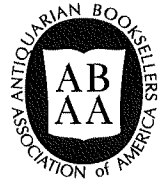




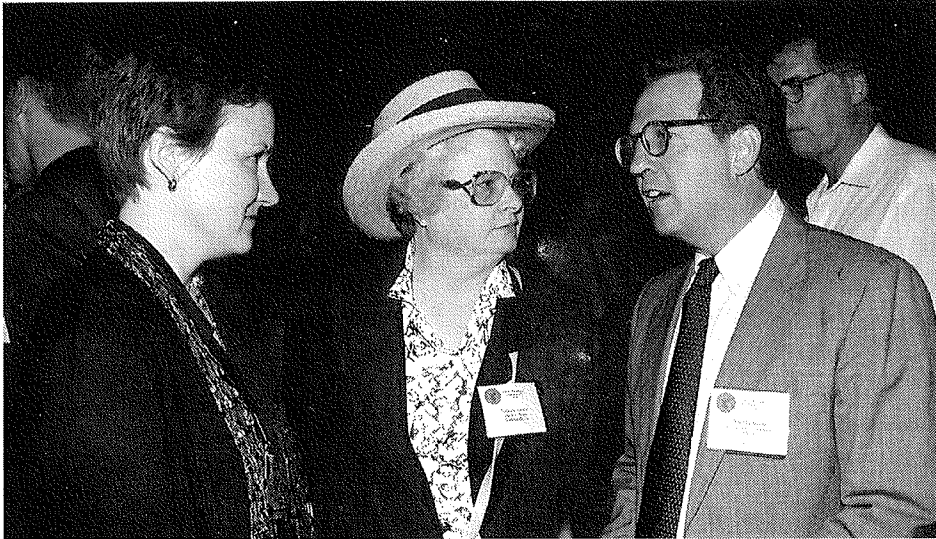
The ABAA NEWSLETTER



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ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA

SUMMER 1998



RBMS Chair Laura Stalker with ABAA members Vesta Lee Gordon and Daniel De Simone in Washington, DC. Photograph courtesy of Donald Farren.

ABAA Well-Represented at RBMS Conference in Washington, DC

by Daniel De Simone

The theme of the thirty-ninth Rare Books and Manuscripts Preconference was *Getting Ready for the Nineteenth Century: Strategies and Solutions for Rare Books and Special Collections Librarians*. The goal was to help prepare rare book librarians for the volumes of printed and manuscript materials which must be acquired, catalogued, and preserved. At this year's conference four members of the ABAA participated in two of the seminars offered at the Preconference. Ron Lieberman of The Family Album, Glen Rock, PA, was the moderator of "Whither the Printed Bookseller's Catalog? Special Collections and Acquisitions Librarians Meet the Electronic Sales Catalog." Allen and Patricia Ahearn of Quill & Brush, Rockville, MD, were members of this panel, along with Mike Harris of Booknet/ABAA and Howard Bybee of Brigham Young

University. Michael Dawson of Dawson's Bookshop, Los Angeles, was a panelist on a seminar entitled "Nineteenth-Century Photography and the Research Institution: Context, Collecting, and Scholarly Use." The moderator of this session was Jennifer Watts of The Huntington Library, with Joan Schwartz of the National Archives of Canada as the second panelist. In total, the program of the Preconference had four workshops, three plenary sessions, nine seminars, and twelve formal papers. A complete text of the program can be viewed on the Worldwide Web at <http://www.Princeton.edu/~ferguson/98precon.html>.

Other ABAA members who registered for the conference were Vesta Lee Gordon, Ron Lieberman, Howard Rootenberg,

Planning Committee Meets in Cambridge

by Rob Rulon-Miller

The ABAA Planning Committee met on Monday and Tuesday July 27-28 at the Harvard Faculty Club in Cambridge, Massachusetts. The meeting was chaired by Priscilla Juvelis, ABAA President. In attendance were Tom Congalton, Vice-President and Membership Committee chair; Ken Lopez, Secretary and Ethics Committee chair; Don Heald, Treasurer; Mike Ginsberg, past ABAA-President and chair pro tem of the Past Presidents' Committee; Bob Fleck, immediate past President and Internet Committee chair; Rob Rulon-Miller, past President and hanger-on; John Crichton, Security Committee chair; and Peter Stern, past Secretary, friend of the Board, and a long-time informal advisor to it.

I was charged with writing a report of this meeting, but as so much that was discussed has not yet been presented to the Board, I thought I would report informally instead, reflecting on some, but not all of the issues presented.

The news of the moment was the birthing of Alibris, the next generation of Interloc, a popular on-line database of books for sale, and what similar circumstance may soon be happening with ABE, the database of choice for most ABAA members. Throughout the two-day meeting Alibris, ABE, and on-line bookselling, specifically how it impacts

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Letters to the Editor

From: Steven C. Bernard

I read with interest, and a small measure of astonishment, Rob Rulon-Miller's newsletter article on this year's Chicago Book Fair ("Chicago Book Fair Moves into New Era," *ABAA Newsletter*, IX, 3).

After telling us that the preview was a bomb, the fair poorly attended, the exhibitor's fee increased without inclusion of a display case, little buying by the public, and management blunders galore, we are then told that there is "optimism about Chicago and the Chicago fair." Moreover, there now will be an effort to make this fair an *annual* event. Am I missing something here? I thought that book fairs were supposed to be a way of increasing or enhancing one's business. If most of the business aspects were a disaster, how does this translate to optimism and a desire to not only carry on the Chicago Book Fair, but to seriously entertain the idea of offering it more frequently?

The article goes on to rave about the elegance of the booths and the ambiance of the exhibit area, Chicago's accessibility, its wonderful restaurants, and its superior architecture. If restaurants, architecture, and the city's other attractions are the main objective, then why squander \$1,500 for a booth fee to waste four boring days in a near empty venue memorizing other dealers' stock? Apparently some of our members are more interested in the social aspects of book fairs than in sound business reasons for participating in such events.

Isn't it time for ABAA to bring some economic insight to its promotions and sponsored activities? Some of our members seem determined to sustain activities and hold onto past traditions despite disappointing or worse results. Chicago has a well-earned reputation as a poor book fair site (only thirty-five exhibitors ought to tell you something), Boston is generally regarded as a mediocre fair, and Washington, DC has been largely a failure after a promising start. Has it occurred to anyone that perhaps these sites are no longer viable? More fundamentally, perhaps book fairs themselves are in question. The proliferation of fairs throughout the country has

removed any "special" aura these events once may have had and reduced them to ordinary. Despite this, ABAA seems intent on *increasing* its book fair involvement (annual fairs in both Los Angeles and San Francisco, and proposals to make Chicago and Washington, DC annual events.

Except for one local show, I personally gave up on book fairs some time ago. Having exhibited about thirty-five to forty times at small regional fairs as well as the large (and expensive) ABAA-sponsored book fairs, I concluded that, for me at least, this was an inefficient and unprofitable way to sell books. Considering the time, expense, and work involved, I decided it was not worthwhile, nor was it how I wished to spend my time. Why then do I care if ABAA or select members actively engage in such events? Because I still want to increase my business and profitability, I would rather see ABAA redirect its efforts to promote all our businesses in a way that benefits us more broadly. Efforts to make ABAA a presence on the Internet is certainly a positive step, and I would hope that other promotional activities and improved marketing strategies will follow.

What I do not want to see is our membership attempting to put a positive spin on unmitigated disasters. Only in the book trade is Pollyanna alive and well. Instead, it is time we all recognize and acknowledge that there are occasions when, indeed, the "Emperor has no clothes."

Yes, I admit to holding a certain bias towards my local chapter, and I have always been a booster for whatever fair I have written about, successful or not. Yet I'm damned both ways! See the following from Florence Shay. *The Editor*

From: Florence Shay, Titles, Inc.

I was astonished to read Rob Rulon-Miller's perception of past Chicago book fairs. "Lackluster"?

