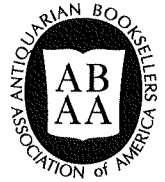




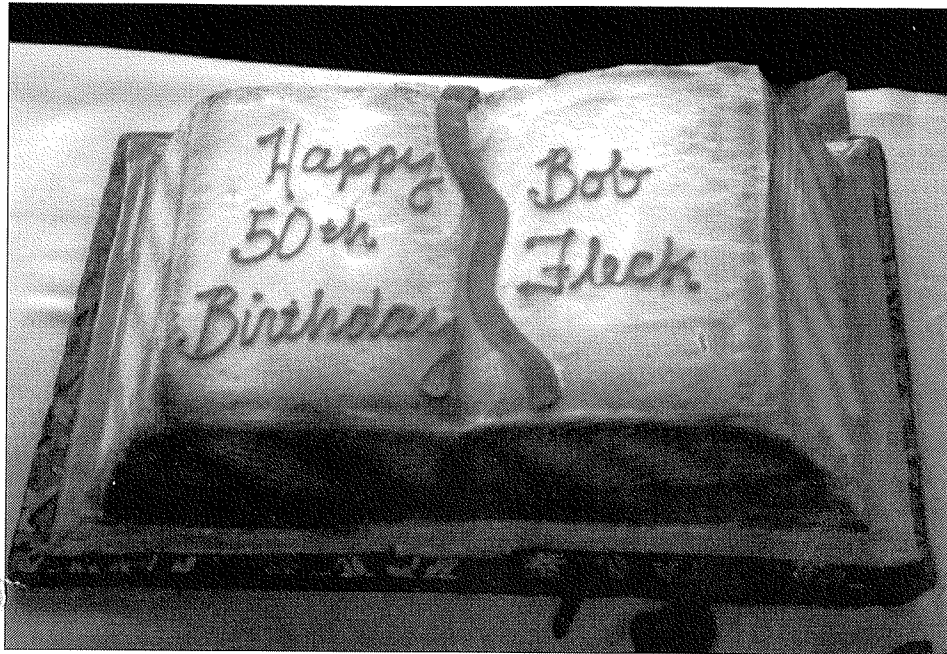
The **A B A A** NEWSLETTER



VOLUME EIGHT, NUMBER 3

ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA

SPRING 1997



ABAA President Bob Fleck recently celebrated his fiftieth birthday. To celebrate this milestone, Board members surprised Bob with an appropriately shaped cake at their San Francisco breakfast meeting in February.

ABAA in 2001: Predictions and Pipe Dreams

The following is the text of ABAA President Bob Fleck's address at the Annual Meeting held April 1997 at the Grolier Club, New York.

by **Bob Fleck**

I must warn everyone up front: the following presentation is based on my personal feelings and may not be supported by the Board. However, many of the issues are in front of the Board now in some format or another. Remember, there is some truth in varying degrees to everything I will mention.

[The lights dim.] Imagine! It is now 2001, in April, and we are having our fifty-second annual meeting. We are all four years older and four years wiser than we were in 1997. We have just elected our new President, Doug Harding. Doug got the job because of a slight technical error. He had approved the New England Chapter write-in campaign only because he thought he was signing a purchase agreement to buy most of the state of Maine. There will obviously be no long-winded conversations at future Board meetings when Doug is in control.

Don Heald is still our Treasurer, because absolutely no one else has been crazy enough to take the job. Poor old Bob Fleck has finally gotten off the Board and no longer shows up at Board meetings. Ten years of service have left

Bookdealers' Archives: A Search for Buried Treasure

by **Donald C. Dickinson**

For book dealers throughout the United States and around the world the story is often the same—they open their first shop on a modest budget, locate books to sell, display them on shelves, advertise them on lists, and hope to attract buyers. Sometimes they prosper; sometimes they fail. Few leave behind any permanent record of their life's work. In outlining the history of the antiquarian book trade in the United States Madeleine Stern observed, "Unlike the printer-publisher whose name is remembered from his imprints, the more ephemeral antiquarian bookseller leaves few records other than his catalogues which are themselves ephemeral."¹

When a bookseller dies, or goes out of business, it is common for one of his or her colleagues to remark, "I tried to get _____ to write down his/her memories, about his/her life in the trade, but he/she never did." So it goes.

In addition to personal recollections (of which few exist), correspondence files, bills, quotations, catalogues, publicity releases, legal agreements, and daybooks can supply vital information on a particular business. Archivists and library workers have long campaigned for preservation of such records, but often the

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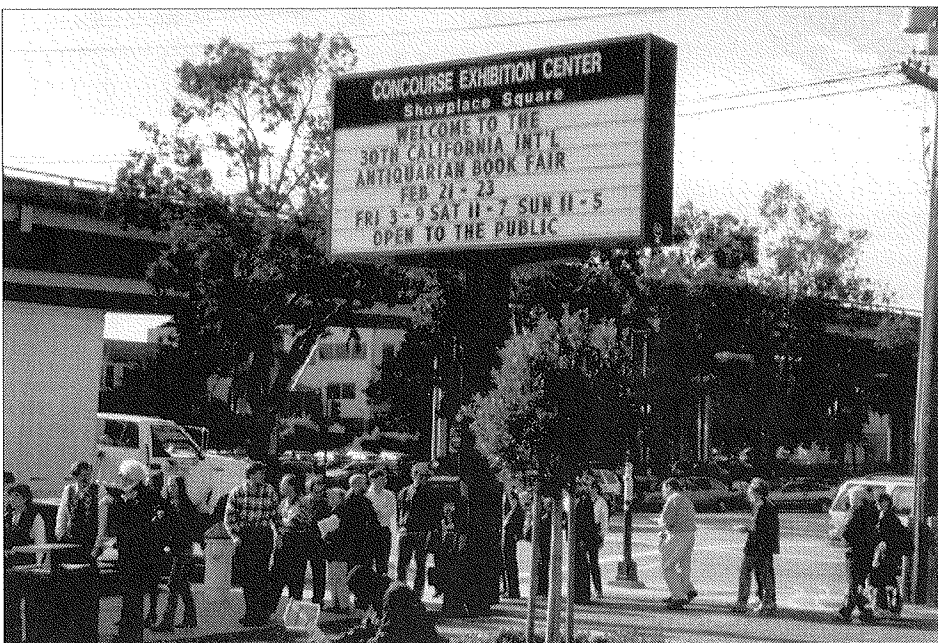
February in San Francisco

by John Windle

February is usually a busy month in the California book trade, and February of 1997 was no exception. The month was dominated by the annual California International Antiquarian Book Fair, this year held in San Francisco. The California event is still the biggest rare book fair in the world with 222 exhibitors in a large and quite nicely appointed space. Pre-fair publicity was excellent, with spots on radio stations and articles in newspapers, including *USA Today*, having the desired result of an increased turn-out over the ILAB fair held September, 1996. Some dealers were worried that following the ILAB fair so soon, this fair would suffer from lack of interest. This was hardly the case: crowds flocked to the Concourse, and initial ticket sales numbered about six thousand, with over thirty percent of fair visitors returning for the next two days. The result: an overall attendance of eight thousand or more.

Those who stayed away missed a good fair for selling, with most dealers reporting steady if not spectacular sales on all three days. A few dealers did exceptionally well, and only a handful reported sales below their expectations. Everyone (well, almost everyone) was pleased with the improved layout of the exhibition hall and the services provided by the ready, willing, and able show staff. No thefts were reported, and no complaints were heard about move-in and out facilities, both of which testify to the quiet competence of Lynne Winslow and her staff. Jeffrey Thomas and his book fair committee were also tireless in their efforts to promote the fair and to solve exhibitors' problems. They succeeded admirably in both.

A few notes about overall sales and some highlights seem to be popular; I only regret that I was not able to scout every booth as thoroughly as I would have liked. The general tenor of the show seemed more antiquarian than usual, with fewer booths displaying rows of glistening dust-jackets. Modern firsts dealers generally seemed to be the least jubilant about mega-sales, though Tom Goldwasser



reported a stunning opening night with sales including a fine *Moby Dick* and a first edition of Agricola's *De Re Metallica*, and continuing strong sales, including a pricey Hemingway on the third day.

The star of the show was Sebastiaan Hesselink of Antiquariat Forum, who sold his 1484 Dutch Book of Hours with borders by the Monkey Master and miniatures by the Master of Edward IV. This largely unknown masterpiece from a private collection is one of the largest Dutch *Horae* in private hands, and, happily, it has found a new home in the United States with a private collector. Although the price was not revealed, the *Horae* was by far the most expensive book sold at the fair.

It was a good fair for manuscript dealers, with another major illuminated manuscript, the Boswell Hours, also finding a home with a private collector in the U.S. It was also an excellent fair for dealers in voyages and travels, perhaps because pre-fair publicity included a newspaper article and a radio show devoted to the subject. Helen Kahn came from Canada with an excellent selection of voyages in good condition, astutely priced; her skills were rewarded with strong sales on all three days, for what she reported as one of her best California fairs. Reg Remington also had some lovely voyages in fine condition, as did Antipodean and several others. Chamonal's voy-

ages were perhaps the most spectacular, though I was intrigued by his unassuming calf octavo of the late 18th century with faint astrological patterns on the upper cover, which he described as an astrological binding of the utmost rarity and priced (perhaps with the mythical "California" market in mind) at a staggering \$40,000. My astrologer advised me not to buy it.

Jonathan Hill and Thomas Scheler shared a booth, thus creating a concentration of scientific and medical high spots that many libraries would be hard pressed to equal. A magnificent Rtdolt Euclid at \$350,000 was eclipsed (price-wise) by a recased Copernicus at \$365,000, both with Hill; Scheler had a run of Kepler headed by the *Harmoices Mundi* at \$110,000. Jeremy Norman and Barbara Rootenberg also had very strong collections in science and medicine, but sales in those fields seemed sluggish compared to former years; I did not notice or hear of any computer moguls buying great scientific books and doctors and other collectors appear to have slowed down considerably in collecting medicine, at least for now.

With Quaritch, Maggs, Rota, Pickering and Chatto, Simon Finch, Rick Watson, and Marlborough Rare Books all exhibiting, the London trade was well represented, though I fear most of them went home disappointed, save for Colin Frank-

lin, who made a rare appearance and was well rewarded for it—selling *inter alia* the very uncommon Doves Press vegetarian pamphlet, though his mouth-watering *Book of Common Praier Noted*, 1550, the first English prayer book with music, went back to Culham. Among more modest dealers, P & P had some of the most interesting books, including the 1562 *Dolce Dialogo* that includes a woodcut of a book shop—purportedly the first representation of a book shop in print.

In literature it was pleasant to see an exceptional collection of Thomas Hardy in cloth with numerous presentation copies and rare ephemera at Randall House.

Americana as always was dominated by Reese, with Felcone showing some interesting titles including some unusual early books. Wilsey sold a Shakespeare Head Press Bede on vellum (no small feat) and was one of a very few dealers with a good selection of press books and fine printing. For once there were not three or four Kelmscott Chaucers—in fact, I didn't see one, though I suspect Heritage had their copy in a Birdsall binding on display.

Kraus, Ursus, James Cummins, Donald Heald, Justin Schiller, and several others came from New York City, with Gotham Book Mart putting on a striking show of Edward Gorey, and Kraus getting a lot of interest in its 13th century accounting sticks. Overall good attendance, steady buying, and glorious California weather made the fair a worthwhile and enjoyable experience for the majority of the exhibitors. The fears regarding the success another fair following hard on the heels of the ILAB fair proved unfounded.

As part of the book events scheduled around the ABAA's fair in San Francisco, Butterfield's held a reception and exhibited some exceptional pieces for sale in April. Items included a large collection of playing cards from 1650-1920, early Alaskan travel albums and mining photographs, Julia Morgan's original drawing for the tower of San Simeon, a Persian illuminated *Shanamah* from circa 1800; a complete set of the Eumorfopoulos collection; a minister's collection of over twenty-five hundred volume one, number one magazines—including some three hundred erotic or "girlie" mags;—and three James Bond

novels inscribed by Fleming to Sir George Stephenson, the spymaster. Two sets of Cook's voyages and numerous other books will make for a fine auction in April.

