



The ABAA NEWSLETTER



VOLUME FOUR, NUMBER 3

ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA

SPRING, 1993

San Francisco Book Fair Draws Enthusiastic Responses

By Jeffrey Thomas, San Francisco, CA

In mid-March the Northern California Chapter's Book Fair Committee met with its Fair director and Chapter President Paul Brannan for a post-mortem discussion of the recent 26th California International Antiquarian Book Fair in San Francisco. Indulging in enough self-criticism to satisfy a 1950s Communist Party cell, the group analyzed the events of the weekend, their comments enhanced by a thick handful of letters received from exhibitors at the Fair. The positive letters far outnumbered the negative ones, but the critical messages were much longer and more passionate.

The organizers' highly rhetorical claim that the Fair was the largest of its kind in the world (or "The Largest Edition *Thus*," as an experienced cataloguer would define it) was pretty well borne out by the final figures: 244 dealers occupying 211 capacious booths and welcoming a total of 5,655 visitors (many of these, to be sure, daily repeaters). The heavy rains in February were welcome to Californians who have been enduring a six-year drought, but they did not ease the always chaotic move-in on Thursday and Friday. On Friday, especially, the downpour was augmented by fierce gusts that blew water through previously unknown horizontal gaps in the roof, and shed bracing cataracts that dumped onto protesting booksellers. Luckily, no significant water damage to books was reported; but yards of plastic sheeting were handed out for temporary protection. As Friday afternoon advanced and

continued on page 2



Jeffrey Thomas, San Francisco, and John Durham, Bolerium Books, San Francisco.

ABAA Holds Appraisal Seminar

By Charles Goldsmid, Claremont, CA

When nearly eighty booksellers give up scouting time at the San Francisco Book Fair, it's either something pretty important, or the IRS is in town. In this case, it was the IRS.

The occasion was a two-hour workshop on IRS-qualified appraisals held on Sunday morning, February 21, 1993, at the San Francisco Book Fair. The session was sponsored by the ABAA and open to all its members. The high degree of interest generated makes it all but certain the Association will hold future workshops on appraisals, likely on more focused topics.

The workshop panel included IRS representative Joseph Calderaro, Oakland CPA and bibliophile William P. Barlow, ABAA President Peter Howard, and ABAA members Chic Goldsmid,

Jean Parmer, and Ken Rendell.

Those who signed up in advance for the workshop received a packet of materials which included pertinent IRS tax forms and publications, articles on book appraisals, memoranda and articles by Goldsmid, Parmer, and Rendell, and sample appraisals. Additional materials were distributed at the workshop.

Those who need the IRS forms can call: 1-800-TAX-FORM. Ask for IRS Form 8283, Noncash Charitable Contributions, with its corresponding instruction booklet, and IRS publication numbers 561 and 526. Copies of the other distributed materials are not now available, as demand exceeded supply at the seminar. A proposed second printing of some will be announced in the *Newsletter*.

continued on page 2

Book Fair

continued from page 1

the tempest shook the Concourse, exhibitors anxiously viewed the front of the building to see if the usual long lines were forming.

Opening night attendance was down slightly from former years, although not so much as to reduce significantly the delays and confusion created by the need to check in tons of dripping heavy-weather gear worn by intrepid visitors to the Fair. Fortunately the storm abated the next morning, and the weather was not a problem on Saturday and Sunday.

General opinion indicates approval of the organization and administration of the Fair.

The crowds seemed to be evenly dispersed through the three-day course of the Fair and along the daunting length of the Concourse. That structure stretches a full city block between Seventh and Eighth Streets, and in San Francisco the blocks south of the main axis of Market Street are considerably larger than normal.

The challenge to insure that Fair visitors would penetrate to the far reaches of the Concourse was met—apart from the presence of great booksellers in all areas—by locating at the far end a café, the only full bar at the Fair, and the Very Strange Books exhibit. That display, its theme pilfered from the 1982 PBFA Fair in York, England, featured a wide variety of books and near-books in bizarre formats or with startling subjects or titles. Volumes were submitted from a great variety of booksellers and collectors—including such popular favorites as *The Romance of Leprosy*, *The Poems of Richard Nixon*, and *Trapped in the Lawyer's Den with Bloodsuckers*—but the foundation stones of the exhibit were loans from three generous sources. From Ursus Books in New York came an assemblage of 21 volumes bound in appropriate material, such as *With a Camera in Tigerland* bound in tigerskin, *All Quiet on the Western Front* bound in a German World War I uniform, and *A Practical Synopsis of Cutaneous*

Diseases bound in (allegedly) human skin. An anonymous California bibliophile lent several dozen items from his collection of books with *double-entendre* titles, such as *The Gay Boys of Old Yale*, *Grandfather was Queer*, and *My Tired Dick*. And Brian Lake of Jarn-dyce Books in London parted temporarily with such treasures as *Scouts in Bondage*, *Fish Who Answer the Telephone*, and *Cancer: Is the Dog the Cause?*

This goofy exhibit seemed to attract appreciative attention throughout the Fair, and it may be said to have fulfilled its threefold purpose: to lure visitors to the distant terminus of the exhibit area, to entertain Fair participants and visitors, and to gain additional media attention and publicity. It was one of a number of events and presentations that augmented the regular Fair business of displaying and selling fine books. These included: an outstanding exhibit organized by the Bancroft Library of the University of California at Berkeley

featuring an assembly of outstanding items that had been purchased at previous California Fairs; the always-popular demonstrations of book arts, perhaps most notably the art of folding printer's paper hats; and a heavily-attended seminar on appraisals, organized by Charles Goldsmid, Claremont, California (see accompanying article, front page).

