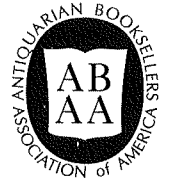


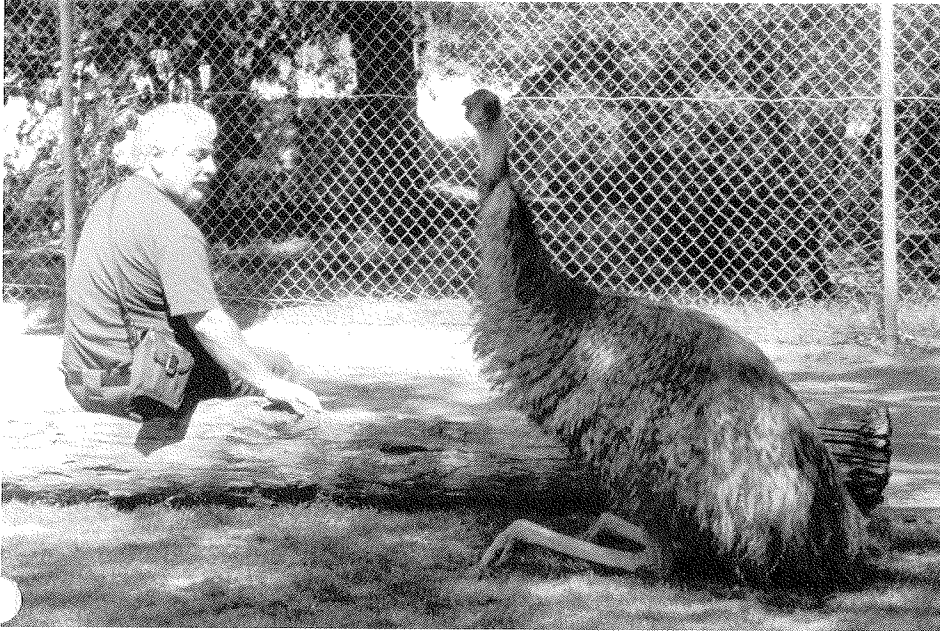
# The **ABAA** NEWSLETTER



VOLUME SIXTEEN, NUMBER 1

ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA

FALL 2004



*Photo courtesy Annette Kolling-Buckley*

**ILAB Security Chair Steven Temple confers with emu regarding Australian security during the 37th ILAB Congress held in Melbourne, October 2004.**

## In Memoriam

**Jacob L. Chernofsky**  
New York, New York

Jacob L. Chernofsky, former editor and publisher of the now defunct *AB Bookman's Weekly*, died October 3, 2004, after a long illness. He was 76.

Chernofsky, universally known as "Jake" to almost everyone in the antiquarian book world, joined *AB* in 1973 as managing editor, and became editor and publisher in 1977 upon the retirement of its founder, Sol Malkin. Jake ran the magazine until it ceased publication at the end of 1999, one of the most visible victims of the upheaval in the book trade created by the Internet. In its prime, *AB Bookman's Weekly* was the center of the used book universe, the principal source for news of the trade and for the

listing of thousands of "wants" weekly. It was the one essential publication for dealers, scouts, librarians, collectors—anyone who wanted to be connected to the out-of-print trade.

Jake was born on April 11, 1928, in Crown Heights, Brooklyn. His father was a lawyer and accountant, and his mother was a bookkeeper. After high school he attended Brooklyn Polytechnical Institute (now Polytechnic University), where he studied chemical engineering. He transferred to New York University, from which he was graduated in 1949. He then went to the newly founded state of Israel, where he studied archeology at the Hebrew University in Jerusalem.

continued on page 9

## The ILAB Congress in Australia

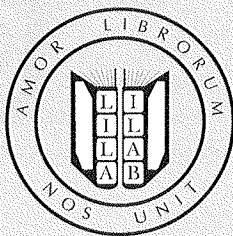
by Edward Brodzinsky

Okay: What is the first thing a bookseller does when he learns he'll be traveling to a distant country that he's never been to before, a country he has never seriously thought about visiting? He starts a book collection, of course. And that's exactly what I did, shortly after a call in early August from Susan Dixon at ABAA headquarters to let me know that I had won one of the two scholarships to attend the ILAB Congress and Book Fair in Melbourne, Australia, in October. The other winner was Annette Kolling-Buckley of Columbia Books in Columbia, Missouri.

The scholarship was to pay \$1000 toward travel expenses, plus all Congress fees and space to exhibit a couple dozen books in the ABAA booth at the book fair. Eligibility for the scholarship was open to any full member of the ABAA who had not previously attended an ILAB Congress, and who was willing to submit an essay on why he or she wanted and deserved to attend this one. In addition, the scholarship winners were responsible for helping to set up and staff the ABAA book fair booth, as well as break down and pack the participating dealers' books at the conclusion of the fair.

It only took a couple minutes to convince my wife, Mary, to come along. The two of us began compiling a stack of books and a list of web sites on Aus-

