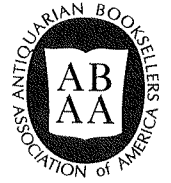




The ABAA NEWSLETTER



VOLUME THIRTEEN, NUMBER 1 ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA

FALL 2001

More on Ethics and the ABAA

by Allan L. Smith, M.D.

The last issue of the *ABAA Newsletter* featured articles by Jennifer Larson and Rob Rulon-Miller offering differing opinions about the effectiveness of the ABAA Code of Ethics. Jennifer claims that ABAA members have been responsible for many “disgraceful episodes” of ethics violations. She does not believe that the Code of Ethics has been able to prevent these violations because it has not been or cannot be enforced. For this reason, the Code should be dropped. Rob would keep the Code, if for no other reason as a “point of reference.” He has told me that he is personally aware of many instances in which

offenses on the part of ABAA members have been punished and/or corrected. Both Jennifer and Rob believe that the real source of the impulse to do the right thing comes from within. I find this discussion fascinating, in part because I am an antiquarian book collector and in part because I was a professional medical ethics consultant for many years before my recent retirement. I taught ethics to hospital ethics committees, and helped them to draft ethics policy and to deliberate about ethical dilemmas. My purpose in this article is to discuss the subject of codes of ethics and their enforcement, and thus provide a framework so that readers can decide about

the ABAA Code for themselves. I will offer my recommendations, as a good consultant should do. But as an outsider to the organization, I do not have the facts I would need to offer any opinion about whether the ABAA Code has been appropriately enforced in the past.

Ethics is a philosophic discipline that attempts to answer the general question, “How should I live my life?” In practical or specific situations, ethics helps us to know what acts are right and what acts are wrong. Being a branch of philosophy, it teaches us ethical discernment: how to construct arguments for and

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In the aftermath of September 11, American flags lined West 44th Street in front of ABAA's New York City headquarters.

The 22nd New York Antiquarian Book Fair, 1982

Call me crazy, but in stormy weather at sea, we sang, in every key known and unknown to humankind, sea chanteys to songs the Beatles sang. We sang to distract ourselves from the present danger, to keep ourselves from thinking about the mayhem around us. Similarly, I found myself happily reminiscing about the World Trade Towers within minutes of their collapse, particularly about my two visits there: once with my father at Windows on the World, the restaurant on the 107th floor of (the north) Tower One where I learned to like, oddly enough, Manhattans; and once to exhibit at the 22nd New York Antiquarian Book Fair, held in the mezzanine of the same building. Do not think me inhumanly cruel to remember these instances at this time of national crisis. A natural defense mechanism was at work, and my grief was ameliorated by the few fond memories I had, just as my fears in the storms at sea were ameliorated by the songs we sang in the howling wind. “Rocky Raccoon,” as I remember, was a favorite.

We've assembled here a few memories of this experimental fair from those who exhibited, beginning with Madeleine Stern's and Leona Rostenberg's “debriefing” originally published in the

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Letters to the Editor

ABAA Committee Seeks Candidates

by Priscilla Juvelis

In April 2002 the terms of the three governors who comprise the Class of 2002 will expire. William A. Ewald, representing the Northern California Chapter; John W. Freas, representing the Mid-Atlantic Chapter; and Thomas A. Goldwasser, an At-Large member, will step down from the Board. They will be replaced by three new governors who will serve as the Class of 2006.

According to the ABAA By-Laws, the Nominating Committee must ask for the names of candidates who would like to serve. Replacements from the Northern California and Mid-Atlantic chapters are mandatory; the At-Large governor may come from any chapter.

The ABAA membership will also be voting on nominees for the offices of President, Vice-President, and Treasurer. The first two of these positions have current office-holders as candidates, but they need not run unopposed. Competition is welcome. The ABAA is ensured some sense of continuity by the succession of vice-president to president—all candidates being willing. However, calamities occur, and no one is excluded from seeking office.

The Nominating Committee consists of a representative from each chapter, two out-going Board members, and myself as past president. Candidates should confer with their regional chapter chairs, representatives, and/or apply directly to the committee before the end of December 2001.

Apply to: Priscilla Juvelis, ABAA Nominating Committee, 1166 Massachusetts Avenue, Cambridge, MA 02138; phone: 617-497-7570; fax: 617-497-9343; email: pj@juvelisbooks.com.