Apart from these diversions, general opinion indicates approval of the organization and administration of the Fair, which enabled booksellers to present their inventories efficiently and comfortably. The perennial problems of shipping and security were all too obvious, but potential disasters in these areas were evidently averted. Perhaps there are ways to avoid these headaches. The Northern California Chapter's Book Fair Committee is already fretting about the 1995 Book Fair and welcomes comments and suggestions. ■

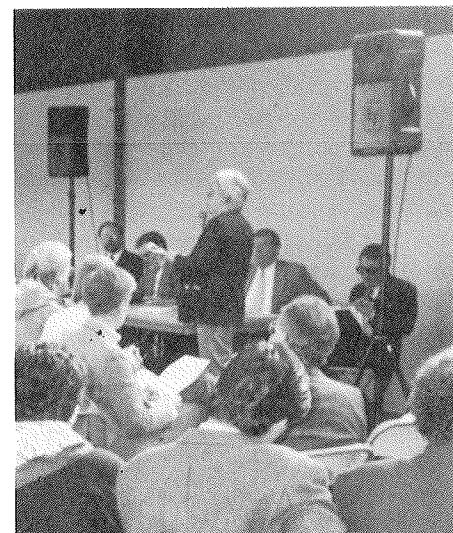
Appraisal Seminar

continued from page 1

The workshop focused on IRS-qualified appraisals which use Fair Market Value (FMV). FMV is an IRS term used to indicate "the price that would be agreed on between a willing buyer and a willing seller with neither being required to act, and both having reasonable knowledge of the relevant facts." Relevant facts include knowledge of the market. "IRS-qualified appraisal" is another technical term used by the IRS (see summary of Jean Parmer's presentation, below).

The task of the appraiser is to determine the fair market value, and compose a document for the client which meets the requirements of the involved parties—the IRS or an insurance firm, for example. FMV is what the IRS asks for regardless of whether the purpose is for noncash charitable donations (reported on form 8283), or for estate or gift taxes. FMV is also what insurance companies usually require.

ABAA member Jean Parmer, San Diego, CA, provided an overview of IRS requirements and FMV. Before becoming a bookseller, Parmer worked for eight years as an IRS agent, and she has lectured on appraisals at the Denver book seminar. Parmer emphasized a number of points:



Former IRS agent Jean Parmer, San Diego, CA, addresses participants in the ABAA-sponsored Appraisal Workshop held at the San Francisco Book Fair in February.

1. Read the IRS materials carefully; they are always your best guide.

2. IRS-qualified appraisals **must** include a description of what is appraised, the date of the appraisal, the expected date of the donation or other action, any restrictions on the property known to you (retention of copyright, for instance), and the method used to determine the FMV (which could be as simple as knowledge

continued on page 3

ABAA Member Profiles: Board of Governors, Class of 1996

The following biographical sketches of ABAA members are the first in a series of profiles that will appear in the Newsletter on a regular basis. The editors asked Allen Ahearn, Helen Kelly, and Jay Platt, who were elected to the ABAA Board of Governors for four year terms at the Annual Meeting of 1992 to introduce themselves to the membership at large. In the next issue of the Newsletter, look for statements from the newly-elected Class of 1997 Governors: Jim Pepper, John Stroud, and Jeffrey Thomas.

ALLEN AHEARN QUILL AND BRUSH ROCKVILLE, MD

I was born in Washington, D.C. in 1937. I graduated from the University of Maryland in 1961 with a major in English Literature. By the middle of the sixties, I had started collecting and bookselling, under my own name. That same decade, I was also involved in the cost estimating and contract negotiations for most of the aircraft purchased by the United States Navy.

My education continued through 1970 and 1971, when I attended the National War College at Fort McNair in Washington, and worked toward a MBA degree, which I received from George

Washington University at the same time.

In the early 1970s I served as advisor to the Director of Defense Research and Development on the business, cost, and contracting of all major federal defense programs. Later in the decade, I worked on equipment and procurement standardization for NATO. In 1975 my primer on book collecting, *The Book of First Books*, was published (the fifth edition was published in 1989 by Putnam under the title, *Book Collecting: A Comprehensive Guide*).

With my wife, Patricia, an artist, I established The Quill & Brush in 1976, a bookshop in Bethesda, MD also displaying and selling local artists' work. I

continued on page 4

Appraisal Seminar

continued from page 2

of the current market for similar materials).

3. Fair Market Value is an IRS-defined concept and all appraisals for tax purposes must use it.

4. Prepare and use a letter of engagement which outlines specifically the scope of services to be performed in the appraisal, the fee, and its basis (which should be time and expenses, and not a percentage of the appraised value), and any other conditions or special circumstances which might have bearing.

During the panel discussion which followed Parmer's presentation, it was suggested that the letter of engagement also indicate agreement by the client that if the IRS challenges the client's tax return, the appraiser be notified. The inclusion of such a statement could forestall a situation which is very unusual but potentially very damaging to the bookseller/appraiser: if, in negotiation with the IRS, the taxpayer later agrees to a valuation of the appraised property at a significantly lower dollar amount, the competency and intent of the appraiser might be questioned.

William Barlow spoke about tax-related problems of which book appraisers should be aware. Barlow brought to his presentation an unparalleled set of credentials. An Oakland

CPA with the firm of Barlow and Hughan, he is current president of the Bibliographical Society of America, and active in the Book Club of California, Friends of the Bancroft Library, and other groups. He is an active collector of Baskerville printing and books about books, including catalogues of private collections. He has spoken often on charitable tax donations and appraisal problems.