continued on page 7



## ILAB Book Fairs

2005

### January 21-23

Stuttgart, Germany (VDA)  
Württembergischer Kunstverein

### January 28-29

Tokyo, Japan (ABAJ)  
Roppongi Academy Hills

### February 18-20

San Francisco, CA (ABAA)  
Concourse Exhibition Centre

### February 23-27

Cologne, Germany (VDA)  
Rheinhallen

### March 3-5

Amsterdam, Netherlands (NVVA)  
Passenger Terminal Amsterdam

### March 4-6

Zurich, Switzerland (VEBUKU)  
Volkshaus

### April 28-May 1

New York, NY (ABAA)  
Park Avenue Armory

### May 19-22

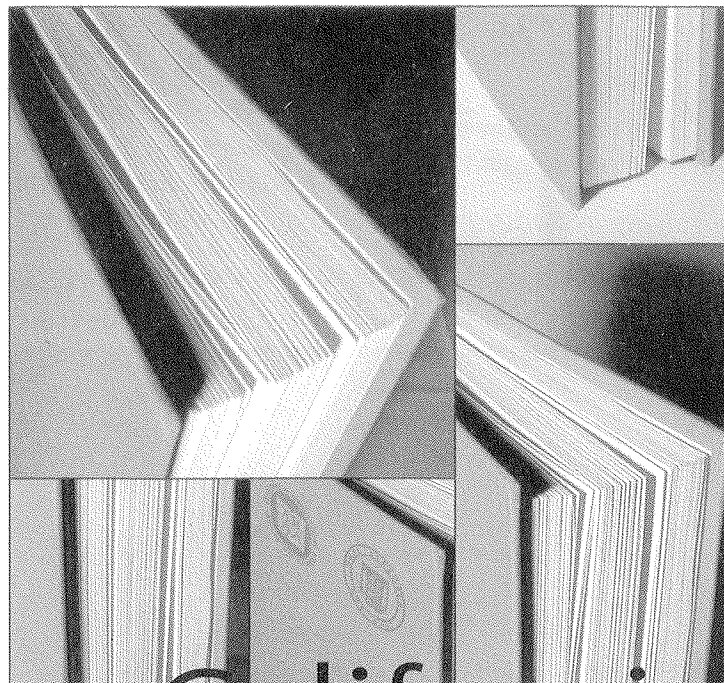
Paris, France (SLAM)  
Maison de la Mutualité

### June 9-12 (NEW DATES!)

London, England (ABA)  
Olympia Exhibition Center

### October 28-30

Boston, MA (ABAA)  
Hynes Convention Center



## The 38<sup>th</sup> California Antiquarian International Book Fair

February 2005, 18<sup>th</sup>, 19<sup>th</sup>, 20<sup>th</sup>

Friday, 3-9pm

Saturday, 11-7pm

Sunday, 11-5pm

Concourse Exhibition Center, 635 Eighth Street at Brannan, San Francisco, CA USA  
For more information call 800.454.6401 or 415.962.2500 or visit [www.sfbookfair.com](http://www.sfbookfair.com)

Dear Colleagues,

The ABAA has seven ports with OCLC for which we pay \$8,200 per year on behalf of the membership. It is not always easy to log on because of this limited number of ports, but it could be easier if all users were considerate of others by not staying on OCLC longer than absolutely essential. Please be thoughtful of other members when you use OCLC. We have investigated with OCLC ways of improving the situation, but there is no immediate solution other than your cooperative spirit. The obvious answer of adding more ports is unfortunately very expensive. We will change the password every year or so to eliminate interlopers, but in the meantime the membership depends on the selflessness of its fellow members to remedy the problem.

Regards,

John Crichton, ABAA President

# ABAA Website and Search Engine Updates

by Susan Dixon

At the ABAA Board Meeting in Boston, the Internet Committee announced that Design Latitudes, a web design firm with offices in New York and Miami, has been chosen to redesign [www.abaa.org](http://www.abaa.org). The committee researched and contacted many companies, and received proposals from three. Design Latitudes' proposal was chosen based on the firm's professionalism, design aesthetic, and previous work with non-profit organizations.

We are excited to begin working to make the ABAA site more user friendly, with a clear and functional navigation bar and an updated look. Allowing visitors to the site to find books and book-

sellers easily while enhancing our existing identity is a top priority. The firm also will be doing behind-the-scenes programming work to assure the site is more favorably placed on search engine results from the likes of Google and Yahoo. Rockingstone will continue to serve as the ABAA site webmaster.

In other news, Rockingstone has made several noteworthy updates and changes to the site and search engine. Members can now search the "Receiving Members Catalogues" database and download addresses in a tab-delimited file, making it very easy to add to company mailing lists. The maximum number of results for book searches has been increased from

10,000 to 25,000, and these searches now run on a very fast server, providing more sorting capabilities. When members who list their books on the database do not fulfill order requests, a reminder email is automatically sent after two days. In order to protect members' email addresses from spammers, Rockingstone has implemented technology that prevents spam servers from stealing email addresses from the site. Further work is being done to improve the functionality of the database, and Rockingstone is working hand in hand with the Internet Committee to institute improvements. I look forward to reporting other positive changes to [www.abaa.org](http://www.abaa.org) in the future. ■

## Boston Book Fair 2004: Observations from Booth 316

by Joyce Kosofsky

At this year's Boston ABAA Book Fair we saw old friends we hadn't seen since last year and some newer fresher faces as well. Load-in went smoother and more efficiently than in years past, perhaps a tribute to Commonwealth Promotion's continuing efforts to "keep the trains running on time." Friday's setup saw the usual feeding frenzy at our booth, and I noticed a lot of activity at others as well. The dealer-to-dealer business seemed brisk all throughout the book fair as I saw people carrying piles of books back to their booths. At one point it seemed as though a game of musical chairs for books was going on. With the dollar being weaker than in the past, the European dealers were the bigger spenders from my view.

There was a very healthy retail crowd at the opening Friday night. Boston's weather seemed to cooperate for a change. It was cold out, too cold to do outside activities, but not cold enough to keep the crowd at home. Perfect for book buying. Saturday was similar, with a steady crowd looking, schmoozing, and even buying. Sunday's crowd was typically less than

that of the days before, but overall attendance was higher, according to Commonwealth Promotion. Security seemed tighter this year. I didn't notice any "missing books" announcements over the PA.

Although we don't run the fair, many people come to our booth to comment or complain about various things—air temperature, paper bags, restaurant reservations, etc. This year it seemed that the

compliments outnumbered the complaints. In fact several made a point of coming over to tell me that this was their best Boston Fair ever.

So, kudos to the people who really do run the book fair—the book fair committee—Helen Kelly, Mike Ginsberg, Joe Phillips, Priscilla Juvelis, Doug Harding, and Ken Gloss. All of us look forward to having you back next year. ■



*Photo courtesy Annetta Kelling-Buckley*

The Royal Pavillion, Melbourne, site of the 20th International Antiquarian Book Fair.

# ABAA Benevolent Fund in Need

The Benevolent Fund has given out much more money than it has taken in this year. Since April, when I became the primary Trustee for the Fund (the two other Trustees are the current President, John Crichton, and the President prior to me, Tom Congalton), the Fund has written checks to booksellers in dire need totaling almost \$30,000. In the same time the donations to the Fund have totaled less than \$10,000.

The cases of need that have presented themselves this year have been dire indeed: victims of floods, fire, severe illness, even a severe beating that left a bookseller near death and with thousands of dollars of (uninsured) medical expenses. The list goes on. While it is an extremely admirable thing for the ABAA to administer this fund, it is heartbreaking to encounter stories—both among our own members and elsewhere in the trade—of booksellers whose lives or businesses have been devastated, or who have been walking on a thin edge that suddenly disappears under the weight of one catastrophic event.

