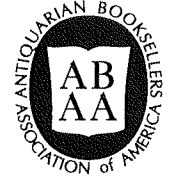


# The ABAA NEWSLETTER



VOLUME NINE, NUMBER 3

ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA

SPRING 1998



Mark Hime (Class of 2001), Priscilla Juvelis (President), Ken Lopez (Secretary), and Tom Congalton (Vice-President) at the Board of Governors' Meeting held in New York, April, 1998.

## Buying Insurance for Stock-in-Trade

by Joe Luttrell

Do you have insurance on your inventory? Have you ever thought of buying some? What companies offer it? How good are the coverages? What do you do if there's a loss?

These and like questions prompt this article. My hope is that this will be the first step of many in informing ABAA members about insurance matters. The genesis of this article goes back some time, to when I was on the Board of Governors and was asked by my fellow Board members to look into what kinds of insurance were available to the membership at large. We decided to start with insurance for inventory.

Over the last several months, I have talked with many brokers and have eventually narrowed down my detailed review to three of them, all with substantial experience in insuring collectibles. It is these three whom I discuss in this article, and who are the subject of a detailed report that will be mailed out to all of you this summer.

### The brokers

All three brokers have decades of experience and are reputable. They know the business, and each is worth approaching. My own suggestion would be to consider contacting all three: secure quotes for the coverages you want, find out with whom you feel most comfortable (and who

## Your ABAA Board: How it Operates

by Priscilla Juvelis

Since joining the Board of Governors in 1989 I've been privileged to serve with a fine group of conscientious people, all deeply concerned with doing the right thing by the ABAA, making any and all decisions with as much thought and care as is humanly possible. To that end, discussion (sometimes heated) can seem never-ending and, perhaps, even chaotic. Some years ago, to streamline operating procedure, Board responsibilities were divided up between specific committees, such as Ethics, Membership, and Planning. Whenever a new project or proposal is on the Board's agenda it is referred to the appropriate committee for "fleshing out" before a firm recommendation is presented to the Board.

Each passing year seems to have brought forth a new committee—a tribute to the Board's having taken on new projects. For example, the Internet Committee sprang to life last year, a spin-off from the Planning Committee where the idea originated four years ago. As an organization, the ABAA has a considerable presence on the Internet, largely due to the foresight of Bob Fleck and Michael Dawson. We owe much to these two for their long hours spent on this project, which seems to evolve almost daily. The ABAA Web Site is an example (perhaps the *best* example) of how the Board works. The idea was brought up in the Planning Committee in April 1994, presented to

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# ABAA Board of Governors and Committees

## OFFICERS

Priscilla Juvelis, *President*   Thomas E. Congalton, *Vice-President*   Donald A. Heald, *Treasurer*   Ken Lopez, *Secretary*

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Philip J. Pirages, *Pacific Northwest*

### Class of 2000

Natalie Bauman, *At-large*  
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Takis S. Vadoros, *Mid-West*

### Class of 2001

Andrew Cahan, *Southeast*  
Mark J. Hime, *Southern California*  
Helen Younger, *At-large*

### Class of 2002

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Dan De Simone, *Mid-Atlantic*  
William Ewald, *Northern California*

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Dan DeSimone  
Taylor Bowie

### Benevolent & Woodburn

#### Fund Trustees

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Priscilla Juvelis  
Rob Rulon-Miller

### Book Fair Committee

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Don Heald  
Jeff Marks  
Representative from each Chapter Fair Committee

### By-Laws Committee

Andy Cahan, *Chair*  
John Crichton  
Rob Rulon-Miller

### Education/Public Relations Committee

Takis Vadoros, *Chair*  
Taylor Bowie  
Tom Congalton  
Dan DeSimone  
Esther Fan  
Mark Hime  
Liane Wade  
Helen Younger

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Natalie Bauman  
Andy Cahan  
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John Crichton  
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Phil Pirages

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Mark Hime

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Dan DeSimone  
Don Heald  
Liane Wade

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Bill Ewald  
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Ken Lopez  
Phil Pirages  
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Phil Pirages  
Representative from each Chapter

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Tom Congalton, *Co-chair*  
Bob Fleck  
Don Heald  
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Ken Lopez  
Peter Stern  
Representative from Past Presidents Group

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Phil Pirages  
Rob Rulon-Miller  
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Takis Vadoros  
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### Security Committee

John Crichton, *Chair*  
Taylor Bowie  
Bill Ewald  
Liane Wade

### Insurance Committee

Phil Pirages, *Chair*  
Joe Luttrell

### ILAB Committee Member

Rob Rulon-Miller



# Highlights of ABAA Board of Governors' Meeting, April 15, 1998, New York City

by Liane Wade

The 1998 Annual Meeting of the ABAA was held on Saturday, April 18, 1998. Elected at the meeting were the following officers: Priscilla Juvelis, President; Thomas Congalton, Vice President; Ken Lopez; Secretary. Donald Heald was re-elected Treasurer. Also elected were Governors, Class of 2002: John Crichton (at-large), Daniel De Simone (Mid-Atlantic chapter), and William Ewald (Northern California chapter). Taylor Bowie (at-large) has been appointed to fill the remaining year of Mr. Lopez's term.

At the last meeting of the old Board on April 15, 1998, it was reported that in 2000 the ILAB Congress and Fair will be in Edinburgh, Scotland. In 2002 it may be in a Scandinavian country. Melbourne,

Australia has been proposed for the Congress and Fair in 2004. The Presidents' Meeting will be in Boston in 2001, one week before the Boston Book Fair.

The Board has approved a public Outreach Program open to non-ABAA members (*see story below*). The Education and Public Relations Committee will recommend the manner in which the new program is to be publicized.

The Board voted to grant the Mid-Atlantic Chapter permission to pursue a book fair in the Puck Building, Soho, New York City, in October 1998, to be managed by Sanford Smith and Associates.

The House Committee reported that the number of requests for the ABAA Directory has greatly increased since its availability has been posted on the

ABAA home page. An additional \$3,000 was approved for postage.

A committee to investigate a site for a permanent home for the ABAA Archives was approved. Members are David Margolis, Taylor Bowie, and Dan De Simone.

Amendments to the ABAA By-Laws will be submitted to the membership for approval. The changes cover the formation of Board Committees to conform with New York State Law, Chapter boundaries and provisions for Chapters to dissolve.