From: John Crichton

On matters of the ABAA and its ethical code, Jennifer Larson always had my sympathies and support (see "ABAA Code of Ethics Revisited," *ABAA Newsletter*, vol. XII, no. 4), and I was disheartened—as were many—when seven years ago she chose to resign from the Association. Now that I have been chair of the Ethics Committee for nearly two years—after a term as chair of the Security Committee, where I had my own dealings with forgers and thieves—Jennifer additionally has my empathy in these matters. I know her defeats. I hear the same rumors from pretty much the same sources. She has the facts more or less correct. However, her perspective is askew and her conclusions wrong, all of which I think are the unfortunate result of frustration at not seeing the system work more ideally. Those who contribute great efforts trying to make things ideal

can be hurt when it appears as if those efforts were in vain. Surely there is some measure of this in all our lives, and certainly there is a strong element of this in our society as a whole. We have innumerable associations and institutions, many of which live by standards less than the ideals advocated by those who wrote their charters, constitutions, by-laws, and codes of ethics. Jennifer's argument could apply to many such organizations, but would it be rational for them to abandon the effort to be better or to have high standards? Should they quit trying because there are compromises and even failures in policing their codes of ethics?

Jennifer got frustrated and quit, but her contribution towards writing and implementing the current Code of Ethics was lasting and appreciated by those who have followed in her footsteps. It is sadly ironic that she now fails to see that. ■



From the ABAA By-Laws Committee

The matter of discounts or, in the case of some Internet sales, lack thereof on purchases made by one member of the ABAA from another has recently been brought to the attention of the By-Laws Committee of the ABAA Board of Governors. It is the wish of the Committee that the following be disseminated to the membership as a reminder:

Members continue to raise the question whether it is appropriate to accord discounts to ABAA colleagues who wish to purchase items listed at an Internet site. Paragraph 7 of the Code of Ethics reads, "An Association member should permit any other Association member in good standing to buy from his or her inventory any material offered for sale... and to extend... a reciprocal trade discount." The Code of Ethics does not distinguish among venues. Whether a sale occurs from an open shop or catalogue, at a book fair, or on the Internet, the ABAA Code of Ethics encourages all members to extend the courtesy of a trade discount to colleagues.

Sarah Baldwin, Chair, By-Laws Committee

Boston Fair Celebrates 25 Years

The oldest continually running antiquarian book fair in the United States turns twenty-five years old this year with the largest group of exhibitors to date. The Twenty-Fifth Annual Boston International Antiquarian Book Fair/"Works on Paper Weekend," will take place November 9–11 at the Hynes Convention Center. More than 155 dealers from the U.S., Canada, and Europe will exhibit and sell rare, collectible, and antiquarian books, modern first editions, manuscripts, autographs, maps, and more.

Although books headline the show, the Book Fair also features photographs, manuscripts, maps, and autographs. A sampling of this year's highlights include a rare copy of *The Emancipation Proclamation* signed by Abraham Lincoln; Paul McCartney's manuscript for *Abbey Road*; a hand-written recipe for pickles from George Washington; and an extraordinary James Bond book inscribed by Ian Fleming, "To the real James Bond from the thief of his identity."

As the Book Fair has grown throughout the years, organizers have expanded the offerings, creating what is now called a "Works on Paper Weekend." For one weekend, more than 500 years of many of the world's finest works on paper can be viewed and purchased in Boston. Other antiquarian events, such as the increasingly popular Third Annual New England Antiquarian Print Fair and the Boston Book and Ephemera Show, will take place simultaneously in and around the Hynes Convention Center.

"For bibliophiles, there's no better place on earth to be than Boston from November 9–11," said Ken Gloss, Chair of the ABAA's New England Chapter Book Fair Committee. "But it's not just book lovers who attend—the weekend attracts everyone from antique collectors to Hollywood memorabilia collectors to interior designers," Gloss continued. "There's something for practically everyone." Boston's International Antiquarian Book Fair offers a spectrum of work to

intrigue the most passionate collector and casual browser alike.

The Book Fair is open Friday, Nov. 9 (Opening Night), 5–9PM; Saturday, Nov. 10, 12–7PM; and Sunday Nov. 11, 12–5PM. Tickets, which can also be used for admission to the Print Fair, are \$15 for Opening Night and are good throughout the weekend; they are \$8 each for Saturday and Sunday. Tickets are available at the door or in advance by calling 617-266-6540.

