and do not use them or have not acquired a gateway to the Internet. At the present time, there are approximately 40 members (including the National office in New York), who have e-mail addresses and at least a partial access to the Internet. ■

## Ripley-Duggan

continued from previous page

Hmm. Well, Stanford's cataloguing should be good. Let's see what they say about their copy: *lon 1 csug* (give us the lon[g] form of CSUG's entry in cluster 1) :

Hawthorne, Nathaniel, 1804-1864. The scarlet letter, by Nathaniel Hawthorne. This edition illustrated with wood blocks designed and engraved by Valenti Angelo. New York, Printed by Edwin and Robert Grabhorn for Random House, inc., 1928.

4 p. l., 362, [ ]p. col. illus. 25 cm.

Title within line border, vignette. Edition is limited to 980 copies. Stanford copy 1 (FELT): Number 442. Edwin Grabhorn's autographed presentation copy.

Stanford copy 1 (GUNST): Number 383.

I. Angelo, Valenti, 1897- II. Grabhorn press, San Francisco. III. %PRO Grabhorn, Edwin. IV. %ILLR Angelo, Valenti, 1897- V. %PRIN Grabhorn press, San Francisco. VI. Title.

LCCN: 4418239

L.C. CALL NO: PS1868.A1 1928 I  
D: CSUG90-B76572 CC:  
9925 DCF:

This tells us a lot. We have a collation, a sense of how common the book is, the

### A Brief Table of RLIN Variable Fields

Field Tag	Field Contents
100	Author name and life-dates
245	Book title and subtitle
250	Edition statement
260	Publisher, place, and date
300	Format and size, whether illustrated
500	Notes field; illustrator, printer, etc.

*N.B. Other fields exist, not all searchable, and only the most useful are listed in this brief synopsis. Most of the listed fields are only accessible by use of the "also" command.*

height of the book, the limitation, the call number, etc. We could go further, and see how other institutions catalogued their copies, but this suffices to give a flavor of how online searching with RLIN is conducted and how effective it can be. RLIN offers several other databases, of which the most useful for booksellers is ESTC, the English Short-Title Catalogue. This lists English-language books before 1800, and while I have found that its lists of holdings are weak, the bibliographical data is valuable. It is reached through choice 3 on the initial RLIN menu. Searching is accomplished in similar fashion to the main RLIN database, but the range of Boolean operators permitted

is more limited, although quite adequate for most purposes.

The information provided above is, necessarily, only the most cursory of outlines. RLIN publishes several manuals. The *RLIN Searching Guide*, issued to all RLIN subscribers, is the simplest, containing information which allows complex and effective searches. However, I strongly recommend the *RLIN Searching Manual* for advanced users. Like all skills, a certain amount of practice is required, and one soon learns that it is sometimes necessary to try several different variants on a search to obtain fullest results, but for all that this is a wonderful and effective tool for the antiquarian bookseller. ■

# The Gehenna Press: The Work of Fifty Years 1942-1992

by Terry Halladay, William Reese Company, New Haven, CT

From July 5 to October 7, 1994, the Beinecke Rare Books and Manuscript Library at Yale University hosted the final version of the traveling exhibition marking the fiftieth anniversary of the Gehenna Press. It was particularly fitting that the exhibition appeared at Yale, for the first work to bear the Gehenna imprint, *On a Pyre of Withered Roses* (1942) was printed there on the Jonathan Edwards Press by Leonard Baskin while he was enrolled in The Yale Art School.

In 1951 the Baskins formally established the Press in Northampton, Massachusetts, and during the next quarter century, designed and published nearly one hundred books and broadsides. The selection of texts reflects Baskin's own diverse interests, and includes classical texts, typography and the art of the illustrated book, the antislavery movement, and the works of significant modern poets, including Hart Crane, Ted Hughes, and Anthony Hecht. Leonard Baskin's own illustrations in various media have

accompanied many of the texts and others have featured illustrations derived from historical sources and artists. After a five-year hiatus (1976-1981) while the Baskin family lived in England, the Press resumed publication, and upon their return to the United States in 1984, the Baskins initiated a collateral imprint, The Eremite Press. The Gehenna Press is the most notable contemporary American fine press, and after a half-century, the creativity of its principal, Leonard Baskin, is made manifest in the several recent and forthcoming publications that follow in the tradition of the *livre d'artiste*.