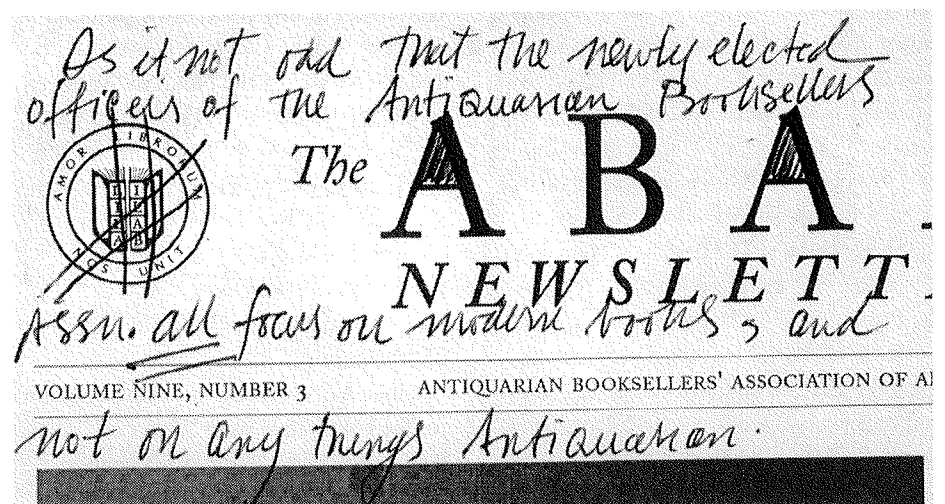
Why did so many of the same seventy dealers participate every time if it was "lackluster"?

Why were there groans from exhibitors and customers when they learned the fair would not continue at the Palmer House?

Why did we drop from seventy exhibitors to thirty-five exhibitors at the Merchandise Mart if that venue plus Sanford Smith were an improvement over previous "lackluster" shows?

Why does Rulon-Miller, after describing the Merchandise Mart show: "The Thursday night preview, frankly, was a bomb," come to the conclusion that, "this year, for the first time, there was light at the end of the tunnel"?

Yes, I believe the Merchandise Mart fair with Sanford Smith and Owen Kubik will work out, but by golly, it's because of all the fun, happy, successful fairs that led up to it. ■



Anonymous fan mail, received at the Newsletter office.

ABAA and RBMS Discuss Joint Projects

by Daniel DeSimone

Representatives of the ABAA and of the Rare Books and Manuscripts Section, Association of College and Research Libraries, met on June 29, 1998 to discuss possible collaborations between the two organizations. In attendance were Daniel De Simone (ABAA), Esther Fan (ABAA), Steven Ferguson (RBMS), Richard Oram (RBMS), and Laura Stalker (RBMS).

During the discussion it was decided that before attempting to create projects intended for outside our two communities we should first cement our relationship by working together on a few inter-organizational projects. The theme of the meeting was "what can we do for each other."

The ABAA's Speakers' Bureau was of great interest to the RBMS group, and Esther Fan did an excellent job describing the formation of the bureau and how the ABAA plans to use it. The RBMS intends to circulate information about the bureau to its members so that they are aware of the resource the ABAA provides and the subjects that our speakers cover. RBMS thought it would organize its own bureau, and we would swap lists. The organization of related speakers' bureaus was thought to be a tangible benefit, one that both groups could point to as an immediate payoff for forming this new committee.

RBMS was particularly interested in how ABAA chapters work. RBMS is a national organization with no regional centers. On the other hand, ABAA has regional organizations that could easily be used as local centers from which to form library/bookseller initiatives. From the ABAA point of view this may provide an important focus for chapters, and it was thought that the Chapter Chair Committee of the ABAA should discuss this idea. The library/chapter relationship may hold some interesting possibilities.

Since librarians often purchase materials for exhibitions, it was thought that by sharing information about the activities of the various rare book libraries with the

ABAA, our members would be in better positions to sell books to libraries. A combined calendar of library exhibitions was proposed. Such a calendar would provide ABAA members with advance information about exhibition schedules, thus allowing them to offer materials while exhibitions were being organized, rather than after an exhibition has opened. Details about recent acquisitions made by rare book libraries is another avenue for keeping ABAA members better informed about what libraries are doing. By having access to acquisition information ABAA members would have a better idea which library was buying what.

According to RBMS the data on both these subjects is available to librarians, but it is not organized in a single place. The Internet is the perfect vehicle for this information, but a considerable effort would have to be made on the part of the RBMS institutions to bring this about and then maintain it. The questions for the ABAA are: Will these two ideas benefit our membership? and, How do we encourage RBMS to make these two ideas a reality?

RBMS sees many booksellers' catalogues as research tools. Because libraries want to be able to access this information, it is important that catalogue descriptions be in a searchable format. RBMS would like ABAA leaders to discuss the possibilities of such a proposal and, if deemed worthy, to work with the RBMS at defining a format and with ABAA members to encourage its adoption.

RBMS is very concerned about providing appraisals for its donors. Libraries across the country use ABAA members for this service, and RBMS would like the ABAA to create a general statement about appraisals, which could be made available to librarians for use with their donors. The Middle Atlantic Chapter of the ABAA is in the process of creating a program on the subject of appraisals, which will take place in October. Perhaps at this time the ABAA could take

this subject to heart and begin to explore a general statement.

RBMS was very interested in the offer made by the ABAA for floor space at ABAA book fairs, where RBMS would have a booth similar to the ABAA booth. RBMS representatives are looking into the possibility.

The goal of the committee is to accomplish some of these proposals and then work on extending the influence of both ABAA and RBMS to the outside community.

Independent of one another, the Library of Congress and RBMS have created guides which describe the most frequently asked questions about rare books and values. The LC brochure is entitled *25 Questions Most Frequently Asked by Visitors*; the RBMS guide is entitled *Your Old Books*. These guides provide basic information on rare books and could be useful to us as we attempt to formulate our own brochure on describing what the ABAA does.

The meeting produced many more ideas, but this report should give you some understanding of the focus of the group. The ABAA has a lot to gain from working with the RBMS. The group has a highly defined organizational structure that is geared for getting information about itself out to the public. RBMS members are highly sophisticated in the use of electronic media and have electronic links with nearly every institution and museum in the country. In the person of Stephen Ferguson we have an energetic friend who wants to create bridges to the outside community and who sees the ABAA as a potential partner in this goal. He has the support of the RBMS leadership and truly wants to accomplish something. The time is right for us to foster stronger ties and to use librarians as a means to our goal of getting word about the ABAA to a wider audience. ■

Brokering Books—On the Internet or Elsewhere

This article was written in a timely manner by Mr. Lopez a few months ago. Alas, our printed version of the Newsletter cannot keep pace with the news on the Internet. If the piece seems dated, and the issues now outstripped, blame (or even credit) the technology.

by Ken Lopez

The following essay was written in response to an editorial in *O.P. World*, a magazine published by Interloc, one of the databases/search engines listing used, out-of-print, and rare books on the Internet. The thesis of the editorial was that brokering is a time-honored activity in the OP book world, and that the Internet has made this easier and more widespread than ever. The original editorial was written in response to growing concerns that Internet book brokers were misrepresenting themselves and engaging in a fundamentally new activity—one that the book world has not seen previously.

It seems that suddenly the issue of brokering books—is it good or bad, ethical or unethical, legal or illegal—has reared its head, and now lines are being drawn. Those booksellers associated with the large databases and search engines say it's good, as do those booksellers who have little or no inventory. Those booksellers with large inventories (now easily accessible on the net) tend to have more diverse opinions, but, of the booksellers who come down on the side of "bad," suffice it to say that most of them are not book searchers, database managers, or search engine owners.

There are several questions involved here. Let me try to take them in some kind of order to establish where there is common ground and mutually agreed upon understanding and principles, and where there are differences and divergences.

Let's agree that everyone wants to sell books. Everyone is happy when the check arrives for a book. The number of people who will be unhappy selling to another bookseller unless they know for how much

that seller prices the book is infinitesimal. Those people don't need to be considered here because, in the real world, they simply don't have the opportunity to find out that information most of the time, or, if they insist on it, they automatically limit themselves with regard to dealer sales. They can make their own bed and lay in it. We won't bother to tuck them in.

So, what are the problems, if there are any, that we are now encountering with book brokering, and to what extent are they endemic to the net and new to the book world?

There are a few problems that crop up repeatedly on the net, and they do so because the net is constructed in such a way that moving information around it is infinitely easier than it is to move it around another medium. For the benefit of understanding the problems, though, it is helpful to translate the problem from the net, describe it in another medium, and then translate it back, adding (in general) the fact that it is hundreds or thousands of times easier to replicate this "problem" on the net than it is elsewhere.

So, what are the problems?

First: the appearance of large numbers of listings for a single copy of a title, which are not identifiable as referring to a single copy. Imagine a copy of *On the Road* inscribed by Jack Kerouac (the author) to Neal Cassady (the model for the protagonist of the novel). Now imagine seeing it offered for sale, in print, in the next dozen dealers' catalogs you get, at various prices, sometimes with the same description, sometimes not. How well does such a representation in the marketplace of that item reflect reality? Not very well. It would seem Kerouac inscribed dozens of them; or it would seem this book is migrating through the dealers' world; or it would seem twelve people owned a piece of the book and couldn't agree on the price. Or it would seem... who knows? Just plain confusing and off-putting perhaps. If a customer can't figure out what's going on here—and the information he/she can glean from dealers' listings doesn't help but instead makes the

matter more confusing—then one has created a problem in the marketplace where there wasn't one before. Now multiply that times thousands of listings, every day.