Barlow discussed several "trigger" problems we should watch for, but emphasized that these problems need to be addressed by the client and his or her accountant or tax lawyer. These bigger problems might include the following:

1. Gifts of partial interest or those with conditions are suspect. If, for example, a person gives a university his or her collection, but retains it physically for his or her use, full deduction under the 8283 form would likely be disallowed. "Permanent loan" and use by the institution is not enough.

2. Gifts of property outside of an institution's exempt purposes are also likely to be disallowed, such as a collection

of modern first editions given to a medical library.

3. Gifts of ordinary income property, held by the client for less than a year, should be discussed with the client and his or her accountant.

4. Depreciated assets can foul a gift.

5. Self-created property cannot be claimed as a noncash charitable contribution. Writers cannot, for instance, claim deductions for donations of their manuscripts. Problems will arise, too, if a spouse attempts to claim such material as a deduction.

6. Appraisal dates and alternative tax schedules can effect the timing of donations and claiming of deductions. Clients must make their noncash contributions during the tax period in which the appraisal is made. They should consult with their accountant about this matter, and also about the tax tables to which they are subject, so that they can get as much of a deduction as possible.

Please note that the appraiser does not deal specifically with any of these issues just described. Knowledge of these problems, however, can help them advise clients when further information is necessary, thereby avoiding the possibility of a "wasted" donation and appraisal. Remember, the quality of the appraisal does **not** create the validity of the deduction.

More on the San Francisco Book Fair Appraisal Workshop will follow in the next issue of the Newsletter.

The task of the appraiser is to determine the fair market value, and compose a document for the client which meets the requirements of the involved parties.

Member Profiles

continued from page 3

continued issuing catalogues and working with Pat at the store on a part time basis until 1980, when I retired from government work. Although I worked as a consultant on a part-time basis until the end of 1984, I discontinued this when we started publishing the *Author Price Guide* series, bibliographic checklists to all American and British first editions of individual authors.

In 1987, twenty years after I began cataloguing and selling books, Patricia and I built a library off the back of our home in Rockville, Maryland. We are now open by appointment and we issue catalogues regularly.

In 1991, G. P. Putnam's Sons published our jointly-authored book, *Collected Books: The Guide to Values*. This work, like my earlier books, was done primarily to interest more people in collecting. If former President George Bush can take credit for the fall of the Berlin Wall, then Patricia and I can certainly take credit for increasing the number of collectors, which has resulted in higher prices in the market.

In September of 1992, our tenth grandchild was born.



Helen Kelly, Boston Book Company, delivers the membership report at the Annual Meeting.

**HELEN KELLY
BOSTON BOOK COMPANY
BOSTON, MA**

By the time 1979 had rolled around I had returned to my hometown of Boston; I was celebrating my thirtieth birthday and had already, with little satisfaction or success, skipped through



Allen and Patricia Ahearn, The Quill and Brush, Rockville, MD, and Debbie Stout and Don Stine, Antic Hay, Asbury Park, NJ, dining aboard the yacht, *San Francisco Spirit*.

a list of possible occupations. More in desperation than desire I was working part-time on a graduate degree in English literature and planning to continue fulltime. For some inexplicable reason, in one lucid moment I decided to start my own business. The bookselling part took another week.

For support and companionship I convinced a friend to join me in this new enterprise. Neither of us had ever worked for an antiquarian bookseller, nor for that matter, any type of bookseller. In fact, I'd never really frequented old book stores. I just like to read and buy books. I used to lug my books along with me as I moved around the country. They always provided a feeling of security. Accordingly I found every conceivable book on the subject (mostly of the older type: Rosenbach, Newton, Carter, Mitchell, etc.) and immersed myself in the concept. I began to rather like the idea. In retrospect, the odd thing was not that I became a bookseller, but that I didn't always want to be one.

My friend and I didn't quit our regular jobs right away since we needed both a steady income and start-up capital. We formed a partnership, took out a newspaper ad—OLD BOOKS WANTED, WILL PICK UP AND PAY CASH—and rented a space, pretty much in that order.

It has since been pointed out that two women advertising cash payments which they were willing to deliver showed a certain naivete. I vividly remember one incident when, in response to our ad, we arrived at the front door of an

isolated old Victorian-style residence in what had become a particularly bad part of town. We were greeted at the door by a gaunt, intense man who motioned us to the attic where the books were. For the first and only time in my bookselling career I couldn't bring myself to go look.

In my reading I discovered that it took a good ten years to even begin to consider oneself a antiquarian bookseller. With this firmly in mind (and the fact that the letter "B" came early in the alphabet) we named our store the Boston Book Annex. "To what are you an Annex?" we were often asked by our more precise customers. "To the store we're going to become," I'd reply.

By 1983 I had two partners and by 1985 I had bought their shares of the business.

The books piled up and up. It became clear that some books were much more interesting than others and a whole lot easier to sell. We began to compartmentalize and issue catalogs. Since literature had been my passion, literary first editions seemed a natural; and since money was scarce and modern

. . . in one lucid moment I decided to start my own business. The bookselling part took another week.

firsts seemed abundant I focused on those. We moved the better books to the back room of the real estate agency next

continued on page 5

Member Profiles

continued from page 4

door; from there we rented an empty apartment above the used bookstore; and finally we bought a large sprawling space two miles away and close to home. We named our new store the Boston Book Company.

I have broadened my interest to literature of all periods and antiquarian books in general. Two years ago in one of our many sequels we published the first *Descriptive Bibliography of the Modern Library*.

About three years into our venture, a traveling scout named Charles Vilnis from Sebastopol Bookshop in California stopped by the Annex. Though I don't recall that he bought any books I did end up with a new partner and now ten years later we have a four year old son, two stores, and a booming business in general antiquarian books with two specialties: Chuck's (Japanese books) and mine.