Pacific Book Auction had an auction of voyages and travels on the Monday following the book fair that was adequately attended, considering that there were only seventy-eight lots, of which one was withdrawn, and several were bought. However, what sold, sold fairly well; though there were no surprises. The 1771 Bougainville *Voyage autour du Monde* sold to order for \$3750, and Bullock's *Six Month's Residence* of 1824 made \$1300 to a telephone bidder against a well-known (to the trade) character actor. A 1926 Catlin was actually an earlier edition in splendid condition, and Book Block (a strong buyer throughout the sale) snapped it up. The atlas to Cook's third voyage sold for \$4000; Dixon's *Voyage around the World* of 1789, a strong \$2250; and Dutton's atlas plates of the Grand Canyon, a full \$2500. Book Block took Gage's *New Survey of the West Indies*, the second edition of 1655 at \$3000; everyone sat on their hands for the Jefferson *Notes* of 1787, which was reserved too high and bought in at \$9000. A smashing set of La Perouse in original boards with matching atlas might have gladdened the heart of even the late Francois Chamonal, and it didn't look expensive at \$14,000; the first English edition

followed at a more modest \$1900. Rickman's *Troisieme Voyage de Cook* of 1782 surprised me at \$2000, though I suppose a completist has to have it. Shackleton's *Heart of the Antarctic* lacking volume three made \$1000 and was completed within seconds of being bought. Most disappointing (at least for the owner) was the sale of the Vancouver document, signed (previously sold in the Doheny sale for \$16,500 to "anonymous") for \$18,000. Adding fifteen percent to Doheny and deducting ten percent from this sale means "anonymous" lost almost \$3000. Perhaps the more recent sale of a better document for \$7000 at auction put off bidders, who were not bamboozled by the description's claim of "exceeding rarity" and the failure to disclose the later sale. Or perhaps it was bought in—the estimate was \$20,000-\$30,000! A scruffy Vancouver with atlas was too expensive at \$12,000 as was a tired Wilkes *Narrative* for \$3750, but the final lot was an interesting gold rush narrative that sold to a telephone bidder for \$7000 (est. \$5000/8000), even though it looked suspiciously like a fair copy.

Finally, the wise wit of west Berkeley, a.k.a. Ian Jackson, issued another in his series of pamphlets on the booktrade (*Amor cupiditas nos unit*) which caused much merriment, especially amongst those not lampooned. *Book Jackals* is the title and a good read it is! ■



San Francisco booksellers John Crichton (Brick Row Book Shop), Jeffrey Thomas, and Thomas Goldwasser.

New Venue for Washington, D.C. Book Fair

Over seventy dealers have signed up for the fourth annual ABAA Washington, D.C. Book Fair, September 18-20, 1997. This year's fair takes place at the Washington Convention Center, across from the National Portrait Gallery (at the Metro's Gallery Place stop). This venue is about eight blocks from the fair's previous site, the Mellon Auditorium, which has been closed for renovation. The Convention Center is close to hotels and includes a large parking lot across the street, which should help to alleviate one of the problems associated with the Mellon venue. Fair organizers, who tried unsuccessfully to secure the Convention Center for the first fairs, are excited about the amenities the site offers to exhibitors and visitors alike.

The Library of Congress's Center for the Book is a co-participant in this year's fair. The Center will mount an exhibition and include write-ups and notices of the fair in its monthly newsletter—which reaches over 15,000 of its patrons.

September is a beautiful time of year in Washington, an ABAA book fair city that has more free exhibits within walking distance than anywhere else in the country. Take the kids to the Air and Space Museum, the FBI, the Mint, or the American History Museum, to name just a few among many compelling attractions.

"Washington is the one city with an ABAA-sponsored fair where the major local institutions, such as the Library of Congress, Smithsonian, Folger, D. C. Historical Society, and others, have all welcomed us and have been very supportive from the beginning," says Patricia Ahearn of the Washington Book Fair Committee. "We would like to pay back that support by having the best fair we can."

Booth Tax Reinstated

by Tom Congalton

At the Sunday, April 20th meeting of the Board of Governors, held at the Armory during the New York Book Fair—a meeting usually reserved for greeting new Board members, explaining their duties, and assigning them to committees—the Board voted to reinstate the full \$100 booth tax for ABAA-sponsored book fairs. The \$10 ILAB booth tax remains the same. The expanded tax will be applicable beginning with our first fair in 1998, in Los Angeles.

Some historical perspective may be in order here. The \$100 book fair tax was inaugurated in the mid-1980s in a successful effort to replenish the treasury, which had been badly diminished by a protracted law suit. At the end of 1995, after the ABAA had enjoyed an unprecedented surplus of income, the tax was scaled down to \$50.

The reduction in the tax, however, coincided with three years of deficit spending, the result of diminished book fair receipts (this in part because of an agreement arrived at with local chapters whereby the chapters could keep an increased amount of book fair revenue), as well as with aggressive investments in both our Internet presence and in the recent ILAB Book Fair and Congress.

Faced with the specter of another year of deficit spending, the Board, at the urg-

ing of Treasurer Donald Heald, set a goal of arriving at a balanced budget in the fiscal year 1997. With momentum provided by President Bob Fleck and Vice-President Priscilla Juvelis, and after an occasionally raucous and contentious meeting, the Board achieved that goal.

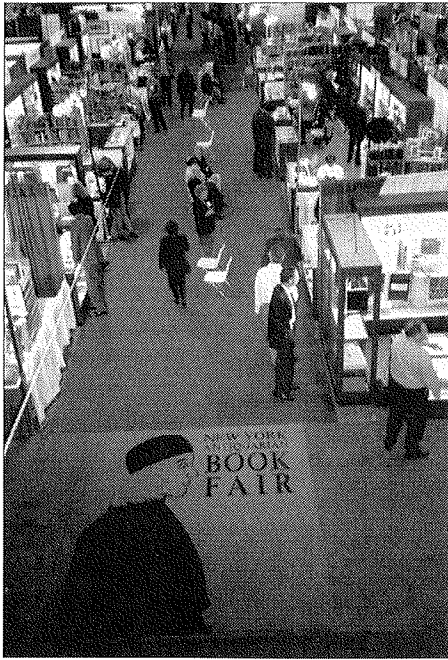
One result of this austerity has been that the Board has been hamstrung when faced with even the smallest expenditures. Some of our more ambitious programs, including increased search capacity on the Internet, would be impossible to implement without further expenditures. As a result of the Board's desire not to unbalance the new balanced budget, a source of additional revenues had to be found, and reinstating the full booth tax was determined to be the least onerous to the membership at large (as opposed to an increase in dues).

Despite much debate on the matter, and over the objections of President Fleck, who wanted to consider the matter in conjunction with a package of other revenue producing proposals, the Board voted to institute the tax now, so that the income could be included in the 1998 budget.

The tax is expected to raise an additional \$20,000, which it is hoped will be sufficient to fund the ambitious program proposed by Fleck and the Board for 1998. ■



At the April Board Meeting (clockwise, from left): Tom Congalton, Mike Harris, Marilyn Braiterman, Donald Heald, Bob Fleck, Esther Fan, Larry Fox, Takis Vandoros, and Mark Hime.



New York Fair

The 37th Annual New York Antiquarian Book Fair, sponsored by the ABAA's Middle Atlantic Chapter, was held April 17-20, 1997, at the Park Avenue Armory. For the first time in recent memory the Fair was sold out, with 175 exhibitors occupying 147 booths. The fair included an especially strong contingent of fifty-six foreign dealers.

While the venerable tradition of grumbling about the length of the show, the state of repair and cleanliness of the Armory bathrooms, and the expense of exhibiting in New York was admirably upheld, word of mouth among the dealers generally indicated that many—perhaps even most—of the dealers were having a financially very successful show. There seemed to be an unusually high percentage of purchasers among the assembled crowd, and several regular exhibitors intimated that they had had their most successful New York Fair to date. One knowledgeable fair crowd-watcher noted that the Thursday night preview audience had “the highest Gucci-shoe ratio” he had observed to date.

After a period in the late eighties and early nineties, when the show seemed to languish, the gains that have been made in the past few years seem to have resulted in a consistently healthy New York show. ■

An Antiquarian Odyssey: Random Recollections of a Life in Bookselling

In Part I of his “Antiquarian Odyssey” (ABAA Newsletter VIII, no.2), the author describes his early bookselling years—years spent largely in Copenhagen and spanning WWII. Part II finds Christoffersen in the United States working for Lawrence Gomme at Brentano’s in 1947.

Part II

by Jens J. Christoffersen

I did not stay at Brentano’s for very long, for the salary was entirely inadequate. However, a kinder or a more understanding person than Mr. Gomme would be hard to find. The man who, only two years later, would become ABAA’s founder and first president obviously enjoyed the greatest respect of writers, artists, actors, and book people alike. During my short stay I met Sinclair Lewis, Cornell Wilde, and a few other celebrities, who all dropped in just to see Mr. Gomme. Only many years later did I come to know and understand the full extent of his standing in New York’s literary life, and his early association with Mitchell Kennerley, Christopher Morley, Alfred Knopf, and a host of other *literati*. To remind me of my first job in America there now hangs over my desk a framed wood engraving of *Brentano’s Literary Emporium, Union Square, New York*, published in *Harper’s Weekly*, 1871, that I acquired from Gomme’s estate after his death. Incidentally, Brentano’s had also been Gomme’s first work place when he came here from England in 1908.

In looking around the neighborhood for other work possibilities (in my lunch hour), I naturally stopped in at H. P. Kraus on 46th Street. No luck, no staff openings. I clearly remember, however, wooden crates being unpacked, excelsior all over the floor, and a staff member lifting out stacks of periodicals at a remarkably forced pace, not walking, but running, to and fro. I did not find out his

name, but I know now that he was the man I later was to be associated with for two decades.

I located a somewhat better paid job at Stechert-Hafner, Inc., downtown at East 10th Street. For three years I catalogued books on the fourth floor, in the antiquarian department then headed by Herman Enz, who took care mainly of periodicals. Harry Lubrecht was in charge of the books. The owners, Walter and Otto Hafner, reigned on the second floor, as did Albert Daub, the general manager. The German and the American departments were on the main floor. Alfred Hafner, the somewhat taciturn senior boss, distributed the mail in the morning from floor to floor. Work was monotonous but I made up for it by getting acquainted with Greenwich Village, Washington Square, and, above all, the Fourth Avenue book row. I picked up many good books from dealers, mostly with future sale in mind, and got to know many of my colleagues. One of the first shops I visited was Pageant Book Shop, just around the corner from 10th Street. Henry Chafetz and Sid Solomon became my good friends. When I first met Henry he became quite excited as I told him I was from Denmark: Henry had been riding one of the very first Jeeps spearheading the first contingent of American troops arriving in Copenhagen from Germany a few days after V-E Day in May 1945. He was deeply moved by the reception afforded the American troops by a grateful population.

In 1949 I became a little tired of the monotony and wanted to leave. The Hafners, however, had different ideas and offered me the job as manager of the German Department which, in their opinion, was greatly in need of some change and improvement. It was enough of an improvement in my income for me to go along, but after a few months I realized that it would take a lot more than I could give to make the department viable.

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Chick Goldsmid and David and Mary Lesser at the 1997 Annual Meeting and Dinner in New York.

Christoffersen

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Sometime during this period we were visited by three publishers from London, the triumvirate of the recently formed firm Lange-Maxwell-Springer: Messrs. Otto Lange, Axel Springer, and Robert Maxwell. They were in New York on their way to Washington to claim royalties—funds destined for their new enterprise—from the numerous Springer publications, books, and periodicals reprinted during the war by Edwards Brothers, Ann Arbor, for the Alien Property Custodian. I believe they were given a polite but very cold shoulder by Washington.

I left Stechert to devote full time to a small book business that I had started some time before in my rented room on upper Riverside Drive in Washington Heights, where I had lived since my arrival in New York. It was called Scandinavian Book Service; it was to feature new and antiquarian books on and from the Scandinavian countries, and would be the sole distributor of books in English published there. The idea had met with interest by Scandinavian cultural organizations in the U.S. because of the

need for easier access to Scandinavian books, and mailing lists were easy to obtain. Scandinavian publishers were equally interested, and I was obviously considered a satisfactory credit risk. I rented storage space in the basement of a neighboring building which also served as shipping room, but otherwise did all other work in my rented room, work that would continue till all hours of the night. It was a bit tough but I managed to send out my first two catalogs. I had never regarded it as the end game, merely the beginning of something larger that could be steered in any direction.

My room was at one end of a so-called “railroad apartment;” at the other lived a young Juilliard student who was practicing—three to four hours a night—for his debut recital at Town Hall. To this day I still hear Beethoven’s *Opus 10, No. 3* and Schumann’s *Carnaval* at the back of my head. When I got tired of typing and he of playing we would go down to Maguire’s bar on Broadway for a beer.

This small enterprise gave me enough of a supplementary income to decide

that, as I had made a more than casual acquaintance with a young Canadian lady who worked in New York, I could take the next big step of getting married. In spite of the postwar housing shortage we managed to find a suitable apartment a few buildings away, and the wedding took place in Montreal in 1949. The apartment was a great improvement on my working facilities, and the small business continued to grow. At the time, the Swedish publishers Bonnier—Sweden’s largest—maintained a shop on Madison Avenue, near 57th, chiefly for the purpose of selling imported Scandinavian arts and crafts, but with a very small book department similar in scope to mine. They offered to buy my business, including the well-rounded inventory and my distribution rights, an offer that I could not refuse. The sale brought in enough money for me to buy my first car.