Drawing on the Yale collections, the Leonard Baskin archive (housed on deposit at Yale), and on items loaned by Lisa and Leonard Baskin, the Beinecke exhibition was ample testament to the accomplishment of the Press, and of Leonard Baskin. In addition to presenting a substantial overview of the Press's output, beginning with the Jonathan Edwards Press incunabula and concluding with preparatory material for works in progress, the exhibition featured a selection of cuts, proofs, maquettes, and manu-

script material relating to a number of the Press's undertakings at different periods of its history.

On September 22, before an appreciative audience at the Yale Art Gallery Auditorium, Leonard Baskin spoke about the Gehenna Press and his art work, affording an anecdotal account of some of its undertakings, and of some of the writers who have appeared under the Gehenna imprint.

Other versions of the traveling exhibition, overseen by Lisa Unger Baskin, were mounted at Southern Methodist University, Emory University, Princeton University, and the Library of Congress. A sumptuous and indispensable catalogue of the exhibition as mounted at the Bridwell Library at SMU, including a bibliography compiled by Hosea Baskin, notes on the books by Leonard Baskin, and an assessment of the work of the Press by Colin Franklin, has been co-published by the Bridwell Library and The Gehenna Press in an edition of two thousand copies, designed by Leonard Baskin and printed by the Oxbow Press. ■

## Ransom Center Announces 1995-96 Research Fellowships

The Harry Ransom Humanities Research Center at The University of Texas at Austin offers research fellowships to scholars who wish to engage in post-doctoral or equivalent research based on the Center's collections during the period June 1, 1995-August 31, 1996. The fellowships are open to United States citizens and foreign nationals. Fellows are expected to be in continuous residence for the duration of their award.

For 1995-96, the Award Committee will be designating a small number of fellowships to scholars whose research concerns Modernism or addresses some aspect of the Alfred A. Knopf Publishing Company or an author published by Knopf. Ten one-month fellowships provide a stipend of \$1500; the Andrew W. Mellon Foundation Fellowships may be awarded for period of residency up to three months for scholars. All of the Mellon Foundation Fellowships provide a stipend of \$1500 per month plus a \$500 travel allowance.

The Harry Ransom Humanities Research Center is one of the world's pre-eminent institutions for literary and cultural research. The principal rare books and manuscripts library of The University of Texas at Austin, its special collections contain approximately thirty million manuscripts, one million books five million photographs, and over 100,000 works of art.

Important book collections include the libraries of James Joyce, Evelyn Waugh, and e.e. cummings; the Wolff Collection of Nineteenth-Century Fiction; the VanderPoel Collection of Charles Dickens; large holdings of Aldine press publications; major holdings of eighteenth-century English Literature; and, The Pforzheimer Library Collection of English Literature (1475-1700). The Carlton Lake Collection of Manuscripts, books, and other items relating to nineteenth and twentieth-century French writers if the largest outside of Paris.

The Center's manuscript collections include the papers of Graham Greene, Lillian Hellman, D.H. Lawrence, Carson McCullers, Arthur Miller, George Bernard Shaw, Anne Sexton, the Sitwell family, Dylan Thomas, Evelyn Waugh, Tennessee Williams, Isaac Bashevis Singer, Tom Stoppard, and John Fowles.

Collections in the fields of photography, film, and theater arts include the Helmut Gernsheim History of Photography Collection; large collections of theatrical materials, and important holdings in film manuscripts and memorabilia.

The deadline for applications is February 1, 1995. Awards will be announced on April 1, 1995. For more information on the application procedures write to: Director's Office, Attention: Research Fellowships-NR, Harry Ransom Humanities Research Center, The University of Texas at Austin, P.O. Box 7219, Austin, TX 78713-7219. Requests may also be made by telephone to (512) 471-8944 or by FAX to (512) 471-8944. ■

## Letters

continued from page 2

We do not doubt that this new paragraph has caused concern among those dealers trading in such material, but we do not make the laws on copyrights any more than we make those on theft. We all strive to obey the *one*. Why not the other? The fact that it is more complicated, and goes against what has been the *status quo* should be no excuse.

*From: Michael Hollander, San Rafael, CA*  
I propose that dues for 1995 be cut to \$100 for each member. I find the large amount of money (\$900 per member) built into our treasury to be unreasonable and unnecessary. Other than one occasion (Arader) we have never had a sudden drain on our funds and probably never will. Give the membership a break for once.