The current list of Governors and National/Chapter officers is always available on the Internet at [www.abaa-booknet.com/business/governor.html](http://www.abaa-booknet.com/business/governor.html). Please send any changes to [abaa@panix.com](mailto:abaa@panix.com) and [booknet@rmharris.com](mailto:booknet@rmharris.com) ■

## ABAA's New "Outreach Program" Aims at New and Aspiring Booksellers

by Ken Lopez

When Bob Fleck, then President of the ABAA, attended the Colorado antiquarian bookselling seminars last summer, he was approached by a number of young or aspiring booksellers inquiring about the ABAA. As Bob tells the story, he got a bit frustrated at having no better response for them than "wait four years, and you can apply." Thus was the idea of a "public outreach" program born.

After several months of planning in committee and two Board meetings at which the ideas were discussed at great length, argued, and refined, the ABAA has now initiated an Outreach Program that is intended to promote greater familiarity with the association, its activities, and the principles for which it stands to the world at large and, in particular, the book trade. The program is aimed at young and/or aspiring booksellers, both those who have already established their businesses and those who are considering such a move.

The Outreach Program, which operates on a calendar-year basis, will be limited to a maximum of 100 participants. Participants will pay a fee to the ABAA, and in return they will gain exposure to the association in the following ways:

- they will receive the ABAA *Newsletter*
- they will receive a complimentary copy of the ABAA *Directory* and a letter introducing them to the ABAA Code of Ethics
- they will receive an introductory overview to the benefits of ABAA membership, including its Internet presence and capabilities and the "pink sheets" for stolen book announcements
- they will receive a pass to attend ABAA book fairs for the calendar year of their participation—if they are established booksellers already, they should be entitled to whatever courtesy discount an ABAA member dealer accords other ABAA members

- they will be invited to ABAA chapter meetings for their geographic region, at the discretion of the chapter chair
- Participants in the Outreach Program will be required to:
- pay an annual fee to ABAA for their participation, currently pegged at \$75 for the first round of entrants
  - uphold the ABAA Code of Ethics if they are already running a bookselling business or start one during the year of their participation
  - grant ABAA members any courtesy discounts he/she is accorded by them

The benefits for aspiring booksellers include the specific items listed above plus, most importantly perhaps, the opportunity to make the acquaintance of ABAA members in their region—which could help them find sponsors when or if they apply for membership. Participants

continued on next page

# Lopez

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in the program also would acquire a *de facto* education in antiquarian bookselling and in the operation of the ABAA by virtue of their attendance at book fairs and chapter meetings, and through articles in the *Newsletter*. And, the program provides increased opportunities for non-members to meet ABAA members who might be willing to occasionally adopt the role of “mentor,” although this is neither a formal nor required part of the program.

The benefits to the ABAA are many. The program will provide a pool of potential new members; a chance to influence young or beginning booksellers regarding ethical standards and practices at a point before they are eligible to become ABAA members; a chance to get to know some of the potential applicants for membership before they actually apply; and a chance to demystify the Association, its members, and its activities, both to members of the book trade and to other interested parties, so that its activities, values, and standards are visible to a wider segment of the bookselling and book-buying community than is currently the case. Finally, as a result of all of the above, the ABAA gives itself a chance to help not only shape its own image within the book trade and in the public eye, but also to exert a leadership role in the trade by taking on a higher-profile presence among non-members.

There are restrictions to participation in the Outreach Program, however. Those who sign up are *not* ABAA members of any sort. Therefore, they are *not* eligible to:

- use the ABAA name or logo to promote their businesses
- exhibit at ABAA book fairs
- distribute their catalogs, cards, or other promotional materials at ABAA book fairs
- access the ABAA’s email discussions
- have business listings on the ABAA web site or to have links to their home pages from the ABAA web site
- have a free meal if a chapter meeting involves a meal

The initial proposal for Outreach Program engendered great debate during the Board of Governors meeting in California in February. It was sent back to committee, with the Board affirming in consensus that an “outreach” program was, in principle, desirable, but that the plan as presented had too many ambiguities and too much room for unintended side effects. The ad hoc committee was charged with revising it, tightening it up, establishing clear-cut definitions and limits, and asked to bring a new plan to the Board in New York in April.

While there has been no shortage of people on the Board and elsewhere who have expressed concern that any “outreach” to non-ABAA booksellers runs the risk of lowering the standards of ABAA or even makes us liable (at least in the public eye) for the misdeeds of non-members, such risks have had to be weighed against the potential benefits of an outreach effort. The antiquarian book trade is undergoing a number of dramatic changes—many as a result of the increased importance of the Internet and the effects it has had in making a vastly greater number of books available in a “virtual market” than has ever been the case before, as well as providing much more ready access to pricing information and price comparisons than has previously existed. It is desirable to establish more clearly than ever before what distinguishes ABAA members from non-member booksellers, and what benefits accrue to the bookselling trade by virtue of membership in ABAA, not to mention what benefits accrue to the book buying community by virtue of dealing with ABAA booksellers. And, perhaps most important, it is desirable to exert an influence on the book trade—where possible, beyond the limits of our own membership. ABAA believes that it can and should take a leadership role in the antiquarian book world, and this program is in keeping with that idea. The Outreach Program will not accomplish that by itself, but it will contribute to an overall effort on a number of fronts to keep ABAA in the forefront of the antiquarian bookselling community. It is the consensus of the ABAA Board of Governors

that outreach *is* important; the question is not, Whether? but How? How much? To whom? In what way? and At what cost? This program attempts to answer those questions meaningfully, to the benefit of participants in the program and, especially, to the ABAA and its members.

There were several priorities that helped dictate the nature of a program that could be successful. One of the most important was to keep the cost to ABAA as low as possible, both in terms of actual cash expenses and also in terms of additional work for our Executive Secretary, Board volunteers, chapter chairs, and others. Another priority was keeping the program open enough that, if it were successful, it could be changed, added to, and expanded upon where desirable. For example, this plan was designed to allow for, and even facilitate, the kind of “mentoring” that various members have brought up as a possibly desirable activity on the part of current ABAA members, but not to require it, or to impose an additional burden on ABAA or its members by formalizing it. While it is possible to imagine a pool of ABAA members who would make themselves available for mentoring, it is not required under the terms of this program. The existence of the program, however, would justify the effort involved in creating such a pool, if a chapter or some other group of members decided to form one.

