



# The ABAA NEWSLETTER



VOLUME SIX, NUMBER 2

ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA

WINTER, 1995

## Connecting to the Internet

by Mike Harris

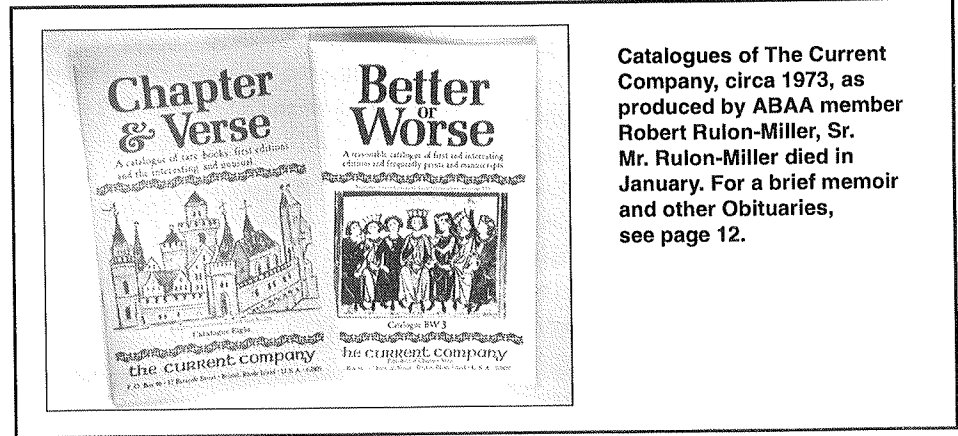
*This article offers to those running Windows on IBM or IBM clone systems information on getting online the Internet. It is also useful for those using DOS, but you are encouraged to add Windows.*

*Harris is working on a similar article for those using Macs that will run in a later issue of the Newsletter.*

These instructions are aimed at giving ABAA dealers a full presence on the Internet. Once connected, you will be able to exchange e-mail with customers, libraries, and ABAA and other dealers; access and use the ABAA/booknet World Wide Web site and the growing list of WWW resources with full graphics; contact customers via your ABAA/booknet "home page"; post on-line catalogues connected directly to your home page; conduct research in major on-line library catalogues; search, quote, and make sales via specialized news groups; and download files and software. While you may not want to do all these things on day one, it is now easy and cheap to access and use the full capability of the Internet.

● **Machine:** Your minimum capability should be Windows 3.1/3.11 running on a 386/486 computer with enough hard disk space to mount the Internet software package of your choice. Generally, if you can run Windows you can run these applications. However, they work best if used on a 25 MHz or faster machine, with at least 8 Mb RAM and 10-20 Mb of free hard disk space for swap space and storage. A 256-color monitor is helpful, but

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Catalogues of The Current Company, circa 1973, as produced by ABAA member Robert Rulon-Miller, Sr. Mr. Rulon-Miller died in January. For a brief memoir and other Obituaries, see page 12.

## The Psychology of Book Collecting

by Ruth Ann Smith

I am not a book collector, nor a collector of any description. I was, however, raised by a father who has carried on a life-long love affair with boats and who has accumulated quite a fleet of antique and classic wooden power boats. As I observed the great pleasure he derives from learning about, searching for, purchasing, restoring, and using his collection, it began to dawn on me that collecting is an interesting phenomenon worthy of the attention of a consumer behavior scholar.

My research on this topic ultimately focused on book collecting and I eventually found myself corresponding with Rob Rulon-Miller. Rob was most enthusiastic about my inquiries, and, as Vice President of ABAA, he arranged for an announcement of my research to appear in the Summer 1994 *Newsletter*. As a result, a number of book collectors volunteered to perform the thankless task of completing a questionnaire. In addition, many ABAA members agreed to distribute questionnaires to their private clients. The outcome of the assistance provided

both by the organization and its individual members is that I have been able to complete two investigations on book collecting. In an effort to repay a huge debt of gratitude, I would like to explain a bit about my program of study and share with you some of my findings.

I began my inquiry simply by reading the surprisingly small literature concerning the consumption aspects of collecting, and as I read I found myself becoming increasingly confused and irritated. Although only a few consumer researchers have studied collecting, the prevailing theme appeared to be that it is a compulsive, or even addictive, form of consumption whose primary antecedent is materialism and which produces only negative consequences for individual participants and for society as a whole. I was at a loss as to how I might reconcile this viewpoint with the enormous popularity of collecting and with the obvious pleasure it provides to its participants. And, it seemed absurd to me to question the potential social benefits of collecting. There must be another explanation, I

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# Letters to the Editor

*From: Eugene L. Schwaab, Jr.,  
Western Hemisphere, Stoughton, MA*

This letter advises you of my opposition in principle to the legislating of ethical standards by the Board without at least a formal polling of the entire membership.

I believe that the Board's recent enactment of the ethical standards relating to classes of materials made famous by the McMurtry controversy attempted in good faith to inform, guide, and protect members in light of a newly raised set of ethical concerns. While I am grateful for the Board's vigilance on my behalf, I think it is indispensable to the vigor of the ABAA that ethical standards be arrived at by consensus. I suggest that the By-Laws be amended to provide that ethical standards should be changed by the Board only after draft proposals have been circulated and commented on, and after the redrafted proposals have been submitted to a poll or vote of the membership.

I find distressing the resignation of two officers of the Association over the Board's decision not to uphold the recommendations of the Ethics Committee. There is frustration as well as dismay at the loss of the services of two talented people, because considerations of confidentiality prevent the membership from scrutinizing the wisdom of the Board's action. I can only express the regret of the uninformed and hope that the Board and its Officers can work more harmoniously in the future.

*From: Chester P. Doby, Jr.  
A Book Buyers Shop, Houston, TX*

Concerning autograph dealers! I am appalled at the letters, in the last ABAA *Newsletter*, from dealers who favor their admittance. The snobbish implication of exclusivity is most politically incorrect. Why exclude dealers in comic books, post cards, baseball cards, and posters? These are at least printed matter more akin to books than a signature. For that matter, why not stamp dealers? Stamps are printed. And I will state, as two of your letter writers have stated, the totally

irrelevant and obvious fact that "on a case by case basis" and with our "member rules and criteria" we can find, among the above stated dealers, honorable and ethical people.

Of course, we will need to resign from the ILAB before they kick us out, and change the word "Booksellers" in the name of the organization. What a truly great humanistic and politically correct ring "Antiquarian Collectibles Association of America" has to it.

*From: David Aronovitz  
The Fine Books Company, Rochester, MI*

In a letter in the Winter 1994 ABAA *Newsletter*, Steven Bernard refers to a practice of salesmanship that has been taking place all over the globe for a long, long time. Namely, the inflating of one's prices with an eager willingness to lower those same prices in the hopes of making a potential customer feel good about his or her purchase and his or her abilities to make a shrewd bargain. Steven also goes on to say that this lends a "Flea Market" flavor to the world of professional book-selling while at the same time creating a tendency to denigrate the entire pricing structure of our wares.

While these are most certainly debatable points on which to take issue (for which some might say "so what" while others lament "deplorably true"), may I also add the following (without any negative reference intended toward Steven, certainly among our most personable booksellers): Many people have a tendency to purchase things from people they like. That is to say, in the marketplace of buyer and seller (when the item[s] sold and purchased are not unique), it is hoped that a quick and friendly rapport will also result from any and all transactions that occur. The obvious reason being to propagate another sale between them in the future. To this end, social skills become a most important part of selling.

At other times, however, a seller may encounter those potential clients who just want to purchase the best book at the best

price. These people may often purchase items without the necessity of building a rapport with the seller. If they can buy a book at an amount they are willing to spend, then they search for that book at that price. They appear to be less susceptible to a "seemingly" large reduction in price and have the ability to realize that a 30% discount from X results in a number that is always larger (and thus more costly) than a 10% discount from half of X (an equation lacking in the repertoire of many people).

So...what's a bookseller to do? The answer perhaps lies in his or her ability to interact with both types of clients; schmoozing at some times and educating at others. And a bookfair provides the optimal place to use and perfect both these skills. As long as humans remain social creatures needing social contact, we must realize that sometimes a book will sell itself off the shelf and sometimes, perhaps most times, it will not. The price alone is apparently not always the bottom line.

*From: John Sinkankas  
Peri Lithon Books, San Diego, CA*

I have been a member of ABAA for many years now, and it is nothing short of incredible that you managed to spell my name incorrectly on page 23 of the last *Newsletter* (vol. VI, no. 3, Winter 1994).

To make matters worse, it was misspelled [sic] in connection with receiving an honor that I treasure very much!

How could you do this to me? Are not all members of ABAA supposed to know how to spell—and proof read? Or are you persons on the staff allowed some incompetency in your job?

I hereby request an apology and the reprinting of the honors article so that the association of name to honor is clear to every reader of the *Newsletter*.

*We all misspell a word or two from time to time, don't we? The editor apologizes, but, under the circumstances, declines to reprint the article.—Ed.*

# *Cinderella* Book Deal Turns into a Pumpkin for Alleged Thief

by Neil Fater

Reprinted with permission from the Andover Townsman, December 29, 1994.