Second: the question of the copyright of book dealers' catalog entries gets brought into the brokering issue, not because most dealers would begrudge their colleagues access to information that will help them sell one of their books, but because the lifting and purveying of that information wholesale, in large chunks at once by large numbers of people, is now easy enough that anyone with access to a web browser can lift and copy anything written anywhere. Is it just an antiquated sense of morality or a greedy sense of righteous indignation that finds something wrong with this? I don't think so.

Again, let's switch to another medium to shed light on the example: Harper and Row, which used to have a flagship bookstore on Madison Avenue in the Fifties, decides it wants to sell Random House books. It doesn't order any books from Random House but it gets hold of a copy of the Random House catalog, takes the name off it, copies it in its entirety with all the elaborate book descriptions, puff pieces, author interviews, and solicited "blurbs," raises the prices by X percent, and issues it as *The Harper & Row Weekly Newsletter: What's New in Our Store This Week*.

What's Random House supposed to do? Wait around until H&R sells some books at the inflated prices and then be thankful for the sale? Agree that, since new technologies from the printing press to the laser printer have made copying progressively easier, it's now impossible to say that any copying of any sort is unethical, inappropriate, or illegal? Or should Random House attempt to explain to Harper & Row (or get their lawyers to attempt to explain it) that since they hired the people to write the catalog copy; they paid them for the time they spent researching, rewriting and editing it; they paid for printing the catalog that allowed that information to arrive at Harper and Row in the first place; and, most of all, because they invested in the stock they were selling to

Flaws Not Noted

by Tom Congalton and Rob Rulon-Miller

Collating and describing modern first editions has generally been considered a “no-brainer” in the trade. There are seldom maps, plates, or binders’ half-titles to be accounted for. Knowledge of the bibliographical structure of a book used to be superfluous to one’s ability to sell it; and most first edition dealers were, and are, pleased not to have the knowledge. Little more than making sure all the pages and the dust-wrapper are present and largely untampered with was considered precaution enough in the past. But with the maturation of the field and the correspondingly high prices that modern literature now brings, new problems have arisen. With the ever-increasing emphasis on the condition of the dust-wrapper and its effect on the price of the book, professional restoration of the jacket is being increasingly effected and, most disturbingly, not always noted in consequent “for sale” descriptions—in catalogues or in penciled descriptions in the book at book fairs.

That same demand for condition has seen first editions that are found without jackets often being “married” to jackets from later editions, or switched from an inferior or library copy of the same edition. In the past, it was understood that any dust-jacket supplied to a book should be described as such, but this is a nicety that seems to have fallen by the wayside. At any book fair one attends today (even those sponsored by the ABAA) copies of first editions will be found sporting later printing dust-wrappers and not described as such. At one recent ABAA fair, one dealer prominently displayed a book in a dust-jacket from a later edition—with no written description of that fact—and priced in the same five-figure range as it would sell for in the rare first issue jacket. When confronted by a colleague, the dealer demonstrated that he was aware that the book was in a later jacket, but that he was mostly concerned with the reason the colleague was harassing him.

Another problem that has become epidemic is the use of “lined” and sealed

acetate dust-jacket protectors to hide undescribed flaws that are not otherwise easily detectable. In the bustle of a book fair, dealers and, even less so, collectors, are unlikely to untape and remove jackets from these protectors. If they did, they might find water-stains, foxing, internal tape repairs, restorations, or touch ups that might otherwise deter them from buying the book. After the most recent (non-ABAA) fair I attended, I was forced to either return or alter the terms of sale for over a dozen books in lined protectors that did not describe substantial flaws to the jacket. As a dealer, one is familiar with the recourse that one has in such a situation and may, despite the discomfort it might engender and the wasted time it entails, return or substantially alter the terms of the original sale. Collectors, one can imagine, are less familiar with these recourses and more likely to become embittered, suspicious, or just disillusioned.

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begin with, they had some rights to promotional material and catalog copy; and that if someone wanted to appropriate it, wholesale, for their own use, they should either get permission from Random House or they should be fully prepared to offer Random House some compensation for their unlimited use of material that was generated by many hours of blood, sweat, and tears, as it were. Okay, now multiply that by thousands, every day.

These problems have existed in the past as well. A bookseller once took one of my specialty catalogs, took my name off it, put his own on, and began negotiating the sale of the entire contents of the catalog with an institution. While I would have loved the sale had he succeeded, the fact that he did this without asking me violated my sense of what is right and wrong.

If he had asked, and explained to me that he wanted to keep his customer to himself, so he couldn’t show my name or even give me an acknowledgement, I’d have probably understood and agreed to

allow him to try to make the sale. But the fact that he took what was mine—my listing of the inventory I had and my description of that inventory, compiled over many hundreds of hours of my time—and represented it as his own without even asking me struck me as an egregious action, and one that cannot be countenanced. He also later issued a “bibliography” of the field, by reprinting my catalog and its descriptions with no acknowledgement, and sold it under his own imprint.

In both cases, it was a clear-cut case of his “theft” of “intellectual property,” as they call it, of mine. There was misrepresentation and deception involved, too, but that’s another issue that only affected me indirectly. What affected me directly was that he took the product of my work and gave me nothing in return. And didn’t even ask.

Now, because 10,000 people could easily do today what he did himself, is there some reason to view it in a different ethical light? On the contrary: all the more reason to recognize that, while information

is there to be copied and used, it is more important than ever that credit and acknowledgement be given for the source of that information. This is important both because information is so easy to “steal,” as it were, and because it is so easy for mistakes to proliferate now. The wholesale lifting of information, unattributed, creates a vacuum of “authority” that is hard to fill and has serious implications for all of us.

In bookselling terms, what happens when a brokered book needs to be returned because it isn’t “right”?

In the days of individuals brokering others’ books one at a time, it was not a nightmare to keep track of who, ultimately, was accountable for a description that was faulty, although it could sometimes be sticky nonetheless. Now the problem is compounded dramatically. Also, for the seller of books—who has an actual inventory of books for sale—it used to be relatively easy to keep track of those few

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*The 22nd Annual Boston International
Antiquarian Book Fair*

NOVEMBER 20 TO 22, 1998
HYNES CONVENTION CENTER, 900 BOYLSTON ST.
For more information, call Commonwealth Promotion, Inc. at 617-266-6540

Lopez

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individuals who would seek to “purchase” one’s books in order to offer them to a customer and then return them if the customer didn’t bite. There were issues of return policies, “reasonable” lengths of time for returns, and, in brokering situations, a chance to alter one’s expectations of the transaction: if a broker wanted to take a book “on approval” for a customer, it was easy to accommodate. Now, with hundreds or thousands of individuals enabled, technologically, to insert themselves into these transactions, some standards of accountability—which could have been handled on a case-by-case basis in the past—need to be more formally articulated.

When a broker who doesn’t know the field sells a book that is the wrong “issue”—and wasn’t clearly identified as such in the bookseller’s description, who is finally responsible, or does the customer just take his chances? If nobody says what the issue point is, and the broker doesn’t know, is the customer’s ignorance simply

his own fault? Are we creating a marketplace where “caveat emptor” is the bottom line? If so, I would argue that we are doing our customers, and ultimately ourselves, a great disservice. But how are we to deal with those questions in the face of the proliferation of this new technology and its new capabilities—ignore them? Pretend they don’t exist? I don’t think so.

Some guidelines for brokering and other related activities that weren’t necessary in the past are now necessary because of the proliferation of this capability. Denying that anything is different now, because brokering has been going on for ages, is akin to denying that skyscrapers need more stringent building codes than thatch huts. The structures that support thatch huts won’t support a skyscraper; and the number of people who can get hurt if a skyscraper collapses is much greater than the number who will be hurt if a thatch hut collapses. Arguing anything else at this point is pure speciousness, a self-interested perspective that is in conflict with reality and can cause grave damage to those of us, booksellers and customers, in the same area—or market, in this case. ■

Flaws

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sioned, and may instead choose to find a hobby that calls for less paranoia and more confidence in its vendors.

Those selling antiquarian books should be just as careful. Even some common books sell for extraordinary amounts, and condition today has so much more to do with price than it did a generation ago. The stakes are higher now. All booksellers should be attentive to the condition of the books they sell.