Ever since I've been on the Board (about ten years) the balance in the fund has hovered around \$100,000—sometimes a little above, sometimes a little below. Right now it is under \$80,000, a number that is even more worrisome when one considers that the Elizabeth Woodburn Fund—an educational fund that typically carries a balance in the neighborhood of \$15,00 to \$20,000—was rolled into the Benevolent Fund a few years ago. If one were to subtract the Woodburn Fund dollars from the Benevolent Fund—the two do serve different purposes—the balance in the Benevolent Fund would be under \$60,000, or barely twice what we have given out in the last nine months.

We have always appealed to our members to donate to the fund, and enough members have been supportive of it consistently enough that it has survived. I would like to expand the net of our appeals and figure out a way to solicit donations to the fund from outside our own membership as well as within it. However, at this point I want to appeal to our membership to once again step up and contribute to the fund. It needs your help, and there seem to be many booksellers these days who need its help. Thank you.

—Ken Lopez, ABAA Past President

## Sale of Dunning Work to Benefit ABAA Benevolent Fund

Jim Pepper and the Santa Teresa Press will soon publish *That Summer with Michael* by John Dunning. An ABAA member and proprietor of Old Algonquin Books, Dunning is the author of the popular Cliff Janeway bibliomysteries released by Scribner (*Booked to Die*, *The Bookman's Wake*, *The Bookman's Promise*, and the soon-to-be published *The Sign of the Book*).

In 1981, Dunning embarked on a most unusual friendship with fellow novelist Michael Shaara, who had recently won the Pulitzer Prize for his now classic Civil War novel of the Battle of Gettysburg, *The Killer Angels*. Of that friendship, Dunning has written a poignant and

very entertaining memoir that is also an intimate look at the struggles and challenges experienced by those who choose the writer's life. *That Summer with Michael* appears here for the first time, in a publication sponsored by Dan Gregory, Tom Congalton, and Jim Pepper.

Printed as a paperbound booklet, the first edition of *That Summer* is limited to 535 copies, all of which have been signed by John Dunning. Copies numbered 1 through 500 are \$15.00 each. Additionally, there are 35 Roman-numeraled copies with the text specially printed on blue paper; these deluxe copies are available for \$125.00 each. Prices are net to all. Please include \$5.00

per order for shipping. The income from all sales of *That Summer with Michael* will be donated to the ABAA's Benevolent Fund, a fund established to help all booksellers, worldwide, in times of personal need.

Checks should be made out to the ABAA Benevolent Fund and mailed to:

James Pepper Rare Books, Inc.  
2026 Cliff Drive, Suite 224  
Santa Barbara, CA 93109

or to:

Between the Covers Rare Books  
35 West Maple Avenue  
Merchantville, NJ 08109-5141

# Changes at the International League of Antiquarian Booksellers (ILAB)

by Bob Fleck, ILAB President

Bookselling has changed rapidly over the last few years, and ILAB must adjust to stay healthy. The impact of the Internet on our society is irreversible. It has accelerated the building of the globalized world we are now facing. The eight volunteers who do the work of ILAB (the Committee) now correspond via email on a daily basis about important book-selling matters affecting all of us. Stolen books, the impact of Unidroit, changes in tax laws in various countries, Internet sales, and a host of other subjects have made it ever more important to react quickly at the international level.

Moreover, the Committee, with the approval of the Presidents, has set new goals, such as increasing the visibility of ILAB in the eyes of the public, of the library world, and of international organizations; becoming the recognized group of experts in international discussions; promoting our trade in various

ways; and more frequently transmitting relevant information to the associations and their members, etc. These tasks have increased the day-to-day workload of individual Committee members to a worrisome level.

This situation clearly called for outside help. This is why, at the Melbourne President's meeting, ABAC presented a motion to hire an executive secretary (a part-time position) to ensure that the most important administrative and logistical tasks are carried out on a daily basis. The motion was carried unanimously. The ILAB Committee then proceeded to advertise the new position. The job description was posted in October, and in November, Nevine Marchiset was hired as the new ILAB Executive Secretary. Nevine is already known to some of us since she has been carrying out ILAB translations since 1998. She is also the wife of Alain Marchiset, past SLAM President. She was born in Lebanon and

had the advantage of a cosmopolitan upbringing. She graduated in 1979 from Sotheby's Works of Art Course in London, and then moved to Paris. While her husband was president of SLAM (2000-2003), she also had the opportunity to attend, both as his wife and as an interpreter, many of ILAB's official meetings. The position was funded without increasing the dues that you currently pay to ILAB (US\$ 20 per year per member)

Nevine can be reached via email at [ilab.nev@noos.fr](mailto:ilab.nev@noos.fr). Please welcome her to our ILAB family.

*The notion of ILAB dues not increasing is not telling the whole story. ABAA, as well as the other ILAB national affiliates, have been required to continue to pay for the ILAB Directory when, in fact, the new directory was meant to be free. But it is not free. ABAA will pay ILAB \$4,520 for the "free" directory to offset the salary of the new hire.* —Ed.

## Editorial Changes at the ABAA Newsletter

by Rob Rulon-Miller

Tracy E. Smith, who has been an associate editor of the *ABAA Newsletter* for nearly thirteen years, in a cost-saving move for the ABAA, will be resigning her position with this issue. Her duties will be taken over by Susan Dixon at ABAA headquarters in New York. For the time being, I remain editor.

When Tracy came to us in the summer of 1992 (volume III, no. 4), I had been struggling with getting the Newsletter out by myself, using WordPerfect 4.0. As I had just assumed the position of ABAA Vice-President, my time was going to become increasingly short, and Tracy immediately expressed interest in helping out. And help out she did. For those who remember or still have the early issues of the *Newsletter*, the change was dramatic! Tracy changed us over from

WordPerfect to QuarkXPress, and changed the face of the *Newsletter* into a very professional one. Her resolve in getting articles from people outside our organization made the *Newsletter* so well-rounded that we were able to offer it out for subscription. Today, nearly 400 people subscribe to the *Newsletter*, bringing nearly \$7,000 a year into the national coffers.