The clock struck midnight a little early for a man trying to sell, in Andover [MA], an allegedly stolen copy of the rare miniature book, *Cinderella*.

John Everett, 28, of Stevens Street, Lowell [MA], was arrested Wednesday, Dec. 21, and charged with receiving stolen property over \$250, a felony. He was foiled in his attempts to sell the book—valued at \$3,500 by the Boston bookdealers it was taken from [ABAA members Ann and David Bromer]—by two Andover book dealers, Brendan Roche, operator of Alphabet Books and Antiques, and [ABAA member] David Rodger. Mr. Everett allegedly tried to sell the book to both men.

Mr. Rodger, operator of Andover Books and Prints, delayed Mr. Everett and Mr. Everett's brother-in-law until police could arrive.

"It was a piece of cake for us. Mr. Rodger did all the work for us, really," said Detective Sgt. Kevin Winters. "What happened here was he (Mr. Everett) just ran into a very legitimate person in Mr. Rodger."

No charges were brought against Mr. Everett's brother-in-law who planned to cash a check from Mr. Rodger because Mr. Everett did not have identification.

## One of three books missing

The rare, 1814 early-edition copy of the book *Cinderella or the Little Glass Slipper* was one of three books noticed missing from Bromer Booksellers in Boston while a contractor worked on the store in mid-October, according to police.

Mr. Everett, who worked as a painter on the project, admits to taking the book, but says he found it on top of a pile of trash and did not realize it might be worth something until later, said Detective Sgt. Winters.

"There still are two books missing from the same series. We are investigat-

ing whether he may be in possession of the other books," said Sgt. Winters. "The value of those two total \$3,000 and he's denying any knowledge of them."

Andover police received permission from the district attorney's office to return the miniature *Cinderella* book to Bromer Booksellers because of the book's fragile condition.

## "Yeah, right"

Here is how Mr. Rodger, Mr. Roche, and Sgt. Winters say the book store operators aided Andover police:

Mr. Everett contacted Mr. Roche and asked if he'd be interested in purchasing the rare book, which "he said he got appraised for \$3,500," said Mr. Roche. Mr. Roche then told Mr. Rodger about the phone call.

"So I kind of looked at Brendan and Brendan looked at me as we do when we get these calls like, 'Yeah, right,'" said Mr. Rodger. However, Mr. Rodger told his friend that if the man did come in with the 1814 London edition he would like to see it.

Mr. Everett came in on Tuesday, Dec. 20, and both Mr. Roche and Mr. Rodger had a chance to look at the book. They noticed a number of things wrong.

"The first thing that I noticed was that the price was right in the cover. If anyone had done a private appraisal they wouldn't have written the price in the cover," said Mr. Roche.

Mr. Rodger noticed that a long code used by book dealer was still written in the book, and that there was a bookplate marked "Stanley Marcus." He remembered that Bromer Booksellers had purchase some of Mr. Marcus' old miniature books a few years ago.

"I remembered this and it seemed odd to me that this guy who claimed he'd been given this book by his grandmother would have a long code" still written inside the book, said Mr. Rodger. "It is not usual, for someone who has purchased serious material to leave the price

it. They've developed their own code so at some point they can look back and remember what they paid for it.

"So why would Granny leave '\$3,500' on it? It was just highly unlikely."

Mr. Rodger told Mr. Everett he wanted to do some research to determine how much he should pay for the book. He asked Mr. Everett to call later and he would tell him how much he was willing to pay.

He also asked Mr. Everett if he had any other rare books. According to Mr. Rodger, "He said, 'No, but my brothers and sisters each got a book, too.'"

"He left and I called the Bromers," said Mr. Rodger. "They immediately said, 'That book was stolen from us a few weeks ago along with a few others.' We discussed what was more important: Did we want to catch the guy or did we want to get the book back? We decided we wanted to catch the guy."

Mr. Rodger and Mr. Roche contacted the Andover police department and met with their patrolman, William Canane. Detective Kevin Burke was also involved with the case.

## The coffee's ready

The men worked out a plan where if Mr. Everett came into Mr. Rodger's store first he would call Mr. Roche and say, "Your coffee is ready." This would be the signal to call the police. If Mr. Roche came in contact with Mr. Everett he was to call Mr. Rodger and ask, "Is the coffee ready yet?"

Mr. Everett did not call back until late Wednesday afternoon. By this time those involved assumed another dealer had bought the book.

"In a very shaky voice he said, 'Have you had a chance to find out anything else about the book?' and I said, 'Yes, indeed I have,'" chuckled Mr. Rodger.

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# Fater

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Mr. Rodger said he would pay \$400 for it and Mr. Everett accepted, and said he would be over soon.

"I don't think we ever used the famous 'coffee-is-ready' signal, but I talked to Dave and I was going to get the license plate when they came," in case the men somehow eluded police, said Mr. Roche. "They parked right in my fire lane in from of my door so I didn't even have to move to get the plate."

Mr. Rodger kept Mr. Everett and his brother-in-law in his store until police arrived. They kept him busy by examining the book carefully, writing out a check and calling Andover Bank to make sure the drive up would be open for them to cash the check.

Although his hands shook briefly while he was examining the book, Mr. Rodger said he was never frightened during the exchange.

"The reason I was never scared was I knew they knew nothing about the book," said Mr. Rodger. "But I might not have done it if I didn't feel very comfortable with the Andover police department." ■

# And...

## A Note of Thanks

We at Bromer Booksellers, Inc. of Boston would like to gratefully acknowledge the heroic deed executed by one of our fellow rare bookdealers, Mr. David Rodger. Mr. Rodger is the owner of Andover Books and Prints of Andover, MA.

Mr. Rodger exhibited great bravery in executing the sale which netted the alleged thief and the safe return of the book—a rare paper doll book from the early 1800s entitled *Cinderella; or the Glass Slipper*—to Bromer Booksellers. Without this kind of quick thinking and cooperation from a fellow rare bookdealer, who knows what might have become of this special book.

Anne and David Bromer wish to publicly acknowledge with gratitude the courage of David Rodger for helping solve this crime and return the book safely to us. ■

# Book Fair Updates

## Space Still Available for ABAA 1995 Spring Fairs

Two ABAA-sponsored book fairs are slated for this spring in New York and in Chicago. As of this writing, exhibit space is still available for both shows although both are experiencing increased rates of participation. Those still wanting to exhibit are urged to sign up as soon as possible.

The annual New York Antiquarian Book Fair, sponsored by the Middle Atlantic Chapter, will be held April 21-23, 1995, with a preview reception on April 20th at the Park Avenue Armory in New York City. Exhibitor response this year is exceeding that of last, the inevitable result of increased attendance and business transacted during last year's Fair. This will be the third New York Fair organized by Sanford L. Smith, who is under a five-year contract with the ABAA. Rates remain the same this year, and we are told that the number of European dealers has increased.

The Midwest Chapter has initiated some changes in this year's biennial Chicago Book Fair, and response so far has been greater than at any time in the past. The Chicago Fair will be held May 19-21, 1995, a welcome departure from its previous Memorial Day weekend occurrence. It continues to be the least expensive ABAA fair at which to exhibit. The Chicago Fair will be held once again at the elegant Palmer House Hotel, but in a larger and more accommodating room. The hotel is guaranteeing attractive room rates for exhibitors and their guests. Additionally, the 1995 version of the Chicago Fair has substantially increased its promotion and advertising budgets to help increase attendance, and a special dinner is planned to celebrate the Caxton Club centenary. The ABAA annual meeting and dinner will also be held in Chicago on the evening of Saturday, May 20, 1995.

*For information regarding the New York Fair contact:  
Sanford L. Smith and Associates, 68 East 7th Street, New York, NY 10003 phone:  
(212) 777-5218; fax: (212) 477-6490*

*For information regarding the Chicago Fair contact:  
Moorevents, 676 North St. Clair Street, Suite 1765, Chicago, IL 60611  
phone: (312)951-9600; fax: (312) 951-9854*

## International Book Fairs, 1995-1996

The Internal League of Antiquarian Booksellers has announced the following book fairs sponsored by member associations:

	<b>1995</b>	
February 24-26	San Francisco	ABAA
March 9-11	Amsterdam	NVAA
April 1-2	Edinburgh	ABA
April 20-23	New York	ABAA
May 11-14	Paris	SLAM
May 19-21	Chicago	ABAA
May 25-27	Toronto	ABAC
June 29-July 1	London	ABA
September 15-17	Washington, D.C.	ABAA
November 10-12	Boston	ABAA
	<b>1996</b>	
February 16-18	Los Angeles	ABAA
August 30-September 4	Los Angeles	(ILAB Congress)
September 6-8	San Francisco	(ILAB Fair)

# Book Fair Survey: Results

by Tom Congalton and Priscilla Juvelis,  
Co-Chairs, Book Fair Committee

In July 1994 the ABAA Book Fair Committee distributed to the membership a questionnaire prepared by the Committee Co-Chairs. We were aware that we were unqualified to engineer a scientific survey, and in the cover letter we stressed that this was not a vote, and that responses were not irrevocable commitments to viewpoints expressed in reply. Additionally, the fact that not all of the questions were strictly yes or no, worked against all of the answers being mathematically quantifiable. Rather, our motives were to find out the overall feelings of the membership, about how the fairs are perceived and how members think we could alter and improve them. Space was provided for comments and suggestions, and many members took advantage of it.