The Book Fair is sponsored by the New England Chapter of the Antiquarian Booksellers' Association of America. *Boston Magazine* and WBUR-FM are the official media sponsors of the "Works on Paper Weekend." A portion of ticket sales benefits the Boston Public Library and the American Antiquarian Society. More information, including a list of exhibitors, can be found at www.boston-bookfair.com. Print Fair information, including exhibitors, can be found at www.newenglandprintfair.com. ■

In Memoriam

James Hinz, Swarthmore, PA

James Arthur Hinz, owner of the antiquarian bookselling firm of F. Thomas Heller, Inc., and a long-time member of the ABAA, died on September 28, 2001. He was 63 years old. Many will remember him from the various national and international antiquarian book fairs he exhibited at. His last fair was the one held last February in San Francisco. He wanted to attend the New York and London fairs in 2001, but the lung cancer that had been held in abeyance for two and half years finally got the upper hand. He made many friends and will be very much missed.

Jim had been the first humanities librarian at Swarthmore, a faculty position created in 1972 to ensure an atmosphere conducive to student research. In addition to library work, he taught classes and counseled numerous students on their work.

"Jim was a true humanist in his respect and affection for the creations of the human spirit and in his care and outreach to others," said Alfred H. Bloon, president of Swarthmore College. "He, and his effect on us, will be deeply missed by the Swarthmore community."

Jim, a student of the Protestant Reformation and the German language, worked for the Foundation for Reformation Research in St. Louis, MO, prior to joining the Swarthmore faculty. He later became the proprietor of F. Thomas Heller, Inc., dealing in rare books in the fields of science and medicine.

Jim was also the current president of the Associates of the Swarthmore College Library and a member of the Swarthmore Centennial Foundation, which promoted several public works in the town.

Jim, born in Fairmont, MN, attended Dr. Martin Luther College in New Ulm,

MN; Northwestern College in Watertown, WI; Concordia Senior College in Fort Wayne, IN; and Thiensville Seminary in Thiensville, WI. He also held degrees from Concordia Seminary in St. Louis, MO; Eberhard Karls Universitaet in Tuebingen, Germany; and Stanford University in Palo Alto, CA.

Jim is survived by his wife, Mary Mullins Hinz; a brother, Terry J. Hinz, and his wife, Laura Burroughs; and two nephews, Conrad and August Hinz.

A concert in Jim's memory was held October 20 in the Concert Hall at the Lang Music Building, Swarthmore College. A reception followed the concert.

Memorial contributions may be made to the Associates of Swarthmore College Library, 500 College Avenue, Swarthmore, PA, 19081, or to Partners in Ministry, P.O. Box 41, Swarthmore, PA, 19081.

Jeffrey D. Mancevice ■

Smith

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against various alternative acts, how to evaluate those arguments, and how to apply them in our lives. In the everyday world, it is impractical to argue with ourselves over every decision we must make. To make life simpler, we gather together situations whose ethical nature has already been decided under a rule of thumb or maxim: *Always return what you have borrowed. Always tell the truth.*

Ethical rules are very helpful, but conscience, the inner desire to do the right thing, is needed in order to know how and when to apply them. Take, for example, *always tell the truth*. If my friend has forgotten about a loan and asks how much money he owes me, an exactly true answer is appropriate. On the other hand, if he asks me whether I like the necktie he is wearing, it might not be appropriate to apply the truth-telling maxim quite so strictly. This is an example of ethical discernment. While conscience is necessary, sometimes it is not enough by itself, and one needs to know the rules. Suppose I have purchased a book from a fellow dealer and have received an invoice. Just how long may I take to pay it? The answer is to be found in the ABAA Code of Ethics, not in my conscience.

Various groups, including professions, hobby clubs, and religions, have found it helpful to gather the maxims or rules that are important to them into codes of behavior or ethical codes. Many of these are very familiar to us. The Ten Commandments is one of our oldest codes of behavior. In general, a code not only formalizes the rules for what behaviors are to be expected, allowed, or prohibited by group members, but it also plays an important part in defining the nature of the group itself. Thus, the Ten Commandments defined (in large part) what it meant to be an ancient Hebrew. Similarly, the Hippocratic Code, along with the requisite medical training, established the nature of a group of ancient physicians.