Tracy also produced and helped edit three chapbooks published by the ABAA: *Old Books Have a Future*, by William Safire; *Splendors and Miseries of Being an Author-Bookseller*, by Larry McMurry; and, the *dos-a-dos* Ken Rendell-Larry Fox production honoring the fiftieth annual meeting of the ABAA in 1999. Her editorial skills were—and still are—breathtaking (I will lament the loss of grammatical argument with her, she

with her style manuals and me with nothing but an imperfect intuition), and I find it hard to believe that in the future she won't have some small hand in the publication she helped to create.

On behalf of the Board of Governors and the membership as a whole, I want to thank Tracy officially and publicly for her fine and continuous service to the ABAA over these past dozen years. Her employment with Rulon-Miller Books continues as before. ■

*From now on, to contribute to the ABAA Newsletter, send materials to:*

Susan Dixon  
ABAA Newsletter  
20 West 44th Street  
New York, NY 10036-6604  
[sdixon@abaa.org](mailto:sdixon@abaa.org)

# ABAA to Offer Two Scholarships to the Colorado 2005 Antiquarian Book Seminar

The Colorado Antiquarian Book Seminar provides an opportunity for specialist dealers, librarians, and collectors to share their experience and expertise with other booksellers, librarians, and collectors, novice and experienced book people alike, in a comprehensive survey of the rare, used, out-of-print, and antiquarian book market. Now in its twenty-seventh year, the annual event is an intensive, weeklong program for new and experienced booksellers who have never had the advantage of formal training, or who wish to exchange ideas on the latest developments in the field. Over the years a good number of ABAA members and their employees have attended, and in total the seminar has graduated close to 2500 booksellers, librarians, and collectors.

This year, the seminar will feature Between the Covers' Tom Congalton as the specialist dealer and the talented Dan Gregory as the Internet specialist. Dan DeSimone from the Library of Congress will return to discuss the library market for books and the problems facing dealers when selling to libraries. The keynote speaker will be Ken Sanders, ABAA Security Chair. Other specialists include past ABAA presidents Ed Glaser, Mike Ginsberg, and Rob Rulon-Miller, and

past ABAA officers Jeff Marks and Jennifer Larson. The faculty also includes Lois Harvey of Westside Books in Denver and Mary Frances Ciletti of Hooked on Books in Colorado Springs, both of whom provide participants with years of experience in open bookshops.

Basic procedures and problems are discussed formally and informally through a series of lectures, discussions, demonstrations, and hands-on workshops, with particular emphasis on the Internet and on-line bookselling, as well as traditional methods. Topics discussed are The Mail-Order Bookseller; Buying and Selling Books on the Internet; Bibliographic Description; Care and Preservation of Antiquarian Books; Pricing and Appraisals; Acquisition of Rare and Out-of-Print Materials: Problems of Librarians and Dealers; and Tax and Accounting Problems, among many other subjects.

This year the seminar will take place August 7-12 on the campus of beautiful Colorado College, Colorado Springs, in the shadow of Pike's Peak in the Rocky Mountains. The fee for the seminar is \$995 and includes all instructional materials, Sunday evening reception, Monday picnic, Friday luncheon, transportation to

off-site sessions, and daily breaks. For more information and registration information, please visit or contact the seminar coordinator, Kathy Lindeman, at . The 2005 seminar should provide an intensive opportunity to meet and network with others of like interest.

As in past years, the Elisabeth Woodburn Memorial Fund of the ABAA is offering two scholarships of \$1000 each for the Colorado Antiquarian Book Seminar. These two awards are made in memory of Elisabeth Woodburn, ABAA President 1982-84, and for many years a distinguished bookseller. Competition for the Woodburn scholarships is open to all. To apply for the Woodburn scholarships please submit a letter stressing desire and need, 500 words or less, to ABAA Headquarters, 20 West 44th Street, New York, NY 10036-6604, or by email to Susan Dixon, at [sdixon@abaa.org](mailto:sdixon@abaa.org). A letter from an ABAA member in support of the applicant may accompany the entry statement, but it is not required. All applications must be postmarked no later than July 1, 2005. Successful candidates will be notified by phone, fax, or email, and the awards will be presented at the seminar registration on August 7. ■

## The 2006 ILAB Congress

The 2006 ILAB Congress Committee would like you to mark your calendars for September 9-14, 2006. These are the dates for the Thirty-Eighth Congress of the International League of Antiquarian Booksellers, which will take place in Philadelphia. The Twenty-First International Antiquarian Book Fair will follow the Congress, from September 15-17, 2006, in New York City.

The first day of the Congress will feature a visit to Princeton University. Dr. Robert Darnton, a pioneering scholar of the history of publishing and Professor of History at Princeton, will address Congress participants. In addition, there will be time for viewing exhibitions in the Firestone Library and for attending several curatorial presentations in the Seeley G. Mudd Manuscript Library, Gest Oriental Library and East Asian Collection, Marquand Art Library, and Cotsen Children's Library, on a rotating basis. We will have a nice catered lunch on the campus.

A cocktail reception and dinner will be held at the Union League in Philadelphia. We will provide more information about the five-day itinerary in the next *Newsletter*.

The 2006 ILAB Congress Committee consists of:

John Spencer, Chair  
David Lilburne  
Bob Fleck  
Tom Congalton  
Bruce McKittrick  
Jack Freas  
Susan Dixon

# ILAB Congress

continued from front page

Australian history and travel, first culling my shelves for all those marginally saleable books on Australia and then adding more contemporary accounts of the land down under. Our Netflix queue started listing titles of old (and new) Australian films. Once we decided to add a brief stopover in Fiji, we began researching that tropical paradise as well.

A three-day pre-Congress was held in Sydney prior to the Melbourne events, but we weren't able to attend. We arrived in Melbourne on Wednesday, October 6. Melbourne, a thriving and modern metropolis of three and a half million people, is one of the most delightful cities we've ever visited. And I'm including San Francisco, Paris, and the usual places that one normally thinks of as tourist destinations. What a great city! Melbourne is a beautiful, sophisticated, and charming city, and the Australians are among the most friendly and welcoming people we've ever met. (And they all talk like David Lilburne.)

The Congress formally began with a grand welcome reception and dinner at the National Gallery of Victoria on Friday evening, October 8, but the festivities really started with a cocktail party at Kay Craddock's wonderful bookshop on Collins Avenue on Thursday evening. In addition to allowing us to meet some old and some new friends before embarking on the weeklong congress and book fair, the party celebrated the launch of *Patrick White: A Bibliography*, a scholarly study of the works of the Australian Nobel laureate that is jointly published in Australia by Quibbler Press and in the United States by Oak Knoll Books.