This is a first step in reaching out to booksellers beyond our membership and giving them a chance to see the ABAA “in the flesh” rather than at a remove. It is also a chance to for the ABAA to have a hand in helping shape the dialogue on bookselling outside of the realm of its own members, at a time when the book-selling world is in flux. We look forward to the beginning of the program with great anticipation and excitement.

Applications for the program are not yet available; look for announcements on the ABAA web site and in the next *Newsletter*. Inquiries to the ABAA office will allow interested parties to be notified when the applications are ready. Contact Liane Wade, ABAA, 20 West 44th Street, Fourth Floor, New York, NY 10036; phone: 212-944-8291; fax: 212-944-8293; email: abaa@panix.com ■

# ANZAAB Melbourne Fair Welcomes Exhibitors

The Australian and New Zealand Association of Antiquarian Booksellers extends a warm welcome to its international colleagues affiliated with the ILAB to exhibit at the annual antiquarian bookfair in Melbourne. The fair runs from November 13-15, 1998.

Once again, the Melbourne fair will be held at the Malvern Town Hall. The 1995 and 1996 fairs that ANZAAB ran at this venue were generally regarded as good ones, and the association has high hopes for the 1998 fair.

The cost of exhibiting at the Melbourne fair in November is AUS \$1,600 (about US \$995 as of May 28). A deposit of AUS \$200 is required by June 30 in order to reserve a spot.

Further details on the Melbourne fair can be obtained from Nick Dawes, Grant's Bookshop, phone 613-9521-2708, fax 613-9521-3412, email grantsbs@oze-mail.com.au; or Kay Craddock, phone 613-9654 8506, fax 613-9654-7351, email kcraddock@anzaab.com.au ■

## Hilde Rosenthal, 1910-1998: A Memorial

Hilde Rosenthal, née Wolf, died in The Hague, the Netherlands, on April 13, 1998.

Hilde Rosenthal was born in 1910 in Munich, Germany, where she worked in the firm of Ludwig Rosenthal, one of the city's great antiquarian booksellers. Ludwig Rosenthal, after opening his shop in a small Bavarian town in 1859, moved it to Munich in 1867. Hilde married one of Ludwig's grandsons, Fritz Rosenthal.

When the Nazis forced them to relinquish their business, the Rosenthals emigrated to the Netherlands in 1937. There they founded Ludwig Rosenthal's Antiquariaat, first in The Hague, then in Hilversum.

Both Rosenthals barely survived the German occupation, Fritz in hiding, Hilde in a concentration camp. After the war they were able to rebuild their lives and their business (their daughter, Edith, was born in 1948), and after Fritz Rosenthal's untimely death in 1955, Hilde carried on alone.

Edith joined the firm after graduating from the University of Utrecht. Eventually, the business was moved back to The Hague. When Hilde retired, Edith Rosenthal became its owner. Since 1994, Ludwig Rosenthal's Antiquariaat has been

located in Leidschendam, near The Hague.

Hilde Rosenthal's small stature and fragile appearance belied her extraordinary strength and tenaciousness, which enabled her to survive the horrors of war, to rebuild her life, to decide to carry on by herself and to revive with great success a large firm of international renown. She was a respected and beloved member of the international community of booksellers, all of whom will mourn her passing.

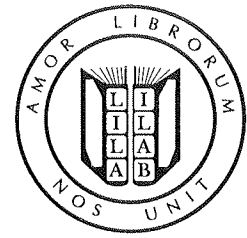
*Bernard Rosenthal, Berkeley, CA*

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

**July 20, 1998**

**Send your contributions to:**

**ABAA Newsletter  
400 Summit Avenue  
Saint Paul, MN 55102-2662  
fax: 612-290-0646  
email: rulon@winternet.com**



## ILAB Book Fairs

1998

### October 9-11

Vienna, Austria (ILAB)  
17th Annual ILAB Book Fair

### October 29-31

Cologne, Germany (VDA)  
Gürzenich, Martinstraße

### November 13-15

Melbourne, Australia (ANZAAB)  
Malvern Town Hall

### November 20-22

Boston, MA (ABAA)  
Hynes Convention Center

1999

### January 28-31

Stuttgart, Germany (VDA)

### February 12-14

San Francisco, CA (ABAA)  
Concourse Exhibition Center

### April 15-18

New York, NY (ABAA)  
Park Avenue Armory

### May 6-8

Los Angeles, CA (ABAA)  
Los Angeles Convention Center

### May 26-30

Paris, France (SLAM)  
La Maison de la Mutualité

2000

### February 11-13

Los Angeles, CA (ABAA)  
Los Angeles Convention Center

### September 21-23

Edinburgh, Scotland (ILAB)  
18th International Book Fair

# Chicago Book Fair Moves into New Era

by Rob Rulon-Miller

This year's Chicago Book Fair was held on the eighth floor of the Merchandise Mart in downtown Chicago from Thursday, April 30 to Sunday, May 3. This was the first fair held at the Merchandise Mart, following a string of lackluster fairs at the Palmer House Hotel and a single disastrous one two decades ago at the Apparel Mart that still haunts ABAA exhibitors. The 1998 Chicago Fair heralded a new beginning under a new promoter, Sandy Smith, (who also promotes the New York Book Fair at the Armory), a new venue, and a new attitude towards the future of Chicago fairs.

For the first time in ABAA history a fair was held in conjunction with an antique show. Like Sandy Smith's New York antique shows and the New York Book Fair, there was a special, invitation-only preview on Thursday night, making this a four-day event. The fact that this year's Chicago Fair, which in the past has been something less than successful, was to run four days kept many exhibitors away, as did also the increased expense of exhibiting. At the old Palmer House fairs a full booth could be had for \$950 with

one display case. This year's rent for a full booth was \$1500 without any display case, and at the next fair this will be raised to \$1800. Another factor in the low turnout of dealers was the proximity of the fair to the New York Fair, which was held just two weeks prior. Many Midwest Chapter exhibitors who had exhibited in the past stayed away in protest of the increased expenses.