*From: Ellen Enzler Herring, Trophy Room Books, Agoura, CA*  
This is in response to the letter from "Name withheld upon request" which appeared in the summer 1994 *Newsletter*.

You don't have to withhold my name. I want to be counted among those who expect to pay immediately upon receipt of books, either at book fairs or when purchasing via mail. And I expect the same treatment in return. I don't understand how some people can "forget their check-books" when coming to fairs. One way of solving a potential problem, unfortunately, is to ask whether the buyer (who in a pre-fair situation is indeed getting a discount and depriving the seller of a potential retail sale) whether he/she intends to pay before the end of the fair and if not, perhaps to decline the sale. After all, it takes two to tango.

Now—what about this situation? A dealer has been giving you only a ten percent discount. Then, you have a book that dealer wants, and all of a sudden that dealer states "he would have gladly dealt at twenty percent and that HE always gets twenty percent because he is a big potential buyer. When I declined, that dealer said he was offended.

*From: Steven Bernard, Darnestown, MD*  
In the September 10, 1994 issue of *The Washington Post*, staff writer David Streitfeld wrote an article on the Washington International Antiquarian

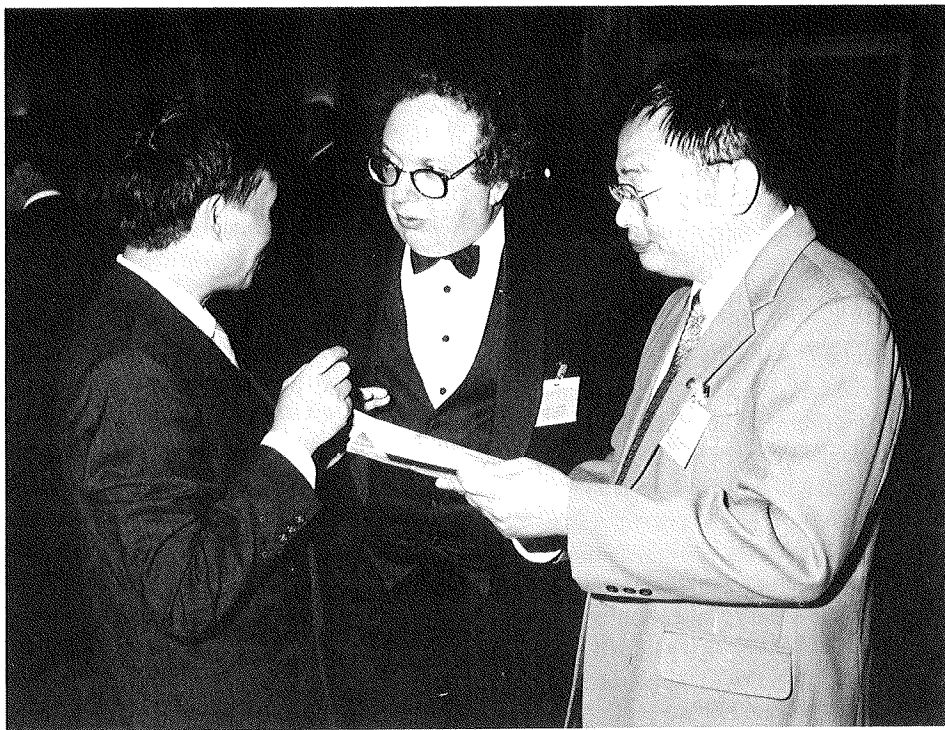
Book Fair. In that article, he attributed the following description of the three-day event to ABAA member, Thomas Goldwasser: "...part bazaar, part museum, and part flea market."

Later in the article, Streitfeld wrote: "The customer has a bit more negotiating power when he's buying, not selling. Goldwasser, the California dealer, said it wasn't always offensive to bargain for a lower price. 'It depends on who's asking, and how, and about what book.' At a fair like this, he figured about nine out of ten people ask, which makes it one of the few remaining outposts of the ancient art of haggling."

While I believe the "nine out of ten" figure is an exaggeration, I agree that an increasing number of book fair attenders (including those attending ABAA-sponsored fairs) ask for and expect a discount. Moreover, many of our exhibiting ABAA members are granting discounts to non-dealers routinely. It is this behavior that is contributing to book fairs having the "flea market" flavor that Mr. Goldwasser has aptly characterized.