Many writers have observed that the rules in codes of ethics often arise in

order to correct undesirable behavior that exists in the group. Thus, *thou shalt not steal* arose because stealing must have been a problem in ancient times. Indeed, it is still a problem in our own time. Can we conclude, then, that at least one commandment has been a failure? I don't think so. For all we know, the incidence of stealing would have been much worse if it were not for the commandment. *Thou shalt not steal* formalizes an important ideal of behavior for us. It is part of what we believe makes a person good—a part of what we would like human society to be. It is unreasonable to expect perfect behavior from humans, whom we know to be fallible, but it would be just as unreasonable to discard the commandment because its ideal has not been met perfectly.

I will discuss enforcement of ethics codes shortly, but first let me say a few words about professions. Today, the term *profession* is often used to denote any occupation by which one may earn a living. For our purposes, I would like to return to its older and more formal meaning. A profession is an activity that is of great benefit to society. It is practiced by professionals who have acquired special skills through long training and experience, and who are expected to adhere to a certain set of behavioral standards. These standards are usually expressed in a code of ethics. Examples of professions include medicine, law, and clergy. Each of these professions has a code of ethics, and in each case the code plays a vital role in establishing the activity as a profession. For example, a Catholic priest will hear your confession and is bound to keep it secret. Confessional secrecy is part of the very nature of being a priest, and one would not be considered a true priest without it.

The reader will no doubt sense the direction of my discussion. It appears that the ABAA wants antiquarian book-selling to have the prestige of a profession. The organization already evaluates the qualifications of its applicants to assure that they have the requisite skills and experience. I believe that it also

needs a code of ethics to which its members can be held. While good intentions are essential, so are professional standards. An ethics code helps to set these standards and to establish the nature of the profession. I can hardly imagine a professional organization without one. We cannot expect perfect adherence to any code of ethics, but the ABAA ought to make every reasonable effort to encourage adherence. If substantial compliance with a particular provision of the code proves impossible to achieve, perhaps that provision needs to be altered. But remember that in doing so, the character of the organization will be altered along with it. The effort to craft a workable code and to achieve compliance with it is especially important if the Code of Ethics is to be used as an advertising tool. There is a very strong claim on the ABAA website: "ABAA members must adhere to the most rigorous Code of Ethics in the antiquarian book trade, which means you can buy from an ABAA dealer with confidence." As I said above, I am in no position to judge whether this claim is valid or not. I do not know how frequent or how serious the violations have been, and I do not know whether non-ABAA members are less trustworthy than ABAA members.

It may be useful at this point to outline how ethics is organized within a typical medical community. Almost every hospital in the country has an ethics committee. The main functions of hospital ethics committees are: (1) to draft ethics policy for the local medical community, (2) to educate the hospital staff and the community on ethics issues, and (3) to help resolve ethical problems or dilemmas that occasionally arise in clinical situations. Let us consider ethical dilemmas for a moment. (For example, when should aggressive and uncomfortable medical therapy be discontinued in an unconscious patient with advanced heart failure?) The doctors, nurses, patient, and family typically want to do the right thing, but need help in deciding what that right thing is. Any person connected with an ethical problem may refer a case to the hospital ethics committee. Delib-

erations are held in strict confidence; case records are not subject to legal discovery. The committee makes recommendations, but the recommendations are not binding.

The hospital ethics committee does not deal with allegations of substandard medical practice and has absolutely no enforcement or punishment function. Another committee, usually termed the quality assurance committee (QA), handles allegations of substandard medical practice. Referrals come from the hospital community or from reviews of complication reports. QA often orders remediation of inadequate practices. For example, a physician who prescribes inappropriate antibiotics may be assigned to take a review course. QA recommendations are binding, but they are also confidential and not subject to legal discovery. The rationale for confidentiality in the ethics and QA committees is to encourage referral of problems and to achieve solution of those problems at the local level. Serious infractions that threaten revocation of a physician's license (e.g., prescribing a dangerous drug without examining the patient, having sexual relations with a patient) are handled by the state licensing board. The hospital staff is usually small, typically a few hundred physicians who know one another on a collegial basis. It has not proved practical for the local committees to deal with these very serious infractions.