And so, I bring this account to a close with the observation that the greatest source of joy in my life, my family and my work, are directly attributable to my decision to enter the antiquarian book trade.

JAY PLATT

**WEST SIDE BOOK SHOP
ANN ARBOR, MI**

During the closing year of World War II, I was born in Traverse City, Michigan. Although I have not been able to fathom any numerological meaning from my birth date, 11-22-44, that numerical progression always struck me as somehow significant.

My father was then a naval aviator and we moved frequently in my early years. However, by the time I was four we had settled in Alexandria, Virginia and I had added three brothers. First private and then public schooling marked my educational experience up through high school. Alongside baseball and later sailing as my main interests, I

I embarked on a series of adventures . . . it was the sixties, and I signed up.

was an avid reader. I spent many a night with a flashlight and a book long after the lights were turned out.

A good part of each summer was spent on the Lake Huron shore of upper Michigan in a cottage my grandparents had built. There I developed a love of boats and the water that has never left me.

In 1963 I left for Ann Arbor to study naval architecture at the University of Michigan. Upon graduating in 1968 with an engineering degree, I embarked on a series of adventures that had little or nothing to do with my degree. It was the sixties, and I signed up.

The next half of my life is the story of my reincarnation as a bookseller. In 1970 a friend took me into an old bookshop in New York (I believe it was Biblo & Tannen). I was hooked. It opened my eyes to treasures that lurked there and all I had to do was hunt and find them. After returning to Ann Arbor I worked in a couple of local bookshops and knew that I had found a "career." The die was cast.

By the year 1975 I had accumulated a

few books of my own in an apartment that seemed to grow smaller by the month. Something had to be done. A good friend at the time had just sold his house and had a little extra capital. He suggested we open an antiquarian bookshop, and that he serve as a silent partner. We found a charming nineteenth century building in downtown Ann Arbor, built some shelves, bought one of Tom Nicely's infamous bookshop starter collections, and opened the doors. After two years my partner lost interest in the business (after all, he had a paying, full-time job and didn't have to do this for a living). I bought him out and have since been the sole owner of the West Side Book Shop. In 1981 I joined the ABAA.

My wife, Marilyn Churchill, came to work for me from a competing book firm in 1978. We were married in 1979 and we have two boys, Jeremy, 13, and Owen, 11.

I feel very fortunate to be able to make my living selling antiquarian books—although sometimes I'd rather be sailing! ■

Letters to the Editor

*From: Kenneth Starosciak,
San Francisco, CA*

Since the *ABAA Newsletter* has improved dramatically each year under excellent management, I've started to look forward to receiving it, especially since chapter meetings are so business-oriented and dull.

But the Mafia—nigger—kike—spic issue [Winter 1993] was a real downer. I'm afraid that if we apply Jennifer Larson's ethical stance (against selling illegitimate material) to our profession as portrayed in this issue, we'll find ourselves forced to resign from a club full of shady characters. This is certainly reinforced by the misanthropic views expressed in the Ethics Committee's notion of the Bookseller-as-Sinner (through Adam's fall we sinned—all!). Must be some heavy duty sinning going on! Fortunately, dramatic relief came through in Ms Parmer's piece—not to mention the membership updates. Any chance at all that you can start to

continued on page 6



B. J. Carpenter (spouse of Robert Rulon-Miller, Jr., St. Paul, MN); Terry Tanner, Hamill and Barker, Evanston, IL; Lynnette Bohling, Decatur, MI; and Jay Platt, West Side Book Shop, Ann Arbor, MI are all ears at the Annual Meeting held aboard the yacht, *San Francisco Spirit*.

Letters

continued from page 5

include sports and weather news?

P.S.: Steve Blumberg *bought* books from me!

P.P.S.: Get somebody to write an analysis of the Ethics Committee's article.

From: H. H. Bayntun-Coward, President, ABA, to The London Times. Reprinted from ABA Newsletter, February, 1993. My Association strongly condemns the decision of Christie's to follow Sotheby's lead to increase the Buyers' Premium from ten per cent to fifteen per cent on most lots of books. We believe the increase is wrong because it raises the difference between the sum the vendor receives and what the buyer pays to almost one third. (Insurance and VAT are also charged.)

We are pleased to note that private owners have already begun to realise the enormity of auctioneers' charges and more and more antiquarian books are being sold directly to the antiquarian booksellers who would, in the past, usually have been the buyers in the auction sales. ■

Merchandise Recovered from San Francisco Book Fair

by Jennifer Larson,
Yerba Buena Books, San Francisco

An astonishing quantity and quality of books, prints, and even an entire bookplate collection were recovered by fair manager Cynthia Traina and her staff at the close of the recent San Francisco Book Fair. These include: two *elephant* portfolios; a thick two-volume folio set; another folio clamshell box containing original leaves; five other large books and eleven small items. The weight is in excess of one hundred pounds. The total value is \$26,318.

I have served on local book fair committees since 1983. This has not happened in San Francisco before, nor, to my knowledge, have other committees

recovered materials of unknown ownership and endeavored to discover their owners and return them. Books accidentally left behind have frequently been returned by neighbors; however, most of the recently recovered books were not found in the vicinity of their owners' booths. Some were found in strange places, including refuse bins.

A reasonable supposition is that these materials were lifted and moved around the fair in an unsuccessful attempt to get them out. The San Francisco Fair's highly visible and diligent security force, headed by Barry Gillies of Aloha Group, is to be warmly congratulated for preventing such books from leaving the premises. Nevertheless, other book fairs have excellent security in place, equally discouraging to thieves who have gotten books out of booths but think twice about trying to get them out of the fair. Where have all of these partially-stolen books ended up, in the past? Fair committees should be alert to the possibility of books stolen during the

fair and stashed for later retrieval; and of accidentally-abandoned books which fall prey to "finders-keepers."