Personally, I have no quarrel with booksellers putting any price they want to on their stock. Pricing is, after all, subjective. I do, however, object to booksellers putting artificially high prices on books that they are willing to "generously" discount whenever customers show the slightest bit of reluctance to ante up the asking price. This practice has sent a message to the public that antiquarian book prices are really meaningless and that one should negotiate downward the same as one does when shopping for a new car. It therefore has created an **expectation** of a discount or "getting a deal" from booksellers. This is unfortunate and ill-advised in my opinion because it cheapens the profession and gives the impression that booksellers are not unlike flea market merchants with whom one should automatically haggle for a better price.

I have been told that at least at one ABAA book fair in the past year, some dealers were offering forty to fifty percent discounts to the public. If a dealer can discount his or her stock to private collectors by such substantial amounts, then the original asking price was unrealistic and/or outrageously high. The underlying message is that the antiquarian book trade is intent upon price gouging if we can get away with it. I have observed first-hand cases where "generous" discounts of twenty percent or higher result in **net**



Justin Schiller (New York, NY) converses with ILAB observers, bookdealers from China, at the closing dinner for the 32nd ILAB Congress held in Amsterdam in September.

# ABAJ Celebrates Thirty Years

Antiquarian booksellers from around the world joined the Antiquarian Booksellers' Association of Japan in celebrating its thirtieth year in November, 1994.

A congratulatory message from the ABAA, written by President Robert Rulon-Miller, was read by ABAJ President Takehiko Sakai. Mr. Sakai is seen here at the podium presiding over the festive event.

## ABAJ 創立30周年記念式典



prices that are still higher than the non-negotiable prices that others of us hold firm to, so the so-called "deal" is illusory. Psychologically the public may feel better when they get something for less than the listed price, but less can still be more when compared to someone else's prices.

Again, I support the view that booksellers have the prerogative to price their books as high as they wish, but in so doing they should believe and support their pricing by sticking to it for the most part. To purposely overprice books with the intent of pleasing customers with a subsequent discount is disingenuous at best and dishonest at worst.

The ABAA has expended enormous time and energy worrying over the ethics of its members acquiring and selling literary piracies, but it has ignored a far more serious breach of conduct that is tarnishing the reputation and professionalism of our trade.

*Thomas Goldwasser, San Francisco, CA responds:*

The quotes that appeared in Streitfeld's *Washington Post* piece were partially invented by him, and synthesized from several people's comments (including his own). He attributed them to my brother, James Goldwasser, not to me.

Attributions aside, I agree with your position.

*From: Patterson Smith, Montclair, NJ*  
Danger lurks in the high-minded proposal to actively recruit minority booksellers into the ABAA. Although it is a worthy aim to assist any disadvantaged applicant attain professional standing in our organization, it would be wrong to bend standards of admission in that applicant's favor because of his or her ethnic background.

The danger of lowered membership standards is evident in many professional groups that have so prostituted themselves. The favoring of certain minorities bespeaks a patronizing and condescending attitude which only demeans those whom it is designed to assist. I would not like to hear it said of any future ABAA member, "he/she got into ABAA because he/she is a \_\_\_\_\_ (fill in your favorite minority adjective)."

It matters not that the ABAA enter the year 2000 an all-white organization as long as merit is our only standard. Diversity achieved through merit might be more pleasing, but diversity achieved at the expense of merit would be a festering lily.

*From: Anne Bromer, Bromer Booksellers, Inc., Boston, MA*

Regarding the Dewitt Stern column I see so often in the *Newsletter*, I've been meaning to write this letter to the editor for some time. Because we are an organization comprised of antiquarian book-

sellers, I do not believe that we should be promoting an individual insurance company through our professional newsletter. The very fact that Dewitt Stern and only Dewitt Stern writes a column on a frequent basis comprises an endorsement from the ABAA for members to use their services. Several years ago we used Dewitt Stern for our business insurance and found them to be quite unsatisfactory. We did not renew with them and found a local insurance company in Boston who gives us excellent coverage at a cheaper price. Recently, Christopher Fletcher approached us to reconsider Dewitt Stern. We asked for a comparative price on the current insurance we hold. He quoted us a price nearly double our present premium. When we alerted Chris Fletcher to this fact, we were sent a revised quote, several thousand dollars less. This quick, eager comeback left us puzzled. If we had, indeed accepted the original figure, perhaps not aware of other insurance packages, we would have been paying an inflated sum. In conversation with several colleagues, we have heard other comments of dissatisfaction with Dewitt Stern. It is true that no one before now has written to object to their column, but we wonder if others feel as we do. It does not seem appropriate to continue with one insurance company being featured in our *ABAA Newsletter*. ■

# A WORTHY CAUSE

Over the years, the Benevolent Fund of the ABAA has helped countless booksellers in their time of need—regardless of their affiliation with the ABAA.