The Thursday night preview, frankly, was a bomb. A preview ticket cost \$85 (or \$120 if you came an hour early), and, consequently, exhibitors were given only one preview ticket, some of which were not delivered, or delivered too late to be of any use. While nearly 1500 people came to the antique show on Thursday, the book fair was comically empty. I vividly remember looking down the central aisle of the book fair, barren of customers, and seeing maybe fifteen or twenty book fair exhibitors sitting in chairs or leaning against their display cases peering out at the horde of antique fair goers in black tie and sultry gowns, purportedly THE social event in Chicago, at least for that Thursday night. The preview was a fund-raiser—I can't

remember the charity now—and some \$140,000 was raised, but the only thing raised on the book fair side of the aisle was the dander of booksellers who wondered why the bejeweled and nattily attired didn't dare cross the Rubicon.

Only thirty-five exhibitors did the show, making this the smallest ABAA fair in memory, if not in history. Consequently, there was little buying to do, and boredom found its way to the faces of all of us who exhibited. Dealers wandered aimlessly from booth to booth inadvertently memorizing the books at the fair and who had them, some of us buying out of field just to relieve the tension. Sales, as at any other fair, were across the board. One extraordinary private library was purchased as a result of doing the fair. Some dealers did well, some not so well. Attendance was low but the percentage of prospective buyers seemed high.

From Friday until Sunday the entrance to the book fair was separate from that of the antiques show. If one wanted to attend both, two tickets were required. All the book fair exhibitors and Sandy Smith himself agreed that this was a mistake, but the ABAA Book Fair Rules were more stringent than the rules for the antique dealers (especially on security issues), so it was required that the two shows be treated differently. It was suggested by more than one bookseller (including several members past and present of the ABAA Board of Governors) that in the future the ABAA Book Fair Rules be relaxed so that attendees of the book fair and the antique show can be admitted with a single ticket, enabling booksellers to take advantage of what by all appearances was a terrific antiques show turn-out.

Despite the drawbacks there was this nutty, inexplicable optimism about Chicago and the Chicago fair. Perhaps there was a shared camaraderie among those who ventured to do the fair. Most of the people I spoke with—and I spoke with just about all of them—were both happy to be there and supportive of the Chicago fair, but for some only if the



Owen Kubik, Chair of the Chicago Book Fair committee, and ABAA President Priscilla Juvelis at the Thursday night preview.

mistakes of this year's trial run with Sandy Smith could be rectified. Many said they would do the fair again, even if it were small and modest. Eight floors up meant the fire-kickers stayed away, and only those who wanted to come did. Loads of staff from the Merchandise Mart made the move-in and move-out calm and quick. The booths were more elegant than at other ABAA fairs, divided not by pipe and drape but by solid walls from which one could hang pictures and graphics. The lighting was excellent. The room was carpeted wall-to-wall, and the staff was forever cruising around with sweepers to corral in the muss. Big flow-erpots helped make the room colorful and attractive. The catering was not inexpensive, but it was as complete as any I've seen at a fair. If anything, the security was overly rigorous.

The city of Chicago continues to delight exhibitors. Dining out is a gastronome's delight. The architecture is the best of any city in the country. The city is reachable by car in a single day from most of the East Coast and Midwest cities. And yes, there are collectors and institutions who buy in Chicago. With a little support from exhibitors, Chicago, under the promotion of Sandy Smith, may yet be a successful fair. This year, for the first time, there was light at the end of the tunnel.

At a Midwest Chapter meeting held on Sunday morning it was voted to ask the Board of Governors to continue on with Sandy Smith and to make the Chicago Fair an annual one, beginning in the year 2000. In 1999 the May dates have already been given over to the Southern California Chapter for a fair in Los Angeles, and while there will be a book fair in Chicago in May of next year, it may not be an ABAA fair. Thereafter, however, the Midwest Chapter of the ABAA hopes to retain its May dates well into the future. ■

**Please . . .**  
remember your Benevolent Fund

**Send contributions to:**  
ABAA Benevolent Fund  
20 West 44th Street • Fourth Floor  
New York, NY 10036-66045

## A Plea to Members from Publicity

by Esther Fan

We want to thank all of you who have contributed material for publicity stories and those who have joined the ABAA's Speakers' Bureau. Currently, we have twenty-four members who have been promoted as expert speakers on specific subjects and in their fields, so we encourage anyone who wants to have their name in front of the media and book collecting groups to add their name to the list. We have publicized the Bureau to the media and on Internet electronic mailing lists; however, we need more of you to join. The more people who join and the wider variety of talks that we can offer, the better our chances are of getting the public interested in having an ABAA member as a speaker.

If you have given talks or think that you would enjoy speaking to the public about book collecting or your specialty, please send copies of past talks, or let us know about what subjects you would be interested in speaking. Contact Esther C. Fan, Publicity Coordinator at 414 Delaware Street, New Castle DE 19720, phone 302-326-1976, fax 302-328-7274, or email: Esther.Fan@oakknoll.com.

Current members of the bureau, along with their specialties and areas of speaking interest are:

- **Paulette Rose:** Book collecting, women in art, books about women, women writers prior to the 20th century
- **Leona Rostenberg and Madeleine Stern:** Book collecting, early printed books
- **Robert Harris:** Manuscript and ephemera collecting
- **Ron Lieberman:** Book collecting, "Taste and Technique of Book Collecting," "Incunabula: Birth of Printing," "Rare Book Collecting for Fun and Profit," "Preservation and Care for Your Book Collection," "Pennsylvania-German Bookplates"
- **Ted Ripley-Duggan:** Book collecting, fine bindings, fine printing and private press, book arts
- **Bob Fleck:** Books about books, books about Delaware
- **Allen Ahearn:** Book collecting, first editions
- **Lin Respass:** Book collecting, Americana, English and American literature, hunting and fishing
- **Jim Presgraves:** Book collecting, Civil War, southern Americana
- **Cliff Graubert:** Book collecting for beginners
- **Takis Vadoros:** Book collecting, 19th and 20th-century English literature, first editions, Charles Dickens
- **Florence Shay:** Any aspect of book collecting
- **Thomas Joyce:** Book collecting, Americana, Irish literature, Sherlockiana
- **Bill Butts:** Book collecting, autographs and manuscripts, Civil War and Abraham Lincoln
- **David Gregor:** Book collecting, modern first editions
- **Michael P. Schon:** Book collecting, literary first editions, Vietnam War literature, Beat/Sixties
- **Stuart Bennett:** Book and photograph collecting
- **Susan J. Klein:** Book collecting, literary first editions, signed books ■
- **Michael Ginsberg:** Book collecting, Western Americana, American history, Canadiana, voyages and travel
- **Ken Gloss:** Book collecting, "Gold in Your Attic: Old and Rare Books"
- **Priscilla Juvelis:** Book collecting, *livres d'artiste*, fine bindings, first editions, press books and fine printing
- **John William Pye:** Book collecting, ancient Egypt, 19th-century literature, miniature books, children's and illustrated books, 19th-century publishing
- **Jim Visbeck:** Book collecting, Isaiah Thomas
- **Marvin Mondlin:** History and stories of the New York antiquarian book trade