The owners of most of the valuable items recovered from the San Francisco Book Fair have been identified. The following items, found with no indication of ownership, are still in my possession:

Rada y Delgado, *Viaje a Oriente . . .*, Barcelona, 1876; folio, 2 volumes.

Alan Watts, *Nonsense*, 1967.

The Hand of Zamorano, Los Angeles, 1956.

Charles Bukowski, *Horses Don't Bet on People & Neither Do I*; signed.

Herman Melville, *Moby Dick*, London, Cresset Press.

Hillson, *Alexander of Tunis*, London, 1952.

Styles, *Wolfe Commands You*, London, [1959].

Saffren, *Oh California*; two copies. ■

ABAA/NCC to Exhibit in San Francisco Bay Area Book Festival

By Jeffrey Thomas, San Francisco, CA

The San Francisco Bay Area Book Festival is an annual celebration of the book and of those who write, design, publish, vend, buy, and read it. Held each autumn since 1990 in the Concourse Exhibition Center—the same massive former boxcar storage barn where the California International Antiquarian Book Fair is mounted in alternate Februaries—the Festival is just about all-encompassing. Exhibitors range from major publishing houses who may occupy a fifty-foot stretch of exhibition space and feature video promotions, banners, and posters, and celebrity book-signings, to one-shot self-publishers who rent tiny booths from which to peddle their urgent messages about the cosmos or the shortcomings of their former husbands. Participants also include libraries, environmental and other organizations, small presses, periodical publishers, and computer programmers. Activities range from autograph sessions, lectures, and symposia to book arts demonstrations, cooking shows, and very loud renditions of

literary rap songs. The concept of the book is even stretched to include videos, floppy disks, bookish toys and gadgets, and at least one winery that appeared to be related to publishing only by way of the printed labels on its bottles. And the whole two-day show is free, which may account for its astonishing attendance—35,000 visitors in 1991 and 45,000 in 1992, according to the Festival's organizers.

Possibly contributing to the annual increases in attendance has been the participation in the two most recent Festivals of the Northern California Chapter of the ABAA. A team of volunteers has represented the realm of antiquarian books at this huge event, which is overwhelmingly devoted to new and forthcoming books. Characteristically low-key, the ABAA/NCC booth has included two display cases in which specimens of antiquarian books (generally of the flashy kind designed to catch the eye of the casual passerby) are exhibited. From atop these cases chapter directories are given away, posters from

continued on page 8

Two Appeals to ABAA Members and Associates from the Trustees of the Benevolent Fund

The Elisabeth Woodburn Memorial Scholarship Fund

Our Woodburn Fund now stands at \$21,926.27. Members and Associates, please publicize the availability of these funds, currently available for the Antiquarian Book Seminars held in Denver, which are co-sponsored by the ABAA. Encourage any young and prospective, but needy, applicant to state his or her cause, in a written statement of approximately 500 words, addressed to: Trustees of the Elisabeth Woodburn Memorial Scholarship Fund, Antiquarian Booksellers' Association of America, 50 Rockefeller Plaza, New York, NY 10020.

Applications for Denver must be received in a timely manner, before the Seminar fills. Currently, individual scholarships are for \$1,500.

Applications for other projects will also be considered.

The use of this fund is for education purposes in the trade, in memory of Elisabeth Woodburn, President of the ABAA from 1982 to 1984, a lady of integrity and dedication who herself was not able to enjoy the benefits of advanced higher education.

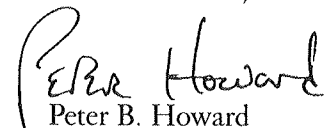
The Antiquarian Booksellers' Benevolent Fund

Our Benevolent Fund is down almost twenty-five per cent, to \$75,598.10 at this writing, because rightful claims on it were honored in the last year. Those claims were cries for help from injured and ill booksellers, NONE so fortunate as almost all of our members.

We were recently reminded by those among us with the longest and most concerned memories—the Motts—that our Benevolent Fund was established by the ABAA in 1952 to commemorate bookseller Charles Grand. As announced in the May 3, 1952 *Bookman's Weekly* the Fund was begun to give assistance to booksellers who "shall be deemed to be in need of financial assistance . . . for . . . personal needs."

Members and Associates, do please kindly and generously give to this fund!

For the Trustees,


Peter B. Howard
President, ABAA

From the ABAA Archives: The Genesis of the ABAA Benevolent Fund

The following is the text of a letter written June 9, 1982 by former President Walter Schatzki (1962-1964) detailing the birth of the ABAA Benevolent Fund. Schatzki addressed this letter to then President Elisabeth Woodburn, and to ABAA officers, governors, and trustees, on the condition that its contents not be publicized until after his death.

This letter concerns the history of the ABBF. I have spoken in the past to only three or four members of the trade of my part in its founding, and this under the seal of strict confidence. I did not want it generally known until after my death. However, I am now giving in to the urgent requests by our President, Elisabeth Woodburn, and our former president, Laurence Witten, by telling the story. They base their requests on the need of the Association to have its original report in the files. Therefore, here it is with some remarks on the further history of the fund.