The ABAA Ethics Committee has dual functions: to make ethics policy and to enforce that policy. If it is true that there is a problem with enforcement, the cause might be one or both of the following two possibilities: (1) The ABAA is a relatively small organization with strong collegial bonds among members. Just as a local medical staff finds it difficult to recommend revocation of the license of a colleague, the ABAA Ethics Committee may find it difficult to discipline or expel a colleague. (2) The Committee may fear legal action. If either or both of these possibilities are true, the ABAA may wish to have an outside arbitrator handle allegations of serious infractions. The ABAA may also wish to

consider splitting off the enforcement function from the Ethics Committee. There would then be two committees or subcommittees: the Ethics Committee, per se, and the "Enforcement" Committee. The "Enforcement" Committee (or outside arbitrator) would handle allegations of serious wrongdoing, for example, the sale of allegedly stolen material. The Ethics Committee would consult on ethical dilemmas, situations in which the parties do not know what the right thing to do is. These consultations would be confidential and nonbinding.

Confidentiality would encourage dialogue within the ABAA and might also facilitate the solution of small problems before they become big ones. The Ethics Committee, freed from its enforcement function, would also be at liberty to discuss some of the thorny problems that face the profession. For example, may complete or damaged books be disbound so that the leaves or plates could be sold separately? The ethical deliberations on these problems do not necessarily need to result in new policies, but they would serve both as a public service and as an enhancement of the prestige of the organization. ■

**The deadline for submissions
to the next *Newsletter* is**

December 10, 2001

**Please send your
letters, articles, updates,
and pictures to:**

**ABAA Newsletter
400 Summit Avenue
Saint Paul, MN 55102
FAX: 651-290-0646
EMAIL: rulon@rulon.com**

***We want to hear from you,
members and subscribers!***



ILAB Book Fairs

2001

November 9-11

Boston, MA (ABAA)
Hynes Convention Center

November 23-24

Stockholm, Sweden (SVAF)
Scandic Hotel Anglais

2002

January 18-20

Amsterdam, The Netherlands (NVvA)
RAI Congress Center

January 24-27

Stuttgart, Germany (VDA)
Württembergischen Kunstvereins

February 1-3

Los Angeles, CA (ABAA)
LA Airport Marriott Hotel

April 12-14

Cologne, Germany (VDA)
Rheinhallen der KölnMesse

April 18-21

New York, NY (ABAA)
Park Avenue Armory

April 26-18

Brussels, Belgium (CLAM)
Ancien Brüssel

May 23-26

Paris, France (SLAM)
La Maison de la Mutualité

June 6-9

London, England (ABA)
Olympia Exhibition Centre

September 12-14

Copenhagen, Denmark (ILAB)
19th International Book Fair

2003

June 5-8

London, England (ABA)
Olympia Exhibition Centre

WTC

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ABAA's *Professional Rare Bookman*, which was beautifully edited by James Lowe for more than four years.

Book Fairs: New York City

The Twenty-Second New York Antiquarian Book Fair (30 March–1 April 1982), while a traditional event in many respects, differed from the New York fairs that preceded it in several important aspects. The general reaction was not “Vive la différence.”

Over 100 exhibitors occupied some 80 booths. About twenty percent of the representation was foreign, fifteen dealers hailing from Britain, three from the Netherlands, two from Germany, and one each from Switzerland and Canada. While the representation from home and abroad was thus a bit weaker than in the past, it was not this factor that set the Twenty-Second Fair apart from those it followed.

This year the Fair featured interesting booths where books were not sold, but information and instruction were imparted: BAMBAM, the computer designed to prevent and discourage the theft of books and manuscripts, was attractively displayed by Katharine and Daniel Leab; a fine book-binding exhibit was mounted by Denis Gouey. This comparatively new departure heightened the interest of the current Fair.

The stock displayed included, as usual, some choice items, from works by Thomas More and Hugo Grotius to a first edition of Galileo's *Dialogo*, from Evelyn's set of Vasari's *Lives of the Artists* in the first illustrated edition of 1568 to a first edition of Locke, *On Humane Understanding*. To balance such writers as More and Grotius, James Joyce and Frank Lloyd Wright carried viewers to the twentieth century. In all, an estimated \$5 million worth of books, autographs, and manuscripts was available at the Twenty-Second New York Antiquarian book fair.