## Scholarships Available

The ABAA is pleased to offer three scholarships to this year's *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 1998 program will be held August 9-14 on the campus of Colorado College, Colorado Springs, CO.

The Elisabeth Woodburn Memorial Fund of the ABAA is offering two scholarships at \$1250 each. The awards are in memory of Elisabeth Woodburn, ABAA President, 1982-1984, and for many years a distinguished bookseller. Competition for the Woodburn scholarships is open to all.

This year for the first time, the Northern California Chapter of the ABAA is also offering a scholarship for \$1300. Competition for this award is open only to residents of northern California.

Each award requires that entrants compose a brief statement of need and purpose, 500 words or less. A letter from an ABAA member in support of the applicant may accompany the entry statement, but it is not required. All applications must be postmarked no later than July 3, 1998.

Submit materials for all three scholarships to: The Elisabeth Woodburn Memorial Fund, ABAA, 20 West 44th Street, Fourth Floor, New York, NY 10036-6604.

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.

## Colorado Antiquarian Book Seminar Set for August 9-14, 1998

Now in its twentieth year, Book Seminars, Inc., will again offer its Out-of-Print and Antiquarian Book Market Seminar, to be held in Colorado Springs, Colorado, from Sunday, August 9, through Friday, August 14, 1998. Cosponsored by *AB Bookman's Weekly*, the seminar will be held on the campus of Colorado College.

The weeklong program of the Seminar, developed over the past two decades, has been structured to cover the entire range of subjects useful to the trade and the antiquarian book world. It is designed for both new and experienced booksellers who have never had the advantage of formal training in the business, as well as for librarians and book collectors.

Among the lectures, panel sessions, and workshops in which the participants take part are a Survey of the Antiquarian Book Trade, the Mail-Order Book Business, the Used Bookstore, Appraisal Procedures, Pricing of Books, Buying and Selling Rare and Antiquarian Books, the Specialist Bookseller, Compiling and Reading Bookseller Catalogues, Care and Preservation of Books, Technology for the Antiquarian Book Trade, Tax and Accounting Problems, and How to Manage an Antiquarian or Used Bookstore. Nicholas A. Basbanes, author and prize-winning journalist, will be the keynote speaker on Sunday, August 9. Basbanes' most recent work, *A Gentle Madness: Bibliophiles, Bibliomanes, and the Eternal Passion for Books* (Henry Holt,

1995), was a finalist for the National Book Critics Circle Award in nonfiction. Now in its sixth printing, the book was an alternate selection of the Book-of-the-Month Club, the Quality Paperback Book Club, and Readers Subscription Book Club. It was also named by the New York Public Library one of twenty-five "books to remember" for 1995. Basbanes has served as book editor and literary columnist for the *Sunday Telegram* in Worcester.

Faculty members will include Allen and Patricia Ahearn, Rockville, Maryland; James Canary, Indiana University Libraries; Michael Ginsberg, Sharon, Massachusetts; Edwin V. Glaser, Sausalito, California; Lois J. Harvey, Denver, Colorado; Jennifer Larson, Rochester, New York; Jean Parmer, San Diego, California; Mary Francis Young, Colorado Springs, Colorado; and Jake Chernofsky, Editor of *AB Bookman's Weekly*. Registration for the Seminar will be strictly limited to allow faculty members to devote adequate attention to the needs of all participants. The tuition fee is \$695, of which a \$200 deposit is due by July 1, 1998.

Brochures, application forms, and information on dormitory or off-campus housing may be obtained by writing to Book Seminars, P.O. Box 660, Lodi, New Jersey 07644, or by phone during East Coast business hours, (973) 772-1904. Information is also available from *AB Bookman's Weekly* at (973) 772-0020 or by e-mail at abbookman@aol.com ■

## Leona Rostenberg Honored by CAS

Leona Rostenberg, of Rostenberg and Stern, New York, recently received the Alumni Achievement Award presented by the College of Arts and Science Alumni Association. Rostenberg was granted the award in recognition of her distinguished career in antiquarian books, and as a scholar and author. She joins an elite group of CAS alumni who have received

the award, including Albert Sabin '28, Avery Fisher '29, Joseph Heller '48, and Martin Scorsese '64.

Ms. Rostenberg was given her award at a ceremony held May 21, 1998. A second award was presented to Robert Holmes of SONY Entertainment that same evening. ■



# Luttrell

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seems the most responsive to you), and then insure through him.

W. Danforth ("Dan") Walker  
Collectibles Insurance Agency, Inc.  
P.O. Box 1200  
Westminster, MD 21158  
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Fax 410-876-9233  
Email: collectinsure@pipeline.com

Christopher ("Chris") Fletcher  
Dewitt Stern Group, Inc.  
420 Lexington Avenue  
New York, NY 10170  
Phone 212-867-3550  
Direct line 212-297-1443  
Fax 212-983-6483

Bernard ("Bernie") Michals  
Bernard Michals Insurance Agency, Inc.  
607 Boylston Street  
Boston, MA 02116  
Phone 617-247-0900  
Fax 617-247-6828

## The underwriters

As you probably know, the brokers themselves do not write their insurance policies, but rather obtain them from underwriters or insurance companies. Dan Walker, for example, uses Pacific Insurance Company Ltd., which is a wholly owned subsidiary of Hartford's. DeWitt Stern uses The Travelers. Bernie Michals uses several insurance companies, including Lloyds of London. All of these companies are A or A+ rated or the equivalent, making this aspect of insuring a "non-issue."