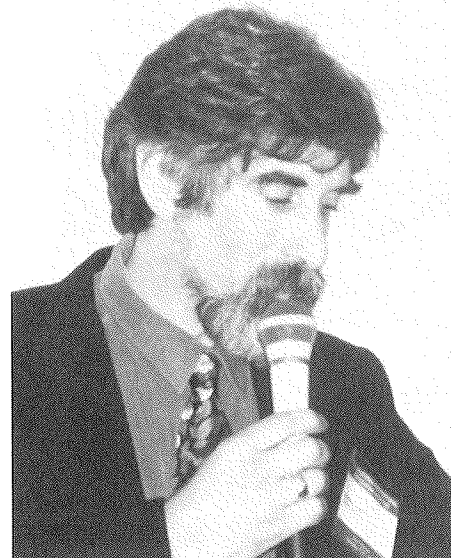
Charles Grand, a New York City bookdealer, died in 1951 of cancer at the age of 49. He had been active in our trade

for twenty to twenty-five years. He was a man of the utmost integrity; modest, warmhearted, and friendly, beloved by all the colleagues with whom he came in contact. He was a particularly good friend of mine. I had heard of his illness when he went to Florida, hoping for a cure there. When he came back to New York, he soon entered Bellevue Hospital as a patient. I visited him there only once and hesitated to go again, first because of the oppressive atmosphere in the long ward in the old building, and then, I suppose half-consciously, I feared to see him again, emaciated and forlorn. He died about three months later. While sitting at the funeral in Brooklyn I started to blame myself for not having visited him again

Charles Grand . . . was a man of the utmost integrity; modest, warmhearted, and friendly . . .

and for all the reasons implied in what I wrote about him above I asked myself what one could do to keep his memory alive and so the idea of a "Charles Grand Benevolent Fund" was born.

When I left the synagogue there was outside the late print-dealer Harry



David Margolis, Margolis and Moss, Santa Fe, NM, brings members up-to-date on his work with the ABAA Archives.

Newman who had been even closer to Charlie than I. He invited me to join him in his car to go back to the city. There were also Alexander Davidson and Howard Mott and Harry's son Kenneth who was driving. While going along I spoke of my idea and everyone liked it right away, Harry saying he could give one hundred dollars for the beginning. At the next meeting of the Board of Governors I presented the idea and it was happily accepted. That was the beginning of the Fund. We turned the matter over to

continued on page 9

ABAA/NCC Exhibit

continued from page 6

past Book Fairs are sold, and quickie appraisals are made of books brought in by visitors who have read the fine print in the Festival publicity. At the 1992 Festival hundreds of cards announcing the date of the 26th California International Antiquarian Book Fair in February, 1993, were also given away. The Northern California Chapter has recently committed itself to taking part in the next Bay Area Book Festival, which will take place during the weekend of November 6 and 7, 1993; and the Chapter has set out to make its participation more spectacular by using banners and other attention-getting decorations.

What is the good of all this? It is not easy to determine if or to what extent the

Chapter's booth, one of 298 at the most recent Festival, benefits the antiquarian book trade or the ABAA. The number of volunteers who actually work at the booth is always insufficient— although those who do show up unanimously enjoy both working at the booth and wandering through the vast array of other exhibits. The cost of participation is not great, but there is no direct remuneration, apart from the limited income from the sale of a few dozen posters. The primary trade benefit is the indirect and hopeful one that may accrue from the distribution of large quantities of chapter directories and other promotional material.

The consensus, however, is that the major justification for the Chapter's involvement in the Festival is that it is a Good Thing. The Festival promotes

books and reading and has wide and enthusiastic community support. There is a carnival spirit enjoyed by both exhibitors and visitors, and it is proper for representatives of the ABAA to be visible contributors to the activity. Our role is educational and informational; and, with luck, we can arouse a bit of bibliophilic appetite in the passing throng. If we are successful, it will not be difficult to feed that appetite: at last fall's Festival half a dozen antiquarian booksellers— several of them members of the ABAA—occupied booths and reported solid sales. For the first time the Festival planners established an Antiquarian section—right between Lesbian and Gay Books and Cook Books. ■

ABAA Archives

continued from page 8

our lawyer for him to take care of the necessary legal formalities. We had first thought of a "Charles Grand Benevolent Fund of Antiquarian Booksellers." The lawyer, however, while appreciating our idea, thought that Charles' name would not be well known in the rest of the country and suggested the name under which the Fund is now known. The founding instrument, however, still says that the Fund was established to "perpetuate the memory of the late beloved Charles Grand."

During the following years there were contributions by a comparatively small group of dealers. We had also two or three benefit auctions of books contributed by the trade, but the capital of the fund grew rather slowly. I remember that at the Yearly Meeting of the Association in the spring of 1964 I spoke about the Fund and the need for

more contributions. We had at that time about \$12,000. Some colleagues remarked that in their opinion there was no further need. I responded that times were good and the grants paid out until then had been rather low. But, I said, there might come a time when things

At the next meeting of the Board of Governors I presented the idea and it was happily accepted.

were not so good and the demands of people who need help would rise considerably.

During my term as President, I introduced enclosing with the membership bill an envelope addressed to the Fund with a request for contributions, an envelope like the ones we get nowadays by the hundreds. I do not remember the exact figure of the result but it lay be-

tween \$1,200 and \$1,500. The late Michael Papantonio who at the time took care of the finances of the Fund called it sensational. As you know this procedure has been followed every year since, except in the last two; this, because of problems with the Internal Revenue Service. I understand that these have now been solved and the Fund can again look forward to a healthy growth. As to my prediction in 1964: The times are now not so good and the Fund has paid out grants to the amount of \$10,000 during the last two years.