To make enough money for us to pay bills, I began to sell off some of the valuable old dealers’ catalogues from my collection that had been shipped over long ago—in spite of the fact that once more I had my eye on the rare book business. I typed up a few lists with some ten or fifteen items each, all successful, and from the second or third of these lists I received a nice order from H. P. Kraus. Not having anything important to do, my wife and I got into the car and drove to 46th Street to deliver them directly rather than shipping by mail, thinking we might get a check right away. It worked, and while I was waiting in the store for the check to be written Mr. Kraus came out from his office and engaged me in conversation. What was I doing these days? Answer: Actually looking for a job, anything available here? No, not really, but did I know anything about scientific journal back files?—he needed staff for his new periodicals business in Westchester County. I assured him that I had quite some experience (the famous F. C. C. Hansen library!) but I was not too keen on this end of the business (which was absolutely true), preferring instead to get ahead in the rare book end. Mr. Kraus was a very persuasive salesman, however,

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ILAB Book Fair News

● Australian Antiquarian Book Fair

The Australian and New Zealand Association of Antiquarian Booksellers will be holding their annual book Fair in Sydney from Friday, October 31 to Sunday, November 2 this year. It is the major event of the Australian bookselling calendar and is always well attended by the book-buying public.

Members of ILAB national associations are welcome to exhibit at the Fair, which will take place at the Inter-Continental Hotel in Sydney. Full stands, measuring approximately 8' x 10', are available for AUS \$1,500 (about US \$1,165); half stands, approximately 6' x 10', are available for AUS \$750 (about US \$580). All stands are furnished with bookcases, a table and cloth, chairs, and a glass cabinet.

In conjunction with the fair, ANZAAB will run a Virtual Book Fair on its Internet site. Each exhibitor is welcome to submit descriptions on diskette of selected items to be placed on the site. Exhibitors are also welcome to attend the ANZAAB Annual Dinner on Thursday, October 30, at the State Library of New South Wales. ILAB committee members and presidents of affiliated national associations, who will be meeting in Sydney that week, will be attendance. The cost of the dinner is AUS \$75 (about US \$60) per person.

The deadline for the initial deposit for the Fair is June 30, 1997. For details please contact: The Organising Committee, Australian Antiquarian Book Fair, 24 Glenmore Road, Paddington, Sydney, NSW 2021, AUSTRALIA; phone: 61-2-9331-1411; fax: 61-2-9361-3371; e-mail: susant@anzaab.com.au.

● Books Behind the Dikes

Under this informal heading we should like to inform you that we are starting to organize the *Nineteenth European Antiquarian Book and Print Fair*, which will be held February 26-28, 1998 in Amsterdam at the RAI Congress Center. Our previous fair was a great success, with each participant averaging NLG 50,000. We want to invite ABAA members to join us in 1998.

The RAI Congress Center is a fine and spacious location, well known to our European visitors, and famous for its large, wide booths enclosing ten square meters. The European Antiquarian Book and Print Fair is renowned not only for its trade in books and prints, but also for the opportunities for informal contacts it provides, such as the cozy Fair dinner on the second day.

The fee for a full furnished booth, with showcase and bookshelves or facilities for prints, will be approximately NLG 4,500 (about US \$2,370). For a half booth, the fee will run approximately NLG 3,000 (about US \$1,580). A catalogue will be published, with each exhibitor allotted two pages for descriptions and illustrations of selected books and prints. The catalogue will be mailed widely, and it will be given to each visitor attending the Fair.

For detailed information please contact: European Book and Print Fair, c/o Christan Uhlenbeck, Hotei Japanese Prints, Breestraat 113a, NL-2311 CL Leiden, THE NETHERLANDS; phone: 31-71-514-35-52; fax: 31-71-514-14-88.

● Syndicat national de la Librairie Ancienne et Moderne

For its IX International Antiquarian Book Fair in Paris, SLAM will offer a companion virtual book fair. The traditional fair will take place May 29 to June 1, 1997 at La Maison de la Mutualité, 24 Rue Saint Victor, 75005 Paris.

The virtual book fair will be held on the same dates, at SLAM's web site: <http://www.franceantq.fr/slam/fila97>. Visitors to the site will find a selection of the materials offered for sale by dealers exhibiting at the Maison de la Mutualité venue. Orders from the on-line listing will be accepted for the duration of the fair.

SLAM has also announced the dates for its Xth International Antiquarian Book Fair: May 14-17, 1998, at La Maison de la Mutualité. For details contact: SLAM, 4 Rue Gît-le Coeur, 75006 Paris, FRANCE; phone: 1-43-29-46-38; fax: 1-43-25-41-63; e-mail: slam@franceantq.fr. ■



ILAB Book Fairs

1997

May 29 - June 1

Paris, France (SLAM)
Maison de la Mutualité

June 26-29

London, England (ABA)
Grosvenor House, Park Lane

September 18-20

Washington, DC (ABAA)
Convention Center

September 19-21

Cologne, Germany (VDA)
Josef Haubrich Kunsthalle

September 22-24

Barcelona, Spain (AILA)
Estació del Nord

October 31-November 2

Sydney, Australia (ANZAAB)
Hotel Inter-Continental

November 14-16

Boston, MA, USA (ABAA)
Hynes Convention Center

November 21-23

Helsinki, Finland (SA)
Valkoinen Sali

1998

February 13-15

Los Angeles, California (ABAA)
Los Angeles Convention Center

February 26-28

Amsterdam, Netherlands (NVVA)
Rai Congress Center

May 14-17

Paris, France (SLAM)
La Maison de la Mutualité

June 4-7

London, England (ABA)
Olympia Exhibition Centre

September

Vienna, Austria
17th Annual ILAB Book Fair

ILAB Committee Meeting, February 3, 1997: Minutes

The Committee of the International League of Antiquarian Booksellers asks that its Minutes be circulated to the members of the national associations. The Newsletter provides the most economical format for distribution.

President Alain Nicolas called the ILAB Committee Meeting to order at 9:25 a.m. at SLAM offices, 4 Git-le-Coeur, Paris. Present were Vice President Walter Alicke; Treasurer Poul Poulsen; General-Secretary Robert Rulon-Miller, and Committee Members Kay Craddock, Keith Fletcher, and George Schreyer. Claude Van Look was excused. Also present were past-Presidents Anton Gerits and Anthony Rota.

1. President's Report

Alain Nicolas presented the Committee with a written report. A moment of silence was observed for the passing of Bill Fletcher, Maria Conrad and Jorg Schaefer. Two matters of ethics were discussed and recommendations made. Mr. Nicolas read the texts of two polite but uninformative letters received from EC officials regarding the Unidroit Treaty.

There was advance discussion about a proposal for ILAB public relations and advertising campaign to be presented by Olga Grimm later in the meeting. Much of the discussion centered on less expensive possibilities, including the various methods of getting free advertising, the increased use and visibility of the ILAB logo, and the use of symposia and other events to draw attention to the League.

2. Treasurer's Report

Poul Poulsen presented the Committee with a written report together with a statement of cash receipts and disbursements, and a summary of the Bibliographical Prize Foundation balances. As of August 1, 1996, ILAB had approximately \$25,000 in cash and \$101,000 in bonds. There were approximately \$15,000 in receipts (interest, book fair income, sales of *Directories*) against approximately \$15,500 in disbursements (travel, admin-

istrative costs). Mr. Poulsen reported that on December 31, 1996 the League had approximately \$14,000 in cash and approximately \$112,000 in bonds, for a bottom line of approximately \$126,000. The Bibliographical Prize Foundation holds approximately \$36,500 in bonds.

3. Secretary's Report

Rob Rulon-Miller had no report at this time, and asked if he could make reports on the ILAB brochure and the ILAB *Newsletter* later in the meeting.

4. Internet Report

Georg Schreyer reported that there was minimal response to his letter to the National Presidents regarding the Internet. He said that because he was not on the Internet himself that the task of coordinating the ILAB Internet presence was perhaps better left to those more knowledgeable about the medium. He suggested Bob Fleck as a replacement.

Keith Fletcher presented a written report on the possibilities of using the Internet for listing stolen and missing books. In it he proposed that ILAB maintain a union catalogue of missing books on its web site, and pointed out both advantages and disadvantages of such a list, and the various ways of implementing and maintaining it.

It was decided that ILAB form a separate Internet Commission which would report to the ILAB Committee on all matters pertaining to the Internet. It was agreed that this Internet Commission would consist of Georg Beran, Mr. Fleck, and Alain Marchiset.

5. Rules, Customs & Usage

Walter Alicke distributed copies of the current *Compendium of Customs and Usage*, with Raymond Kilgarriff's suggested reading regarding exhibitor cancellations at book fairs. It was pointed out that there were a half dozen other changes that had been also been previously approved. The new edition of the *Compendium*, with all the requisite changes, will be printed in time for the Vienna Congress, which allows for any

more changes in the Rules to be voted upon at the Presidents' Meeting in Sydney in October. Mr. Alicke and Mr. Fletcher will coordinate the publication.

Mr. Nicolas invited Olga Grimm to join the meeting. The Committee expressed its thanks to Ms. Grimm for preparing such an ambitious proposal for an ILAB advertising campaign. Mr. Nicolas explained that the \$33,000 it would take was much more than the League could afford. He asked Ms. Grimm if she would consider a vastly different plan with a limit of approximately \$2,000 that would cover the postage for mailing a cover letter and the ILAB brochure to a select list of reviews, writers, and publications sympathetic to ILAB and its markets. Ms. Grimm said she would consider the offer but was not optimistic about her services at that level of financial commitment.

Mr. Nicolas invited Bob Fleck and Alain Marchiset to join the meeting. Mr. Fleck presented the Committee with a written report which detailed the growth of the ABAA on the Internet and the progress made on the ILAB website. His report also included suggestions for ILAB's involvement in the future. Mr. Fleck distributed print-outs of the home pages of other national associations. Mr. Nicolas informed Mr. Fleck and Mr. Marchiset that a Internet Commission had been formed consisting of Messrs. Fleck, Marchiset and Berand, which Commission will report to the ILAB from time to time on coordinating the activities of other national associations on the Internet, as well as formalizing a plan for getting the entire ILAB Directory on line.

6. ILAB Directory

Georg Schreyer presented a detailed report on the new ILAB *Directory*, scheduled for publication this October, in time for the Presidents' Meeting. The Committee was presented with a list of the specialties for the *Directory* index, and a sample letter in English and French which will be sent by ILAB to the national associations, who in

turn will send them to their membership, asking for corrections to the entries. The national associations will then collect the submissions from their own memberships, proof-read same, and mail them collectively back to the ILAB Committee. This needs to be completed by June 1.

There was discussion about the cost of the *Directory* vis-a vis the selling price, and the discount schedule for the purchase of larger quantities. Rob Rulon-Miller pointed out that the previous directories, based on figures supplied by Poul Poulsen, cost \$16.50 a piece, and national associations were obliged to purchase as many copies as they had members for \$28 each, which represented a less than 20% discount off of the retail price. Mr. Rulon-Miller also explained that the ABAA Board of Governors had voted not to approve funds for purchasing the ILAB *Directory* because of the high price. Mr. Gerits explained that this was contrary to motions voted during previous Presidents' meetings, and that ABAA had to conform. He also explained that *Directory* sales had been one of the main sources of income for the League.

It was stated that the costs on the previous *Directory* were inordinately high because all the data had to be inputted into the computer, and that costs on the present *Directory* were expected to be much lower. No decision was reached with regard to retail price or discount schedules as the actual cost of production has yet to be determined.

This issue of the *Directory* will commemorate ILAB's fiftieth anniversary. It will contain a brief summary of the League, a list of past Presidents, and allow one page each for the offices of the national associations. The printing, binding, and delivery of the *Directory* will be in the Netherlands. All pre-printing work will be done in Germany. It will be the same size as the last directory.

7. Twelfth ILAB Bibliographical Prize.

Alain Nicolas distributed a letter from Konrad Meuschel, the Secretary of the Quadrennial Bibliographical Prize in which was stated that 75 entries had been received to date, 67 of them printed books, 7 manuscripts, and 1 CD-Rom. Entries from countries where the prize had been significantly advertised, such as

the United States and Italy, were relatively high. No entries were received from Austria, Belgium, Czech Republic, Korea or Spain. The President of ILAB will serve as one of the judges.

8. Promotional Leaflet

Mr. Rulon-Miller presented a prototype for the proposed ILAB brochure for comment and suggestions, which were duly made and variously adopted. He explained that the published version would be on high-quality paper and printed in color. His instructions were to improve the incipient letter "L" on the brochure cover.

9. ILAB Newsletter

Mr. Rulon-Miller summarized progress on the *Newsletter* and circulated prototype pages for the *Newsletter's* preliminaries and various departments. An illustrated cover was suggested. It was decided that the entire issue would be bilingual French and English.

10. Calendar

Mr. Nicolas introduced a letter from the President of the ABA, Peter Miller,

requesting that ABA be able to hold the 2000 Congress and Fair in June instead of October. Mr. Rota and Mr. Fletcher opposed the request. Rob Rulon-Miller spoke in support of it, saying ILAB should be beneficent and support ABA in whatever decision they come to. Mr. Rota and Mr. Fletcher are to take the matter back to ABA for further discussion.

11. New Business.

Kay Craddock spoke on the October meeting in Sydney, and presented a tentative schedule of events.