## Kinds of inventories and types of ownership covered

All three brokers offer comprehensive coverage of any materials in which a bookseller is likely to deal (books, manuscripts, autograph material, prints). Only if you are dealing in some type of material in which most of us don't (coins and guns, for instance) should this be an issue; in which case, be sure to bring it

up. Also covered very thoroughly are all forms of ownership; that is, stock owned outright, reference materials, consigned stock, stock held jointly with another bookseller, stock sold but not yet sent, and stock belonging to others for which you are obligated. Be careful about furniture and fixtures (including computer equipment). These may not be covered; if you want them included, be sure to ask.

## Kinds of losses and damage covered

All three brokers also offer very good, near-comprehensive coverage of losses or damage, which might be suffered. Even losses from earthquakes and floods are covered (though deductibles are different among the three policies). Essentially, the policies provide coverage unless expressly excepted. What are the important exceptions?

In all three policies, there is an exception for general wear and tear, including dampness, and insects and vermin damage. There is also an exception for an unexplained shortage when taking inventory; this means that, if a book turns up missing, you will have to connect it to a specific event. Merely discovering a book is missing will not be enough. Bad checks or credit cards are also not covered.

There are some respects in which the policies differ in their exceptions. For example, Dan Walker's does not cover losses caused by the negligent handling of inventory by you or your employees, and there are dollar limits on certain types of transit shipments (these may be increased in specific instances, but you will have to remember to do that). Bernie Michals does not cover theft when the premises are unattended and there is no security system (for those dealers in private premises). Neither DeWitt Stern nor Bernie Michals cover theft from an unattended vehicle. There are other differences that the report you will be receiving will examine in more detail. In all cases, you should request the coverage you want if it is not in the policy. There is a good chance you may be able to obtain it, if it is important to you.

## Deductibles

The three policies are different in the way they treat deductibles. In the case of Dan

Walker, his policy pays for the total loss (that is, no deductible) if the loss is over \$500. However, if the loss is under \$500 and the insured material cannot be examined (e.g. theft), there is no coverage. Both DeWitt Stern and Bernie Michals, in contrast, pay for all covered losses less the applicable deductible. Typically, the deductible for losses at your premises is different from the deductible applicable to losses in transit or at book fairs. The usual premises deductible is \$1,000 (though this can go up or down—just ask if you want it changed). Transit and show deductibles may be a set amount (\$250 for DeWitt Stern is standard) or a percentage with a minimum and maximum (Bernie Michals uses one percent of the loss, with a minimum deductible of \$100 and a maximum of \$500 for transit losses; \$250 and \$1,000 at shows). Again, you may be able to have these changed if you ask.

## Insured values

All three policies offer you similar alternatives. You may insure your stock-in-trade for its retail value; or retail value less a certain percentage; or cost plus a certain percentage; or cost. Consigned materials are usually insured at retail plus ten percent, reference materials at replacement value. Premiums, of course, will vary accordingly. If you want a different value standard to be used, you should inquire; it should be possible.

## Claims and proof of loss

How claims are handled and what kind of proof you must provide are among the most important issues to be considered before choosing a broker, but they are also among the most difficult. It is almost impossible to predict the circumstances under which a loss will be suffered and how a claim will be handled once one is made. It is my hope that we, as a group, will be important enough to our brokers and underwriters that we will be able to see claims handled fairly and expeditiously, and that we will develop the experience which will prove invaluable in making sure we get good treatment.

continued on next page

## Luttrell

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That said, it is still true that any bookseller having a loss bears the burden of proving that there, in fact, was one. In the case of both DeWitt Stern and Bernie Michals, this means having an accurate and itemized inventory for all material valued over \$250, though this inventory may not be required if the material can be produced for inspection, for example, if it is water-damaged as opposed to stolen. So, if you are not computerized or otherwise cannot provide this kind of information, you should pause to reflect. Dan Walker's policy does not have this paper-work requirement, and he prides himself on never having denied a claim due to the insured being unable to provide an inventory; but you, the bookseller, must still ultimately bear the responsibility for proving the loss.

### Minimum premiums and installment payments

Paying an annual premium for an insurance policy can be quite a financial whack. All three brokers recognize this and make provisions for installment payments (interest may be charged). You may also be able to use your credit cards. All three brokers also impose minimum premiums; for small dealers, Dan Walker's is particularly desirable at \$76/year (Bernie Michals' is \$500 and DeWitt Stern's is \$1,000).

### General conclusions and observations

All three brokers have said they are willing to appear at book fairs; we are hoping to start panel discussions at the fairs where they can provide us with information, answer questions, get feedback, and generally improve both their policies and our relations with them. Likewise, I invite comments on this article and on what we may do in the future. This definitely includes problems you've had with insur-

ing your stock, as the more we know now, the better we can anticipate future scenarios and try to deal with them in advance. I would like to expand what we have done so far with policy reviews to include other brokers of equal experience and reliability; any suggestions will be welcome and followed up on. I would also like to expand our investigations into other forms of insurance, including commercial insurance (liability, workmen's compensation, disability, and owner and non-owned auto, health, and life). Ultimately, we should all benefit if the ABAA as a national group is informed and acting on behalf of all of us.

You can reach me at: Meyer Boswell Books, Inc., 2141 Mission St., San Francisco CA 94110; phone: 415-255-6400; fax: 415-255-6499; email: rarelaw@meyerbos.com ■

## Juvelis

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the Board for funding, and finally realized through much hard work by many, including our counsel, Larry Fox. We now have an Internet budget, as well as a paid consultant—Mike Harris—to maintain the site, where every ABAA member, in fact, is listed by name with address, phones, and specialties (just as in the *Directory*) for a cost to each of us of only \$35.76 per year. This seems a bargain from almost any point of view.

One of the most complicated jobs, and potentially one of the most contentious, is that of the Membership Committee. However, I've observed that in ten years of Board meetings, it is perhaps the smoothest-running Committee. John Crichton was the Chair of that Committee when I joined the Board. Under Crichton and his successors—Helen Kelly, Jeffrey Thomas, and Ken Lopez—the Committee has been guided with smooth professionalism, meeting regularly and submitting written reports to the Board of Governors

far in advance of the meeting when a vote was required by the Board. Questions and problems were anticipated by the Chair and Committee and dealt with in as thorough a manner as possible.