The Benevolent Fund was used to assist California booksellers who were devastated in the January earthquake, and the funds are seriously depleted. Your help is needed. So, rather than waiting for the holidays, we repeat the timeless message originally presented by the late Sol M. Malkin, *AB Bookman's Weekly* founding Editor, and former Editor and Publisher:

This fund was specifically set up to provide "assistance for needy persons, regardless of any affiliation, who are or who have been engaged in the business of selling and dealing in books or allied material." Trustees of the fund are the present and the two immediate past presidents of the ABAA operating under a Declaration of Trust drawn up according to the laws of the State of New York.

In establishing the fund, the trustees stated: "We appeal for donations to this fund. Give as generously as you can to this worthy cause. We are advised by our counsel that contributions are deductible for income tax purposes. Checks should be made payable to the Antiquarian Booksellers Benevolent Fund."

We hope that this appeal will be answered by every book person—every dealer, librarian, and collector, every friend of the trade. Book people ask but little—beyond books; but sometimes through no fault of their own they are faced with an unexpected emergency with which they cannot cope. That is when this fund has proved of greatest value. That is why book men and women should make this their favorite donation this year, and every year.

No names of donors or of applicants will ever be published, but periodic accounts of the progress of the fund will be made. An applicant does not have to be a member of the ABAA, or any other organization, to apply for aid, nor does a donation to the fund now disqualify one from making a possible application in the future. The only qualification is personal need. Your only qualification should be: How large a sum can I give, now and every year?

Please, won't you fill in the form below—or send a separate sheet.

ANTIQUARIAN BOOKSELLERS' BENEVOLENT FUND  
50 Rockefeller Plaza, New York, NY 10020

I (We) enclose \$ \_\_\_\_\_  
as a contribution to the Benevolent Fund as set forth in the Deed of Trust

Name: \_\_\_\_\_

Address: \_\_\_\_\_

(FORM OF BEQUEST: *I give and bequeath unto the Antiquarian Booksellers' Benevolent Fund, a Trust created and existing under the laws of the State of New York, the sum of \$ \_\_\_\_\_ to be applied for the purposes set forth in the Deed of Trust.*)

## No Tourney, but Fund Benefits

The ABAA Benevolent Fund Golf Tournament organized by John Spencer of Riverow Bookshop, Oswego, NY, and scheduled for August 24, 1994 was canceled for lack of participation. However, donations were received, with thanks, from Heritage Bookshop and Oak Knoll Books.

Thanks also to John Spencer for promoting and supporting the Benevolent Fund, and we hope he is not discouraged from trying again, perhaps with more lead time, and in a location more conducive to a large attendance.

## ABAA Implements Gift-Giving Policy

At its November meeting in Boston the Board of Governors voted to turn over administration of gift-giving to the Trustees of the Elisabeth Woodburn Memorial Fund, which fund will be supported in part from an annual contribution from ABAA equal to five percent of its gross annual revenues. Based on dues to be received in 1995 we calculate this amount to be approximately \$8500.

This action removes the burden of determining worthy projects and needy causes from the Board as a whole, and places it on the three Trustees of the fund, who are the ABAA President and its two immediate past Presidents. Henceforth, the ABAA Board will refer all requests for financial support to the Trustees.

In its first action under the new arrangement, the Trustees voted \$1500 for the Bibliographical Society of America to help fund a pre-conference for a large project of interest to the ABAA and its membership. "The PACSCL Auction and Dealer Catalogue Project" will attempt to create a union list of rare book auction and dealer catalogues. The Middle Atlantic Chapter has also contributed \$500 to the project pre-conference, entitled "Book Catalogues: Their Collecting, Preservation, Cataloguing, Indexing and Use."



## Gorey Artworks Benefit Benevolent Fund

At the suggestion of and with the effort of Anne Bromer (Bromer Booksellers, Boston), artist/author Edward Gorey designed the graphics for the Boston International Antiquarian Book Fair held last month.