Of that gross, unfortunately only about \$500,000 worth of books was reported sold, a result that leads us directly to the current Fair's departures from tradition, departures which may have contributed to the comparatively low sales percentage.

The 1982 Fair was held, for valid reasons, at a previously untried location: One World Trade Center in the heart of New York's financial district. The mezzanine where the booths were erected was stunning to view but, owing to problems of set-up procedures and security, temperature and lighting, proved not conducive to the requirements of a book fair.

Other points of departure stemmed from the chosen location. To attract neighborhood personnel, especially in brokerage and finance firms, a midweek schedule—Tuesday, Wednesday, and Thursday—was calendared in place of the usual weekend schedule.

Another side effect of the venue was the emphasis upon books as investments in advertisements and publicity. One dealer went so far as to circulate an Investment Portfolio Programme that represented books as stock shares, transmuted the bookseller into a broker, and assured prospective collectors that they need not even see the books they were buying!

The unprecedented location of New York's Twenty-Second Antiquarian Book Fair, the unaccustomed midweek schedule, and the emphasis upon books as investments were all in the nature of an experiment. Despite a venue considerably removed from midtown Manhattan, over 3,000 visitors attended. Among them were the familiar figures of many faithful devotees. However, those visitors did not always buy, nor did they often make *return* visits. The free bus service from the Plaza Hotel to the World Trade Center that had been arranged by the Book Fair Committee was not always in operation, nor was it always used.

As for the Fair participants, nearly half reported satisfactory sales or sales that exceeded expectations. More than half, however, were disappointed in sales results. The volume of dealer sales was in the usual high proportion.

As was natural, this disappointing general effect was attributed by participating dealers to the experimental location and time schedule as well as to the weakening economy, which did nothing to stimulate “impulse buying.” Others found varying bases for complaint: The mezzanine of the World Trade Center was either too grandiose or not elegant enough; the adver-

tising strategy was not effective; there was a lack of élan; there were too many “lookers and catalogue collectors”; there was a resistance to the more expensive material a professional manager, it was averred, would have achieved better results than the unprofessional committee which consisted of Raymond Wapner, Chairman, and members Estelle Chessid, Daniel Hirsch, Leona Rostenberg, and Madeline Stern.

There was validity about many of these complaints. Book fair participants, however, must also seek the reasons for a decline in their sales from within and not entirely from without. Stock toted from one fair to another becomes dull and tired stock; lack of imagination on the part of the dealer, reflected in pedestrian catalogues and displays, is as responsible for the lack of élan at a book fair as are the deficiencies of a mezzanine.

Perhaps the time has arrived for the participant in a New York Book Fair to heed the injunction of JFK and consider what positive contributions he/she can make to forthcoming fairs in place of negative carping criticism. It is true that the economy has affected our profession, but who of us has made any attempt to stem the tide of inflation? It is also true that the location of the 1982 Fair was not ideal, but who of us suggested or sought to find a better one? It is manifestly true, as already mentioned in this report, that many dealers dragged to One World Trade Center boxes of indifferent books that had previously been exhibited at numerous fairs. They were a bit more battered, shoddier. Yet they suffered one obvious change: an escalated price. Inflated, unrealistic prices for mediocre material prove a disservice to our ancient honorable profession. Let the carping critic of the 1982 Book Fair re-examine his unsold merchandise. Perhaps then he will find the explanation for his financial disappointment at One World Trade Center.

There is no doubt that New York should have a permanent and desirable venue for its book fairs, for they have become fixed facts in the bibliophile's world. To such an end, all book fair participants and future participants are urged to make appropriate suggestions. If one experiment fails, another must be tried, for—while there are indubitably too many book fairs across the

country—the star of American book fairs must neither fall nor lose its brilliance.

Madeleine B. Stern & Leona Rostenberg
Reprinted from The Professional Rare Bookman, 1982, no. 4, pp. 26-28.

We Almost Get Rich at the WTC

In our business, success is having money. Making money. Making enough money to buy whatever you wish from the crown jewels. If only a bookseller were able to sell each and every book more than once. I came as close to that exalted state as I ever wanted at the 1982 World Trade Center book fair. It seemed almost as if Dame Fortune had tapped me on the shoulder and said, “Hey, it’s your turn now!”