A letter from the ABA was introduced, which outlined a plan whereby ABA could admit Associate Members on a 2-year basis, in an effort to attract more members. There was some concern expressed over which book fairs, if any, they could exhibit at, and what would befall ILAB if they made claims against it.

Georg Schreyer reintroduced a dispute between a German and a Czech firm, which was dismissed without action or comment.

Meeting was adjourned at 4:45 p.m. ■

New ILAB Publications on the Way

Look for three new ILAB publications in the mail in the near future:

● **ILAB Brochure**

This two color, tri-fold leaflet outlines the history, aims, and activities of the League, in English and French. It lists the annual calendar of ILAB book fairs around the world and provides contact information for ILAB Committee Members and the twenty national associations that constitute the League.

The brochures are being dispatched from ABAA headquarters in New York. Each member will receive approximately fifteen brochures for display in shops and/or book fairs and for distribution to interested bibliophiles.

● **ILAB Newsletter 48**

The League's official bulletin takes on a new look and a broader range of contents with this issue. Now under the editorship

of Rob Rulon-Miller, the current ILAB General Secretary and editor of the ABAA *Newsletter*, the revamped ILAB *Newsletter* contains substantive articles, profiles of committee members, obituaries, and reports on national association activities, as well as ILAB meeting minutes and updates to national association membership rolls. The *Newsletter* will continue to publish in both English and French, but look for it twice a year instead of just once.

● **ILAB Directory**

The 1997-1998 edition of the ILAB *Directory* is a special one, helping to mark the fiftieth anniversary of the founding of the League. It will be available to ABAA members through the home office in New York. Look for an announcement from headquarters before the end of the year. ■

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pressures of settling an estate undermine their best efforts. In many cases business papers are destroyed simply because the new owners or the remaining family members have no idea of their potential research value. As a result, students of book selling in the United States, particularly students of the antiquarian book trade, have a limited range of primary sources with which to work.

In the spring of 1995, in order to determine the existence of archival materials on the American antiquarian book trade, particularly the records of dealers who might be said to have had a national reputation, the author sent a letter of inquiry to curators of special collections departments in some one hundred libraries and historical societies in the United States. The letter asked the curators to report any holdings of archival materials that represent the activities of antiquarian book selling establishments. The same inquiry was posted on ExLibris, the electronic e-mail forum for rare book librarians and dealers. While many institutions replied, only a few reported significant holdings. The following list has been compiled from those positive replies. In some cases the report includes general as well as antiquarian establishments.

Please note: in the following descriptions terms such as "fifteen boxes," "partly processed," and "inventory available" have been transcribed exactly as given by the curators. Those wishing more information should write directly to the reporting library.

ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA.

Twenty boxes of correspondence, financial records, minutes of committee and board meetings, publications, clippings, and applications for membership, 1949-1996. David Margolis, Margolis & Moss, Santa Fe, NM.

ABRAMSON, Ben, (1898-1955).

Argosy Book Store, Chicago, IL. One hundred twenty-five items of correspon-

dence, 1930-1940. Name index available. Rare Books and Manuscripts, New York Public Library, New York, NY.

BARKER, Margery, (1901-1980) and Frances HAMILL (1904-1987).

Chicago, IL. Seven manuscript boxes of correspondence, catalogues, clippings, photographs, partnership agreement of 1941, and Hamill's eightieth birthday album of 1984. Inventory available. Special Collections, Northwestern University Library, Evanston, IL.

BARNES, Richard S., (1914-). Chicago, IL. Fourteen linear feet of correspondence and ledgers, 1951-1970. Inventory available. Special Collections, University of Illinois Library, Chicago, IL.

BENJAMIN, William E., (1859-1940). New York, NY. Thirty-two manuscript boxes of correspondence, financial records, family history, 1859-1940. Catalogued and listed. Rare Book and Manuscript Library, Columbia University, New York, NY.

CAMPBELL, John, (1810-1874); William J. Campbell (1850-1931); and John J. Campbell (1885-1951). Philadelphia, PA. Fifty-six linear feet of correspondence, 1860-1950. Partly processed. Special Collections, Temple University Library, Philadelphia, PA.

CHRISTIAN, Peggy, (1915-1988). Los Angeles, CA. One hundred fourteen boxes of correspondence, catalogues, and bills, 1950-1986. Collection guide available. Special Collections, University of California, Los Angeles, Los Angeles, CA.

CITY LIGHTS BOOKS. San Francisco, CA. Ten linear feet including thirteen boxes, four cartons, one portfolio, and two oversize folders of correspondence, bills, and publicity, 1953-1970. Bancroft Library, University of California, Berkeley, Berkeley, CA.

COHN, Marguerite, (1898-1984) and Louis Cohn (d. 1953). The House of Books, New York, NY. Eighty-two boxes of correspondence and financial records, 1875-

1984. Rare Book and Manuscript Library. Columbia University, New York, NY.

DAWSON, Ernest, (1882-1949). Los Angeles, CA. Fifty boxes of correspondence, catalogues, bills, and publicity. Collection guide available. Special Collections, University of California, Los Angeles, Los Angeles, CA.

DODD, Marion. Hampshire Bookshop, Northampton, MA. Five hundred fifty items of correspondence and photographs, 1914-1958. Ruth Mortimer Rare Book Room, Smith College Library, Northampton, MA.

DRAKE, James F., (1863-1933). New York, NY. Correspondence, financial records, and catalogues. Unprocessed, remote storage. Humanities Research Center, University of Texas, Austin, TX.

DRAKE, Samuel G., (1798-1875). Boston, MA. Twenty-four letters relating to bookstore, politics, and publishing. Rare Books and Manuscripts, Boston Public Library, Boston, MA.

DYKES, Jefferson "Jeff," (1900-1989). College Park, MD. Four boxes of letters and notes on his bibliography of Western illustrators. Special Collections, Texas A & M University Library, College Station, TX.

ELDER, Paul, (1872-1948). San Francisco, CA. Two volumes of papers, 1909-1947. Bancroft Library, University of California, Berkeley, Berkeley, CA.

FISHER, George, (1938-1990). Elysian Fields Books, New York, NY. Twenty-one cubic feet of business records, correspondence, orders, bills, and clippings, 1974-1988. Rare and Manuscript Collections, Cornell University Library, Ithaca, NY.

FLEMING, John F., (1910-1987). New York, NY. One hundred boxes of correspondence and business records up to 1988. Archive closed until 2008. The Grolier Club Library, New York, NY.

FOLEY, Patrick K., (1856-1937). Boston, MA. Papers, 1894-1935. Finding

aid available. American Antiquarian Society, Worcester, MA.

papers of James Wells and Everett D. Graff. Newberry Library, Chicago, IL.

unavailable. Bancroft Library, University of California, Berkeley, CA.

GOEDECKE, Karl. Laurel Book Service, Hazelton, PA. Twelve cubic feet of correspondence and sales receipts, 1936-1976. Pennsylvania State University Library, University Park, PA.

GOLDWATER, Eleanor, see **LOWENSTEIN, Eleanor.**

GOODSPEED, Charles E., (1867-1950). Boston, MA. Twelve boxes of manuscripts, drafts, and proofs for *Yankee Bookseller* and *Angling in America*, and catalogues (on cards) of libraries of Frank Bemis and Harold Murdock. Finding list available. Houghton Library, Harvard University, Cambridge, MA

GOWANS, William, (1803-1870). New York, NY. Twenty-five letters, 1830-1860. New York Historical Society, New York, NY.

HAMILL, Frances, see **BARKER, Margery.**

HEARTMAN, Charles F., (1883-1953). New York, NY; Rutland, VT; Metuchen, NJ; Hattiesburg, MS; Biloxi, MS; and New Braunfels, TX. 1) Nineteen cubic feet of business records, auction catalogues, correspondence, and photographs. Case file available. University of Southern Mississippi Library, Hattiesburg, MS. 2) Collections of Heartman papers on African-American history are available at Xavier University Library, New Orleans, LA, and at Texas Southern University Library, Houston, TX.

HENKELS, Stan V., (1858-1926). Philadelphia, PA. Eighteen volumes of account books, 1913-1937. American Antiquarian Society, Worcester, MA.

HOWELL, John, (1874-1956) and **Warren Howell, (1912-1984).** San Francisco, CA. Three hundred linear feet of family and business papers, 1882-1985. Special Collections, Stanford University Library, Palo Alto, CA.

HOWES, Wright, (1882-1978). Chicago, IL. Correspondence included in

KOHN, John S. Van Eiser, (1906-1976) and **Michael Papantonio (1907-1978).** Seven Gables Bookshop, New York, NY. 1) Eighty thousand business records, 1936-1971. Rare Book and Manuscript Library, Columbia University, New York, NY. 2) The Pennsylvania State University Library, State College, PA., holds five ledgers of Kohn's financial records for his Collector's Bookshop, 1930s and 1940s.

LEARY, William A., (1816-1865); William A. Leary, Jr. (d. 1874); Edwin S. Stuart; and William H. Stuart. Leary's Bookstore, Philadelphia, PA. Twenty linear feet of financial statements, correspondence, catalogues, and photographs, 1840-1968. Inventory available. Special Collections, Temple University Library, Philadelphia, PA.

LIVINGSTON, Luther, (1864-1914). Four boxes of correspondence, drafts of articles and books, 1900-1914. Finding aid available. Houghton Library, Harvard University, Cambridge, MA.

LOVERMAN, Samuel, (d. 1976). Bodley Book Shop, New York, NY. Six linear feet (173 items) of correspondence. Finding aid available. Special Collections. University of Delaware Library, Newark, DE.

LOWENSTEIN, Eleanor, (1909-1980). Corner Book Shop, New York, NY. Seven cartons of unprocessed correspondence, catalogues, orders, day books, and publicity, 1940-1980. Preliminary inventory available. Schlesinger Library, Radcliffe College, Cambridge, MA.

McCLURG, A. C., (1832-1900). Chicago, IL. Five thousand items of correspondence, record books, and scrapbooks, 1927-1967; and contracts from the 1880s. John W. Wing Foundation, Newberry Library, Chicago, IL.

MAGEE, David, (1905-1977). San Francisco, CA. One hundred thirty boxes, twenty cartons of correspondence and business records. Unarranged,

MALKIN, Sol, (1910-1986). New York, NY. Twenty-five cubic feet of correspondence, photographs, financial records, and drafts of articles and speeches. Special Collections, Pennsylvania State University Library, University Park, PA.

PAPANTONIO, Michael, see **KOHN, John S.**

RANDALL, David, (1905-1975). New York, NY. One thousand items of correspondence, bibliographical notations, catalogues, and notes for talks, 1935-1955. Box list available. Lilly Library, Indiana University, Bloomington, IN.

REYNOLDS, Jack E., (1914-1993). Los Angeles, CA; Nan Nuys, CA; and Willits, CA. Five boxes of correspondence, ledgers, and catalogues, 1953-1991. Inventory available. Special Collections, University of Arizona Library, Tucson, AZ.

ROMAINE, Lawrence, (1900-1967). Weathercock House, Middleboro, MA. Fifty linear feet of business records and catalogues. Preliminary inventory available. Special Collections, University of California, Santa Barbara, Santa Barbara, CA.

ROSENBACH, A. W. S., (1876-1952). Philadelphia, PA and New York, NY. "A room full of correspondence, catalogues, stock cards, purchase records, sales books, collation files, purchase vouchers, annotated catalogues, publications, photographs, 1900-1952." Folder level finding-aid available. Rosenbach Museum & Library, Philadelphia, PA.

ROSTENBERG, Leona, (b. 1908) and **Madeleine Stern (b. 1912).** New York, NY. Three feet of typescripts, clippings, holographs, and correspondence, chiefly on books and articles about Louisa May Alcott. Inventory available. Special Collections and Manuscripts, Brigham Young University Library, Provo, UT.

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ROSENSTOCK, Fred, (1895-1975).

Denver, CO. Sixty-eight folders of correspondence, ledgers, and customer want lists, 1930-1970. Inventory and name index available. Special Collections and Manuscripts, Brigham Young University Library, Provo, UT.

SABIN, Joseph, (1821-1881); Joseph F. Sabin (1846-1926); and J. Percey Sabin (1872-1934). New York, NY. Thirteen linear feet (twenty-three boxes) of correspondence, memorandum, subscription lists, daybooks, accounts, and ledgers, 1859-1931. Finding aid available. Rare Books and Manuscripts, New York Public Library, New York, NY.

SCRIBNER Book Store. Rare Book Department. New York, NY. Sixty linear feet of correspondence and financial records, 1950-1972, and ten linear feet of catalogues; bulk of records 1958-1968. Grolier Club, New York, NY.

SESSLER, Charles, (1854-1935). Philadelphia, PA. Business records chiefly from the Mabel Zahn years, 1935-1975. Historical Society of Pennsylvania, Philadelphia, PA.

SHETTLES, Elijah L., (1852-1940). Austin, TX. Five linear feet of correspondence, manuscript autobiography, diary, books lists, clippings, family history, and photographs, 1793-1940. Special Collections, University of Texas Library, Austin, TX.