Some types of problems in antiquarian cataloguing include the absence of half-titles. Rebound copies are frequently preserved without half-titles, and their absence is not often noted. The customer should know about a printed leaf that is lacking. Issue points, if present, should always be noted. Perforated stamps should be made known. As the prices of color-plate books reach new levels, booksellers must take care to determine whether or not the coloring is contemporary with the book or if it has been added later. Some modern-day colorists are very skilled; even experts in the field have been fooled. Technology has made it easier than ever to create facsimile pages. Of facsimiles and, of course, with manuscripts, we should always be suspicious of forgery. And some jobs of recasing have fooled me plenty. The case for press books and modern fine printing is perhaps even more severe, where just about any flaw may render a book less than “fine.” Except for reading copies, the absence of publishers’ boxes, if any, should always be noted, as should previous owners’ signatures, which in antiquarian books are frequently not mentioned.

We don’t want to preach to the converted. Use your salesmanship for sure when selling a book’s intellectual content or its graphic allure, but it is a mistake to conceal the physical shortcomings. The bottom line is do not be afraid to describe the condition of your books. Putting one over on your customer—whether he or she be a colleague, an institution, or a private collector—will cost us all more in the long run. ■

Rostenberg & Stern Honored at 49th Annual Meeting

by Liane Wade

Two founding members of the ABAA were honored by the Mid-Atlantic Chapter and the ABAA national organization at the annual meeting held April 18, 1998 in New York. In making the presentation, MAC President Daniel De Simone said, "Everybody in this room is well aware of the accomplishments of Leona and Madeleine. But the Mid-Atlantic Chapter and the ABAA are beginning to realize that their accomplishments have transcended the trade, and are being recognized by people and institutions all over the country.

"In addition to scores of catalogues which they have published, Leona and Madeleine have either written, edited, or contributed to over forty-five titles. And their books are being used by students and faculty throughout the nation in academic institutions. In 1997, with the publication of [*Old Books, Rare Friends*] they reached an even greater audience—the reading public—those potential customers that we are all looking for.

"In New York City last May, it should be noted, Madeleine Stern was awarded the Distinguished Alumna Award from Barnard College. And next month Leona will receive the Alumni Achievement Award from New York University, which is the alumni association's highest honor. The recognition of Leona and Madeleine has gone well beyond the trade.

"Throughout their career they have demonstrated the most important characteristics of antiquarian booksellers—experience, expertise, and sound business practices. And while the press and a few popular writers have glamorized the clever book thief, the forger, and the eccentric, Leona and Madeleine have offered to the public the image of a bookseller as conscientious researcher, whose greatest reward is in finding something that no one has known about and placing it in the private or public institution where it best belongs.

"Leona and Madeleine have demonstrated to the public what a bookselling career is about, and the tremendous response to their new book is a testament that all of us can be proud of. This image of a career bookseller is the greatest legacy they could leave us, and

I, personally, would like to thank you—and I would hope that everyone in this room would take this opportunity to show their appreciation to Leona and Madeleine for representing the ABAA and the Mid-Atlantic Chapter in such a distinguished manner."

Leona responded by saying she hadn't felt so encouraged since her parents had sent her off to school. She said, "It is a wonderful day, and I am very touched by the affection of the Association. It is also quite remarkable that after forty-nine years of membership, we've both been given free meals tonight.

"Madeleine and I have watched the ABAA progress for almost fifty years from a group of about thirty original members—the Governors sitting on stools at the back of the Seven Gables Bookshop—and with absolutely no money. When I became President (in 1972), there was great excitement because I raised the dues from \$20 to \$30 a year.

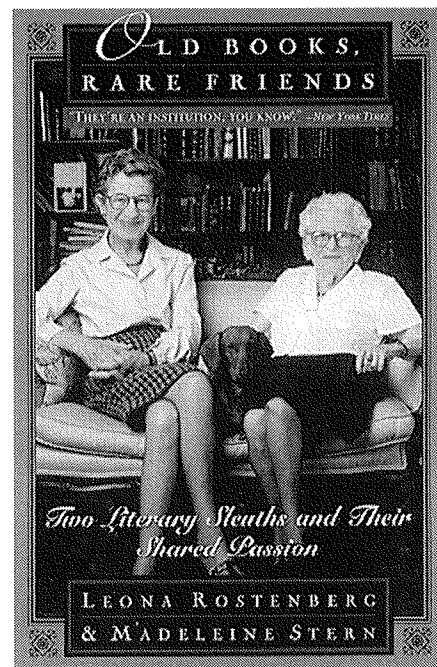
"So, indeed we've come a long way. And all I can say is that I hope the ABAA continues as well as it's been going."

Madeleine said, "I'm left with a 'ditto,' as usual. I'm as overwhelmed as if I had found *Tamerlane* with an inscription from Poe to Annabel Lee. I'm overwhelmed. I thank all of you whom Leona mentioned: Bob, Dan, Priscilla, all of you."

Dan gave Leona and Madeleine a private letter from Roy Clare. He then turned the meeting over to President Bob Fleck.

Bob said he is especially pleased that Leona and Madeleine have signed a publishing agreement with him for their next book. He remarked that "these two ladies put me up to it—Leona and Madeleine were my sponsors for membership twenty years ago."

Priscilla continued, "Before I introduce the new Board officers and new members, I want to say a few words. In looking at the list of past presidents and thinking of those whose footsteps I follow, I couldn't help but notice that I am the fourth woman to become ABAA President. The first was Frances Hamill, 1954-56, the second is with us, Leona Rostenberg, 1972-74.

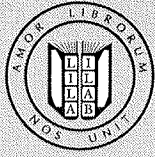


Leona, I thank you for leading the way. The third woman President was Elisabeth Woodburn, 1982-84, and I am the fourth.

"Mike Ginsberg pointed out that I am only the third President from the New England chapter. George Goodspeed (1960-62) was the first, Mike was the second (1988-90), making me the third, and this is more of a minority group than the female presidents!

"I want to say a couple of words about Leona and Madeleine, who have represented our organization so brilliantly in the international field for so many years. When the Presidents' Meeting of the ILAB was held in Japan in 1972 Leona gave her speech in Japanese. Thank heavens the next few meetings are not in Japan because I know I couldn't do that. I don't know how you did it, and I'm in awe of it."

Leona added, "The Japanese love to give cards. We had a book fair in Tokyo and each of the Americans brought seven books. Well, at the dinner we were talking to a Japanese dealer and we were trying to tell him about our books. One of the dealers gave us his card and asked us to come to his shop. One of our books was a seventeenth-century book about wrestling. He didn't seem impressed at all. So Madeleine and I started to illustrate what the book was about. We were rolling on the floor. He did not buy the book then. He waited until the fair opened."



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

February 18-20

Amsterdam, The Netherlands (NVvA)
RAI Congress Centre

April 15-18

New York, NY (ABAA)
Park Avenue Armory

May 6-8

Los Angeles, CA (ABAA)
Marriott LAX

May 26-30

Paris, France (SLAM)
La Maison de la Mutualité

November

Boston, MA (ABAA)

2000

February 25-27

Los Angeles, CA (ABAA)
Marriott LAX

September 21-23

Edinburgh, Scotland (ILAB)
18th International Book Fair

ABAA Responds to Starr Supoena

An Open Letter to Special Prosecutor Kenneth Starr

Dear Mr. Starr:

The Executive Committee of the Antiquarian Booksellers Association of America is writing to register a protest against your request, in the course of your ongoing investigations, for a subpoena of the records of book purchases made by Monica Lewinsky.

News reports have indicated that there is solid legal basis for calling for subpoenas in this case. However, in our view, the freedom to read, and to be free of government persecution for one's reading, is both an essential element of our democracy and is also a fragile and tenuous right—one that has existed for only a short time in the overall history of human societies, and one that still does not exist in large portions of the world. As such, we cannot ignore the broad, and frightening, implications of our country taking a step away from its freedoms and toward the much more common circumstance throughout human history of those in power dictating what may or may not be read by the rest of us.

Throughout this country's history, books have been accorded special protections from government regulation, because of their integral relationship to the freedoms defined in our Bill of Rights. We see it as a short step to go from monitoring citizens' reading habits to prescribing, or proscribing, those habits. Without the compelling urgency of danger to life and limb or overriding issues of national security, we believe that the records of citizens' book purchases should not be used as legal cudgels in a political case or in a white-collar criminal investigation. We fear that to do so is to trivialize the importance of books, and the free expression of ideas that they represent, and to diminish their significance in a democratic society.

The Antiquarian Booksellers Association of America was founded in 1949 and is the largest organization of antiquarian booksellers in the world. We are the largest chapter of the International League of Antiquarian Booksellers, the oldest rare book association in the world, consisting of 20 associations representing 30 countries. The motto of the ILAB is "Amor Librorum Nos Unit" —"The Love of Books Unites Us." The ILAB is dedicated to recognizing the value of books without regard to their political uses, and has refused admittance to countries that seek to limit that which may or may not be sold, and may or may not be read, within their borders.