As luck would have it, John Jenkins, accompanied by Louis Weinstein, wandered by my booth. I began imagining the dollars that Heritage and the John Jenkins Book Company could afford to spend, allowing myself to drift into that realm of wealth only fantasy offers. These two stores virtually controlled the book traffic in the West, and as far as I could see, they represented the cream of the bookselling elite. It would not be exaggerating to say that my palms grew sweaty in anticipation and greed. How much money would they go through at my booth? It suddenly seemed filled with mountains of obvious treasures, and these two giants of industry had both the means and, in my mind, the inclination to empty my booth of all of them.

I will not lie and say that the book fair at the World Trade Center was a lucrative venture for us. I still remember, with a fondness that only the years afford, starting into the walkway between the two huge towers, wondering why any architect would design an afternoon wind tunnel and call it a courtyard. In plain words, we were experiencing the—until that time—worst fair of our short career. But enough lamenting. Here, in the guise of humans, stood our salvation! And, as Jenkins and Weinstein entered my booth, it became clear that these two could afford to drop enough money to make John Fleming, C.P. Kraus, the fabled House of El Dieff, and all the other East Coast players seem like small fry! I was about to become rich.

First one and then the other entered my booth. Linda had gone shopping with the

“girls,” and I was the only principal in our booth. Ever so slowly, Jenkins rifled through my shelf of great books until his eyes came to rest on what I hoped was the first of many great big expensive treasures. I was a bit taken aback that the book was marked only \$45 (yes, in those ancient days we still sold perfectly good literature for less than \$100!). No matter. Certainly, this book was only part of the foundation of their stack. I refused to breathe. Surely there would be time enough for such a mundane activity after I figured their total sale. Long ago, I had come to realize that giants of industry don’t do the same things you or I must do.

Johnny Jenkins took that \$45 book and looked at it like a man looks at his love. Okay, I thought, perhaps I made a mistake and underpriced the book. Then Lou took hold of that very same book and said that he wanted to buy it! I was stunned. Could I have mispriced this treasure? Did I err? There was no time for tact. No time to offer equal (in my eyes) value to Lou. He and Johnny continued to tug at that one title. And only time has dimmed my mind to the number of times I heard “Hey, I saw it first” and “I want to buy it!”

Then it happened.

I could hear the shattering rip as the title page became not so neatly separated from the rest of the book. And there the culprits stood. One with the title page in hand and the other with the book itself. Johnny, with a firm resolve on his face, blurted aloud, “Well, now I don’t want it!” And then the other shoe dropped. “Well, neither do I,” said Lou. The booth became an icy jail cell that was already too small to hold the three of us. And, with those pronouncements, John and Lou handed me the torn volume and wandered off. No doubt to ruin someone else’s already rotten fair, I thought to myself.

Well, that’s almost the end of my story about the New York book fair held at the World Trade Center. I wish I had more important tales to tell, or that these two giants really did spend millions of dollars that day. But I am not a liar, and for the record, the fair was a financial disaster!

So too, I later concluded, was the horrible windy courtyard between those two towers. And to answer the inevitable:

Yes, I got paid for that \$45 book.

Now, I look back on that fair with a bookseller’s mind and regret only one thing: I should have priced the book at \$55!

Harvey Tucker

Moved to the Vista Hotel for move-in to the book fair. [The Vista Hotel was, I believe, in Tower One, and I’m sure that many of the exhibitors stayed there.] Real hassle. If I thought moving trunks in and out of [a friend’s] apartment was bad, I had another thing coming down at the Trade Towers. There was no one to move the books in. No elevators working to the mezzanine. We had to *walk* up the escalators. Booths were small and inadequate. No extension cords available. I knew right then that the show would be a bad one, and it was. We only sold \$2500 or so... We had a good group of people around. Ed Lefkowitz was next door. We went to dinner together on Monday night. He was sharing a booth with Michael Hollander. Across from us was Jim Cummins. Peters Stern and Howard were nearby. As were the Bromers, and right next to me was Harvey Tucker at Black Sun. A cheer went up at every sale! Most of us did pretty poorly, I think... On April Fool’s Day some wag or wags circulated the *Off the Wall Street Journal* [a newspaper parody celebrating the day], which caused quite a stir among the exhibitors... Thursday, April 2, was very windy, and the turbulence between the two towers kept my attention for two hours until it abated, so slow the fair....