SIPPER, Ralph B., (b. 1939). Joseph the Provider, Santa Barbara, CA. Seventeen thousand items of correspondence and business records. Arranged, available. Lilly Library, Indiana University, Bloomington, IN.

SMITH, Paul, (1904-1977). Intimate Bookshop, Chapel Hill, NC. Three linear feet of correspondence, 1937-1968. Special Collections, University of North Carolina, Chapel Hill, NC.

STELOFF, Frances, (1887-1989). Gotham Book Mart, New York, NY. Correspondence with literary figures, 1930-1989. Berg Collection, New York Public Library, New York, NY.

STERN, Madeleine, see ROSTENBERG, Leona.

STEVENS, Henry, (1819-1886). Washington, D.C. and London, England. 1) Twenty-five hundred letters and bills to customers, 1852-1866. Clements Library, University of Michigan, Ann Arbor, MI. 2) Sixty-five boxes of records. Guide available. Special Collections, University of California, Los Angeles, LA. 3) Correspondence, 1834-1860. Special Collections, Bailey/Howe Library, University of Vermont, Burlington, VT.

VOYNICH, Wilfred M., (d. 1930). New York, NY and London, England. Four cubic feet of accounts, receipts, bankbooks, catalogues, manuscripts, and notes, 1916-1934. Grolier Club, New York, NY.

WELLS, Gabriel, (1862-1946). New York, NY. Business correspondence. Rare Books and Manuscripts, New York Public Library, New York, NY.

WELLS, Edgar H., (1875-1938). New York, NY. Four boxes of correspondence, personal papers, letters of sympathy on his death, and memorabilia, 1912-1938. Finding aid available. Houghton Library, Harvard University, Cambridge, MA.

WESSEN, Ernest J., (1887-1974). Mansfield, OH. 1) One cubic foot of letters to Arthur Phillips, a book scout, and to Thomas W. Streeter, a collector, 1938-1970. Manuscript inventory available. Archives Division, Ohio Historical Society, Columbus, OH. 2) Eighty-five letters to a book scout, Paul Lundgren, 1961-1968. Special Collections, Ohio University Library, Athens, OH. 3) Correspondence, 1948-1971. Rare Books and Special Collections, Cincinnati Public Library, Cincinnati, OH.

WEST, Herbert Faulkner, (1898-1974). Hanover, NH. Thirty-eight linear feet, of

which eight deal with book selling and include correspondence, financial records, and catalogues, 1909-1974. Special Collections, Dartmouth College Library, Hanover, NH.

WILSON, Robert A., (b. 1922). Phoenix Book Shop, New York, NY. Sixty-three thousand items (fifty cartons) of correspondence, customer orders, invoices, records, ledgers, publicity, appraisals, and photographs, 1962-1988. List of carton contents available. Lilly Library, Indiana University, Bloomington, IN.

WORMSER, Richard S., (1898-1975). Bethel, CT. Thirty-one linear feet of correspondence, business records, and ledgers, 1934-1974. Stored off-site, need appointment to see. Brown University Library, Providence, RI.

ZEITLIN, Jake, (1902-1987). Los Angeles, CA. Seven hundred seventy-eight boxes of correspondence, business records, and catalogues, 1920-1987. Collection guide available. Special Collections, University of California, Los Angeles, Los Angeles, CA.

In addition to the archival collections noted above, an important source of information on notable deceased antiquarian book dealers in the United States and their activities exists in the correspondence and invoice files of individual libraries. The Henry E. Huntington Library and the Folger Shakespeare Library, for example, have extensive letter and billing files reflecting transactions with George D. Smith, A. S. W. Rosenbach, Charles Sessler, James F. Drake, and others. The William L. Clements Library holds similar files relating to business done with such noted dealers as Lathrop Harper, Henry Stevens, Walter Hill, and Charles F. Heartman; while the American Antiquarian Society has, in its Thomas W. Streeter papers, a large number of letters exchanged between Streeter and his favorite dealers, Lathrop Harper, Edward Eberstadt, and Henry Stevens. Access to these records requires advance negotiation with the library concerned.

The sale of rare books has not always been controlled by individual dealers. During the nineteenth and early twentieth centuries many leading publishing firms sold rare books in special departments given over to that purpose. A description of rare book departments in such firms as Scribners or Barnes and Noble, for example, would add an important chapter to any history of antiquarian book selling in the United States. Although publishing houses have often maintained archives, knowledge of the content of those archives has been limited. This situation has recently been corrected with the issue of *A Guide to Publishers' Archives*, a bibliography prepared by members of the Scholarly Publication Program at Arizona State University that is available in print and on the Internet (<http://www.bisq.org>).

Dealers' catalogues offer an obvious approach to understanding the American antiquarian book trade. When well done, they reflect both the dealer's subject specialties and his or her marketing skills. Roger Stoddard claims that "the baseline for the study of a book dealer is a record of the catalogues."² In this connection is useful to know that the American Antiquarian Society, the Grolier Club, the Houghton Library at Harvard, the New York Public Library, the Newberry Library, the Library of Congress, and the University of Toronto all hold catalogue collections that number between 50,000 volumes (Grolier Club) and 110,000 volumes (New York Public Library and Harvard).³

Oral history furnishes one more line of investigation for students of the book trade. The Oral History Office at the Bancroft Library of the University of California, Berkeley; the Oral History Program of the University of California, Los Angeles; the Oral History Research Office at Columbia University; and the Oral History Program at the Claremont Graduate School have conducted taped interviews with noted antiquarian book dealers. Transcripts of these interviews are often available.

In addition to the sources suggested in this summary, researchers can locate information on specific archival deposits in the multi-volume *Library of Congress*

National Union Catalogue of Manuscript Collections (1962-) and through the Internet. Those who have access to the "network of networks" will find a useful link to archival materials through the Archives and Manuscript Control file of the Research Libraries Information Network (RLIN). A search of this database under the term "antiquarian booksellers," for example, will produce descriptions of a number of holdings.

Although primary records of the antiquarian book trade in the United States are not plentiful, students of that subject have a variety of sources to examine. Treasures exist. You only need to dig.

Notes

1. Madeleine B. Stern, *Antiquarian Book Selling in the United States*. Westport, CT: Greenwood Press, 1985, 217.
2. Roger Stoddard, "Book Catalogues and Life: A Preliminary Witness," *Papers*

of the Bibliographical Society of America LXXXIX, no.4, December 1995, 396.

3. Eric Holzenberg, "Book Catalogue Collections in Selected American Libraries," *Papers of the Bibliographical Society of America* LXXXIX, no.4, December 1995, 465-467. ■

For a reference book in progress on notable antiquarian book dealers in the United States, the author would appreciate knowing of other archival collections that exist in libraries and historical societies. Please contact Donald C. Dickinson, 8451 Malvern Place, Tucson, Arizona 85710; phone 520-885-3235; or via e-mail at: DON1927CCIT.ARIZONA.EDU.



At the 1997 Annual Meeting and Dinner: (above) David Lilburne, Rob Rulon-Miller, and Dan and Angela De Simone; (below) Priscilla Juvelis, Donald Heald, and Mark Hime.



Fleck

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him a little befuddled, but occasionally lucid. The parting gift to him from the membership was especially touching: a pin proclaiming “Hello—I am Bob Fleck. I am lost. Please call 1-302-328-7232 and have someone pick me up.”

Doug couldn't make the meeting tonight so Bob has been asked to gather up his strength and provide us with a few reminiscences of the ABAA back in 1997 and how it has changed up to our present date of 2001.

[*The lights brighten.*] Thank you for coming to our fifty-second annual meeting. Can I get each committee head to give us your report for the year?

Membership

Membership can proudly report that we are now up to 650 members, with a wonderful mixture of men, women, and different ethnic groups. Our various advertising campaigns, coupled with very successful book fairs and our Internet on-line trading store, have created an incredible desire by other booksellers to join the ABAA. Remember those years in the 1990s when our growth was non-existent? Those days are over. Our much higher membership has allowed us to greatly increase benefits for all our members, including reduced dues, reduced book and health insurance rates, and reduced book fair taxes and fees, while constantly increasing our advertising budget.

I am also pleased to report that we have made great progress in talking with the officers of that rival U.S. bookselling group, the American Provincial Booksellers' Association. Because of new programs proposed by the ABAA to have cheaper book fairs, a new category of ABAA members who are in training for full ABAA membership, better benefits, and better ABAA educational programs, they have decided not to aggressively form a new organization, but to become part of the ABAA.

PR and Education

Whoops—I forgot. These two committees were broken into separate committees a few years ago, as they became so important.

PR

We had to install a new telephone line at headquarters as we are getting deluged with requests by the television, radio, and print media for ABAAers to comment on book related news. Our Speakers' Bureau and our Writers' Bureau are constantly being asked for commentary on the book world. Who would have thought that we could get all this free PR just because we educated a few people about what we do? The news media loves us because we make their jobs easier—we write the news for them when it comes to books. Our PR person is constantly getting our members in the limelight. Our president, Doug Harding, has just finished another *Good Morning America* show, where he not only answered all the important book questions, but showed how to make a great soufflé as well. A fireside chat with Hillary, the new American President, is in the works.

More income from membership dues and other sources have allowed us to run print, TV, and radio advertisements in all the major markets. We are telling the public about ourselves. We have been very clever at writing these ads, so that we can judge the response and know best where to spend our money. The one ad which offered a free dance lesson and eight hours of white wine tasting with George Kane (all in the same night of course) proved to be the biggest draw of the season.

Education

Oh dear—after years of turning down requests from the American Library Association to help them out on their education programs, we have finally given in. We have allowed them to schedule a conference between booksellers (ABAA, of course) and librarians. The conference will examine selling books to libraries using the Internet, why libraries don't have any money to buy books on the Internet, and why libraries wouldn't buy books—even if they had the money—on the Internet. The President of the ALA will give a keynote address describing the new virtual libraries containing virtual books being sold to them by virtually bankrupt booksellers. The ALA promises not only to fund the conference, but also to ask each librarian to buy a pre-set

number of books from each dealer in the ABAA. I hear that bibliography will be their highest expenditure. IMAGINE!

Our own members seem really pleased with the small seminars accompanying each book fair. The sessions on appraisals, insurance, and computerization were especially well attended.

We seem to have built real momentum since our magnificent co-effort with the Library of Congress in 2000, jointly celebrating that momentous year. John Cole, Head of the Center for the Book and Chair of the celebration has our thanks for asking us to participate. The planned events of a special program held in conjunction with the Washington Book Fair really captured the imagination of our members and the public.

Book Fairs

It has been another successful year for book fairs throughout the country. Southern California's yearly fair has really grabbed hold of the imagination of the stubborn Los Angeles audience. The location change was just the ticket to keep up the interest level. And how about that \$200,000 raised by the Benevolent Fund through the ABAA's fiftieth anniversary auction held in Los Angeles in association with the May fair in 1999.

We have also had great success with the concept of national book fairs. These special fairs are intended to help us discover book collectors in cities that have never seen a book fair. Atlanta, Philadelphia, and Houston have each had a successful fair to date. I also think we ought to give special thanks to our members who volunteered to organize smaller and less expensive book fairs throughout the country. The number of dealers participating has grown significantly, generating a real desire by non-ABAA dealers to join the ABAA. It is no wonder we hit 650 dealers this year.

Security

The on-line computerized database of stolen books operated by ILAB has been great. It's so easy to plug in a title and to search the database of stolen books. The FBI and Interpol are applauding our efforts. And best of all—the on-line

Publicity Campaign Updates

by Esther Fan, Publicity Coordinator

I would like to briefly update you on what is going on, PR-wise. To date, I have received several publicity packets from our fair promoters. With the information they provide, I am putting together comprehensive plans for book fair PR using print, electronic, and Internet outlets for publicity. The idea is to find as many new and different opportunities as possible to let book collectors know about our fairs.

I am delighted with our first enhanced book fair page—spotlighting the New York Book Fair—published on the ABAA web site (<http://www.abaa-booknet.com>) and we will work on getting more book fairs up on that page.

On the education front, we now have about fourteen generous volunteers for our speakers' bureau, but only two for our

writers' bureau. I will start asking book collecting groups and other organizations to see if they need speakers for their events and activities. I will then match up speaking opportunities with those who have volunteered. If there are no matches, I will then approach other ABAA members to see if they will volunteer.

As for the writers' bureau, magazines like *Biblio* have been asking for contributions from our members. This is a great opportunity, so I encourage more of you to volunteer. I will also start asking magazines if they are interested in articles connected with the antiquarian book world and with the different specialty subjects that ABAA members cover.

Another idea I am going to explore is making contact with PR people at organi-

zations such as the ALA, (American Library Association), the ABA (American Booksellers' Association), and other book-related groups to see if we can coordinate PR efforts in activities and events related to books.