We see these issues as real and practical, not theoretical. We see the freedom to read—to take in printed information—to be one and the same with the freedom to express or print that information. We believe our freedoms are important and need to be cherished and cared for, and that we should not take them so much for granted that we lose sight of the possibility that they can be abridged. We feel that seeking subpoenas for book-related records in this case jeopardizes those freedoms in ways that outweigh the many legal issues involved in the case.

Therefore, we urge you to rescind your request for these subpoenas.

Sincerely,

Priscilla Juvelis, President

Thomas Congalton, Vice President

Ken Lopez, Secretary

Year One at Olympia 2 for the London Fair

by Rob Rulon-Miller

Adrian Harrington and the entire London book fair staff deserve a round of applause for their persistence in conceiving, working toward, and achieving what may soon be again—if it is not already—the best book fair in the world. True, the California fairs are bigger, and New York still holds its own. But the American fairs are not so nearly international as that in London, a city at the crossroads of the American and European trade; and the variety of books at American fairs is not nearly so broad or wonderful. With a few more dealers from the continent, America, and the Pacific Rim, the London Fair will achieve the optimum balance of a truly international trade show, with great books in all fields, and no one category in preponderance.

This was Year One at Olympia 2, a spacious exhibition hall on the west side of London, and just about everyone I spoke with seemed to think the London fair had found its home at last. The fair was timed to coincide with the annual Antique Show held in the larger adjoining exhibition hall, Olympia 1; but whether or not this helped attendance or sales only the individual dealers can tell. It didn't help me one iota. The Antique Show by contrast was far more elegant, with many, many more exhibitors and virtually thousands more attendees, which only reinforced for booksellers once again what a small trade we are in comparison.

Move-in and move-out were virtually seamless. The variety in style of booths was greater than at any fair I'd been to in the past, and the maze-like floor plan was most enticing, almost magical, breaking at last the habitual chain of up one aisle and down the next. For the first time at a fair I sensed there was a conscious plan in the arrangement of the booths (but not the booksellers), and it should serve as a model for fairs to come. I'm not sure all the customers were happy with it, though, as some seemed confused by the plan.

Year One was not without problems, however, though none should be too dif-



A bird's-eye view of the booth arrangement at the Olympia 2.

ficult to remedy. First, my packet with times for set-up, complimentary tickets, and last minute instructions did not arrive at my office until five days *after* I had gone to London and only two days before the show actually began. In the future, packets containing such timely information should be entrusted to none but Her Majesty's Post Office and not some fly-by-night cheapo delivery system. There seemed to be some confusion, too, as to the hours of the fair, as several different schedules were published and advertised.

Set-up (Wednesday 7:00 to 10:00 p.m. and Thursday, 8:00 to 11:00 a.m.) was too short, and there was little or no time for buying before the show started. Perhaps this was intended, given the outdated ILAB custom of no buying prior to the opening gun (ILAB *Rules*, p. 26, 1994 edition); but this ILAB "guideline" is dead on arrival at even the most stodgy of fairs and should be abandoned in favor of reality. Remember, for many of us, the trade is usually our best customer.

The concessions and lounge area were central to the arrangement of stands, about which all the stands radiated, but the catering there, which wasn't inexpen-

sive, was downright awful. You were okay buying the bottled water, but beyond that one seemed to be taking chances. The pastries were two days old, the sandwiches were as plastic as the wrap they came in, and the coffee was absolutely vile. Anyone with a palate went across the street to the deli. Myself, I ate the sandwiches and drank the coffee, but not with any relish (although relish may have helped).

Most display cases did not have lights, which made viewing what was in them particularly unexciting. The bookshelves have seen better years and will soon have to be replaced. There was no wrapping table, no fax or copier for the use of the exhibitors. On the last day there was the clanging and clamor of construction in the upper tier, which was bothersome to those at the west end of the hall.

The prices in London, even acknowledging a strong British currency, seemed staggering. I don't think there was a lot of buying and selling between dealers, except perhaps at the upper levels or on behalf of specific customers. Booth to booth, sales ranged from about zero to

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ILAB Awards Prize

The International League of Antiquarian Booksellers has awarded its Twelfth Bibliographical Prize to Lucas Heinrich Wüthrich.

Wüthrich will receive \$10,000 for his four-volume work on the seventeenth-century Swiss engraver, Matthäus Merian, entitled *Das druckgraphische Werk van Matthäus Merian* (Basel: Bärenreiter-Verlag, 1966, 1972; Hamburg: Hoffmann und Campe, 1993, 1996).

The prize will be officially presented to Wüthrich in Vienna on October 7, 1998, during the ILAB's biennial congress. *Das druckgraphische Werk van Matthäus Merian* was selected from a total of eighty entries received from all over the world. In addition to Wüthrich's study, the Twelfth Bibliographical Prize Jury singled out two other works for recognition of their outstanding merit: Marianne Tidcombe's *Women Bookbinders, 1880-1920* (New Castle, DE: Oak Knoll Press; London: British Library, 1996) and Alfredo Serrai's *Storia della Bibliografia* (Rome: Bulzoni Editore, 1988-1995).

The Bibliographical Prize jury consisted of booksellers Alain Nicolas, President of the ILAB; Konrad Meuschel, who also served as secretary for the bibliographical prize; and Roland Folter of H.P. Kraus in New York; and librarians Peter Amelung of Stuttgart, Julian Roberts of the Bodleian Library, and Ennio Sandal of Verona.

The ILAB Bibliographical Prize, which is awarded every four years, is designed to honor authors of outstanding bibliographies or significant research on the history of the book.

London Fair

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nearly a half million dollars. The general feeling (and of course there are exceptions) among most was that sales were okay, perhaps a little better than okay. But not staggering.

The Fair Catalogue, a lavishly illustrated production with much more color than usual, has long been a tradition at book fairs in Europe. Personally, I have yet to see how much they help either sales or contacts; now, in the age of the Internet, they seem to be becoming superfluous. This year's on-line fair catalogue was available to millions of people around the world and at virtually no extra cost to the exhibitors. The printed catalogue, which I understand was given only to the exhibitors and patrons of the fair on entrance (and not sent to librarians, collectors, or non-exhibiting booksellers), probably cost the exhibitors more than £100 on their stand rentals, and, in striking contrast to the Net, may not have achieved even a city-wide circulation to those who cared.

The announcement came at the end of the fair that something like three million pounds had been transacted (about £23,000 per firm on average), a figure

derived from slips passed out to dealers at the end of each day on which daily sales were recorded and tabulated. The fair committee should bear in mind that some dealers regard this as an intrusion, even if it is anonymous. One American dealer with significant sales reportedly enters the amount for money spent, not money sold. Another dealer enters the same amount year after year, regardless of sales. The larger question of sales figures is this: does the book fair committee actually DO anything with the figures other than to announce them and feel good (or bad) about them at the fair's conclusion? Could the ABA (and would the ABA membership) contribute annual sales figures in the same way come December 31 so that some semblance of the health of the trade overall could be determined? Collecting the data without using it is a needless waste of time. At any rate, the figures are certainly to be taken with a grain of salt.

By most everyone's estimation, this year's fair was a success on many levels, even for those with average or less than average sales. The book fair committee is already attuned to the problems and shortcomings at hand, and next year can only be better. The good word of this year's fair will spread quickly, and it won't be long, I bet, before there's a waiting list. ■

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
20 West 44th Street
Fourth Floor
New York, NY 10036

Obituaries

Raffaella "Rae" Lien Minneapolis, Minnesota



Raffaella "Rae" Lien, wife of ABAA member Leland Lien of Minneapolis and a long-time partner in their popular downtown shop, died of uterine cancer on August 2, 1998. She was sixty-five. Rae is survived by her husband and her children, daughter Valerie and son Richard, both of Minnesota.

The Liens settled in Minnesota in 1963, and in 1973 started Lien's Bookshop in Minneapolis, where Rae became a permanent fixture. She was last seen by many of her friends at the Midwest Bookhunters' Minnesota Book Fair in July. Her warm heart, maternal instincts, friendly smile, and general good cheer will be sadly missed.

Preston "Mac" McMann Portland, Oregon

Preston "Mac" McMann, founder (with Charles Soule in 1949) and proprietor of Old Oregon Bookstore in Portland, Oregon, died on January 16th, 1998, a little more than a month before his seventy-ninth birthday. As the earliest ABAA shop in the Pacific Northwest, Old Oregon not only became a haven for book lovers for

nearly five decades; it was an outpost of our profession and its more serious concerns. In this respect, the legacy of Old Oregon is a great one. Bookselling in our region flourishes, in good measure, because of his high standards and his generosity to upcoming generations of booksellers. Mac had the respect and friendship of many in our world.