Rob Rulon-Miller

From his diary, March 30–April 2, 1982

This was my first ABAA fair. It was a fiasco—sold very little. The first day was sunny, and we and the books roasted under the huge windows. The second day was dark and stormy, and the lights could not be turned up because “they were programmed.” Stockbrokers weren’t buying my books, and no one came from uptown. I always thought those buildings were ugly, and I now hope that a different configuration of buildings will replace them—plus, of course, a memorial.

Marilyn Braiterman

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Membership Updates

Beasley Books has a new email:
beasley@beasleybooks.com

Black Sun Books has a new Web site:
www.blacksunbooks.com.

The Bookseller, Inc. has a new address,
phone, fax, and email: 39 Westgate
Circle, Akron, OH 44313; phone: 330-
865-5831; fax: 330-865-5851; email:
thebooksellerinc@neo.rr.com

Jutta Buck has new addresses, phone,
fax, and email: home address: 20
Aberdeen Lane, Stanfordville, NY 12581;

mailing address: PO Box 500, Bangall,
NY 12506; phone: 518-398-1495; fax:
518-398-7440; email: buck@taconic.net

Jonathan A. Hill has a new email:
JAHillBooks@aol.com

Hinck & Wall has a new address,
phone, and fax: PO Box 1232,
Edmonds, WA 98020; phone: 206-406-
9590; fax: 425-778-3556.

J. & J. Lubrano has a new address,
phone, fax, and email: 351 West Neck
Road, Lloyd Harbor, Huntington, NY

11743; phone: 631-549-0672; fax: 631-
421-1677; email: lubrano2@optionline.net

Edward T. Pollack has a new email:
Pollackbks@mediaone.net

Bruce J. Ramer has a new email:
bjramer@mindspring.com

Ken Sanders has a new Web site:
kensandersbooks.com

Alfonso Vijil is now **Libros Latinos** and
has a new email: books@libroslatinos.com

Jeff Weber has an address correction and
new email: 2731 Lompoc Street, Los
Angeles, CA 90065; email address:
weberbks@pacbell.net

WTC

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The World Trade Center Book Fair was
the best book fair I had ever exhibited at
up until that time. I was on the balcony
edge and had many European customers,
which enhanced many, many sales of
lower-priced items and a few higher items.

Bernie Gordon

I had my doubts about the World Trade Cen-
ter as a venue, so we showed up only in the
role of customers—and seemed to be the only
such on the floor! I know we made the day for
one or two sufferers who had not made a pre-
vious sale. But the view from the top was
bloody marvelous (speaking of which, they
always put too much pepper in the Bloody
Marys up there). The fair was on some sort of
a mezzanine, and there didn't seem to be a
single sign to indicate how you got there. But
all this nattering pales before the enormity of
the recent tragedy. Bestial is the best word
I can think of to describe the perpetrators.

Norman Kane

So dismal were sales at the World Trade
Center that I have always tried to forget that
fair, not recollect it. One incident does come
to mind. My booth was next to Sykes &
Flanders, and my six-foot-high bookcase
backed up to theirs. At one point during the
fair, Dick Sykes undertook some stock-
arranging maneuver that suddenly propelled
his bookcase over backwards onto my book-

case, which toppled over frontwards in a
loud crash and spilled its entire contents
onto the floor. Dick was extremely embar-
rassed and apologetic, but unfortunately
for me, none of my books were damaged.

Patterson Smith

I can remember being boxed into the corner
with (Mr. Charm) Doug Harding. Even if
there were customers, they could not
squeeze into our booth entrance. We could
look over the balcony and watch 100,000
people going through the building. It was
my first New York show after doing the
Greenwich Village Book Fair—where there
were more people going into the adult
bookshop next door than through our gate!

John Spencer

I remember doing this fair: very few sales.
The massive windows certainly made the
place hot! The security guards were very
hard-nosed. I had to move my tables away
from some exit doors. All well and good. I
was able to open the doors for air. No
need to bother about anyone attempting to
leave by these doors, as nobody was there
for hours! Plus, you could NOT open the
doors more than six inches: they hit the
floor and could not be budged.

Jim Visbeck

You know you've been in the ABAA too
long when you remember you exhibited
at the World Trade Center, but can't
remember anything about it.

Ed Glaser ■



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