The Fund has been, of course, formally and legally, founded by the Association but I trust I am permitted to say that without my idea of a Charles Grand Benevolent Fund, given to me during the funeral in the synagogue, we might not have a Benevolent Fund today. Of all the things I have done in my life I cannot think of one of which I am more proud. ■

Report on the Amsterdam Meeting of the ILAB Committee

By Bernard M. Rosenthal, Berkeley, CA,
United States Member,
ILAB Committee

The Committee of the ILAB held its first 1993 meeting in Amsterdam on March 4th and 5th. The full minutes will be published in the *ILAB Newsletter*. In the meantime, here's a brief, very informal (and very unofficial) report.

The Committee is a small one: it consists of the President, Anton Gerits (The Netherlands) and seven members drawn from seven different associations (former presidents are invited to attend, but do not vote). Contrary to popular opinion, members of the committee do not represent the interests of their associations—they serve the League.

The agenda was substantial but we were able to cover a lot of ground, partly because everybody spoke English and no French translation was needed.

There have been some major changes (not to say upheavals) in the Committee, due to the resignation, last year, of the Vice-President, Godebert Reiss (Germany) because of policy disagreements, and the absence of Gérard Oberlé, who had resigned from the French association following severe internal dissension within SLAM, and therefore could not

continue to serve on the Committee. Walter Aliche of Liechtenstein is the new Vice-President, but his confirmation as well as that of the new French Committee member, Alain Nicolas, will have to await our September meeting.

Our Treasurer, Poul Jan Poulson (Denmark), reported that we're in fine shape. The book fair "booth tax" is obviously having its intended effect on our bank balance. The funds for the ILAB Bibliographical Prize awarded every three years (\$10,000) are set aside in a separate account. The next prize will be awarded in 1994. Spain's application to join the ILAB was approved, but

have been encountered in obtaining the computer disk from its compiler; it's a sticky situation, involving questions of copyright, compensation and personalities. The four-language *Dictionary* is making good progress and there's light at the end of the tunnel. My little dictionary of German and Italian abbreviations is ready and will be published as soon as the ILAB, which has no permanent secretariat, can find a distributor for it (as well as for all its other future publications). The *ILAB Newsletter* will be published once a year for distribution to the entire membership, but President Gerits intends to

Members of the committee do not represent the interests of their associations—they serve the League.

Czechoslovakia's had to be postponed following the division of the country into two separate nations. China wishes to join, and has invited a "fact finding" group, headed by President Gerits, accompanied by Mitsuo Nitta and several members of the Japanese association, to visit the country in April. A new *ILAB Directory* is planned, but difficulties

write a letter to each association's president every six weeks or so to keep them up to date. The *ILAB Newsletter* again accepts ads and actively solicits such ads from members, as well as from publishers of titles pertinent to our trade (if you want to place an ad, contact Gerits directly). A new edition of the

continued on page 10

ILAB Committee

continued from page 9

ILAB Statutes and Guidelines is in the works. Associations which are members of the European Community nations have a number of vexing problems concerning the Value Added Tax and laws regulating the export of items considered national patrimony (the sheer stupidity of some of these laws is unbelievable). Raymond Kilgarriff (Great Britain) will undertake the heroic task of coordinating such information. Last, but certainly not least, is the question of the recent decision of the German Association

to restrict access to their book fairs to members only. The ILAB has asked them to reconsider this policy, on the grounds that is not in keeping with the prevailing spirit of reciprocity, while the German position is that membership in the *Verband* is open to members of other associations (almost 20% of their membership is foreign), and they prefer to have their fairs in historic buildings or cultural centers which generally are too small to accommodate very large numbers of exhibitors. The matter will be on the agenda of the Presidents' meeting to be held in Vancouver in September of this year and will undoubtedly generate heated debate. In the

China wishes to join and has invited a "fact finding" group . . . to visit the country in April.

meantime, the ILAB Secretary, Helen Kahn (Canada), will contact the *Verband* once more to see if a solution cannot be found.

If all this sounds as if we were a little United Nations I can only answer: we are. ■



ABAA President Peter Howard (front, in hat) hosts his biennial Book Fair party at his shop, Serendipity Books, Berkeley, CA.

Come to Santa Fe in Late Spring

by David Margolis,
Margolis and Moss, Santa Fe,
ABAA Southwest Chapter Chair

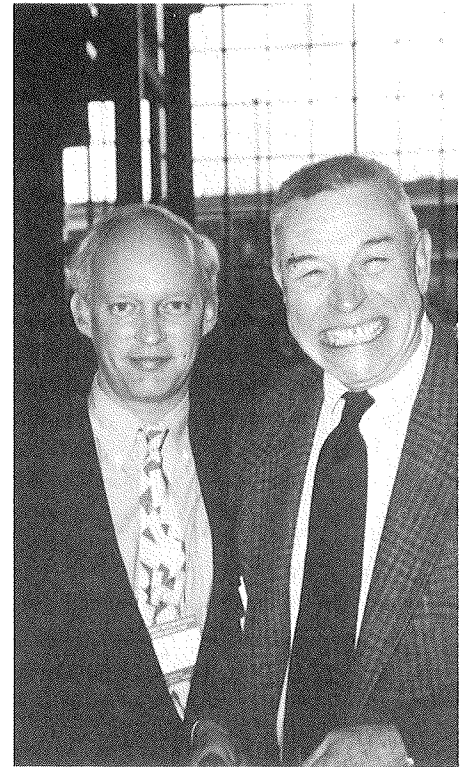
The Southwest Chapter of the ABAA will be having its annual meeting in Santa Fe on June 24th and 25th. One of the ABAA's smallest chapters, the Southwest has nineteen members in a geographic area as large as Europe. Our treasury now stands in the low three figures, and, needless to say, we have not been the most active of ABAA chapters.

But with new (and foolish) idealistic officers, we are trying to change things a bit. The four Santa Fe members have organized a weekend in Santa Fe for any member of the organization who wishes to come.