Prompted by the model example of the Membership Committee, the Planning Committee has recommended that all committees submit reports in writing at least two weeks prior to a Board meeting, so that these may be circulated along with the Board's agenda. Thus, all committees will meet on a regular basis, with clearly defined agendas, in order to draw up written proposals for early submission to the Board.

Why such a formal system? The ABAA Board has twelve governors, plus four officers. These, plus a past-President, an ILAB Committee Member, ABAA counsel, a representative of the newly-formed past-Presidents Committee, and, potentially, eight chapter chairs attend the Board meetings, so a full meeting might consist of as many as twenty-eight people. Size alone means that discussion or comment by each person on each agenda item would lead to a twenty-

four hour meeting, at least. As it is, we're now reaching five hours with some regularity. Ten years ago, when I started on the Board, meetings were two-hour affairs on Saturday morning, with some spillover into Sunday morning if necessary. If the Sunday meeting had to take place, it rarely lasted more than one hour. So, we hope to streamline our meetings a bit, while *not* inhibiting discussion in any way. Governors are asked to read the Committee reports presented to them prior to Board meetings and then to submit their questions, comments, and emendations to the Committee Chair directly, and in a timely fashion. Any emendations will be put in writing and re-submitted to the Board prior to the meeting.

There is another—equally important—reason for this “written report in advance” procedure. It allows each Governor to have the opportunity to take matters back to their local chapter for discussion.

Will the Board work more efficiently—and thereby accomplish more? We all hope so. We're certainly going to try. ■

# Membership Updates

**Abraham Lincoln Book Shop** now has email and a website: [Lincolnian@aol.com](mailto:Lincolnian@aol.com); web: [www.ALincolnBookShop.com](http://www.ALincolnBookShop.com)

**Amber Unicorn** is now open by appointment only.

**Anchor & Dolphin Books** no longer has email.

**The Antiquarian Bookworm** has moved to: 4207 Rolling Acres Drive, Mt. Airy, MD 21771; phone: 301-829-6300.

**Arkadyan Books & Prints** now has a fax: 415-661-9884.

**Ars Libri** has a new email address and website: [arslibri@arslibri.com](mailto:arslibri@arslibri.com); web: [www.arslibri.com](http://www.arslibri.com)

**Art Books Only** has moved to: 32 Park Place, East Hampton, NY 11937; mailing address: PO Box 2008, East Hampton, NY 11937; phone: 516-329-1538; fax: 516-329-1713.

**Stephen Avedikian** has a new phone/fax and email: 510-665-9795; email: [Savedikian@hotmail.com](mailto:Savedikian@hotmail.com)

**Bartleby's Books** has fax number correction: 202-686-5697.

**Steven C. Bernard** now has email and a website: [scb.books@erols.com](mailto:scb.books@erols.com); web: [www.scb-firsts.com](http://www.scb-firsts.com)

**Roy Bleiweiss** is no longer an ABAA member.

**The Bohemian Bookworm** has a new email address: [antiquarc@bookarcade.com](mailto:antiquarc@bookarcade.com)

**The Book Den** has a zipcode correction and no longer has a post office box: 11 East Anapamu Street, Santa Barbara, CA 93101.

**The Book Sail** has moved to: 804 North Tustin Avenue, Orange, CA 92667.

**Books of Wonder** has a new email address: [BooksWonder@earthlink.net](mailto:BooksWonder@earthlink.net)

**Marilyn Braiterman** now has a fax, email, and a website: fax: 410-235-4908; email: [marilyn@braitermanbooks.com](mailto:marilyn@braitermanbooks.com); web: [www.braitermanbooks.com](http://www.braitermanbooks.com)

**Jutta Buck** has a new fax: 518-398-7699.

**Harold M. Burstein** has a new area code and email: 781-893-7974; fax: 781-893-5743; email: [hmbur@tiac.net](mailto:hmbur@tiac.net)

**Cahill's Rare Books** has moved to: 159 Spring Canyon Road, Woodfords, CA 96120; phone: 530-694-1732.

**Cavendish Rare Books** has a new area code and email: 843-883-3994; fax: 843-883-5008; email: [cavendsh@bellsouth.net](mailto:cavendsh@bellsouth.net)

**Dower House** has moved to: 12335 Kingsride, Number 135, Houston, TX 77024.

**Howard Frisch** is an ABAA member emeritus: PO Box 75, Old Post Road, Livingston, NY 12541; phone: 518-851-7493.

**Franklin Gilliam :: Rare Books** now has email: [fgrare@comclin.net](mailto:fgrare@comclin.net)

**Paulette Greene** now has email: [greene-books@juno.com](mailto:greene-books@juno.com)

**Houle Rare Books** has an email correction: [HOULEG@aol.com](mailto:HOULEG@aol.com)

**The Lawbook Exchange** has a new email address and website: [law@lawbookexc.com](mailto:law@lawbookexc.com); web: [www.lawbookexc.com](http://www.lawbookexc.com)

**M & S Rare Books** has a new email address: [dsiegel@msrarebooks.com](mailto:dsiegel@msrarebooks.com)

**McGowan Book Company** has moved to: 106 South Christopher Road, Chapel Hill, NC 27514; mailing address: PO Box 4226, Chapel Hill, NC 27515; phone: 919-968-1121; fax: 919-968-1644.