In keeping with a recent Board of Governors mandate to explore the possibility of expanding the ABAA book fair schedule, the Book Fair Committee also wanted to explore members' attitudes towards this, and solicit suggestions on how to accomplish it.

Of the 444 members who received the survey, 179 responded. Of these, 143 had exhibited at an ABAA-sponsored fair in the past two years.

Despite one respondent's comment that "this is a very *naive* questionnaire and I doubt that you will learn anything useful from the answers," some obvious conclusions could be drawn from the responses. For instance, in reference to the method of selecting booths for the fairs, more than two to one who responded (117 to 48), preferred the lottery system now in place to the previous system of giving preference for exhibitors to retain the same booth for each fair. We were somewhat surprised by this result, as the opponents of the system have often argued long and strenuously against it and, indeed, continued to: "We are members over twenty years and have exhibited at more shows than we can count. We should have preferred locations at shows we helped support and build. The current new system is unfair and inefficient... You don't realize how hard it is for the public

to locate dealers at a large show!" Others with opposing views were equally adamant: "One of the great myths of book fairs is that customers won't find me if I'm not in the same booth year after year. How anyone who believes that is intelligent enough to be a bookseller is a mystery to me." Still others favored the lottery but were concerned that it was being implemented unfairly.

Another innovation that has on occasion been greeted with controversy, the concept of premium booths, (i.e., charging higher booth fees for better locations within a fair) met with majority approval (90 to 68), with a similar number expressing the hope that lower overall booth fees would be funded by these additional charges. Others thought that a range of booth sizes should be offered, but that locations within the fair should be determined only by lottery.

ABAA members responding to our survey felt by an almost three-to-one majority (101 to 39) that the ABAA annual meeting should not be tied to any one particular book fair.

Another result was that respondents overwhelmingly felt that educational events should be staged by the Association in conjunction with its fairs (117 to 29). One dealer felt that these were perhaps the most important aspects of the fairs, commenting that although it was economically impractical for him to exhibit at current fairs because of the low cost of his stock, these educational events could enhance interest in reading and printed material in an increasingly subliterate world. Book collecting in general, he explained, would consequently be enhanced by the creation of a larger pool of collectors, and by fostering an interest in lower cost books.

Respondents felt the Board of Governors should provide from the treasury a uniform subsidy for each local book fair committee to use for promotional purpose (102 to 49). Several of those who disagreed felt that if the book fairs were making profits, they didn't need subsidies.

103 respondents favored the use of uniform equipment provided by the promoter over the use of equipment provided by the exhibitor (33). In the comments appended to this question, many respon-

dents felt that the uniform equipment rule should be utilized to ensure minimum standards (i.e., prohibiting orange crates and cardboard boxes) but that some leeway should be allowed for those wishing to dress up the booth beyond what the promoters usually provide. Several members compared the presentation of our fairs unfavorably with European fairs.

Members responded about two to one (101-55) against the ABAA co-sponsoring fairs with compatible professional organizations such as art, print or antique dealers, and many who commented were vehement about it.

Other results were more ambiguous, in part perhaps because some of our questions were somewhat ambiguous. One example of this was that a large majority (131 to 21) felt that the current number of book fairs was sufficient, but responded in the affirmative (95 to 62) when asked if the organization should sponsor additional, less expensive, regional fairs.

The ABAA \$50 booth tax, assessed each exhibitor at an ABAA fair, and occasionally the subject of some disagreement, was approved of by respondents by an almost four to one majority (123 to 36) as a method for raising funds for the organization. Fewer favored the use of this money as a method for funding the Benevolent Fund (87 to 58), or the Woodburn Fund (67 to 70). Our failure to pose this as an either/or question perhaps obscured the decisiveness of these results. One past officer of the organization injected a historical note, stating that the tax had been put in place when the organization was struggling, and that now that we have a healthy treasury, it should be abandoned.

Those surveyed responded 84 to 58 against the concept of a traveling fair that would change locations from year to year.

The reasons that survey respondents gave for exhibiting at book fairs were predictable: 135 said they were there to sell books, 120 were there to attract new customers, and 85 were there to get publicity for their firm (of course, many respondents replied affirmatively to more than one category). A fourth choice, to raise money for the Chapter and National,

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## Survey

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—which we admit to having included tongue in cheek—was checked by only eight respondents. Upon further examination, almost all of these turned out to be former or current Chapter or National Presidents.

Respondents, when asked for the ideal length of a book fair, favored three days (72) or two days (52), with a smattering of other answers. Only eight responded in favor of four-day fairs.

Perhaps the most interesting aspects of responses to the survey were the comments we received from individual dealers.

While a number of respondents—not overwhelming—said they would do some, or more fairs if rents were lower, those who did were emphatic. Several dealers noted that booth rents at all of our fairs were too high for many dealers in moderately priced books, while others singled out the New York Book Fair as the fair they would exhibit at if the booth rent was lower. A small number of dealers felt the fairs should be upgraded, and if anything, the rents should be raised to ensure exclusivity.

The chapters that run the individual book fairs often derive a good part of their budgets from the profits of their fair. While most respondents felt that this was appropriate, several commented that they thought that, except for start up funds for the next fair, any profit should be returned to the exhibitors.

One dealer commented that, rather than trying to produce more fairs, we should be producing only one fair a year, and throughout his comments referred to it as **THE ONE BIG FAIR**.

One respondent suggested that dealers be segregated within a fair by major specialties, making it more convenient for collectors of that specialty to shop and compare. Another suggested theme book fairs representing one era or specialty (i.e. antiquarian books, modern books, etc.).

One dealer, commenting on the high cost of the New York Book Fair, suggested, “either the fair should be forced to be made accessible to middle-of-the-road dealers, or the ABAA should sponsor/co-sponsor/support another ABAA fair in New York—that maybe doesn’t have as good a location but is consider-

ably cheaper...I would even suggest that this other fair could (or *should*) occur at the same time as the Armory one—creating a ‘book week in New York’ similar to the June fairs in London.”

Another commented: “The ABAA should present a more united front in the cities where fairs are held...rather than a pack of barracudas who dash in and out of town for a quick kill, or to impress each other, let’s try promoting book collecting, restoration, repair, maybe even reading(!) instead of profit. We have a corner on the cultural heritage of civilization—past and future. Let’s not blow it by promoting a competitive, cutthroat image.”

In conclusion, the Book Fair Committee would like to include one of our member’s letters suggesting, among other things, that the ABAA sponsor less expensive fairs (without the usual standard showcase fixtures and three or four-day long hours) for those dealers who can’t afford the more expensive ones. As the Board of Governor’s Book Fair Committee is made up of the Chairs of the local Book Fair Committees, any suggestions for this (or anything else) should probably be brought to your local Book Fair Committee, who will in turn, forward it to the National Committee. The National Book Fair Committee was gratified—relieved even—with the results of the survey, as they tend to confirm existing policies. But all of us, especially at the Chapter level, want to hear suggestions for improving our fairs.

Many thanks to those who took the time to respond to our questionnaire.

*Dear National Book Fair Committee:*

*Thank you for taking the trouble to survey the membership through your questionnaire. I have answered as many questions as were meaningful to me, and wish to supplement the answers with a statement.*

*Western Hemisphere, Inc. specializes in scholarly books, and holds virtually nothing priced over \$100 retail. Most of our business is follow-up on existing customers, primarily by quotation, secondarily by catalogue. Several ABAA colleagues have urged us to exhibit at fairs, both to sell stock and to acquire new customers, but have not recommended ABAA fairs for our needs. This is not just a matter of the high booth fee; because our books are inexpensive, we feel we must bring more of them to a fair,*

*and doing so involves more expense in transport and exhibit shelves.*

*Let me speak frankly, and, I trust, without partisanship. I think rare-book specialists have done an admirable job of professionalizing their trade; I think ABAA provides them with admirable support in its fairs and its general policies; and I think the rare-book trade is as secure against the corrosion of social and technological change as trade in any other form of highly desirable collectible.*

*The matter is otherwise with “ordinary” books. Print media are experiencing severe competition from audio-visual and computer media in both the popular and scholarly markets; and are at a growing disadvantage in an increasingly subliterate society. Yet unless interest in these “ordinary” books is fostered, there will be fewer “collectibles” of the future and fewer generalists to turn them over to the rare book specialists. I have already suggested elsewhere that ABAA’s general policy should be to promote interest in the print media; to educate and sensitize the public to the pleasures of collecting even the most “ordinary” kinds of material; and to include in its membership every bookseller of integrity and competence no matter what the prestige level of his or her inventory.*