Again, I encourage those of you who are approached with opportunities for publicizing the ABAA to let me know about them, so we can come up with more ideas for getting the ABAA more visibility. If you know of organizations looking for speakers or writers, and that publish articles about rare books, the fields in which you specialize, or in book collecting, please drop me a line at 414 Delaware Street, New Castle, DE 19720 or give me a call at 302-326-1976. ■

searchable database has already saved a number of our members from making that most feared of all buying mistakes. There is of course a downside—Mr. Holt has recently taken the ABAA to court for restraint of trade.

ILAB

We have yet another request from our colleagues overseas to PLEASE supply someone from America who will become President of ILAB. They, of course, recognize the great work done by our organization and fervently hope that we would be kind enough to provide such foresight to ILAB. I guess we owe it to them.

Publications

Our beautifully produced directories are now being printed thirty thousand at a time because of the unparalleled demand from all over the world. Our Internet presence has increased, rather than decreased the desire by the book-buying public to have a copy.

The *Newsletter* has seen an astounding growth rate in the number of people paying for subscriptions. We are now at over two thousand subscribers, which is a large increase from the 460 we had in

1997. Rob Rulon-Miller, the one and only editor we have ever had, has recently written to us with the good news that he has actually had time to sell a book this past year. Don't let it happen too often, Rob—we need you writing copy!

And while speaking of publications, I just thought that I should let you know that our archives are now safely placed with an institution. The institutional bidding was fierce, but we can now announce to the world that the Richard Nixon presidential library will take over our archives. They have had much experience in handling public access to nasty and scary documents—a perfect institution for our archives.

Planning

Where will our Planning Committee take us next? They have given us a flock of ideas ready to take flight. Television and radio shows hosted by the ABAA, health insurance for all members, a college course for training young booksellers, exchange programs for bookseller apprentices (especially children of international booksellers), and many other ideas are being explored.

The Internet is now old hat. All of us have our entire inventories on line and

searchable in every conceivable way. And we have now discovered the problems with such a wide exposure to the public. My gosh—now the public can compare prices not only in the U.S., but also across the world. We have got to educate the public about condition, provenance, and the essential trustworthiness of ABAA dealers. Alternative searchable sites for large groups of non-ABAA dealers have popped up all over the place. I think that the public is beginning to understand the pluses of dealing with an organization that has an enforceable code of ethics, such as consumer protection, but we must keep educating them. Where will our Planning Committee take us next? Now that Jennifer Hime has finally pushed her crotchety old father out of the position of Chair, I see real progress on the horizon.

I now call this meeting to an end. Some of what I have said is prediction and some is pipe dream. But remember this: there is an element of truth in everything I have said. It is now up to us to figure out what parts of that truth are best for the ABAA—and that means best for each and every one of you. ■

Christoffersen

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and I agreed to drive to Mamaroneck the next day to meet Frederick Altman, manager of Kraus Periodicals, Inc.

Thus started an association with the Kraus firms that would last a quarter century. Fred Altman was, of course, the dynamic person whom I had witnessed unpacking periodicals at the 46th Street store a few years earlier. The business had grown enormously and obviously interfered too much with the rare books, so it was moved to much larger quarters in Mamaroneck, New York. It was in rented space in a huge factory building, typical of early East Coast industry, built in 1912, and originally used for raincoat manufacturing.

When I joined Kraus in 1952 the staff in Mamaroneck amounted to seven people, myself included. I had not lied when I told HPK (as I will call him here) that I had experience with periodicals. The one thing I had to learn, however, was that this was not Europe in the thirties. Here we were in America a few years after a war that had devastated countries and destroyed libraries. Apart from the destruction, there had been a break in the flow of scientific communication. Lacunae in library periodical files had to be filled or, in the case of destruction, complete sets had to be acquired. The market was starved, both in Europe and Asia—not to mention that the American university system was entering an era of enormous expansion.

The story of the Kraus firms is told in HPK's fascinating memoirs, *A Rare Book Saga*, so it would be redundant to get into that. Permit me therefore to add just a few details of my own involvement. I was instrumental in the acquisition of both Login and the Wilson periodicals department because I had established personal relationships with both Mrs. Login and Mr. Ericsson at Wilson in my daily dealings with them, purchasing single issues of journals. When it came time to transfer the Login inventory in Manhattan's 23rd Street, in an old walk-up building, we had to build a wooden chute to slide the magazines from the second floor across the sidewalk directly into a truck. Having been stored for

many decades they were covered with layers of dust, and the crew looked like chimney sweeps at the end of the day. The Wilson inventory, acquired in 1955, was so enormous that even our large Mamaroneck building would not hold it (if my memory serves me, twenty eighteen-wheelers were needed) so a new large building was constructed just for this purpose.

I remember also at the beginning of the fifties how the demand for American technical journals from Japanese dealers became extraordinary. *The Proceedings of the Institute of Radio Engineers*, at that time a monthly, was a good example. In February 1952 and March 1953 two special issues appeared, each about three times the size of a regular issue. The "Transistor Issue" appeared first, followed by the "Computer Issue." The computer age was upon us. It followed shortly on the heels of the now historic paper by three Bell Laboratory scientists that explained the principle of the transistor and was published in *The American Journal of Physics*. We had orders for tons of these issues and, needless to say, they soon became extremely scarce, if not unobtainable, on the market.

Keeping track of these millions of single issues and volumes in the enormous warehouse was an immense task, even in the budding computer age, for nobody had yet figured out if a computer could do it. We employed a staff of "collators" to record purchases and to transfer the loose material into sets. I invented and designed an inventory system, which was called a "stock list" (an 8 1/2" x 11" card), enabling the collator to add accessions in pencil, and to do the reverse in the case of sold material, so that the card would show clearly and graphically the exact composition of holdings of a given title at any time. The card would also show the bibliography, frequency, irregular features, etc., of the journal. In time, we built a file of perhaps 10,000 such cards that almost became the soul of the day-to-day operation and, I believe, contributed in its own way to the success of the business.

In 1957 the Russian *Sputnik* went aloft and things changed forever. The focus was now on space travel, and two jour-

nals had already been devoted to this topic: *Journal of the American Rocket Society*, later *Jet Propulsion* (published since 1930), and *Journal of the British Interplanetary Society* (published since 1934). Everybody now wanted them, and there were not enough to be had on the market. This became the beginning of the reprint business as far as Kraus was concerned. We managed to sign contracts with both societies for reprinting the back files, and they became the first titles on the new Kraus Reprint Corporation's list. I took care of the reprinting "with my left hand" for some time, but the division mushroomed, and soon it became a full-time job. The first year's sales were \$40,000, the following year \$700,000, and from then on we were in the millions. I was now no longer a bookseller—I became involved in publishing, advertising, and marketing, a status that lasted for fifteen years.

As I mentioned, the story of Kraus Reprints has been told in brief outline by H. P. Kraus in his book. Supplementary to that, however, I would like to add some figures that will demonstrate the meteoric growth of the division over the next fifteen to eighteen years, a period that coincided with the thrust of President Johnson's "Great Society" and the Title IV grants benefiting American libraries. The first *General Catalogue of Kraus Reprints* was published in 1963, a handsome publication of eighty-eight pages. It listed 168 periodical titles and multi-volume sets of reference works, as well as fifty-eight monographs, in five languages: English, German, French, Spanish, and Russian. Some of this material, however, was in the preparation stage. The range in topics was impressive but the extent in mere terms of volumes was astounding. It comprised some sets of more than a hundred volumes each, and the *Internationale Bibliographie der Zeitschriftenliteratur*, which was then ready, consisted of 238 volumes.

The *Fifth General Catalogue*, the last one I edited, was issued in 1970 and had 416 pages. It comprised 1084 titles of periodical sets and multi-volume reference works, with a total of 22,400 volumes ready. The ideas for candidates for

reprinting sprang from many minds, starting with HPK. Fred Altman, our dynamic and hard-working boss, can take credit for many of the rest. But the real basis was the day-to-day antiquarian business, as visible demands exceeded by far what could be found on the antiquarian market. Many good and profitable ideas were hatched by middle-management staff who were in a hands-on relationship with library customers. As far as reference works—a pet field of both HPK and Fred Altman—were concerned, Winchell's *Guide to Reference Works* was "the bible."

The idea of a European operation was, I believe, at first based on the fact that much of what we sold was purchased and imported from Europe, at immense freight costs. Much was then resold in Europe or countries on other foreign continents: Asia, Africa and Australia. So, why not leave and store the material at the source of purchase?

The eventual choice of the principality of Liechtenstein as the headquarters of the European operation undoubtedly came about as a natural consequence of HPK's business contacts with the Prince and the purchase of his library in the late forties, and through acquaintance with Mr. E. V. D. Wight, an American who lived in the region. That there were tax advantages did not hurt. Again, I refer to HPK's book (see chapter 18) for more information. So, in the late fifties and throughout the sixties this operation grew from a modest beginning in small quarters in Vaduz, the capital, to acquisition of land and the erection of huge warehouses (Butler buildings manufactured in Texas) in the northernmost village of Nendeln.

Eventually the business was transformed into self-contained firms, particularly after Lord Thomson of Fleet had acquired fifty-one percent of the companies. It became mandatory, in order to comply with recent tax laws, that the management be separated from that of the New York firms, and capable candidates for this purpose had to be found and hired. However, proficiency in the antiquarian and publishing business would have to be part of the candidates'

skills, and it became obvious that they had to receive initial training from New York. Late in 1966 HPK approached me to see if I would be willing to spend a year or two in Liechtenstein. It was a tough question and an even tougher decision. We had by this time a 12-year old son who was getting ready for high school, and my wife and I were loath to jeopardize his scholastic standing. HPK assured me, however, that there were very good international schools in Switzerland, and the scale was tipped when a boarding school was found in nearby St. Gallen. The fact that financially it would mean a considerable improvement in our position helped bring about the decision.

In February of 1967 the three of us flew to Zürich and continued by car (or train?) to Vaduz, Liechtenstein, an hour's trip. The company had rented a comfortable house for us, located near farm fields with grazing cattle. It was a hard transition for my wife, who did not speak German, and was able to see our son only over weekends. As far as I was concerned language was no problem, and I was much too busy to feel lonesome. There were, indeed, many technical details that needed attention, for the most part problems in communication with

New York, but I found that the Liechtenstein staff was generally competent, with both the periodicals and the reprint divisions now in the hands of very able managers. A young Swiss woman had recently been hired to run the reprint company, and she obtained many new reprint rights for European titles, notably a series of British, French, and German "Little Magazines." The firms had their own bindery with equipment capable of producing oversewn library bindings that met American library standards. Among my own chores was the design, editing, and production of a small promotional publication, *The Kraus Organization in Liechtenstein, 1956-1966*. In looking through it today I count a staff of forty-nine people, photographed in front of the office building. It also states that Kraus was the third largest taxpayer in the principality. The photographs show only the original building; an additional structure of the same size was added a few years later. The complex was directly adjacent to the railroad track on which the famous *Orient Express*, Paris to Vienna, passed once a day.

In our private lives we had the advantage of being near the Swiss Alps and Lake

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Justin Schiller, Lou and Ben Weinstein (Heritage Book Shop), and David Reichert (Dawson's Book Shop) at the San Francisco Book Fair in February.

Christoffersen

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Constance, as well as the western part of Austria, where one trip took us as far as Innsbruck. A weekly trip to St. Gallen was necessary to bring my son home for the weekend. I had to attend the Frankfurt Book Fair where Kraus Reprint had its own booth. A week's vacation in London and Oxford rounded out our travel activity.

I must relate here one specific car trip that may be of some interest to my colleagues of the fifties and sixties. George and Freddie Staack, who had moved from New York's 50th Street to Camden, Maine, shortly after my arrival in New York, eventually retired to Lugano, on beautiful Lake Lugano near the Swiss-Italian border, about 150 miles south of Liechtenstein. We had visited them once in their elegant home at 10 Sea Street, Camden, when we were on a sailing cruise up the New England coast. I decided to visit them again and took a few days off in connection with the weekend but, due to some difficulties with the telephone, omitted to call ahead, thinking the trip was well worth it even if it turned out that they were out of town. We crossed the Alps via the San Bernardino Pass, one of the easier ones, and reached Lugano late in the evening, in pouring rain. After having checked into a hotel I phoned the Staacks to tell them that we were in town; The call was answered by a woman who told me that Freddie (Mrs. Staack) had passed away the day before. It came as a shock to us, and, needless to say, this was not the time to refresh our acquaintance, so the next morning we set out on the return trip, greatly saddened. George Staack did visit us in Liechtenstein some time thereafter.

Toward the end of 1967 I felt that not much more could be accomplished by my presence in Liechtenstein. Besides, HPK's son-in-law was eager to assume the task, and, being anxious to return to New York, we prepared for the change. We had not been overly impressed with the St. Gallen school which, at best, appeared to us to be a firetrap, with students housed on the top floors without

fire escapes. The years 1968-1969 brought significant changes in the periodicals and reprint firms: preparation to move to new quarters in Millwood, New York, a change in top management—the hiring of a new president from the general business world without experience in bookselling and publishing—and the beginning of a sharp dropping off of sales. It looked like the Great Society might be dying; library funds became scarcer, and was possible that the new trend of microfilm and microfiche might eventually knock hard-copy business out of the market. It seemed to me that this was not the time to expand and increase overhead with a move to new and grandiose quarters. The word downsizing apparently had not yet entered the American business vocabulary.