Graciously, Gorey also agreed to allow the auctioning off of his original art works during the fair. Under the skilfull gavel of guest auctioneer Stuart Bennett (Mill Valley, CA) Gorey's original drawings realized over \$6000. Proceeds from the sale of Book Fair posters designed and signed by Gorey netted a few hundred dollars more. The New England Chapter of the ABAA has donated all proceeds from the auction and poster sales to the Benevolent Fund, a grand total of \$6,435.

## Sinkanas Bibliography Wins Prize

*Gemology: An Annotated Bibliography* by ABAA member John Sinkanas (Peri Lithon Books, San Diego, CA) has been awarded the Geoscience Information Society's Mary B. Ansari Best Reference Work Award for 1994.

The Geoscience Information Society was founded in 1965 to improve the exchange of information in the earth sciences. The Society encourages interaction and cooperation among scientists, librarians, editors, cartographers, educators, and information professionals.

GIS has given a best reference work award since 1988. In a letter to Sinkanas, the society congratulated him "both on winning this award and for your wonderful contributions to the earth science literature. *Gemology* will be a valuable bibliographic resource for many years."

Sinkanas' bibliography is the first ever on gems and precious stones and related areas.

## Is Your Gift to ABAA Tax Deductible?

Frederick Dingle, CPA, of Dingle and Kane, ABAA's accounting firm, reports that Section 501(a) exempts from Federal income taxation three major categories of organizations. The ABAA was granted exempt status under 501(c)(6) in September, 1951 and is exempt from income taxation under that section.

Gifts to Section 501(c)(6) organizations, however, do not qualify as charitable deductions under Code Section 170. This benefit is limited to gifts made to 501(c)(3) organizations. Therefore, gifts made directly to the ABAA do not qualify as charitable contributions.

Gifts to either the ABAA Benevolent Fund, or the Elisabeth Woodburn Memorial Fund, however, do qualify as charitable contributions.

## Obituaries

**Rev. Blaine E. Taylor**  
Isaiah Thomas Books, Cotuit, MA

It is with infinite sadness that I announce the death of my business partner of twenty-five years in the firm of Isaiah Thomas Books, the Rev. Blaine E. Taylor, on August 9, 1994. Many will remember him as a collector of James Joyce, William Blake, books on books, art books, and FDR. He visited a great many shops throughout the country and many book fairs. He was a large man: large in his humor and generosity and faith. Two of his sons have followed him into the Methodist ministry. His sudden death has stunned us. Those who wish to share a memory with his family may address: Lois L. Taylor and Family, c/o Isaiah

Thomas Books, 4632 Falmouth Road,  
Cotuit, MA 02635.

*Jim Visbeck, Isaiah Thomas Books*

**DeWitt A. Stern,**  
DeWitt Stern, Gutmann & Co., Ltd.

DeWitt Asiel Stern, 82, on August 4, 1994 in New York City of cancer. Mr. Stern was chair of the insurance brokerage firm, the DeWitt Stern Group, originally founded by his father in 1899. Mr. Stern joined the firm in 1932 after attending Princeton University. During his tenure, he put together policies for small businesses and turned his personal interests in rare books and numismatics into specialties of his firm. He was also instrumental in developing the New York State Disability law.

## Addenda/Errata: *ABAA Membership Directory 1994-95*

A number of entries in the *Directory* delivered to you in October contain typographical errors; they are corrected here. If you'd like a copy of this information in a format that easily fits into the *Directory*, please contact Liane Wood-Thomas at ABAA headquarters: phone (212) 757-9395; fax (212) 459-0307. The *Newsletter* will continue to run this information in each issue; it will also be made available from the ABAA home page on the Internet.

The correct fax number for **The Boston Book Company** is:  
(617) 522-9359.

**Acorn Books**, 740 Polk Street, San Francisco, CA 94109; phone:  
(415) 563-1736.

**Bowie & Company Booksellers**, 314 First Avenue South, Seattle, WA 98104.

The correct fax number for **James S. Jaffe Rare Books** is: (610) 649-4542.