*I would be happy to see a book fair policy which promotes such a general policy. Inexpensive fairs, trouble-free to the exhibitors and user-friendly to the public, which offer events that will introduce uninitiated or barely-initiated persons into the pleasures of buying and the advantages of selling books should supplement the “big” ABAA fairs at which educational events of a more rarified sort are appropriate. Whether ABAA undertakes these alone, or in conjunction with local and regional bookselling collectibles are marketing questions to be answered empirically, and in careful consultation with those involved. They are not turf wars, nor matters of prestige or organizational purity, but questions of what will work best for everyone.*

*Those of us who sell inexpensive books probably have no need for display cases. Premium positions at an exhibit site are probably less important than educated buyers who know what they want and who is likely to offer it.*

*Eugene L. Schwaab, Jr.  
Western Hemisphere, Stoughton, MA ■*

# From Down Under: Reflections on Book Collecting

by Leo Berkelouw, Berrima, NSW, Australia

*Reprinted from Book Fare, vol. 1, no. 2 (Spring 1994)*

I started bookselling with my late father, Isidor, in the mid-1950s. As such, I can reflect on a period approaching forty years in the trade. When I look at book collecting today, it is a far cry from the trend that existed in the 1950s. My father used to hold regular book auctions of important single libraries at our Sydney store at 38 King Street. Book collecting, and therefore book-selling, was principally limited to Australiana, Australiana, and more Australiana. If an important item in another field would come onto the market, it tended to be difficult to place.

Collectors were probably more plentiful than they are today, and prices at which books were able to be purchased were extremely modest if one considers comparable copies of the same work today. It follows that collectors then were able to amass larger collections than they can do these days.

I remember well the libraries of collectors whose residences resembled repositories or warehouses instead of homes;

stories where one's spouse took second place to one's books; where books were smuggled into one's house by all sorts of creative ways to avoid explaining the reason for further acquisition; the bibliomaniac who excavated the entire area under his house and created a hidden library that could be accessed only via a trapdoor in the floor of his bathroom.

Book collectors will remain even if their collecting habits tend to be more esoteric and specialized in niche areas, thereby allowing the development of a modest library that does not cause too heavy a financial burden. Indeed, it seems today that the modern collector is more "a Cabinet Collector," defined as one who aims to fill up an elegant book-case with highly focused items.

The collecting urge is still in all of us, be it bookseller or collector. Let us not forget that the thrill of collecting is in the pursuit rather than in the arrival. ■

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## Smith

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thought, and set out to discover what it might be.

### An aesthetic experience

My first investigation involved a series of lengthy interviews with collectors of various objects, including some book collectors. Based on these conversations, I developed some theoretical propositions about the antecedents and consequences of collecting that, with ABAA assistance, I subsequently tested in two further studies. Interestingly, the interviews produced no evidence of the materialism and compulsiveness that had been attributed to collectors by other researchers. Rather, these conversations suggested that an important antecedent to collecting is what John Dewey refers to as an aesthetic experience.

Dewey's use of this term is not meant to refer to the object or event experienced, but rather to the nature of the experience itself. An aesthetic experience involves a unique person-object interaction that goes beyond merely identifying an object and recognizing its function. An aesthetic experience involves perceiving the object as more than just a utilitarian entity—one perceives the richness of its symbolic and perhaps historical meaning and views it as having intrinsic value

apart from any intended function. An aesthetic experience takes your breath away. And you emerge from it fundamentally changed. I expect that as collectors, you will recognize elements of this kind of experience in your own relationship with books. It is this experience, I hypothesized, that differentiates collectors from others who consume an object in a more "normal" manner.

### Personal development

The interviews also led me to speculate on the consequences of collecting. There was substantial evidence that collecting performs an important role in collectors' personal development. Psychologists argue that people develop along two lines—differentiation and integration. Differentiation refers to the need we all have to establish ourselves as unique individuals while integration refers to our need to involve ourselves in meaningful human relationships. People engage in a variety of activities that serve one or both of these needs, and I hypothesized that collecting is such an activity. Thus, rather than the destructive outcomes attributed to collecting by some other researchers, my research led me to believe that it has the potential to contribute in an important way to the well-being of its participants.

I selected book collecting as a context for testing these propositions for a variety

of reasons. Perhaps the most compelling of these was the contrast between my own relationship with books and that expressed by the book collectors whom I had interviewed. Although I own a large library and purchase and use books frequently in my personal and professional life, I view books primarily as a means to an end. There is no need to tell you that this perspective is not shared by book collectors! In choosing book collecting as the focus for my investigations, however, I never imagined the pleasures that lay in store for me. As I began to meet and talk with collectors and booksellers I discovered a group of people who were intellectually curious and more than willing to incur substantial inconvenience (and, in a few cases, expense) to assist. In an environment that seems increasingly hostile to the academy, it was truly gratifying to find that some people do value the research process and are willing to support it!

### Studies test hypotheses

The first step in testing the hypotheses that an aesthetic experience is an antecedent and personal development is a consequence of collecting involved developing a means to quantify levels of these highly abstract constructs. This was the purpose of the study that I conducted last

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# Smith

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summer and which was announced in the *ABAA Newsletter*. I created a questionnaire consisting of a large number of statements about books to which respondents indicated their level of agreement or disagreement. Those of you who saw this questionnaire may have remarked that the statements seemed very redundant. This was necessary to achieve the objective of creating reliable and valid measures of aesthetic experience and personal development which was, I am pleased to report, the outcome of this study.

Armed with these measures, I then undertook a second study in the fall of 1994. This project again involved obtaining responses to a questionnaire that included the newly created measures of aesthetic experience and personal development. In addition, this questionnaire contained measures of materialism and compulsiveness that had been developed by other researchers and which are known to be both reliable and valid. I included these measures in order to evaluate the argument made by other researchers that collectors are materialistic and compulsive.

Three groups of people participated in this study. One group consisted of book collectors, many of whom were contacted through the efforts of ABAA members. The second group was composed of a randomly selected sample of non-academic staff at the university where I am employed. Individuals in this group are not book collectors nor are they employed in occupations in which books play an important role. The third group consisted of a randomly selected sample of professors at this university. People in this group do not consider themselves to be book collectors even though they generally have libraries and are engaged in a profession in which books are an indispensable element. Thus, each group has a unique relationship with books and an examination of their responses to the questionnaire provided a basis to evaluate my hypotheses.

The results were quite compelling. As expected, book collectors enjoyed aesthetic experiences with books to a significantly higher degree than did either group

of noncollectors. Further, compared with the other two groups, book collectors reported that their books and their collecting activities were significantly more important in developing relationships with others and in distinguishing themselves as unique individuals. And, it will not surprise you to learn that there were no significant differences in the level of materialism or compulsiveness across the three groups.

## Findings supported

These findings are very consistent with my contention that aesthetic experience is an antecedent of collecting and personal development is its consequence. Surely there are many causes and effects of collecting that I have not investigated in this research, and I do not mean to oversimplify a complex phenomenon: I have, however, established empirical support for the skeleton of a theory about collecting as consumption that I hope to flesh out in future investigations. My findings provide no evidence that materialism and compulsiveness play any necessary role in collecting. Naturally, it is possible that some collectors do exhibit these qualities in extreme levels and there are, of course documented cases of collectors engaging in activities that would seem to offer little social benefit. On the basis of my research, however, I feel justified in concluding that such instances are exceptions that cannot be generalized.

At minimum, I hope you have found this narrative to be interesting, but I also hope that my research might have some practical value to you as booksellers. I would think that finding that collectors differ from noncollectors in terms of their aesthetic experiences with books will not surprise you, although you might not have used that particular term to describe this difference. My early conversations with book dealers made it quite clear that there is a common experience that links collectors. If you tried to describe this experience a collector will immediately know what you mean, even though it may be hard to articulate, but a noncollector will never get it. A person who doesn't have any aesthetic experience with books may become a customer, but he or she will buy books as investments or just for the pleasure of reading. But, an investor will abandon books in preference to some

trendier collectible that offers the prospect of a faster and bigger return. And people who just like to read can buy books from anyone. The few clients that do share this experience are to be treasured and cultivated—they may not have a lot of money to spend right at the moment, but they offer opportunities for long term relationships that are critical to your business. It is not hard to spot people who do have aesthetic experiences with books, and when you find them, try to hang on to them!

## Business implications

I think the consequences of collecting may have some important business implications as well. The relationships you have with clients can contribute to their personal development both through differentiation and integration. To the degree you can guide a client into a specialization that is truly unique, you can assist that person in differentiating themselves from other people. This may be an especially important element in your service to new collectors who are just beginning to learn about books and about collecting. With respect to integration, collecting is a vehicle to the development of many relationships, but that between a collector and a bookseller is one of the more important ones and one that goes beyond a mere business association. My limited interactions with booksellers suggest that as a group you are already aware of the need to cultivate these relationships. But perhaps you have not previously thought of them as constituting one of the essential benefits of collecting.

This has been a most enjoyable program of study for me and one that I plan to pursue. Much of my pleasure has derived from the wonderful experience of talking and corresponding with the many people whose assistance has made my research feasible. I welcome your comments and questions about my investigations, and thank you most sincerely for your help.