The tentative program is as follows: a dinner at the home of Jean Moss and David Margolis, then the business meeting, followed by a "key-note speech" by Peter Howard, President of ABAA. I know this sounds formal, but it will be a pleasant dinner of Mexican food, held on our patio, with about ten minutes of business, as there is little;

and then an informal talk by Peter with questions and answers to follow. On Saturday, for those who wish, there will be a tour of the Palace of Governors and its library. That evening we will attend a cocktail party and light dinner at the home of Jan and Kathy Nelson (The Santa Fe Bookseller). Possibly there will be another book related speaker. During the weekend, the four sponsoring shops will be offering a 20 percent discount to all ABAA members.

For those of you who rarely come to Santa Fe, late June is a lovely time to visit. The crowds associated with the Opera season are not yet here, though the weather is splendid and the shopkeepers are chomping at the bit to start selling. If you wish to join us, please call either Riley Parker or ourselves. We will have a list of hotels and motels to recommend for those looking for accommodations. Please R.S.V.P. to David Margolis, Margolis and Moss, 129 W. San Francisco Street, P.O. Box 2042, Santa Fe, NM 87504; phone: 505-982-1028. ■



John Crichton, Brick Row Book Shop, San Francisco, with Marcus McCorison.

Theft Report

The Antiquarian Booksellers Association reports the loss of the following works from member firms. If you have any information regarding these items, please contact the ABA office, phone: 071-379-3041; fax: 071-497-2114. Or, contact Thomas Schuster, The Schuster Gallery, 14 Maddox Street, London W1; phone: 071-491-2208; fax: 071-491-9872.

Richard Archdekin. *Theologica tripartita universa* . . . [Dillingae, 1687]; small folio, three volumes in one, in decorated pigskin with clasps and page tabs. Inscribed twice: Monasterij Waldsassensis; hand-dated: 1689; armorial bookplate: Edward C. Harington, Clerk; and/or oval stamp: Cathedral Library Exon.

Boyle. *In fairyland*, 1870, first edition; folio, with tear across final plate recently repaired, in original gilt decorated green cloth, recently recased.

Golden Cockerel Press. *Book of Days*, by Powys, 1937; folio, number 163 of 300 copies, original green morocco-backed buckram, gilt, t.e.g.

Golden Cockerel Press. *The Mabinogian*, translated by C. and T. Jones, 1948; no. 343 of 550 copies; folio, in half morocco.

Henry Davy. *Etchings of the architectural antiquities of Suffolk* . . . plus supplement, 1880; large folio, cloth-backed boards.

Albrecht Dürer. *Albrecht Dürer's designs of the prayer book*, Ackermann, 1817; folio, contemporary roan-backed green cloth, rebaked preserving original lettering.

Oliver Goldsmith. *The vicar of Wakefield*, illustrated by Arthur Rackham, 1929; quarto, special decorated binding of old, full green morocco.

Ernest Hemingway. The dustjacket for the first American edition of *Winner Take Nothing*. Anyone offered a jacketed copy of this work should see if the cloth beneath it is as bright as a jacket would make it.

Rudyard Kipling. A twenty-two volume collection of first editions, London, 1892-1937; octavo, full red calf gilt, t.e.g.

A. A. Milne. *Winnie the Pooh*, illustrated by E. H. Shepherd, London, 1926, first edition; octavo, original green cloth gilt in dustjacket, t.e.g. Jacket worn at head and foot of spine, corners with minor losses, with bookplate; number in pencil on the back pastedown: 3473.

Charles Reade. A collection of first editions in forty-one volumes, London, 1853-1884; octavo, full crushed levant gilt with pink inlaid roses on panelled spine, t.e.g., by Worsfold.

Bram Stoker. *Dracula*, London, 1897, first edition, first issue; octavo, recent full black morocco, red, gilt, raised bands. ■



Ed Lefkowicz, Fairhaven, MA, Wendy Wilson (spouse of Bruce McKittrick, Narberth, PA), and David Lilburne, Antipodean Books, Maps, and Prints, Garrison, NY.

Membership Updates

The president apologizes for the unwarranted announcement at the February annual meeting that member Harry Levinson had died. He meant to say Harry Levinson LIVES! But, San Francisco Bay swells dockside cause certain brain reversals.

—Peter B. Howard

First Folio has a new address: 1206 Brentwood, Paris, TN 38242; phone and fax: 901-644-9940.

J & J House Booksellers tell us that they “are in the peculiar situation of living in one town, which does not have mail delivery, and having a mailing

address which lists another town.” Their **location** address is: Routes 82 North & 926, Unionville, PA 19375. Their **mailing** address is: Route 82, 731 Unionville Road, Kennett Square, PA 19348. They can be reached by phone at: 215-444-0490.

Samuel W. Katz has a new mailing address: P.O. Box 241487, Los Angeles, CA 90024. ■

The **ABAA Newsletter** is published quarterly under the auspices of the Publications Committee of The Antiquarian Booksellers' Association of America, 50 Rockefeller Plaza, New York, NY 10020. Annual postpaid subscriptions are \$20.00 domestic; \$25.00 Canada and Mexico; \$32.00 overseas. Editors: Robert Rulon-Miller, Jr. and Jennifer S. Larson; assistant editors: Tracy E. Smith and Liane Wood-Thomas. Except as noted, all material copyright 1993 by The ABAA. Submissions, inquiries, and letters to: ABAA Newsletter, 400 Summit Avenue, Saint Paul, MN 55102-2662 USA.

ABAA Newsletter
400 Summit Avenue, Saint Paul
MN 55102-2662 USA
USA