Mac was born on February 20th, 1919 in Presque Isle, Maine. His early life was difficult, almost Dickensian. His father was a whiskey smuggler, and his mother abandoned him to the care of his remarkable grandmother, who encouraged his early love of reading. Through her influence the young boy took his official first job, tending the stove in the town library where he discovered the novels of James Fenimore Cooper. It was there, too, he unearthed, with equal horror and fascination, a reproduction of George Catlin's painting of the Mandan purification ceremony, in the hours he was allowed to roam and read after the library closed. These experiences remained vivid to him, and he cherished them; they had shaped him and informed his passion for his primary specialty, Western Americana. One need only leaf through his copies of Howes, Smith, and Adams to see the years of careful study, notes, insertions, and emendations that accumulated in the margins of these classic works. He kept detailed bibliographic files on Catlin, especially the foreign editions and advertisements, for years. The impact of that first encounter with Catlin's painting would stay with him throughout his life, and he would sometimes probe its deeper meaning.

During this early period, Mac discovered book scouting as well, flipping books he found for a nickel to earn extra spending money. After graduating from Goodwill Academy he rode the rails, seeing the country and encountering a cast of desperadoes and characters along the way that would fuel endless hours of storytelling and reminiscence. It was the Depression. He was on his own, seeking work, finding his way. Always drawn by the printed word, he would take jobs hawking news-

papers, especially in New Orleans and San Francisco. In San Francisco, at the age of eighteen, he opened his first store, a tiny space off Market Street where he sold used books to streetcar commuters. During that time he would meet the young Warren Howell in John Howell Books. A whole generation was in its formative stages.

Mac came of age as a bookseller in Boston. Working from a small apartment on Beacon Hill, he discovered Goodspeed's, remembering into his late years the generosity, fair treatment, and encouragement he received there when he walked through those familiar doors with a stack of rare Benjamin Franklin imprints. He started working Goodspeed's want lists and always chuckled when a title came in the door years later that was one of their permanent wants. This was his unofficial tutelage in the antiquarian book trade, and he was clearly a quick study. World War II was looming, and Mac would soon be off to the Pacific Islands, working in an Army Air Force intelligence unit. But things were different now. During a visit to Wichita in search of work, Mac met the pretty Quaker girl who would become his beloved wife, Phyllis.

After the war, Mac worked as a customs inspector in Portland and went to law school for a while. The first of his four children was born, and he continued hunting books in his spare time. He was also developing a small career as a writer for magazines like *True Detective* and *Police Reporter*, where he published short articles on a variety of scammers, forgers, and war criminals. He was fascinated by the underworld of crime and deception, from the careers of petty flimflam men to the labyrinthine world of international espionage. He always had large stocks of these books in his store and was conversant in the novels of Hammett, Greene, and Le Carre. Outlaw narratives and sensational tracts from every period delighted him. He remained a prodigious reader with an imagination equal to his interests. The store, in its largest incarnation, numbered a

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Obituaries

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quarter of a million books which, it is fair to say, mirrored his many interests.

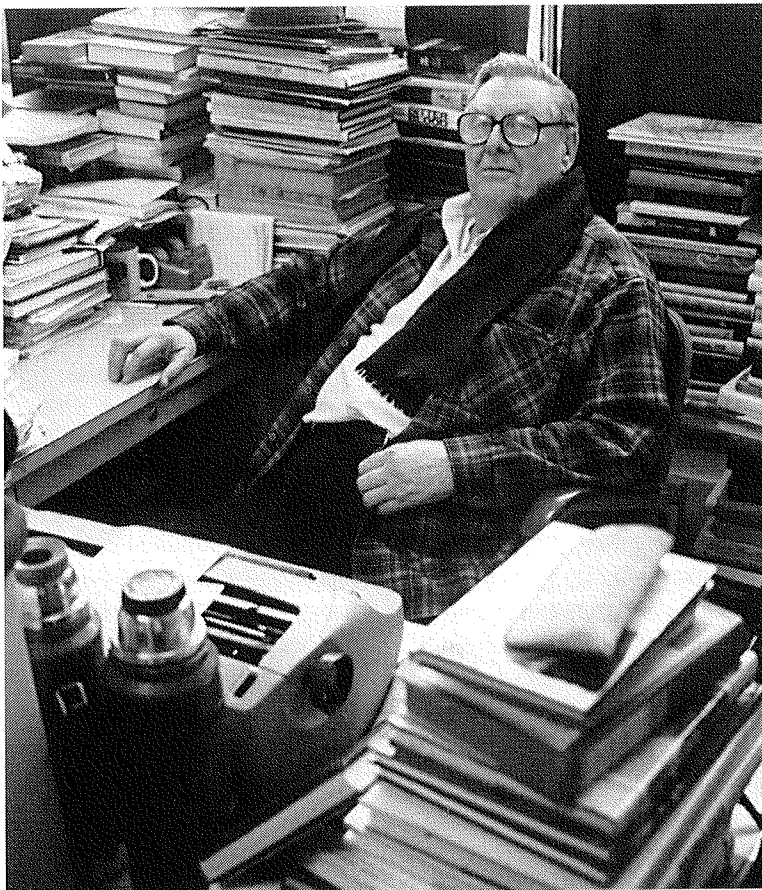
When Old Oregon Bookstore opened in 1949, sharing space with a piano store owned by Charlie Soule, who provided a loan (and a certain business savvy that Mac marveled at) for the purchase of an especially good collection of travel books and Northwest Americana, the time was right. Hyland's Book Store (oh, the tales of rare Western books, brand new and wrapped in brown paper, sitting on those overstock shelves since the turn of the century!) and Cameron's were already Portland institutions; the new book department of J. K. Gill was a cultural center, promoting readings and signings. There were some interesting people in Portland in those budding years as well. Frank Sciosca and his wife Mary were Mac and Phyllis' neighbors. Fred Jacobson was in the process of building a remarkable collection of twentieth century literature. Stewart Holbrook was

writing prolifically and occasionally creating convenient fictions about a book he had seen or a conversation he had overheard at Old Oregon for the purpose of a morning article in the Oregonian. Soon, Martin Schmidt was at Special Collections at the University of Oregon. The young soon-to-be Pound scholar John Friedman and then Reed student Gary Snyder were working at the store at various points. Poets, anthropologists, historians: many bought the books that started them on their paths at Old Oregon, many returned with news from the world. Meanwhile, Mac and Frank scouted and, later, took trips to California (where Frank and his family soon moved). I can easily picture the two of them, sorting out the days' books in the living room, stacks everywhere. It was a pleasure that never left. Even during their last visits together those quiet smiles of satisfaction and anticipation, sparking with glee and the occasional giggle ("Now that's a cookie, Frank!"), appeared at the promise of the next book.

Over the years Old Oregon emerged as a large scholarly bookstore. The scholarly

books sustained Mac. After one large university sale, he took his family with him for a long stay in England, where he enriched his stock and this city from afar with varied delights: long runs of Jazz Society titles, Left Book Club, Hutchinson International authors. The rarities came as well: the herbals, the plate books, Lady Morgan's commonplace book filled with letters and drawings. Bob Hoyt took care of things at the shop then, processing and selling the shipments as they arrived. It was a different time, a time when really good books were still cheap. Mac would remember, with no small sense of irony, how he struggled to sell his Curtis, housed in its original mahogany cabinet, for a few thousand dollars as he looked at results of the same set's recent auction record. Still, he had had a fair share of great finds: *The Murders in Rue Morgue*, the original correspondence of Henry Stanley's secret reports from the Belgian Congo, all the unique Oregon imprints, the remarkable brand books. Along the way he found time to be a major partner in Champoeg Press, which published rare Western narratives in beautiful letterpress editions printed by Lawton Kennedy.

Relationships in the trade flourished through the years. Jeff Dykes and Mac stayed in regular contact over the years, sharing news of a Billy the Kid pulp or an issue point on a Charlie Russell calendar at the drop of a ten-gallon hat (they both had them.) Jack Bartfield was a dear friend; they visited whenever they had the chance: Portland, New York, London, Amsterdam. Mac was Portland agent for the sale of a Childe Hassam mural that Jack purchased, and he turned up a set of armor that Jack needed for a customer to boot. They never lost touch with one another. The California booksellers always remained close: Warren Howell, Helen and Reg Hennessey, Dick Mohr, Bob Hawley (his hilarious postcards to Mac deserve a book of their own), Peter Howard. The list of friends goes on. California was especially familiar; there was a special ease and affection associated with dealing books in a world where so many paths had crossed for so long. Likewise to the north, Vancouver, B.C.: Bill Hoffer, Don Stewart, Steve McIntyre.