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# Harris

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not essential. Very old monochrome displays, however, will not work well with Internet software or with Windows.

For the fullest Internet capability and usefulness, DOS-users and those with older PCs should upgrade to Windows 3.1 (which will still allow DOS-users to run their favorite DOS programs.) However, those of you who don't want to add Windows at this time, or have insufficient hardware capability to do so, can still get many basic capabilities on the Internet.

● **Modem:** A 9.6 Kb data modem capability is minimum for full Internet connections. We at *booknet/rmharris\_ltd* recommend 14.4 Kb fax/data modems with prices running \$75 to \$150. If your access provider supports it, you can get more performance from one of the new 28.8 Kb modems. Be sure, however, that it is true V.34 standard (many are not yet), and expect to pay \$200 to \$275. Your modem can be either internal or external. Internal modems are cheaper, but require an available expansion slot and must be installed. External modems plug into the communications port on the outside of your computer.

If you are using a machine more than about two years old, you should install an internal modem or check the specs carefully if you plan on using an external modem. All newer computers have a "UART 16550" communications port processor. Older machines that don't will cause a data bottleneck and poor performance with external modems.

You can get some extras for your modem investment. A mainline modem (Hayes, Intel, USRobotics models, for instance) will give you a very good fax capability that is useful for short faxes; just type messages in your computer, click, and they are sent—no paper. In addition, these modems come with basic communications software, useful for point-to-point file transfers with other computers, and for contacting bulletin board systems (BBS).

If you are a DOS-user and plan to stay in DOS for everything, please note that the communications packages that come with these modems work fine for basic data transfer, but they are often short on

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## Phone Connections & the Net

There are two hidden problems with setting up and using a business Internet account—toll charges and conflicts on the line.

**Toll Charges:** Seek out a provider who can give you local, toll-free access. Phone charges will be the biggest item in your Internet bill if you don't plan ahead. Imagine paying the phone company 10 or 20 cents a minute for 20 hours a month; that's a cost of \$120 to \$240 in addition to your access provider's monthly charge. Pay more for local access if you need to in order to avoid toll costs.

If you can't obtain local access you have two choices. Several Internet providers offer accounts with an 800 number dialup. This will probably cost you \$8 to \$10 an hour on top of your provider's basic fee. Your monthly bills will run between \$100 and \$200, but this rate is still cheaper than long distance tolls. You should definitely invest in an Internet software package that dials quickly and automatically when you want access, and hangs up equally quickly when you stop using the connection, if you are handling your mail off line, for instance. A less expensive option for some of you will be to use a provider who has an agreement with the CompuServe Data Network (CDN). If there is a high speed CompuServe access port in your local area, one running at 9.6 or 14.4 Kb, then you can probably use this option at a lower hourly surcharge, probably from \$2 to \$4.

If you travel a lot and plan to take your Internet in a portable, then you may want to consider these options also. In addition, many local access providers offer similar services on a pay-when-you-use basis as an adjunct to their regular services. Check with them.

**Conflicts on the Line:** These result from either traffic or extension problems. (1) Traffic: When you are using a phone line for the Net, customers and employees cannot call in or out on that line while it is in use. If you have multiple lines, you can use a rotor or second line, or a fax line and share use. Should this create unacceptable conflicts, if, for example, you receive several faxes per hour, you may want to add a separate line for the Internet connection, which you can use as a spare outgoing voice/fax line when not otherwise in use. (2) Phone extensions: If an extension is picked up on the line you are actively using for Net access, it will usually freeze up the connection. Often it is possible to wire in a \$5 privacy device that will cut off all other accesses while the modem is in use. Of course a dedicated line or separate fax line will not have this problem unless it is also available for voice calls.

*booknet/rmharris\_ltd* can help ABAA dealers locate low-cost Internet options. If you can't obtain local access, check with us for a CDN port, or an 800 provider.

Contact us at:

booknet/rmharris\_ltd  
PO Box 7603  
McLean, VA 22106

phone: (703) 356-1686 fax: (703) 356-5431

e-mail: [booknet@rmharris.com](mailto:booknet@rmharris.com), [r.m.harris@ieee.org](mailto:r.m.harris@ieee.org), [rharris@clark.net](mailto:rharris@clark.net)

# Harris

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DOS fax/communications capabilities. You may want to buy a separate software package to get good fax and easy communications management capability.

● **Access Provider:** You should look for full Internet access. Not only will this be more capable than other connections, but it is often no more expensive. Full access should cost you about \$30 to 50 per month, assuming you have local phone access and should have little or no hourly charges.

At present the large national on-line service providers (CompuServe, America OnLine, Prodigy, GEnie) do not provide full Internet access. They provide e-mail (usually with a hefty fee) and some data accesses. Delphi advertises as an Internet provider, but does not currently provide the level of access recommended here.

Your best bet is to locate a local Internet service provider (ISP) who can provide toll-free local dial-up access. Most large urban areas offer a choice among several ISPs who are quite competitive in costs and services. In non-urban areas, access may be had through providers offering an 800 service, or even through MCI, which now offers discount toll charges to their Internet system.

● **The Connection:** While almost any provider will give you e-mail and a set of basic accesses called a Shell Account, to become a full participant on the Net you will need a TCP/IP dial-up connection. What this means is that when you dial in via your modem and connect to the computer of your access provider, your business computer will be on the Internet during your on-line sessions. (Security note: When you hang up, you are NOT on the Internet, and run no risks of other people browsing in your computer.) This is known as a SLIP/PPP account and is the basic level that your access provider must make available to you for full Internet access. SLIP and PPP are two ways of actually making your connection to the Net (consider them languages, like English and French). Providers often offer both; if you are faced with the choice, and if your Internet software package will support it, we recommend you go with the more modern and more capable PPP, but either will work well.

● **Costs:** Normally you should qualify for an individual account at a flat rate ranging from \$20 to \$50 per month, an hourly rate, or a combination of the two. In addition, some providers may charge a setup fee up to \$50. An individual account provides a single e-mail address for your firm, and allows one key person to be listed as the access and handle the firm's mail, orders, and other business. Some access providers also offer corporate accounts covering several people at higher rates, upwards of \$100 per month, possibly including additional services. If you are not a heavy user, such an account can still be run over a 14.4 or 28.8 dialup modem, but we suggest using a separate phone line to avoid interfering with other business. A corporate account may work better for you, however, with a dedicated connection that allows you to stay on-line 24 hours a day, and may be included in the corporate price.

● **Internet Addresses:** Do you want your own unique address? Your options are `my-shop@provider.net` (the vanilla address), or `proprietor@my-shop.com`. With your SLIP/PPP account, you usually get a unique Internet address called an IP or domain address expressed in numeric form (such as 168.143.1.203). This is the actual address of your computer when you are dialed in. You can give your address a recognizable name, such as `rmharris.com`. This name is registered with a government sponsored entity called InterNic, and, like a trademark, it cannot then be used by anyone else. An Internet search on your registered name will give information on your firm. For example, `whois rmharris.com` on the Internet yields in part:

```
booknet/rmharris_ltd (RMHARRIS-DOM)
PO Box 7603
McLean, VA 22106-7603
Domain Name: RMHARRIS.COM
Administrative Contact:
Harris, Mike (MH210)
r.m.harris@IEEE.ORG
(703) 356-1686
Technical Contact, Zone Contact:
Balbach, Stephen (SB59)
stephen@CLARK.NET
(410) 995-0691
```

Either you or your provider will submit the registration by e-mail. There is usually a small fee charged by the provider to set it up, and an added monthly charge. With a registered name, you can then add one or more names as e-mail addresses:

`proprietor@my-shop.com`, `orders@my-shop.com`, and so forth, depending on what your access provider's rules allow.

● **Connectivity Packages:** To take advantage of what your access provider is about to sell you—a SLIP or PPP account connecting you fully to the Internet whenever you want it, with your own unique address—you will need an Internet software package, a so-called client application. A good package will take much of the pain out of getting and staying connected to the Net, and will give you a complete window into the Internet world.

Your access provider will offer you freeware or a low-cost package. GO COMMERCIAL! Commercial packages work better, are easier to use, are generally better documented, and their bugs usually get fixed, eventually.

Currently there are five main full capability Windows 3.1 Internet connection packages available. Each has two key pieces: (1) the TCP/IP access dialer, which establishes and maintains your SLIP or PPP connection; and (2) the Web browser, which gives you full graphical access to the Net. `booknet/rmharris_ltd` has worked with the first three packages listed below; the remaining two are similar to these. The opinions expressed are personal, based on cross comparison. Prices given are list, where stated, followed by the lowest discounted price we have seen.

**Internet-in-a-Box** (Spry/ O'Reilly) \$149 (\$100). IBox is easy to install and use, stable and relatively bug-free, very well documented, and offers full capabilities with some minor limitations. It has been available since October 1994, and has quickly become a bestseller. It supports PPP only. The IBox dialer is particularly good if you have one connection that you make repeatedly—it can be fully automated and will fix most problems on its own. It has a very good Web browser called AirMosaic, solid Telnet capabilities useful for connecting to on-line library catalogues, and the ability to graphically drag and drop files to or from remote locations (where you keep your on-line catalogue, for instance). Drawbacks: mail handling is a little awkward, it is hard to dial multiple numbers if you have several local access points to try, and IBox support is swamped.