Working sessions began with a day-long Book Trade Symposium held at The State Library of Victoria with ILAB President Bob Fleck presiding. The day's activities were followed by a cocktail reception and library tour in the evening. Manuscripts from the library's collection set the tone for a recital of Dominican chants by a vocal ensemble called *Cantores Summus*. At the end of

the evening, each of us was presented with a CD recording by the group, as well as two wonderful volumes: the catalogue of the current library exhibition, *Gardenesque: A Celebration of Australian Gardening*, and *Treasures of the State Library of Victoria*.

The following day took us out of the city to the Ballarat Wildlife Park, where we learned that petting koalas and feeding kangaroos is more fun than you might imagine. At the Sovereign Hill Historical Park in the afternoon we learned a bit about Australian history, watched local artisans turn out traditional wares, and panned for gold on the site of the 1851 gold rush. (Yes, they had one there, too.) The day was completed with a panoramic depiction of the historic 1854 Eureka miner's uprising.

The next day, a walking tour of downtown Melbourne proved to be fascinating in its detail of the city's history and background. As an architect, I was particularly interested in Melbourne's architecture and how the city has evolved in its urban form and design. It is a relatively new city, having only been started as a village in the 1830s, relatively recent even by American standards. Among the things that particularly impressed me about the city, and an element that gives Melbourne a unique character, is its tram system. Back in the fifties, when many cities throughout the world began to scrap their outdated public transport systems to build things like subways, Melbourne decided to retain its electric tramcar system, refurbishing it and bringing it up to date with modern technology. Today it is an example for cities throughout the world that in order to make a city work well, you need not destroy what has historically worked. Not only does the system function efficiently and inexpensively, but also its quiet, non-polluting cars allow you to travel around the downtown and surrounding neighborhoods and suburbs above ground, in the light and air.

On Tuesday morning we attended an ILAB Open Meeting chaired by president Bob Fleck at the State Library of Victoria. New officers and committee chairs

were introduced and other business was discussed. In the afternoon we once again boarded busses, this time bound for a tour of the Yarra Valley that included lunch at Bundjel, where we experienced a bit of the culture of the Wurundjeri, an indigenous people from this part of Australia. Our lunch was accompanied by the rather amazing sounds of the traditional *digeridoo*. After lunch we explored the Healesville Wildlife Sanctuary. A marvelous finish to the day was in store for us at the De Bartoli Winery, where we had a wine tasting before sitting down to a sumptuous dinner.

On Wednesday morning we were taken on tours of various notable libraries in the city. We broke into small groups, each of which visited different libraries. The group I was with looked at some wonderful rarities from the collection of the University of Melbourne. We walked through the current exhibition, *Mad Monks, Sham Ruins, and Damsels in Distress: Aspects of Medievalism from the University of Melbourne Collections*, on our way into the rare book rooms, where some exquisite examples from the library collection were laid out for us.

That evening we attended the gala farewell dinner at Rippon Lea, an exquisite nineteenth-century suburban estate that is now owned by the National Trust.

Thursday was a free day for us before the weekend's book fair. The historic Royal Exhibition Building in the Carleton Gardens was the very elegant venue for the Twentieth International Antiquarian Book Fair on Friday evening, Saturday, and Sunday. In addition to several ABAA dealers who exhibited in their own booths, the ABAA booth allocated space for ABAA dealers who wished to exhibit small consignments of their books in a co-op group arrangement. This experiment seemed to work well as those of us who were there were able to staff the booth quite successfully. This allowed for a relatively inexpensive way for dealers to display a limited amount of their stock at this international venue. A similar arrangement should be considered at future ILAB book fairs.

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# ILAB Congress

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Having now been to an ILAB Congress, I now can understand the value of attending these semi-annual events where members can learn first-hand how their organization works and who the folks are who labor so tirelessly on our behalf. This also becomes an opportunity for us all to get involved in the workings of ILAB and its committees. And on a personal level, there is no better way to become acquainted with our colleagues who are spread across the globe. We should all be marking our calendars for the next ILAB Congress, which will be held in 2006 in Philadelphia, with the book fair scheduled to be in New York City.

Once again, I would like to thank the ABAA and ILAB for offering this scholarship allowing us to attend the Melbourne Congress this fall. Susan Dixon was most helpful in ironing out details and shepherding paperwork. Thanks also to ANZAAB President Barbara Hince for her help from Melbourne. Barbara and her planning committee organized a truly memorable event and should be congratulated on a most successful ILAB Congress.

## More on the 2004 ILAB Congress

by Annette Kolling-Buckley

I was one of the scholarship winners attending the ILAB Congress in Melbourne—a delegate from ABAA traveling from mid-Missouri. The membership in the Midwest is sparse, and we tend to operate in relative isolation; as we are such a small percentage of the group as a whole. My recently acquired husband jumped at the opportunity to visit Australia again, and he opted to attend the Congress as well, in order to get a better idea of just what it is I do. He worked as the systems analyst for the Norfolk Southern Railroad System, which is about as far removed from the world of rare books as one can get.

At 8:00AM, we arrived in Melbourne. We were pretty well fried as we had been traveling or dealing with airports and airport security for twenty-eight hours, as well as losing the date-line day in the process. As we were walking along the streets looking to get dinner in the morning, we discovered our hotel was only a couple of blocks from Kay Craddock's wonderful bookshop in a cathedral, so we were able to look at books until we stopped vibrating and it was late enough in the morning to get some lunch. That evening we returned to attend the reception for Oak Knoll Press' Patrick White bibliography, where we met both authors and the artist who designed the dust jacket. The events of the Congress started the next day and for five days we were feted and treated to books and speakers and tours. The State Library of Victoria hosted an after-hours reception where we viewed an exhibit of the Gardenesque. We were then entertained by the Cantores Summus performing a series of chants from the Poissy Antiphonal, the open book on a stand in the centre of a large gallery filled with art, a group of men dressed in black and singing chants that were "new music" in 1300. After that we were allowed a private viewing of the Library's best treasures, and as a memento of our visit we were all presented with a CD recording of the chants as well as the Library's published books on their Rare Books and the Gardenesque exhibit.