I resigned from my position in 1970 and shortly thereafter accepted an offer from HPK to transfer to the rare book business on 46th Street in New York City. It had taken me twenty-three years to come full circle and land a job in the rare book business, which is really what I had wanted from the beginning of my bookselling career in America.

There followed eight years of quiet work on the second floor of H. P. Kraus's tastefully appointed rare book business at 16 East 46th Street in Manhattan, designing, editing and producing some of his many handsome catalogs so famous in the book world. The second floor, the working floor for research and catalog making, is pictured on the endpapers of HPK's autobiography and, in fact, my colleague and

working companion John S. (Jack) Kebabian during the eight years can be seen on that picture, at work at his cataloguing table. In retrospect, I cannot imagine that scene without Jack being part of it. His expert and well-written descriptions, often the result of intensive research, are preserved in all of HPK's catalogs of the period although it must be said that there were other outstanding cataloguers as well.

I have no intention of attempting to tell the story of the H.P. Kraus business here, not even to point out some of the highlights of events during this time; it is familiar to all readers of HPK's book. I attended two ABAA Book Fairs, one in San Francisco, one at The Plaza. At San Francisco my most memorable experience was visiting John Howell's Book Shop (it was my first visit to the city), and at The Plaza we had Jacqueline Onassis visit our booth. HPK had a specially built walk-in vault at a bank across the street in which high priced books and manuscripts were kept, and either Jack or I (or sometimes both if the value warranted it) formed the transportation system. The Shuckburgh Gutenberg bible was, however, kept in a different bank and here teamwork was definitely mandatory. I enjoyed immensely the ready access to HPK's legendary reference library and enhanced my knowledge of the standard reference works in every imaginable field of knowledge.

Look for the third and final part of Christoffersen's An Antiquarian Odyssey in the next issue of the ABAA Newsletter. ■

THE ABAA NEWSLETTER WELCOMES CONTRIBUTIONS FROM ITS READERS—ABAA members and non-members alike—on subjects concerning bookselling, book collecting, and other bibliophilic matters. The *Newsletter* reaches all ABAA bookseller members and more than four hundred subscribers from across the globe who are involved in book arts, book collecting, scholarly research, and librarianship, as well as in the antiquarian book trade.

Please direct your articles, notices, reviews, and inquiries to:

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1997 Warren R. Howell Award of Excellence in the World of Books Given to Byra J. Wreden

The Warren R. Howell Award was initiated by Stanford University Libraries in the spring of 1982 on the occasion of the seventieth anniversary of the founding of John Howell—Books and in commemoration of the fiftieth anniversary of Warren Howell's entry into the bookselling profession. The award exists for Stanford University to give public recognition to an individual or a couple who have made outstanding and exemplary contributions to the local world of books and libraries, and in particular to the development of Stanford's libraries and its special collections.

Michael A. Keller, Ida M. Green University Librarian and Director of Academic Information Resources at Stanford, presented the 1997 Howell Award to Byra J. Wreden on behalf of the libraries at a special dinner held at the Stanford University Faculty Club on Tuesday, April 29, 1997.

Byra Wreden qualifies as one of the wonders of the Stanford University Libraries. As part of a team with her husband, ABAA founding member William P. Wreden (1910-1995), and then on her own, Byra has made contributions to the bibliophilic life of the Stanford community that are more on the scale of consortium than of the one truly charming woman she is! Stanford students, faculty, staff, and library friends owe a deep debt of gratitude to Byra for her dedication and commitment to the world of the printed word.

Byra Wreden was born Byra Jean Smith in Spokane, Washington in 1915. She was educated in California at Burlingame High School and San Mateo Junior College. Interested in books from her childhood, Byra's voyage into the book world began in earnest with her marriage to William P. Wreden on August 1, 1936. Bill and Byra's honeymoon trip included book buying and a visit to Jake Zeitlin's shop in Los Angeles. William P. Wreden Books & Manuscripts, Inc. was founded in 1937, but the

business was truly launched in 1938, when a buying trip to England netted some sixty packing cases full of rare books. The first shop was opened in Burlingame the same year, and the last one closed in Palo Alto in 1991.

Mrs. Wreden accompanied her husband on that first buying trip and on many subsequent ones around the world. An active participant in the business from the beginning, she served as bookkeeper and handled a variety of clerical tasks. But perhaps her principal contribution to the business was her role as hostess to visiting dealers and collectors, as her husband gained international recognition as an antiquarian bookseller.

In addition to running a successful rare book business, Byra and Bill made time in their busy lives to raise five children and participate in community activities. Byra's love of Japan and her interests in flower arranging and libraries led her to participate in such organizations as the San Francisco Bay Area chapter of Ikebana International, the Strybing Arboretum Society, the San Francisco Garden Club, and numerous library friends groups. A founding member of the Associates of the Stanford University Libraries and longtime board member (including a term as chair), Byra found her particular niche as an inspired planner of educational programs. Over the years she has assembled a parade of rich and diverse activities for the edification and enjoyment of ASUL members and the wider Stanford community. She is well known among Bay Area bibliophiles for organizing outstanding book-oriented trips in the United States and in Great Britain.

Byra is a truly uncommon volunteer and benefactor. She has carried on the traditions she and Bill established of supporting the growth of library collections and has given ceaselessly of her time and energy to build and nurture the Stanford library community. In December 1996 she gave the archive, papers and other

historical materials of her late husband's antiquarian book business to the Department of Special Collections of the Stanford University Libraries.

The archive, which dates from approximately 1937 through 1987, comprises thirty-eight linear feet of correspondence, bills, catalogue master copies, appraisals, account and inventory books, publication records, selected invoices, photographs, and other business materials. Among the artifacts is Mr. Wreden's first metal shop sign designed in 1938 by noted San Francisco artist and craftsman, Dirk van Erp.

The archive includes correspondence from a wide variety of authors, fine presses and printers, and booksellers, as well as libraries and librarians. It also contains extensive material relating to numerous important collections of rare books and manuscripts which Mr. Wreden sold during the course of his career. Examples include collections of the works of Richard Aldington, of Kenneth Patchen, and of Edith, Osbert, and Sacheverell Sitwell, in addition to collections of letters of Kay Boyle and of Ernest Hemingway, the Lawrence B. Romaine collection of trade catalogues, and the library of Archer Taylor. An original corrected typescript of an introduction by Richard Brautigan to Mr. Wreden's 1968 publication, *The Overland Journey of Joseph Francl*, is also part of the archive.

Mr. Wreden was a graduate of the class of 1934 at Stanford where his interest in antiquarian books was influenced by librarian Nathan van Patten. His business archive has enhanced the Stanford University Libraries holdings relating to the 20th century antiquarian book trade, which include the papers of John Howell—Books and the recent gift of the papers of the Libreria Antiquaria Leo S. Olschki, both firms with which Mr. Wreden did business.

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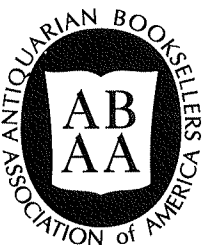
Scholarships Available

The Elisabeth Woodburn Memorial Fund of the ABAA is offering two scholarships to *Out-of-Print and Antiquarian Books Market for Booksellers and Librarians*. The annual seminar and workshop 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. The 1997 program will be held August 3-8 at Colorado College, Colorado Springs, Colorado.

Competition for the two awards of \$1,250 each is open to all. To enter, please send a simple statement of need and purpose, of 500 words or less, to: The Elisabeth Woodburn Memorial Fund, ABAA, 50 Rockefeller Plaza, Lobby Floor, New York, NY 10020. Applications must be post-marked no later than June 30, 1997.

The successful candidates will be notified by phone or fax, and by mail. The awards will be presented at the seminar registration in Colorado Springs by an ABAA member.

***These awards are in memory of
Elisabeth Woodburn,
ABAA President, 1982-1984,
and for many years in addition
a distinguished bookseller.***



The Park Avenue Armory, site of the ABAA New York, fair, offers a unique bird's-eye view of the proceedings. Here, a shot taken before the fair has opened to the public.

Howell award

continued from previous page

It is Mrs. Wreden's intention to donate additional archival papers relating to the business for the period 1987 to the present, in future years.

Some words on Warren R. Howell

Long-time ABAA member Warren R. Howell (1912-1984) was educated at Stanford in the early 1930s and was associated with John Howell— Books in San Francisco for over fifty years. From 1956 until his death Warren was president of this internationally renowned antiquarian firm, founded by his father, which specialized in rare and fine books, manuscripts, and works of fine art, and also published works in these fields.

Warren Howell was a figure of extraordinary stature in San Francisco and in the field of book collecting and book arts. He nurtured book collections in private and institutional hands throughout the west. The offices he held in a variety of bookish clubs were recognition of the vast contributions he made because of his personal expertise, recognized authority, and qualities of leadership. He served as

ABAA President from 1976-1978, and also collaborated with Norman Strouse and James D. Hart in founding the Associates of the Stanford University Libraries, of which he became a life member.

In 1968 Mr. Howell presented Stanford with its three-millionth book: a copy of the first edition of John Locke's *An Essay Concerning Human Understanding*. Seven years later, Mr. and Mrs. Howell and the Hewlett Foundation donated to Stanford the Libraries' four-millionth book: John Steinbeck's *Cannery Row* archive, comprised of the manuscript, press proof, and other material, including Steinbeck's personal copy of his novel's first edition.

It was indeed most accurate when Kevin Starr described Warren Howell as "a man of places, books, clubs, cities and universities. As a businessman, as a connoisseur, as a person, he flourished within a context of tradition and institutions." The man whose name is perpetuated by this Stanford University award did, indeed, achieve extraordinary stature in the world of books. ■

Obituaries

James M. Carey New York, New York

James M. Carey died on May 3, 1997 at the age of 36, from complications of AIDS. Carey was a co-founder of Books of Wonder, the New York City children's book store and publisher. He is survived by his longtime companion of eighteen years, ABAA member Peter Glassman of New York.

Carey was an alumnus of Hunter College and a graduate of Stuyvesant High School. An important figure in the children's book world, he was a friend to and beloved by nearly every major children's book author and illustrator in America, including Maurice Sendak, Chris Van Allsburg, Michael Hague, and Madeleine L'Engle.

Carey was responsible for designing and implementing Books of Wonder displays at ABAA book fairs, as well as for the multiple award-winning Books of Wonder booth at "New York is Book Country Day," from 1984 to 1996. He remained a driving force at the store he helped to build and will be fondly remembered and sorely missed by his colleagues, as well as by the thousands of parents and children he introduced to the children's books he loved.

It is requested that no flowers be sent, but those wishing to may make a donation

in Carey's memory to Reading is Fundamental (RIF), the nation's leading charity for the promotion of children's literacy, at 600 Maryland Avenue SW, Suite 600, Washington, D.C. 20024. A memorial service will be scheduled at a later date.

Colonel Henry Auerbach Siegel Goshen, Connecticut

Colonel Henry Auerbach Siegel, 82, died Wednesday, April 30, 1997, at the Charlotte Hungerford Hospital in Torrington, Connecticut after a courageous struggle with complications from heart surgery in New Haven. He was a member of the ABAA since 1970.

Born in Salt Lake City, Utah, Siegel graduated from the New York Military Academy in 1932 and continued his education at Lehigh University, class of 1936. After graduating from 2nd Class OCS at Fort Knox, Kentucky in 1939, he was assigned to the 191st Tank Battalion, serving in North Africa and Italy as a Tank Commander. He made the D-Day landing at Salerno Beachhead, later landing at Anzio on D+10.

After serving abroad, Siegel was rotated back to the United States and taught at the Armored School at Fort Knox. Upon retiring from the Army, he moved to New York City, where he

worked in the photographic field for many years.

In 1967 Siegel founded the Angler's & Shooter's Bookshelf. He was among the first to set the market for rare sporting books. In 1968 he moved to Goshen, Connecticut, where he ran his well-known and respected business with the assistance of his wife, Natalie. In addition to his association with the ABAA, Siegel was a founding member of the Theodore Gordon Flyfishers, where he served as membership chair. He was also a member of the Atlantic Salmon Federation, the Miramichi Salmon Association, the Connecticut River Salmon Association, the American Museum of Fly-Fishing, and the Flyfisher's Club of London.

Colonel Siegel is survived by his wife, Natalie, who will continue to run the business; a son, Nicholas, of Herndon, Virginia; a daughter, Christina, of Newton, Massachusetts; and a brother, Robert, of Daytona Beach, Florida. A gathering of friends is planned for early September at Siegel's home in Goshen, and a private service will be held later that same month on the banks of the Matapedia River, by his favorite salmon pool.

The family suggests memorials be made to the Atlantic Salmon Federation, PO Box 807, Calais, Maine 04619. ■

Celebrate Booksellers

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

The Antiquarian Booksellers' Benevolent Fund is a non-profit charity fund established by the ABAA in 1952 to benefit any antiquarian bookseller in time of personal need. The Elisabeth Woodburn Memorial Fund offers financial assistance for education and scholarly research relevant to the antiquarian book trade.