**Chameleon (NetManage)** \$199 (\$130). Chameleon has been around for several years, and has fairly good documentation. This package has an excellent dialer interface—though somewhat complicated to initially configure—that will guide you in connecting and staying connected to almost any access provider. Chameleon supports both SLIP and PPP. The package also provides access to five “instant” Internet connections via 800 numbers or CDN providers that may be of use to booksellers who cannot reach a local access point. Using Chameleon’s advanced connection features is complex and not for novices, but these are excellent for applications such as ISDN or for connecting your shop’s LAN to the Net. Most of Chameleon’s capabilities are quite adequate, and its mail handler will tackle multiple addresses. Its main drawback is a new and rather flaky Web browser, called WebSurfer. If you go with Chameleon, we recommend downloading the industry-standard browser, Netscape, for a \$39 license fee.

**InternetWorks (Booklink Technologies)** \$129 (\$100). This package sports an innovative Web browser that can view multiple pages, has a very easy interface for moving among items, and supports all capabilities in a single interface. InternetWorks, however, is not well documented and its multipurpose display is somewhat cluttered.

**SuperHighway Access Windows (Frontier Technologies)** \$149 (\$135). This is a new package and has not been reviewed. It supports SLIP and PPP, and appears to have many preconfigured Internet providers, making initial setup easy, if your provider is among them. SuperHighway Access appears to combine some of the best features of the three packages above, but I have not yet tested it.

**Explore OnNet (ftp Software)** \$? (\$99) This package has also not been tested, but from its literature seems similar to some free or shareware products. It provides both SLIP and PPP connections.

**Recommendation:** For all around versatility, stability, ease of use (you can often set it and forget it), and good documentation (but not on-line support), I recommend Internet-in-a-Box. Internet Works has the fastest and best multipur-

pose interface, although visually cluttered, and is a good alternate choice.

**Where to Buy:** Most of these packages are available through Egghead or other retail software outlets. They are less frequently found at the large computer discounters although these are the best places to shop for a modem. Internet-in-a-Box also retails through many computer bookstores. You should get about a 33% discount from list prices. If you cannot locate any of these products, including modems, try Pacific Internet, a mail order supplier, at 1-800-572-2638 or [sales@pacnet.com](mailto:sales@pacnet.com)

● **Getting connected:** Your access provider will give you several things to get you started. These most often include:

*Access Number(s):* This is the number you call to log in.

*Login Name:* What you are known by.

*Password:* This should include non-alphabetic characters, and no names

*Mail Address:* This is often the same as your login name.

*Mail Server:* This is the address where your mail is stored when you are not logged in.

*NetNews Reader:* The address where the news is stored.

*Host Name:* This is the local name your provider gives to your machine.

*IP Address:* This is the Net address of your machine.

*Network File Server Addresses:* These are the addresses of your provider’s machine(s), consisting of a Primary, a Secondary, and a Subnet Mask.

The above information is entered into your connection package, usually when you set up your software for the first time. Once these items are in, they will rarely need modification, and, with them in, you are ready to log on as a full participant on the Internet.

● **DOS Users:** The upgrade to Windows and full Internet access is not very difficult. If you are making a hardware change, Windows will come preinstalled. However, should you choose not to take the plunge at this time, we recommend that you start with a shell account rather than SLIP or PPP.

You will still need to have a communications software package for your modem, one providing VT100 terminal

capability. Procomm Plus, at \$89 to \$99, is the current DOS standard.

With your shell account, you will dial up, log in, and then run commands on your provider’s computer, and it is there you will read and send mail, telnet to library on-line catalogues or to RLIN, and transfer files in a two-step rather than a direct process. You should make sure your account includes the use of Lynx, which will allow you to make easy text-based connections to the ABAA\booknet site and other World Wide Web resources albeit without graphics. Since you use your provider’s address on shell accounts, you will not have the option to register a unique domain name with InterNic.

● **Report Your Presence:** Once you’re on the Net, please send e-mail to us at [booknet@rmharris.com](mailto:booknet@rmharris.com) and to Liane Wood-Thomas at [abaa@panix.com](mailto:abaa@panix.com). Let us know your Internet address and the particulars of your setup—access provider, software, and hardware—and any problems you have encountered. This will help us to keep track of who is using what, and to identify the best combinations of machines and software—information we will pass on to others.

● **Go exploring:** Log into the ABAA\booknet World WideWeb site to check out your personal home page—it’s already there awaiting you—and all its other features. And, please, let us know what you think.

To get into the ABAA WWW site, open your Web browser—Mosaic, Netscape, AirMosaic, NetSurfer, or Internet Works, for instance—and type

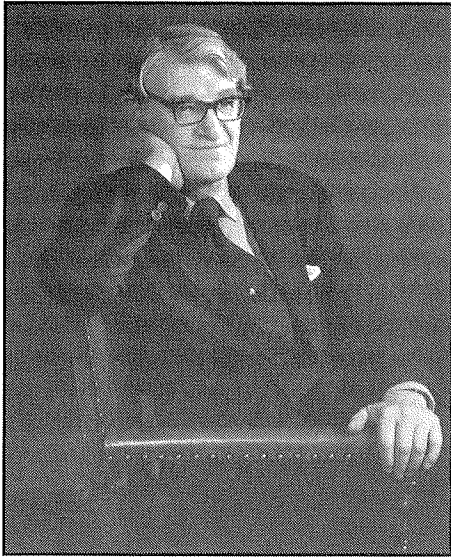
<http://www.rmharris.com/pub/abaa-booknet>

into the address block, then hit ENTER. Once there, follow your mouse to find the other things there.

To use Lynx as your Web browser, if you are a DOS user, type `lynx` at the command line of your shell account. When the Lynx page appears, type `g` and then enter the http address, as above, in the space that comes up. Hit ENTER and you will be at the ABAA home page.

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# Obituaries



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## Robert Rulon-Miller Rulon-Miller Books, St. Thomas, VI

Robert Rulon-Miller, 76, of St. Thomas, United States Virgin Islands, formerly of Bristol, Rhode Island, died January 12 in Vero Beach, following a brief illness. By turns he was an industrialist and a rare book dealer, and his heart and soul were in neither instance far from the ocean or boats.

Born in Baltimore, MD, he graduated from Gilman School in 1937 where as a young member of the wrestling team he suffered a severe back injury, thereby diminishing his physical activity for the rest of his life. Henceforth, he was classified 4-F during World War II, and got his start in the textile business working for Crompton-Richmond Company making among other items for military use, sweat-bands for army helmets. He graduated from Brown University in Providence in 1943 where he majored in literature with a concentration in the American short story.

Following the war he continued to work for Crompton-Richmond, first in Virginia and then in Georgia, and when the opportunity presented itself in Rhode Island, he ran and later purchased from his wife's family a small textile business in Bristol, Dixon Saddle Company, which he was to convert into an internationally-known plastics manufacturing concern,

Dixon Corporation, later Dixon Industries. This firm produced a multitude of plastic components, primarily of Teflon and allied polymers (for many years he was under an exclusive licensing agreement with DuPont), including various forms of another fluorocarbon-based plastic, Rulon, which he patented and trademarked. Among those having long-standing contracts with Dixon were NASA, Volkswagen, and Otis Elevator. At its peak, Dixon was the largest employer in the town of Bristol and had plants and licensees in North Carolina, Canada, England, Italy, Japan, and Australia.

Mr. Miller (he disliked the confusion caused by the hyphenation of his last name and usually used Rulon as a middle name) began collecting books—primarily those by and about Henry David Thoreau—while at Brown in the 1940's, purchased mostly from Goodspeed's in Boston, but also from Howard Mott and Edward Morrill, among others. His mother, Anna Richmond Taylor Rulon-Miller, was an accomplished book binder and herself a collector. A number of other fine books in various fields came his way through her estate, many of which were sold in the early catalogues of The Current Company, a rare book business which he began in 1968 on the sale of Dixon Industries.

The Current Company operated first out of the old Herreshoff shipbuilding yards on Burnside St. in Bristol, and later in a restored carriage house behind Mr. Miller's home. He became a member of ABAA in 1975. From 1969 to 1977 he produced no less than thirty-seven catalogues under the running titles of "Chapter & Verse" (for better material) and "Better or Worse" (for less expensive material), and a number of shorter "Miscellaneous Lists". He was a pioneer in bringing attention to books on the history of yachting and the America's Cup Races, and promoted books on Rhode Island history, Christmas, and the Caribbean, as well as general Americana and literature, incunabula, travel, and other areas. His early catalogues are still spoken of today as an eclectic assortment of books and oddities, especially for the "interesting and unusual" section at the back of each which offered everything

and anything for sale, including two custom-made Mercedes Benz station wagons, tropical condominiums, ship models, scrimshaw, watches, snuff boxes, cigarettes, wine, stamps, assorted library supplies (including Bob's Book Balm and Bob's Book Plate Remover), flags, Polynesian, Eskimo, African, and American Indian artifacts, weather vanes, walking sticks, wooden shoes, Laplander boots, even pre-fab fiberglass bomb shelters, and ultimately, his own home on High Street in Bristol.