As Portland came of age, so did many of her collectors. Some of them saw another side of Mac, at least initially, and freely shared their sense of terror at their first meetings in later years. His gaze was penetrating; his wit, always at the ready, could be sharp. If a few timid souls paled at his uncommon directness, he remained convinced that the books would always speak for themselves and that the rest would be sorted out along the way. It usually was. He was tough and suffered no pretense or boorishness. But he was also uncommonly generous and forgiving. He was a man who loved his family and who could be described as quite traditional in many ways; he also possessed a radical political sensibility and was especially fond of those young dealers whose lives reflected those traditions. Many lasting friendships were forged at the shop. And even in the later years when Mac's heart condition prevented free movement, the spirit of the place, fueled by his bright memory and love of conversation, remained unchanging.

A memorial service was held at the First Presbyterian Church on January 23, 1998, appropriately enough, the place where that rare and famous repository of Northwest cookery, *The Webfoot Cookbook*, had been published 100 years before. There were tributes, and a piper who played during the service and then led the crowd down Alder Street back to the bookstore for a reception and hours of memories. Karin Welch, faithful shipping clerk of twenty-five years, hand made the memorial program and has been granted the store name for possible future use for her good services during Mac's final illness. Mac is survived by his wife and co-worker of over fifty years, Phyllis, his children, and grandchildren. The Old Oregon Bookstore officially closed its doors on March 15, 1998. The store archive is now at The Oregon Historical Society.

The idea of the end of an era is often invoked on such occasions, though it is rarely fully warranted. But the passing of Old Oregon signals such an event, at very least here in the Northwest. Old Oregon was a wonderful place, a touchstone. Mac will be sorely missed.

—Charles Seluzicki ■

Rulon-Miller

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the ABAA, were very much on the minds of all who were present.

Nearly 300 (of about 460) ABAA members are now on-line. Those who are not (and of course those who choose not to receive the discussions) are missing out on a most interesting debate about the future of the trade. All diligent booksellers, if not active participants, are at least readers, both of Biblio (an international bibliophilic on-line forum) and the ABAA list-server, of what amounts to a docu-drama plotting computers against humanity. If there's one message in this article for those not on-line, it's this: get wired. Something's happening here, and everybody should be informed.

Bookselling is evolving, almost certainly for the better, although there will be bumps along the way. The Alibris commotion is just such a bump, a big one so it may seem now, but when other databases move in the same direction the bumps will be progressively smaller, until all is smooth again or until another bump looms. I'm impressed that the Planning Committee was able to put ABAA's future in perspective and not rush headlong into foolish enterprise. ABAA is not a database of books. Our purpose is to promote ethics and professionalism in the trade and, perhaps to no less a degree, to sponsor book fairs and educate the public. These are things we do well, and hope to continue to do well. ABAA is not in the business of bookselling in the way that ABE and Alibris are, or even to the degree that we as individual members are. To even come close to launching something on the scale of ABE or Alibris would require exorbitant taxes on the membership, and we are indeed fortunate that the logistics of implementing such a venture are far beyond our even considering it.

We do need, however, a more sophisticated web-page, and the Planning Committee is committed to pushing for funds from the Board to pursue whatever course is necessary to bring the ABAA website up to current standards. In the meantime, the on-line databases will continue to

serve members and non-members alike in more and more creative ways.

The Planning Committee also discussed finances. Don Heald held the rest of us rapt as he explained how the ABAA could significantly strengthen its financial muscle. Proposals were made about ABAA finances, discussed, and voted upon by the Committee, and the proposals that passed will be presented by Don to the full board in Boston in November.

There was discussion about the merging of chapters, largely for demographic reasons, and there was also some talk again of reducing the size of the Board. The Southwest Chapter, which for ten years has been represented on the Board by either David Margolis or his partner, Jean Moss, was seen as one that could be merged with either or both the Southern California Chapter or the Southeast Chapter. A proposal was made and passed that the Southwest Chapter be encouraged to take the debate back to its chapter members, and for them to let the Board know if they wished to remain a separate entity.

At its last meeting in April the Board approved what turned out to be a controversial "outreach program," as described in the Minutes of that meeting and in the *Newsletter*. Sixteen Board members discussed, debated, hashed, improved, re-hashed, and finally voted (unanimously, I believe) to approve this gesture of goodwill to non-member booksellers and collectors the country over, only to see imperfect information pop up on the ABAA list-server, where all hell seemingly broke loose over the plan. In response to the response the Planning Committee revisited the "outreach program" and made minor changes which were subsequently approved by the Executive Committee. The program, which will likely have a new name once it goes public, will allow participants, for a \$75 annual fee, a subscription to the *Newsletter*, entrance to ABAA-sponsored fairs, the *ABAA Directory*, and the *ABAA stolen book lists*. The program seeks to bring the ABAA to others in the bookselling community, to acquaint them

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Rulon-Miller

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with our goals, and to promote our Code of Ethics. There will be no cap on the number of participants. The program will be announced informally at the Denver Seminar this month and later on the web once final touches have been made.

There was protracted debate with regard to the book fair schedule, which centered on resolving a difference of opinion between the two California chapters about annualizing the San Francisco and Los Angeles fairs. The Planning Committee will make recommendations to the Board in November. Next year will be the last New York Book Fair at the Armory, as it is being closed for renovations. Sandy Smith will be inviting ABAA to join him at a downtown location yet to be named, and the time slot may or may not be April. This also may have an impact on the national fair schedule. Another idea that received attention was the possibility of ABAA hooking up with established antique fairs on an exclusive basis, which is being referred to the Book Fair Committee for a recommendation. The Planning Committee reminds local book fair chairs that the ABAA Book Fair Rules are to be included with every exhibitor contract.

The Planning Committee looks to produce a brochure about ABAA, similar to one that was issued six or seven years ago, for distribution at book fairs and for enclosing when mailing out the *Directory*, among other sundry purposes. Ken Rendell and Larry Fox will speak at the next annual dinner when we will celebrate ABAA's fiftieth anniversary. It was proposed to print the speakers' remarks in pamphlet form to commemorate the occasion. Also, the Committee will discuss with the Board the possibility of making a special Fiftieth Anniversary Edition of the *Directory* and of having a special benefit auction or campaign drive for the Benevolent Fund.

Bob Fleck announced that Esther Fan will be leaving Oak Knoll and hence leaving as ABAA's public relations

employee. Discussion on how to replace her followed, but not before I announced that I've decided to retire from being *Newsletter* editor. More and more the Internet makes the *Newsletter* superfluous, although I doubt the Internet will ever replace it, at least in the foreseeable future—for one thing, not everyone is online. Our last issue of the *Newsletter* was the first in its history with no letters to the editor, which I thought were frequently its most interesting feature. Not that letters were not being written, but they were every last one of them posted to the ABAA list-server. In fact, there are exponentially more letters being written now, although the immediacy of the Internet, I believe (and wrote about in my "Commentary," *ABAA Newsletter*, Vol. VIII, no. 1), works against considered response. The *Newsletter* will remain—at least for a while—a place for featured articles and reasoned argument. Letters and chat on the list-server, address changes, news and press releases, even obituaries are perhaps now more suited to the web, although in the last instance I would argue that an obit in print remains a time-honored way to preserve the memory of the deceased. Over the years I have enjoyed my role as editor, albeit some-

times a monopolizing role, but I think it is best for the *Newsletter* if a replacement is found. I've always felt that the *Newsletter* should be better, and I think that the ABAA deserves better. I just never had the time to make it all that it could be. Discussion about merging the editorship with the public relations position is still ongoing.

With the *Newsletter* in mind it was reiterated that information of lasting value to the membership be printed more frequently. Discounts available to ABAA members for rental cars, library supplies, travel, and other benefits should be communicated periodically, although there is ever a dearth of communicators. Articles of sufficient interest and entertainment continue to be welcome, although after ten years of publication only a very small percentage of the membership contributes. Notices from the Board to the membership will always be printed in the *Newsletter*, as it is yet our only official organ.

Dan DeSimone submitted a detailed written report to the Planning Committee on his adventures at the RBMS Public Initiatives Committee meeting held at the Library of Congress at the end of June, which is reported separately elsewhere in this issue. ■

Ritzlin on Lilly Library Roster

ABAA member George Ritzlin, Highland Park, Illinois, will teach *Introduction to Rare Maps and Atlases* at Indiana University's Lilly Library from October 4 to 6, 1998.

Ritzlin has been a dealer in rare maps and atlases for twenty-two years and was co-founder and first president of the Chicago Map Society.