Robert Stoddard spoke of his development of various collections at Harvard and of the booksellers who helped him acquire the books. Professor Wallace Kirsop presented an interesting overview of the nineteenth-century book trade in Melbourne through book auctions.

We toured the libraries of the University of Melbourne, the State Library of Victoria and Monash University. We toured nature reserves where we commingled with kangaroos, emus, and koalas, we visited the Ballarat Gold Mine, we toured a winery, and for the grand finale we had an evening at the Rippon Lea Estate. Everywhere we went we encountered nothing but the

best in hospitality, great food and drink, and friendly, laid-back people. We were an eclectic mix of booksellers from twenty different countries, and as our group sauntered around, the locals came to refer to us as The Book People.

The Book Fair was held in the Royal Exhibition Building, a state treasure and a wonderful venue for the event. The ABAA booth had books from seven different booksellers, which meant we had the most variety of any booth there. The fair itself was well attended and busy right up to the closing bell every day, with people still purchasing books Sunday at 5:00PM. A number of people came all three days, to purchase opening night, to look around on Saturday and then to return on Sunday to make final purchases. Packing up the books from the booth was a bit of a challenge for the two of us left at the end but we managed to fit all the books back into their appropriate shipping cartons, complete the pile of paperwork, and misship only one book.

One of the most significant discoveries I made about Australia was the vast diversity of the business community. Walmart is conspicuous by their absence, the government regulates the few American chains allowed into the country (Target, Subway, KFC, McDonalds, Borders). The McD's we went into had hardwood floors, a fireplace, opera music on the sound system, a cappuccino corner and the menu was all healthy or vegetarian food. Small, locally owned businesses abound, along with the ethnic mix of the country creating such a diverse mix of businesses and eating establishments that does not exist in this country—and never will because of the dominance of the big box stores everywhere.

We were there for the tail end of their election cycle, and discovered voting is mandatory in Australia. You face a fine if you don't vote, which becomes rather large if you fail to vote a second time. On a final note, there is something to be said about civilized behavior when you have a country where everyone stops for tea at 10:30 in the morning. ■



# In Memoriam

continued from front page

He began his career in journalism while in Israel, working as a reporter and assistant editor at the *Jerusalem Post*, an English-language newspaper, from 1954 to 1956. In 1955 he married Ellen Jung. The couple returned to the States in 1956, where their first son, Meir, was born. Jake continued his career in journalism in America, first with a post at the Office of Information at the Israeli Consulate in New York, then on to a job at the Jewish Telegraph Agency, a wire service. His next move took him to Miami, where he worked for the *Jewish Floridian*, a weekly newspaper.

In Florida, the young family grew with the births of three more children, Michael, Brynna, and Eva. Jake continued to do both newspaper work and public relations. Then, he began searching for a project of his own, and was eventually introduced to Sol Malkin and the career that would occupy the remainder of his life.

Even though we might believe we knew Jake well, there was a Jake Chernofsky about whom most of us were unaware. Jake's daughter Brynna, a theatrical stage designer, offered some interesting insights into the multi-faceted character and personality of her father. "I think you knew my father as a specialist when in fact he had an amazing range of interests. He originally went to college to study chemical engineering. By this time he was already an ordained Rabbi, though it was strictly for intellectual purposes. While in Israel he took a keen interest in archeology."

Brynna recalls that Jake was an avid mountain climber and loved camping. He dreamed of one day hiking the entire Appalachian Trail. When he was in his early forties, however, he was stricken with neurological symptoms that were then diagnosed as multiple sclerosis. Years later, advanced diagnostic tools proved that conclusion wrong, and he was then told he suffered from peripheral neuropathy. By the time Jake became connected with the book world, the symptoms were quite obvious—the

diminished use of his hands and increasing difficulty walking. But as Brynna says, "He never yielded to his condition by slowing down in his work. It managed, however, to put an immediate end to his camping and hiking days and to narrow his scope so that he became very focused and quickly evolved into the bookman you knew."

In Jake's tenure at *AB*, he changed the magazine to a larger format with more text and graphics, and emphasized annual special issues that focused on particular specialties of the book world. Ironically, he was one of the first to recognize the possibilities of electronic book-matching with computers, but the program he developed was awkward and failed to capitalize on the yet-to-be-exploited capabilities of the dawning electronic age.

One of Jake's lasting legacies to the world of antiquarian books was his role in the establishment of the Antiquarian Book Market Seminar, soon to enter its twenty-seventh year of continuous operation. Dr. Margaret Goggin, then dean of the library school at the University of Denver, had long been concerned with how little most librarians knew about the workings of the antiquarian book trade and conversely, how under informed book dealers were concerning the operations and problems of librarians. To reach the antiquarian book trade, she knew the essential avenue would be through *AB Bookman's Weekly*, and thus got together with Jake, who was similarly excited about the prospect of such a seminar. They put together a small experimental program that was held at the University in the summer of 1978. Encouraged by the response, they further developed the curriculum and held the first full session in 1979. The overwhelming positive response proved their vision was correct.



Photo courtesy Brynna Bloomfield

Jacob L. Chernofsky

With a limit of 100 participants, the seminar regularly sold out for many years and attracted a wide range of students and faculty. To date, nearly 2500 students have attended, many of whom have gone on to become among the leading figures in the trade. With the retirement of Dean Goggin and the demise of *AB*, ownership of the seminar was sold several years ago to a consortium of faculty, who continue to operate it and update the curriculum to reflect the many changes that have taken place in the trade since 1979. In his later years, Jake often said that the proudest achievement of his career was the establishment of the seminar.

Jake Chernofsky left an indelible imprint on the antiquarian book world and will forever be associated with a time that now seems to be ancient history. No Internet, no email—a time when the trade was far more collegial, and relationships with customers were much more personal. Those of us who were in the business in the 1970s and 1980s and earlier, remember the weekly rush to the

continued on next page

# In Memoriam

continued from previous page

mailbox to pick up the latest issue of *AB*, our link to the wider world beyond our shops and our offices.