Direct your contributions and inquiries to:
Antiquarian Booksellers' Association of America
50 Rockefeller Plaza ● Lobby Floor ● New York, NY 10020

In Memoriam

The *ABAA Newsletter* has received notice of the recent deaths of the following ABAA members:

Herman Cohen, Chiswick Bookshop, Southbury, Connecticut

George T. Goodspeed, Boston, Massachusetts

Please join the *Newsletter* in remembering the lives and contributions of these two outstanding booksellers. ■

Briefly Noted

● *Canadian Bookplates*. By Robert Stacey. Toronto: Subway Books, n.d. Illustrated, softcover. \$20

● *Roy Vernon Sowers: A Life in Rare Books*. By Roger Burford Mason. Toronto: Subway Books, n.d. 96pp., illustrated, softcover. \$20.

In *Canadian Bookplates*, Robert Stacey, a Toronto curator and art historian, traces more than two centuries in the development and history of this miniature art form in the North American provinces.

More than a hundred bookplate artists are represented in this "visual anthology," as the promotional literature refers to the book, beginning with the first bookplate artists of the late eighteenth century. Although English and French tastes dictated the design of these early examples, Stacey shows that "following Confederation, pride in one's books swelled along with pride in one's country, and Canadian-designed bookplates entered a period of popularity that would extend down through the 1930s."

Canadian Bookplates ends its survey with recent artists working to revitalize the bookplate genre in Canada. The book itself is designed by bookplate artist William Kimber.

Subway Books also offers a biography of antiquarian bookseller Roy Vernon Sowers (1897-1970). Sowers, whose Toronto shop was a mecca for bibliophiles in the 1920s, later settled in California. Sowers plied his trade in southern California, working for a time at the Huntington Library, and did business at several locations in San Francisco. He spent the last years of his life in books in the Santa Cruz mountains, offering his stock through catalogues.

Sowers issued seventy-five catalogues in all, describing books in the areas of modern first editions, early medicine, and the history of science. "His catalogues were themselves collected for the grumpy erudition of their introductory essays, pieces which grew more curmudgeonly as Sowers became increasingly disenchanting with the contemporary world."

Both *Canadian Bookplates* and *Roy Vernon Sowers* are available for \$20 postpaid from the publisher: Subway Books Ltd., 247 Albany Avenue, Toronto, Canada M5R 3C7. Both books are also available in editions limited to 50 copies, signed, at \$50 postpaid.

● *The Biography Database 1680-1820*. Personal Research Edition, Disk One. Newcastle-upon-Tyne: Averro Publications, [1996]. CD-ROM. \$125 postpaid.

The Biography Database 1680-1830 brings together information on eighteenth-century British and American citizens and institutions gleaned from a variety of period sources. This, the first of five proposed CD-ROM releases, culls biographical data from local, national, and trade directories (including fifty-two London and three Boston directories); fifteen hundred book subscription lists; records from *Gentleman's Quarterly Magazine* of 1731-1750; membership lists of the Royal Society to 1815 and the Literary and Philosophical Society of Newcastle from 1793 to 1830; and from special collections compiled by individuals of St. Helena records (including a list of people permitted to visit Napoleon) and of the Bodleian's apprenticeship records of the London Stationers' Company, 1701-1800. In all, the disk contains 900,000 records.

Like the publisher's *Nineteenth Century Short Title Catalogue Project* on CD-ROM (reviewed in the *ABAA Newsletter* VIII, 2), *The Biography Database* offers an easily utilized, comprehensive searching mechanism that can handle complex criteria. The records, entered exactly as they appear in the original source, are searchable by personal or corporate name, by title, by office, by occupation, by address, and by keyword. In addition, the *Biography Database* lists the gender (also searchable) of each individual in the database. Individual sources can also be examined in detail.

The four forthcoming annual releases of the database promise to add data from

all known British and American directories, all UK and US book subscription lists, all birth, marriage, death, promotional, and bankruptcy records in the *Gentleman's Magazine*, and all UK and US society membership lists, all to 1830.

The Biography Database runs on 386 or higher PCs under Windows 3.1 or Windows 95. It requires a CD-ROM player and around 5Mb of hard disk space.

The Personal Research Edition of *The Biography Database 1680-1830* is available for \$125 postpaid from Averro Publications, 20 Great North Road, Newcastle-upon-Tyne NE2 4PS, United Kingdom; phone: 191-261-5790; fax: 191-261-1209; e-mail: nstc@newcastle.ac.uk. ■

SHARP 1998 Calls for Papers

The sixth annual conference of the Society of the History of Authorship, Reading and Publishing will take place July 16-20, 1998 at Simon Fraser University's Harbour Centre Campus in Vancouver, under the auspices of the Canadian Centre for Studies in Publishing. In the SHARP tradition, proposals will be entertained with no limitations on topics. Presenters must be or become member of SHARP. For membership information, contact Linda Connors, Drew University Library, Madison, NJ 07940; e-mail: lconnors@drew.edu.

Conference themes will include, but are not limited to: traditions of the written word in Asia and the Americas; interactions and boundaries between print and oral culture; book arts—text and image; and books in Ancient, Medieval, and Renaissance periods.

Please submit your abstract for consideration by October 31, 1997 to: Deborah Kirby, Conference Director, SHARP 98 Conference, c/o Canadian Centre for Studies in Publishing, Simon Fraser University at Harbour Centre, 515 West Hastings Street, Vancouver, B.C. V6B 5K3 Canada; phone: 604-291-5093; fax: 604-291-5098; e-mail: dkirby@sfu.ca. ■

Recent Books by Members

● *The Crustacean Codex*. By Thomas Suarez. [Norwich, VT:] Terra Nova Press, 1997. 141 pages, cloth. \$17.50.

reviewed by Rob Rulon-Miller

I predict this book will bring no great financial profit to either its author or publisher, and barring its serendipitous reception by the likes of a Stephen Spielberg or an Arthur Rackham it will be largely forgotten in the years to come. I sense this does not bother Mr. Suarez at all, who I expect has already profited in other ways for having written it. This is a book he should be very pleased with. In its own way it is a book of the first order, filled with virtue and honesty, beauty and valor. Thomas Suarez, the well-known dealer in maps and atlases, possesses a rare and romantic imagination, and this delightful – if somewhat arcane—fantasy about ocean shrimp offers a refreshing change from the price guides and bibliographies usually reviewed in this column.

● The book was drafted on a Thai rice paddy and was written “on planes, trains, buses, and in hotels, airports, and backstage during concert tours in the Far East” (Suarez is also a concert violinist). It is tenderly dedicated to his young daughter, Sainatee.

The story—and it seems certain it was written with Sainatee in mind—revolves around two shrimp, Ishmael and Atollana, who, acting on the dying words of a revered anemone and inspired by an ancient poem found etched on a shell, travel from the Aquanesian Sea on Earth to deepest space seeking the whereabouts of the composer of the enigmatic poem, a human being (*terra-firmite* in shrimp-speak)—one Honua, Custodian of Grief.

Ishmael (I venture no parallels here with either *Moby Dick* or *Genesis*) and Atollana are borne up in an apotheosis by the earthly dew to Yandu, a distant planet made of watercress, which lies “just outside the Primal Pivot.” Here they are assisted first by two furry sheep dogs, Ferdinand and Guinness, and then by Ondew, the personified mist of Yandu, who help in their quest, up hill, over dale, through Outer Zinnia, to

Inner Zinnia and the Gregorian Grove, through the Chanting Jungle where the sweet, eternal music lives on in the ether, to the Zinnian Center and the gorge of the Aqua-Abyss—a metaphorical chasm “where life comes to terms with suffering.” Here is the kingdom of Prester Prawn, where “bureaucracy has no meaning” and “perfect beauty flaunts its tranquility.” Along their circuitous way, the shrimp have been entertained and instructed by Mr. Mook, the singing squid, floating elephants, and chanting macaws. In this mythical kingdom we meet Pliny Plankton, the chronicler of *The Crustacean Codex*—the “true chronicle and complete historie of the universe” that Suarez’s book is.

In its final scenes, a grand and spectacular festival—a Fugafest—is celebrated, during which great tremors are felt by the revelers; it devolves that the cause of these tremors is disharmony—meaning crime, pollution, unhappiness, and general discord—on Earth:

Every soul has such a place within, a place where one’s joy must somehow make peace with one’s sorrow. All creatures must ultimately do this in their own way and in their own time. Even if Earth were to free itself of the hate and poison which was consuming it, the basic conflict of life and suffering would always remain. With birth comes pain, with life comes death. But whereas these were natural conflicts, the pilgrims knew that the Earth’s ailment was also one of malice, quite a different matter...

The tremors that disrupt the Fugafest are symbolic of the state of Earth, a planet that has “lost its song, and thus lost its link with the force of Creation.” In the end this is a book about regeneration.

If this sounds contrived, it is. And wonderfully so, for Mr. Suarez has constructed a beautiful, lush, and most fecund world where creation is “in contempt of known and established principles,” and where the rest of the universe can be viewed from a point of “virtual neutrality.” Owls and

seahorses and watercress inhabit his world equally and equitably, and a ubiquitous cosmic hum permeates all.

If there is an overriding fault it is Suarez’s eagerness to embellish his already teeming world with an overload of flora and fauna. One character after another is paraded before us, and some, in the end, may seem a little superfluous. At times, the prose seems remote and there is a nagging esotericism that may befuddle some readers, but there is an energy in this nutty quest by Mr. & Mrs. Shrimp, an energy inspired by Suarez’s own visions of life and beauty.

His prose is direct and unadorned, and though there is humor as well as pathos, both are understated. There may be more than one level to this story—the promotional literature for the book suggests there is – but it reads much better at face value. Pure and simple, this is dreamy entertainment for all ages. The deeper levels are tertiary.

The book is far removed from the trade in antiquarian maps and atlases, though given the author’s background there are obvious points of tangent. I don’t like the title, which seems abstruse and distant from the soft and romantic threads that are at the heart of the story. And I was sorry not to see illustrations, for this is a book that would be much enhanced by them.

The book is published by another ABAA member, Frank Manasek, the principal of the Terra Nova Press and the author of his own *Uncommon Value: A Rare Book Dealer’s World* (1995). *The Crustacean Codex* is nicely bound in full cloth, but I thought it could have been better laid out. The bolding of the chapter titles seemed excessively heavy and the text should have been printed in a slightly larger font. In all, it has the generic and unelegant look of a Word-Perfect document. But don’t let the design dissuade anyone from being charmed.

Mr. Suarez has also recently edited *The Art of Maps: Of Mortals and Myths. The Human Figure on Antique Maps* (1997). ■

ABAA Welcomes New Members

The ABAA *Newsletter* warmly welcomes the following new members, admitted at the Board of Governors' Meetings in San Francisco in February and in New York in April:

Sarah Baldwin, E. Wharton & Co.,
3232 History Drive, Oakton, VA 22124;
phone: 703-264-0129; fax: 703-860-4923; e-mail: ewhartonco@aol.com.

Robert Alan Brown, Black Oak Books,
1491 Shattuck Avenue, Berkeley, CA
94709; phone: 510-486-0698; fax: 510-486-0915.

Edward Philip Brodzinsky, Atelier
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12155; phone: 607-638-9962.

Gregory D. Davis, G. Davis Rare Books,
PO Box 8332, Atlanta, GA 30306; phone:
404-872-6084; fax: 404-874-0859.

Samuel Leask IV, Casabella Art Books,
PO Box 761, Santa Cruz, CA 95061-0761;
phone: 408-426-6475; fax: 408-426-6568.

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Membership Updates

The Albatross Book Company is now:
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415-292-4698.

The Bohemian Bookworm has a new
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Norwalk, CT 06854; phone: 203-853-
6660; fax: 203-853-6188; e-mail:
antiquarc@norwalk.com.

The Book Broker now has a fax and
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Joseph A. Dermont now has e-mail:
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Dower House has a new e-mail address:
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5602; e-mail: tomeheller@aol.com.

Hobbyhorse Books now has a fax and
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J. D. Holmes has a new address and e-
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McGowan Book Co. now has a website:
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Manning's Books now has mail:
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Martyan-Lan now has a website:
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Maurizio Martino has a new address,
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Old New York Book Shop has a new
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Bea and Peter Siegel Books now has e-
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558-0576; fax: 206-558-0574; e-mail:
edsbooks@nwlink.net.

✓ **Harry L. Stern** has a new address,
phone, and fax: 919 North Michigan
Avenue, Suite 2506, Chicago, IL 60611;
phone: 312-337-1401; fax: 312-214-
2510.

University Archives has a new e-mail
address: universityarchives@universit-
yarchives.com

Deadline for the next issue of the ABAA Newsletter is Monday, August 4, 1997

Please submit your letters, articles, anecdotes, commentary, photographs,
recent publications, and announcements to Rob or Tracy at
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FAX 612-290-0646 ● E-MAIL rulon@winternet.com