In honor of the United States bi-centennial he commissioned a recreation of Benjamin Franklin's library chair under license from the American Philosophical Society, and in 1977 entered into agreement with Akademische Druck-u. Verlagsanstalt of Graz, Austria, to distribute exclusively in the U.S. their series of color facsimiles of medieval European, Amerindian, and Oriental manuscripts. In 1983 he republished in an edition of 225 copies with an historical introduction by Harold Turner *A Voyage to the North Pacific and a Journey through Siberia more than half a Century Ago*, by "Nor'west John D'Wolf, Melville's uncle, and the first American to cross Siberia.

He was joined full-time in the business by his son, Robert Jr., in 1977, and removed to the U.S. Virgin Islands in 1978. The Current Company ceased its rare book operations in 1982 and splintered into two separate businesses, both named Rulon-Miller Books, Inc., one of which he continued to operate out of the Virgin Islands until his memory began to fail in the early 1990's.

He was a member of the Grolier Club, the Manuscript Society, and was the friend or associate of a number of rare book libraries and literary societies. For many years he was active in the Young Presidents Organization and the Chief Executives Forum. He was a past member of the board of the Old Stone Bank in Providence and also Roger William College (now University) in Bristol.

He was a life-long sailor and yachtsman and there wasn't much cruising ground in North America or Europe with which he was not familiar. He participated in a number of off-shore ocean races from 1953 to 1968 as skipper of his own boats, and sailed trans-Atlantic in his

ketch, *Courant*, in 1980, which earned him a Transoceanic Pennant in 1981. He was a past Commodore of the Bristol Yacht Club and the Walker's Island Yacht Club, and was an active member of the Cruising Club of America and the Off Soundings Club. He was also a member of the St. Thomas Yacht Club, the Woods Hole Oceanographic Institute, and a number of other similar organizations. In the 1930's he was a champion Star Boat sailor on the Chesapeake Bay and with Aubrey Pearre was the author of *The Fifteenth Anniversary Record of the Chesapeake Bay [International Star Class] Fleet*, Baltimore, 1938. He also wrote *Cruising in the Baleric Islands*, Bristol, 1964, and *Cruising in the Western Mediterranean*, 1965, all privately published in small editions. His memoirs remain in manuscript.

He was an indefatigable worker, often working seven days a week claiming he needed seven days to keep up with what others could do in five, and was eccentric in nature, claiming regularly that he had ten toes on each foot. Those who knew him well believed him.

He is survived by his wife of 52 years, Ann Dixon Leahy, and his two sons, Edward Lawrence, of Bristol, RI and Robert, Jr. of Saint Paul, MN. A daughter, Anna Richmond, predeceased him in 1989.

*Rob Rulon-Miller, Rulon-Miller Books,  
St. Paul, MN*

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### **Franklin Gilliam, formerly of Brick Row Bookshop**

Former proprietor of Brick Row Bookshop Franklin Gilliam died in Charlottesville, VA on November 20, 1994 at the age of 69. He had been suffering from heart trouble for a little while, but had seemed to be making a good recovery after a spell in hospital during the summer.

Booksellers everywhere will recall his geniality and his sardonic wit. Brought up in Texas, although actually born in California, he entered the book trade by working for the late Byrne Hackett at the latter's Brick Row Bookshop in New

York. Franklin bought the business from Hackett's estate and moved it to Austin, TX, where it flourished for a number of years. Following his first marriage, Franklin left the Austin shop in the charge of his English friend Anthony Newnham, and opened a branch in Houston. In the Texas period Brick Row issued a noteworthy series of catalogues of nineteenth century English and American literature, with emphasis on the less obvious books and writers. Brick Row also acted as an agent for the University of Texas in the early days of its big expansion. Brick Row's Texas years feature largely in *A Trip to Texas*, an entertaining book written by his friend, the British poet Kenneth Hopkins.

Later Franklin moved the business to San Francisco, where he rapidly became an essential part of the California book world. Not much of a joiner, or establishment figure, he nevertheless served a successful term as President of the Northern Pacific Chapter of the ABAA. He eventually sold Brick Row to his friend John Crichton and took up residence in Charlottesville where he found happiness with his second wife, Mary Cooper Gilliam, a law librarian at the University of Virginia.

Franklin opened a business at Charlottesville, but it was useless to look for him in his office if there was a baseball game nearby or on television. Nor was it any good calling him early in the morning. For all that, he was the consummate bookseller to his fingertips. For most of his career his reference library was larger than his stock. He was as decent and straightforward a man as you could wish to meet. He was the best of company. Everyone who met him has stories to tell of his wit. One solace for his friends as the melancholy news of his death was passed along was how the very mention of his name caused a flood of happy recollections: "Do you remember when Franklin said..." and another pompous jack-in-office was deflated, or a gray cloud was given a silver lining. Franklin Gilliam had a heart as big as his home state and it is a matter of the greatest regret that it did not last out for many years longer.

*Anthony Rota, Bertram Rota Ltd.,  
London*

### **Kathleen Adair Lazare Scarlet Letter Books, Sherman, CT**

Kathleen Adair Lazare, owner of Scarlet Letter Books and Prints for the past 23 years, died January 26, 1995, in her home in New Milford, CT, after a gallant two-year battle with cancer. She was 60.

She was the wife of Michael L. Lazare, a free-lance writer.

Mrs. Lazare had been a member of ABAA since the early 1970s. She and her husband began the business in Maryland in 1971, specializing in children's books, and expanding into illustrator art.

In 1975 the Lazares moved to Connecticut. Mrs. Lazare became a leading dealer in woodcuts by contemporary artists, such as Clare Leighton, Dorothy Lathrop, Thomas Nason, Lynd Ward, and Elizabeth Coatsworth. In later years, she also dealt in fore-edge paintings, herbals, cookery books, and manuscripts.

In 1979 the Lazares purchased a landmark house in St. Andrews, New Brunswick, Canada, and the following year Mrs. Lazare opened a summer shop, known as Pansy Patch, the historic name of the house. Pansy Patch soon became known as Canada's largest English-language book shop between Montreal and Halifax.

In 1985 the Lazares opened a bed-and-breakfast in Pansy Patch, and quickly won recognition in such publications as the *New York Times*, *Country Living*, and *Yankee*.

During the 13 years that Pansy Patch was in operation, Mrs. Lazare continued her business in the United States during the fall, winter, and spring months. She served as an advisor to several institutions, notably the Boston Public Library, University of Houston, Osborne Collection of the Toronto Public Library, and the Beaverbrook Museum in Fredericton, New Brunswick.

Her participation in book fairs dropped drastically after her illness was diagnosed in May 1993, but she continued to deal with private customers until two weeks before her death.

In addition to her husband, she is survived by five children: Frederick W. Sternenberg III of Austin, TX; Sheryl S.

continued on next page

# Obituaries

continued from previous page

Hand of Gaithersburg, MD; Kathleen A. Sternberg Johnson of Manchester, NH; Thomas K. Sternberg of San Marcos, TX; and Mary Clare Hubbell of San Diego, CA; two step-sons: Frederick M. Lazare of Houston, TX, and Lawrence G. Lazare of Ann Arbor, MI; ten grandchildren; a sister; and a brother.

*Michael L. Lazare, New Milford, CT*

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## William P. Wreden Palo Alto, CA

William P. Wreden, a San Luis Obispo County ranch owner and a San Francisco Bay Area antiquarian bookseller, publisher, and book collector died Sunday, February 5, 1995 after a period of declining health at Sharon Heights Convalescent Hospital in Menlo Park. He was 84.

A descendant of an early San Francisco German brewing family, he enjoyed telling of his birth in a modest home on a chicken farm in Petaluma, CA in 1910. After the sudden death of his father in 1911 he was raised by his mother, the former Elizabeth Prien, in San Francisco. As a boy there he worked a newspaper route the length of Hyde Street. A graduate of Galileo High School, he studied at Menlo College and graduated from Stanford University in 1934.

In 1935 he began working as a statistician for the Anglo-California National Bank in San Francisco and the following year he married Byra Jean Smith of Hillsborough. Influenced by writer Gertrude Atherton, by the director of the Stanford University Libraries, Nathan van Patten, and others, Mr. Wreden began to collect books. On his honeymoon he was further influenced by Los Angeles antiquarian booksellers, Jake Zeitlin and Karl Zamboni, who sold him a wall of modern literature.

In 1937 he started his own antiquarian book business and the next year with his wife he made the first of many buying trips to Europe. He opened his first shop in Burlingame and issued his first catalogue featuring books from the library of Thomas Hardy and the library of Havelock Ellis. In 1940 he published his

first book, *The Encantadas* by Herman Melville, printed in a limited edition at the Grabhorn Press.