—Ed Glaser

## Pat Dunaway St. Louis, Missouri

“I had a fellow in the other day...” This was a refrain I frequently heard on my visits to Pat Dunaway’s bookshop in St. Louis, Missouri. One time I suggested he use it for the title of his autobiography. Now it is being used for his obituary. Pat died on September 9, 2004, at the age of seventy-seven. He was a lifelong bachelor and a lifelong bookman. He operated a modest shop on Delmar Boulevard for thirty-seven years. Externally, there was no evidence that it was a bookstore. The façade’s main feature was two large windows covered with venetian blinds. Virtually every day of every year—Pat ceased to travel and never did drive—one could knock on the door and sooner or later a slat from the blind would be moved and an eye would peer out. This eye was as discriminating with people as it was with

books. It has been reported that on occasion a persistent would-be visitor found the door open a crack and a voice announced, “I’m not here!” Pat was as eccentric as he was learned. John Hood tells me that on his very first contact with Pat via telephone—after John explained that his specialties were music and literary criticism (which were Pat’s specialties also)—that Pat told him to go to Amitin’s. Fortunately John persisted a bit and these two bookmen became good friends.

When Pat opened his shop the rent was \$140. As the years passed and neighborhood and building deteriorated, the rent was never raised. The shop was small and originally had but one chair. After a number of years a female cat moved in with Pat and he was forced to purchase another chair. He loved his cat, along with music—particularly jazz and opera (he had a splendid collection of records) and baseball. Once some dogs chased the cat across the street where it sought refuge on the top of a building. Pat called the fire department and they rescued his animal. Pat claimed, “Why, she was just eluding her pursuers.”

Pat formed a pleasant liaison with Washington University and the Mercantile Library. He purchased volumes from both institutions and dealt with faculty members. He was content to acquire much of

his inventory through these avenues. Pat cranked out catalogs for years. He had a 3 x 5 card filing system and each of his books was described on these cards. When he sold a title he pulled the card and placed it in another file, for he intended to replace the book if he could.

I visited Pat almost every year that he had his shop. For me, he usually had a few diaries—my specialty. He would open a desk drawer and hand over some choice items I had not seen before and very few since. It was a privilege to have a meal with him. Usually we went to a cafeteria that he especially liked, but once we walked a number of blocks to a restaurant in University City. As we passed a movie theatre he stopped and carefully examined the marquee. I loved Pat and mostly we talked about books and book people, but I was always anxious to know a bit more about the man. I asked, “Do you go to movies?” and he replied that no, he didn’t. In fact, the last one he saw was *Gone With The Wind*, but he liked to know what was playing.

How many true bookmen are there in this country? Not many, and constantly fewer. How does one define a bookman? Right now, to me, the easy answer is: a bookman was Pat Dunaway.

—Jim Cummings  
Knapp, Wisconsin ■

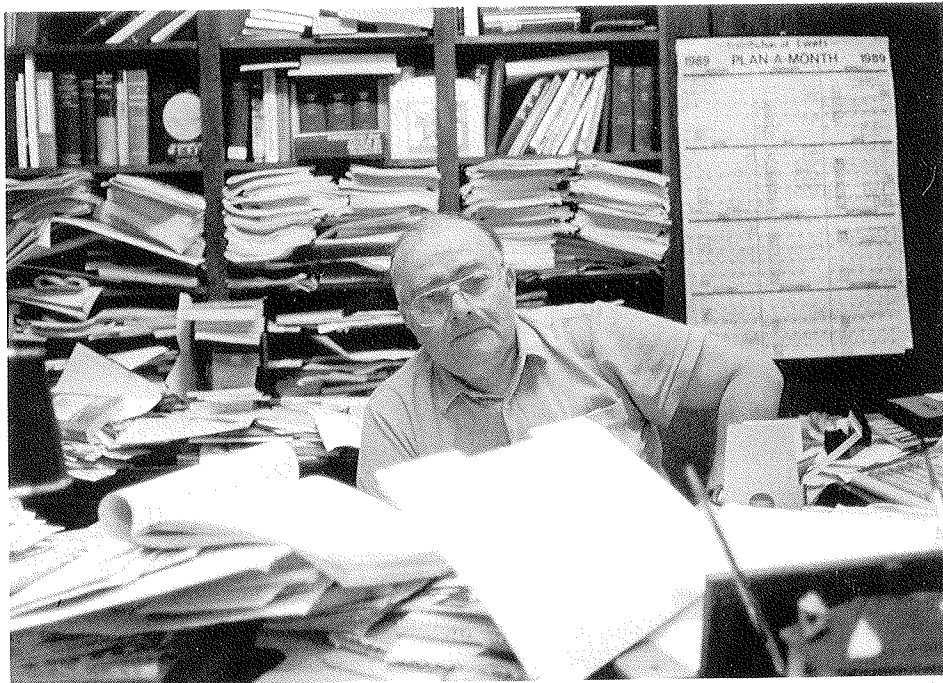


Photo courtesy Ellen Chernofsky


Jake Chernofsky at his desk, working on *AB Bookman's Weekly*.

A contribution to the ABAA Benevolent Fund is a meaningful way to honor the life and work of a departed colleague. A contribution can also be a thoughtful celebration of a significant event in the life of an antiquarian bookseller—a birthday, an anniversary, or a retirement.




Direct your contributions to:  
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Fourth Floor  
New York, NY 10036


## Books, Briefly Noted

 **Anton Gerits. *Books, Friends, and Bibliophilia: Reminiscences of an Antiquarian Bookseller.*** New Castle: Oak Knoll Press, 2004. Small 4to. Burgundy cloth, dust jacket. ix, 402pp. Frontispiece, illustrations. \$65.00.

### Reviewed by William Butts

American antiquarian booksellers are sure to find the world of European antiquarian bookselling, as depicted in ILAB member (and former president) Anton Gerits' memoir, *Books, Friends, and Bibliophilia*, fascinatingly different. The well-known Netherlander (born 1930), the epitome of Old World gentility in his ever-present bow tie, ably chronicles his half-century career and in so doing, offers American readers an insightful portrait of European antiquarian bookselling.

 A product of World War Two hardship—his parents literally farmed him out to a farmer for much of the war—Gerits apprenticed in books with two long stints (1950-54 and 1959-70) at Martinus Nijhoff Ltd. in The Hague. His portraits of beloved and less-than-beloved colleagues, competitors, and customers are colorful and memorable, as are the many involved routines and procedures that will strike American dealers as so familiar yet somehow quaint and foreign. The disappearing practice of collating, for instance, was religiously observed in those days, as Gerits well appreciates: "You have to glance over the pages and keep your eyes wide open. There is always something of interest to see. Time consuming? Yes. Profitable? Very often!"