**Monroe Books** has moved to: 4039 North Blackstone Avenue, Suite 101, Fresno, CA 93726

**Edward T. Myers**, Country Lane Books, is no longer an ABAA member.

**Nimue Books & Prints** has a new box number: PO Box 325, Orono, ME 04473.

**David L. O'Neal** has a new website: [www.onealbooks.com](http://www.onealbooks.com)

**Pageant Book and Print Shop** has a new email address and website: [pageant-books@earthlink.net](mailto:pageant-books@earthlink.net); web: [www.pageantbooks.com](http://www.pageantbooks.com)

**Elias N. Saad**, Terramedia Books, is no longer an ABAA member.

**R. W. Smith** now has email: [RWSMITH-BOOKS@WORLDNET.ATT.NET](mailto:RWSMITH-BOOKS@WORLDNET.ATT.NET)

**Thomas and Ahngsana Suarez, Rare Maps** has a new email address: [siam@ibm.net](mailto:siam@ibm.net)

**Tamerlane Books** now has email: [jfreas@erols.com](mailto:jfreas@erols.com)

**Trophy Room Books** now has email: [trophyroombooks@msn.com](mailto:trophyroombooks@msn.com)

**The Veatchs Arts of the Book** has a new email address and website: [veatchs@veatchs.com](mailto:veatchs@veatchs.com); web: [www.veatchs.com](http://www.veatchs.com)

**George Wilkinson** is no longer an ABAA member.

**Ximenes Rare Books** has moved to: Kempsford House, Kempsford, Gloucestershire GL7 4ET, Great Britain; phone: 44-0-1285-810640; fax: 44-0-1285-810650. ■

## ILAB Directory Errata

Any ABAA member who has corrections for his or her entry in the current *International Directory of Antiquarian Booksellers* should mail the revisions to: Rob Rulon-Miller, 400 Summit Avenue, St. Paul, MN 55102; phone: 612-290-0700; fax: 612-290-0646; email: [rulon@winternet.com](mailto:rulon@winternet.com)

## ABAA Welcomes New Members

The ABAA *Newsletter* welcomes the following new members accepted at the Board of Governors' meetings in February in Los Angeles and in April in New York:

### PRIMARY MEMBERS

**D. Gordon Gibson**, Gibson Galleries, 14 Kramer Avenue, West Caldwell, NJ 07006; phone: 973-403-9377; email: dggibson@interloc.com

**L. Herbert Horsley**, Trafalgar Square, 6210 North A1A, Vero Beach, FL 32963; phone: 561-231-6506; fax: 561-234-3385.

**Doug Robertson**, The Book Guild of Portsmouth, 58 State Street, Portsmouth, NH 03801; phone: 603-436-1758; email:

drobtsn@bookguild.com; web: www.bluefin.net/~bookdude/

**Thomas J. Stransky**, Midway Used and Rare Books, 1579 University Avenue, St. Paul, MN 55104; phone: 612-644-7605; fax: 612-644-8786.

**Luke A. Vavra**, Cartographic Arts, Inc., PO Box 2202, Petersburg, VA 23804; phone: 804-861-6770; fax: 804-861-3021; email: carto@dogstar.com; web: www.dogstar.com/carto

**Roger A. Wicker**, Turtle Island Booksellers, Berkeley, CA.

**David F. Zullo**, Olde Soldier Books Inc. / Battle Books Inc., 18779 B North Freder-

ick Road, Gaithersburg, MD 20879; phone: 301-963-2929; fax: 301-963-9556; email: mail@oldesoldierbooks.com; web: www.oldesoldierbooks.com and www.battlebooksinc.com

### ASSOCIATE MEMBERS

**Andrea Lee**, Brattle Book Shop, Boston, MA.

**Joan Nay**, Sam Weller's Zion Book Store, Salt Lake City, UT.

**Timothy Walsh**, Brattle Book Shop, Boston, MA.

**Tony Weller**, Sam Weller's Zion Book Store, Salt Lake City, UT. ■

## Books, Briefly Noted

● *The Leonard L. Milberg Collection of Irish Poetry. Compiled by J. Howard Woolmer. With Essays by Wes Davis. Edited by John L. Logan and Patricia H. Marks.* Princeton University Press, 1998. Wrappers, pp. xi, 338.

Designed as a companion volume to the *Leonard L. Milberg Collection of American Poetry*, published in 1994, *The Leonard L. Milberg Collection of Irish Poetry* contains fifty essays on fifty contemporary Irish poets, most of whom published their first poems in the years since the end of World War II. It includes works from the well-known and famous Samuel Beckett, Seamus Heany, C. Day Lewis, Thomas Kinsella, and Louis MacNeice; as well as the lesser known and even obscure Bidy Jenkinson and Liam Ó Muirthile. The collection consists, in the words of Mr. Woolmer, "of all printed materials—first and significant editions of the poets' books, broadsides, translations made by our poets (but not translations of their own work into other languages), and ephemeral items such as poem cards and poetry greeting cards." The editor adds that books already in the Firestone Library are not duplicated, "but this has not been much of a problem because, with the exception of [Seamus] Heany and an almost complete collection of books by the Cuala Press, the Library's holdings of books by the poets on our list were slim."

The book is more a work of literary history than it is a catalogue or a bibliography. Each of the biographical essays is

followed by a list of the books present in the Milberg Collection. A photograph of each of the poets appears at the beginning of their section, and the catalogue runs to more than 1100 items. It is handsomely designed by Judith Martin Waterman.

● *Dictionary of American Antiquarian Bookdealers. By Donald Dickinson.* Westport, CT: Greenwood Press, 1998. Cloth, pp. xv, 272. \$75

The publisher's blurb suggests that the *Dictionary of American Antiquarian Bookdealers* is "the first published reference source to bring together biographical information on American antiquarian bookdealers... dealers who were prominent in securing and distributing used and rare books, manuscripts, maps, autographs, documents, and ephemera." This is a book that should be of much interest to the trade, as well as to librarians and collectors.

Over 200 dealers are treated in short biographical essays, among whom are the kings and queens of the trade, such as A.S.W. Rosenbach, H.P. Kraus, Edward Eberstadt, John Fleming, Margery Barker and Frances Hamill, Lucien Goldschmidt, Lathrop Harper, and Elisabeth Woodburn—names still fresh in the minds of booksellers today. The *Dictionary* is also peppered with essays on booksellers from the annals, including Nicholas Gouin Dufief, Francis G. Leon, Sidney S. Rider, and Henry Stevens. In his preface, Dickinson lauds the work of booksellers, whose work is often unno-

ticed and whose knowledge and scholarship remain relatively unsung. In the words of Madeleine Stern, "Unlike the publisher, whose name is immortalized in his imprints, the bookseller has almost always been a ghost, whose transactions as an intermediary between source and market are seldom preserved."

Dickinson's sources include *AB Bookman's Weekly*, the *ABAA Newsletter*, *Publisher's Weekly*, *The American Book Collector*, and *The Colophon*, among other trade periodicals, making the book varied and reliable. The book is supplemented by a general index and the appendices, "Subject Specialization" and "Geographical Location." ■

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