The intensive, week-long course is intended for librarians, researchers, collectors, and antiquarian booksellers. Ritzlin will survey the development of cartography, focusing on the history and production of maps and atlases of the fifteenth through nineteenth centuries, examine the various printing methods used to produce maps, and explore the nature of the coloring processes used

during the last several centuries. Ritzlin will also survey the reference sources useful in working with historical maps and atlases, offer advice on developing and caring for cartographic collections, and present an overview of the current cartographic market.

For more information on this course and on another to be offered by Lilly Librarian, Joel Silver, entitled *References Sources for Rare Books* from October 19-23, please contact: Jane Clay, Division of Continuing Studies, Owen Hall 204, Indiana University, Bloomington, Indiana 47405; phone: (812) 855-6329. You will also find details at the following websites: www.indiana.edu/~scs/iub/maps.html and www.indiana.edu/~scs/iub/refsources.html. ■

Ginsberg to Speak at SAA Meeting

ABAA member and former president (1988-90) Michael Ginsberg will be participating in the sixty-second annual meeting of the Society of American Archivists in Orlando this summer. Ginsberg will provide the antiquarian bookseller's perspective in a session scheduled for September 5, 1998 entitled, "Creating an Ongoing Relationship: Archivists and Rare Book/Manuscript Dealers."

The session will be chaired by Alfred Lemmon of the Historic New Orleans Collection and also includes Rutherford Witthus of the Thomas Dodd Research Center. Recognizing that rare book and manuscript dealers can provide many services to archivists, from appraisals to active collaboration in collection development, Ginsberg and his colleagues will discuss how to develop positive relationships between dealers and repositories. The program notes state: "To take full advantage of a dealer's expertise, an institution must be able to articulate its acquisitions policy and programmatic goals."

The SAA annual meeting runs from August 31-September 6, 1998 and will take place at the Disney Dolphin Hotel. ■

De Simone

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David Szewczyk and Cynthia Davis Buffington, and Tony Baldwin (of Bruce McKittrick Rare Books).

As is usually the case, the ABAA helps sponsor a cocktail party for the participants in the RBMS Preconference. This year it took place in the main hall of the Folger Shakespeare Library, a most appropriate setting for such an august group. What was unusual about this year's cocktail party was the recognition that the ABAA received from the leadership of RBMS. Laura

Stalker of the Huntington Library was chair of the 1998 Preconference. Her remarks to the assembled crowd were totally devoted to recognizing the past and present participation of the ABAA members in the Pre-

Glassman Thwarts Thieves

ABAA member Peter Glassman, of Books of Wonder in lower Manhattan, helped police apprehend three alleged book thieves this June.

As reported by the *New York Post* and *Newsday* (L.I.), the trio of English men approached Glassman in his shop, offering him more than a dozen rare children's classics by authors including J.M. Barrie, A.A. Milne, and Beatrix Potter. The disheveled appearance of the men, their demand for a cash payment, and the rarity of the books aroused Glassman's suspicions. After persuading the men to leave the cache of books—worth tens of thousands of dollars—so that he might do some research on them, Glassman contacted colleagues in the book world.

His suspicions about the books were confirmed. They had been stolen last year from Bromlea Books in Bolton, England.

"These lads weren't smart enough to realize that anyone who would know the value of these books would also know they were stolen," Valerie Johnstone, owner of Bromlea Books, told the *New York Post*.

Glassman reacted quickly, alerting detectives at his local precinct house to the stolen books and the impending

return of the English men to his shop. The police response startled him.

"They wanted me to participate in the arrest! I thought you call the police and then you're out of it," Glassman explained to *Newsday*.

The sting operation called for Glassman to invite the three men back to his office and, while pretending he was interested in buying the books, to get them to admit that the books were stolen. Police officers, hiding in Glassman's outer office, would catch the suspects in the act.

"They wouldn't say anything, so I left the room, and the police rushed in and made the arrests. It was like 'NYPD Blue'," Glassman told the *New York Post*.

The men—Robert Irwin, David Allred, and Michael Naylor, all of England—were arrested and charged with criminal possession of stolen property.

"I did what I had to do. No one wants to be caught in the embarrassing situation of buying a stolen book," Glassman explained to *Newsday*. "We don't want to give thieves the impression that if they try to steal from us they'll succeed. It's a very small world, the antiquarian book world." ■

conference, and the support of the ABAA executive committee for previous (and hopefully) future receptions. She went so far as to name each and every ABAA member who made contributions to this year's event. Ms. Stalker spoke of the growing relationship between the ABAA and RBMS, and of the common cause the groups share: to expand the public's awareness of rare books, rare books libraries, and booksellers. She announced the formation of a special committee made up of RBMS and ABAA members, who will look into issues that concern both groups, and the appointment of Stephen Ferguson of Princeton University and Daniel De Simone of the ABAA as liaisons from each association. She also expressed hope that the ABAA will continue their support of RBMS, and that they will participate again next June when RBMS meets in Montreal.

In addition to ABAA sponsorship, the following individual members donated to the reception: Robert Allen/Books, Svetlana Aronov, Brick Row Bookshop, De Simone Company, Joseph J. Felcone Inc., Charles A. Goldsmith, Joshua Heller Rare Books, Heritage Book Shop, Oak Knoll Books, Quill & Brush, William Reese Company, Second Story Books, Swann Galleries, and The Veatches; a group of members from the Charlottesville, Virginia area including The Book Broker, Franklin Gilliam Rare Books, Heartwood Books, and L. & T. Respass Books; a group from Georgetown in Washington, DC including William F. Hale, Bartleby's Books, Booked-Up, the Old Print Gallery, and Second Story Books; and members from the Washington area, including Antiquarian Book Worm, The Associates, Stephen C. Bernard, and Jo Ann Reisler. ■

Membership Updates

Antic Hay Books now has a website:
<http://www.antichay.com>

Bowie & Company has an email address
correction: bowiebks@isomedia.com

Marilyn Braiterman has a new fax
number: 410-235-7500.

Bromer Booksellers has a new web
address: <http://www.bromer.com>

Harold M. Burstein has a new zipcode
and area code: 36 Riverside Drive,
Waltham, MA 02453-2410; phone: 781-
893-7974; fax: 781-893-5743.

Casabella Art Books has a new area
code: phone: 831-426-6475; fax: 831-
426-6568.

L. W. Currey has a new email address:
lwcurrey@westelcom.com

The Fine Books Company has a new
area code: phone: 248-651-8799; fax:
248-651-6542.

Bennett Gilbert has a new area code:
phone: 323-876-8677; fax: 323-876-8934.

Michael Ginsberg Books has a new area
code: phone: 781-784-8181; fax: 781-
784-1826.

Emmett Harrington has a new address
and phones: 251 Post Street, Suite 312,
San Francisco, CA 94108; phone: 415-
646-0060; fax: 415-646-0070.

George Robert Kane has a new area code
and email address: phone and fax: 831-
426-4133; email: gkanebks@cruzio.com

Lame Duck Books no longer has a
Jamaica Plain location; please direct all
correspondence to 355 Boylston Street,
Boston, MA 02116; phone: 617-421-
1880; fax: 617-536-7072.

G. Montlack has a new address and
phones: 65-01 Ravenswood Drive,

Plainsboro, NJ 08536; please check with
area code 609 information for new phone
and fax numbers.

Maurice F. Neville has a new address
and phones: PO Box 2419, Paso Robles,
CA 93447; phone and fax: 805-226-8516.

Old Algonquin Books has a new email
address: oldalgon@henge.com

Edward T. Pollack has a new fax num-
ber: 617-437-6288.

Quill & Brush has a new address and
phones: 1137 Sugarloaf Mountain Road,
Dickerson, MD 20842; phone: 301-874-
3200; fax: 301-874-0824.

Rare Oriental Book Company has a
new area code: phone: 831-689-0203;
fax: 831-689-0204.

Rulon-Miller Books has a new area
code: phone: 651-290-0700; fax: 651-
290-0646.

Justin G. Schiller has a new address,
phones, and email: 1270 Avenue of the
Americas, Rockefeller Center, Suite 302,
New York, NY 10020; phones: 212-332-
7070 or 914-331-3309; fax: 212-332-
7028; email: early@childlit.com

Ed Smith has an email address correc-
tion: edsbooks@nwlink.com

Michael R. Thompson has a new area
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1901; fax: 323-658-5380; email:
MRTBooksLA@aol.com

University Archives has a new address
and phones: 49 Richmondville Avenue,
Westport, CT 06880; phone: 203-454-
0111 or 800-237-5692; fax: 203-454-
3111.

Samuel Weiser Books Inc. Antiquarian
Department is now known as Weiser
Antiquarian Books; email address:
books@weiserantiquarian.com

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