 Much of Gerits' bookselling focus centered on antiquarian scholarly material—more so than the collector's showpieces he occasionally refers to a bit slightly. One recurring phenomenon throughout this memoir that American dealers will find especially intriguing is the extent to which the book firms he worked for and others he profiles were large, stifling bureaucracies. The very environment that motivated so many to flee corporate

America to pursue antiquarian bookselling was the routine work setting for many European counterparts. Working in such a situation constantly thwarted Gerits. It "was as if a very rich man, out of boredom, was spending his money on something new he did not possess, just as these people sometimes buy buildings, paintings, old books, or shares." The amount of time he spent attending long fruitless meetings, writing lengthy projections, enduring office politics, and reviewing memoranda and similar paper-shuffling tasks makes one shudder with sympathy. Upon establishing A. Gerits—Rare Books in 1981, Gerits feels like a man entering the daylight from a cave: "Finally I could just work, and that was quite a new experience."

No bookseller's memoir would be complete without a string of memorable finds. Many of Gerits' are of a specialized sort to which fellow specialists could best relate, though the thrill of others can be shared by all. Top of my list are two small handwritten books of Karl Marx's poems and a handwritten inventory of Marx's mother's possessions, both passed down from a descendent of Marx's mother. Gerits is likewise adept at conveying the general excitement of dealing in rare books. There's his own youthful hunger: "My eagerness to be successful... filled my mind with powerful greed. I wanted books, good books, and I wished to possess them." And his affinity for pamphlets: "Buying pamphlets separately or in small bundles with the aim of building up a substantial collection on one subject... is exciting, instructive, and exceptionally satisfying." Then there's the knack for making finds: "Colleagues... believed that I had magic hands. People are often inclined to ascribe the result of early rising and the reading of catalogues to luck, but in the antiquarian bookseller's life luck mostly means being alert and regarding the work you have to do not as work but as a passion."

A tendency to moralize occasionally mars *Books, Friends, and Bibliophilia*. Gerits misses no opportunity to interrupt

his narrative to philosophize on this, that, and every other thing—little and sometimes not too little snippets of dogmatic commentary that this memoir could do without. Education, religion, sex, politics, work ethics, you name it; all crop up and the reader is subjected to Gerits' heavy-handed treatment. Many is the instance and tiresome the result of this penchant for ponderous pontificating. Recall that elderly relative who bored children with preachy "Why, in my day" stories, and you get the picture. It's an understandable byproduct of surviving a war and enduring repressive governmental and bureaucratic shenanigans, I suppose, but it's also something that a stronger editorial hand could have softened.

Gerits surprised this reviewer with an ill-formed attitude towards American booksellers that can only be described as condescending and that reflects a misunderstanding of the differences between antiquarian bookselling in America and in Europe. He sniffs, "the ABAA is open to those who are second-hand dealers of national scope rather than international antiquarian booksellers." Gerits never fully articulates and defends his criteria for making this unsound judgment. Ironic that he considers a dealer selling mainly in one country with about 3,618,000 square miles "national," while a dealer selling in a number of small countries totaling about 3,750,000 square miles is "international." Ironic, too, that he doesn't consider the institutional scholarly journal subscriptions that seemed to provide the bread and butter of the firms he worked for as somehow bringing down their high antiquarian standards. Never mind that the Internet is quickly bringing a global market to about any dealer who treads its waters. Never mind that used bookstores, despite dropping numbers, are still relatively common in the U.S. while quite scarce in continental Europe; antiquarian bookshops in Europe are usually more exclusive, highbrow affairs than in America,

continued on next page

## New Members

The ABAA *Newsletter* welcomes the following new members accepted at the Board of Governors Meeting in Boston in November:

**Robert Paul Davis**, Gadshill, 245 Waterman Street, Suite 400B, Providence, RI 02906-5215; phone and fax: 401-273-9450; email: gadshill@usa.net; website: www.gadshill.com.

**George Koppelman**, Cultured Oyster Books, PO Box 404, Planetarium Station, New York, NY 10024; phone: 212-362-0269; email: cltoysbks@earthlink.net

### ASSOCIATE MEMBERS

**Reetta Gach**, John Gach Books, Inc., Randallstown, MD. ■

## Member Updates

Eugene L Vigil, PhD, **Antiquariat Botanicum**, has a new address: 1113 Bridgeview Drive, Lynden, WA 98264; all other contact information remains the same.

John McLaughlin, **The Book Sail**, has a new address: 630 North Tustin, Number 1526, Orange, CA 92867.

**James M. Dourgarian** has a new email address: bookman@jimbooks.com

**Jeff Hirsch** has a new address and phone: 2531 Ashland Avenue, Evanston, IL 60201; phone: 847-570-9115.

**David J. Holmes** has new phone and fax numbers: phone: 315-893-7794; fax: 315-893-7795.

**James S. Jaffe** has closed its open shop and is now available by appointment only. Please address all mail to: PO Box 496, Haverford, PA 19041; all other contact information remains the same.

**Ralph Sipper/Books** has a new email address: ralphsipperbooks@cox.net

**Wolf's Head Books** has a new address: PO Box 3705, St. Augustine, FL 32085-3705. ■

## Books, Briefly Noted

continued from previous page

where out-of-print bookshops have democratized the distinctions and the line between antiquarian and simply old, used, or out-of-print; the line between rare and common is more subtle, more complex, and less sharply drawn. This and other subtle digs betray a smug Eurocentric worldview sure to rub some American colleagues the wrong way.

These two irksome qualities aside, *Books, Friends, and Bibliophilia* is an enjoyable foray into a bookselling world somewhat foreign to most American dealers' experiences. Few dealers have facilitated the sale of as many large specialized antiquarian collections as Gerits.

Fewer still have helped open up as many previously inaccessible foreign markets as Gerits, who made pioneering buying trips to Asia, Eastern Europe, China, Japan, and elsewhere. Gerits is for the most part an intelligent and articulate guide, modest and willing to admit his own shortcomings. His candor in confessing his lack of "an extremely retentive memory" often considered "one of the most important qualifications you need to become a good antiquarian bookseller" is refreshing—and relieving to those who question the supposedly verbatim age-old conversations related in many a bookseller's memoir.

*Books, Friends, and Bibliophilia* should be required reading for anyone seeking a better grasp of post-WWII European antiquarian bookselling. ■

The deadline for submissions to the next *Newsletter* is

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