**Margolis and Moss**, 129 W. San Francisco Street, PO Box 2042, Santa Fe, NM 87504; phone: (505) 982-1028.

**Isaac Mendoza Book Company**, 77 West 85th Street, Apt. 6-F, New York, NY 10024; phone: (212) 362-1129.

**Henry Turlington, Jr.** is the Vice-Chair of the Southeast Chapter.

## *Submission Deadline for the Next Issue is January 30, 1995*

Send submissions, inquiries and letters to: ABAA Newsletter,  
400 Summit Avenue, Saint Paul, MN  
55102-2662 USA.

## Membership Updates

**Marjorie Parrott Adams** has a new address: 34 Finn Road, Harvard, MA 01451.

**Charles Agvent** has a new address: 291 Linden Road, Mertztown, PA 19539-8750.

**Kenneth Karmiole, Bookseller**, has a new office/shop and hours (phone, fax, and post office box remain the same): 509 Wilshire Boulevard, Santa Monica, CA 90401; open Tuesday through Saturday, 10:00am-5:00pm

**The Bookseller** has a new address: 174 West Exchange Street, Akron, OH 44302.

**Else Fine Books** has a new address, phone, and fax: 7876 Hartwell Street, Dearborn, MI 48126; phone: (313) 582-1080; fax: (313) 584-1591.

**L'Estampe Originale** has a new address, phone, and fax: 19796 Glen Brae Drive, Saratoga, CA 95070-5016; phone: (408) 741-8620; fax: (408) 741-8622.

**The Lawbook Exchange, Ltd.** has a new address, phone, and fax (the 800 number remains the same) as of January: 965 Jefferson Avenue, Union, NJ 07083; phone: (908) 686-1998; fax: (908) 686-3098.

**Pageant Book & Print Shop**, has a new address and fax (phone remains the same): 114 West Houston, New York, NY 10012; fax: ((212) 674-2609.

**Karl Schick** has a new address and phone: 153 North Valley Road, Pelham, MA 01002; phone: (413) 256-3596.

**Sumner & Stillman** now can be reached by fax at: (207) 846-6070.

**Michael R. Thompson Books** has a new address, phone, and fax: 8312 West Third Street, Los Angeles, CA 90048; phone: (213) 658-1901; fax: (213) 658-5380.

**Peter Tumarkin Fine Books** has a new address and phone (fax remains the same): 409 West 21st Avenue, Apt. 4, New York, NY 10011; phone: (212) 741-7237.

**T.S. Vandoros Rare Books** now has a fax number: (608) 836-1788.

**John Windle Antiquarian Bookseller** has a new address, phone, and fax: 49 Geary, Suite 233, San Francisco, CA 94108; phone: (415) 986-5826; fax: (415) 986-5827.

**Yerba Buena Books** has a new address, phone, and fax: 120 Shaftsbury Road, Rochester, NY 14610; phone: (716) 288-2544; fax: (716) 288-3296.

## ABAA Welcomes New Members

The *Newsletter* warmly welcomes the following new members to ABAA, accepted at the Officers' and Board of Governors' Meeting in November in Boston:

**Stephen James Avedikian**, 815 York Street, San Francisco, CA 94110-2842; phone: (415) 642-0780.

**Ray Boas**, 407 Haddon Avenue, Haddonfield, NJ 08033; phone: (609) 795-4853; fax: (609) 427-9296.

**Maurizio Martino**, 746 Mansfield City Road, Storrs, CT 06268; phone: ((203) 423-1642; fax: (203) 423-2484.

**Gloria Anna Montlack**, 12 Harrow Lane, Old Bethpage, NY 11804; phone: (516) 249-5632; fax: (516) 249-4508.

**Dee Longenbaugh**, The Observatory, 235 2nd Street, Juneau, AK 99801; phone and fax: (907) 586-9676.

**Boris Gary Bruton**, Plaza Books, 40 W. Spain Street, Sonoma, CA 95476; phone: (707) 996-8474.

**Robert Lowell Veatch**, The Veatches, Arts of the Book, 20 Veronica Court, Smithtown, NY 11787-1323; phone: (516) 265-3357; fax: (516) 360-3396

At this same meeting, the following members were accepted as Members Emeriti:

**Paul P. Appel**, Mount Vernon, NY

**Helen B. Hennessey**, The Hennesseys, Saratoga Springs, NY

**Samuel R. Morrill**, Edward Morrill & Son, Newton Centre, MA

**Gilbert Whitlock**, Whitlock Farm Booksellers, Bethany, CT

**Irving Zucker**, New York, NY

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