In 1941 he began a ranching business, Pinole Land & Cattle Company, in eastern San Luis Obispo County on a portion of the old San Juan ranch which his grandfather had purchased in 1898. In the 1950s with a partner he also leased and operated the nearby La Panza ranch. In the course of his ranching activities he built a large collection of books and other materials related to the history of San Luis Obispo County which he donated to the Kennedy Library at California Polytechnic State University. He was a long-time supporter of Cholame conservationist and rancher, Eben McMillan, and others in their efforts to save the endangered California condor.

With special letters of introduction and government permission, Mr. Wreden was one of the first antiquarian booksellers to visit Europe after World War II. For most of his career he was a member of the Antiquarian Booksellers' Association of Great Britain and in 1949 he became a founding member of the Antiquarian Booksellers' Association of America.

Celebrating the California centennials of the Gold Rush and statehood in 1950, Mr. Wreden published another Grabhorn Press limited edition, *Journey to the Gold Diggins* by J.A. and D.F. Read. In 1953 his Burlingame shop was destroyed by fire, but he quickly reopened for business in Palo Alto the same year.

In the 1960s he catalogued and sold books from the libraries of prominent San Franciscans, Princess Tchkotoua, Virginia Hobart Baldwin, and John Francis Neylan. He also opened a San Francisco branch shop on Post Street which his eldest son managed for several years. He sold many large and important collections to major research libraries, among them the Lawrence B. Romaine trade catalogue collection, which was purchased by the Library at the University of California, Santa Barbara, and the Archer Taylor bibliography and folklore collection purchased by the University of Georgia Libraries.

In 1972 he catalogued a unique Elizabethan manuscript day book dating from 1581 to 1596 which he had acquired in London some years before. Offered to

the Folger Shakespeare Library in Washington, D.C., it was discovered to contain "the earliest recorded purchase of a work by William Shakespeare." The director of the Folger Library described it as "one of the most important Shakespeare finds of the last decade" and the library purchased the book from Mr. Wreden.

Amongst both librarians and booksellers he was known for the legendary basement stack area of his home, which housed his large bibliographical library, his many personal collections, and excess business stock. In 1988 the city of Palo Alto and the Stanford University Libraries honored him with a dinner on the occasion of his fiftieth anniversary in business, and in 1990 the Gleeson Library at the University of San Francisco also honored him with an exhibition of his imprints on the occasion of his eightieth birthday. He closed his shop in Palo Alto in 1991 and the following year sold most of his remaining stock to Serendipity Books in Berkeley. His business continued by appointment until the end of last year.

In addition to numerous trade organizations Mr. Wreden was a contributor to and member of numerous bibliographical and library friends groups. Among his many memberships were the Bibliographical Society, the Book Club of California, the Grolier Club, the History of Science Society, the Roxburghe Club, the Friends of the Bancroft Library, the Gleeson Library Associates, and the Associates of the Stanford University Libraries.

He is survived by his wife, Byra; three sons, William, Jr. of Berkeley, Douglas of Santa Margarita, and Phillip of Carbondale, Colorado; two daughters, Paula Campbell of San Luis Obispo and Denise Wreden of Menlo Park; twelve grandchildren and two great grandchildren.

A memorial service will be held at 2:00 pm Saturday, March 4, 1995 at Holy Trinity Episcopal Church, 330 Ravenswood Avenue, Menlo Park, California. Contributions for a library fund in memory of William P. Wreden may be made to Stanford University, 301 Encina Hall, Stanford, CA 94305-6076. ■



## Recent Books by Members

*To Delight the Eye: Original Photographic Book Illustrations of the American West. Catalogue by David Margolis. Introduction by Martha A. Sandweiss. DeGolyer Library, Southern Methodist University, 10 November 1994-20 January 1995.*

This handsome catalogue was designed by W. Thomas Taylor of Austin, TX. It is beautifully illustrated with thirty-two fine reproductions of photographs dating between 1856 and 1904 and meticulous descriptions by Margolis of twenty-seven books in the exhibition.

*To Delight the Eye* is available from The DeGolyer Library, Box 396, SMU Station, Dallas, TX 75275; phone: (214) 768-3231 or (214) 768-2253; fax: (214) 768-1565. The cost is \$25.00 plus \$3.00 postage and handling; Texas residents must add 8.25% sales tax. ■

## Benevolent Fund Aids Quake Victims

The trustees of the ABAA Benevolent Fund acted quickly when last month's devastating earthquake in Japan disrupted the lives of booksellers there. ABAJ President Takehiko Sakai wrote to Benevolent Fund trustee Peter Howard:

*"It was indeed a severe quake. Many houses in Kobe City were completely destroyed, leaving many people homeless.*

*"It is very lucky that all the members of the ABAJ and their families are safe, and their shops are safe, too, while the insides were messed. But, we received information that the houses of Mr. Kenichiro Nakao, of Nakao Shoten-do and Mr. Nobuaki Kobayashi, of Manjiya Book Company, were badly damaged."*

The ABAA Benevolent Fund responded to this disturbing news, sending financial assistance to the Japanese organization. In the letter to President Sakai that conveyed the money, Howard wrote "[This is] a modest gesture on behalf of our ABAA Benevolent Fund to assist booksellers anywhere who suffer injury, accident or damaging acts of fate beyond human control."

## Inquiries, Requests for Information

The *Newsletter* has received the following requests for information:

### Mid-20th Century Bookselling

I am gathering materials for a book on antiquarian bookselling in the United States during the middle decades of the twentieth century.

Items of special interest would include private or scarce publications, pamphlets, book catalogues, newspaper articles, family memorabilia, written records, etc., touching on the lives and works of American used and rare book dealers. My focus is not limited to any one region, but in fact is intended to cover as much geographical ground as possible.

I would also like to learn of any who would be willing to share their memories of the 1930s, 1940s, and 1950s in a interview format.

Any assistance from members or non-members of the ABAA would be greatly appreciated.

Please contact Jim Sanford, *Metacomet Books*, P.O. Box 2479, Providence, RI 02906; phone: 401-421-5750

### Attention Booklovers

*The Bloomsbury Review* is looking for booklovers with home libraries to share their wisdom about the care and feeding of books and book collections. Your contributions may become part of a new book on home libraries, assembled by *TBR* contributing editor Pat Wagner.

Although we welcome all words of wisdom, our focus is not the rare book collector or public institution. We will be seeking anecdotes and tips from both experts and amateurs about how to manage those volumes that have taken over our walls, floors, and personal lives.

How do you use your home library? How do you make decisions about acquiring, cataloging, storing, displaying, repairing, and weeding? Why do you buy what you buy—new versus used, paperback versus hardback, hard copy versus electronic? Do you ever lend your books? What is the worst thing you have ever had happen to a book?

Are your books for pleasure or profit? Have you made arrangements for your library in case of divorce or death? Do

you have a special library for your children? Are you a homeschooler? What do you do about cookbooks and bathroom readings? (How many books are in your bathroom right now?) If you are someone with a personal library at work, how do you keep people from "borrowing" them?

What books and tools should every home library have?

Please send your tips and anecdotes (by March 1, 1995) to: Pat Wagner, *Pattern Research*, PO Box 9845, Denver, CO 80209-0845; phone: (303) 778-0880; fax: (303) 722-2680; e-mail: pat@pattern.rmnu.org ■

## Correction

In the last issue of the *ABAA Newsletter* (volume VI, no. 3, Winter 1994), the name of John Sinkankas, *Peri Lithon Books*, San Diego, CA was misspelled in a story on page 23. Sinkankas' bibliography, *Gemology*, received the Geoscience Information Society's Best Reference Work Award for 1994. ■



## Addenda/Errata: ABAA Membership Directory 1994-95

A number of entries in the *Directory* delivered to you in October contain typographical errors; they are corrected here. If you'd like a copy of this information in a format that easily fits into the *Directory*, please contact Liane Wood-Thomas at ABAA headquarters: phone (212) 757-9395; fax (212) 459-0307. The *Newsletter* will continue to run this information in each issue; it will also be made available from the ABAA home page on the Internet.

The correct fax number for **The Boston Book Company** is: (617) 522-9359.

**Acorn Books**, 740 Polk Street, San Francisco, CA 94109; phone: (415) 563-1736.

**Bowie & Company Booksellers**, 314 First Avenue South, Seattle, WA 98104.

The correct fax number for **James S. Jaffe Rare Books** is: (610) 649-4542.

**Margolis and Moss**, 129 W. San Francisco Street, PO Box 2042, Santa Fe, NM 87504; phone: (505) 982-1028.

**Isaac Mendoza Book Company**, 77 West 85th Street, Apt. 6-F, New York, NY 10024; phone: (212) 362-1129.

**Henry Turlington, Jr.** is the Vice-Chair of the Southeast Chapter.

## Errata: ILAB/RILA Directory 1994/95

Please note the following corrections to the ILAB/RILA *Directory* 1994/95 recently distributed to ABAA members:

The correct fax number for **C.A. Chiesa Libri Antichi** (Milan, Italy) is: (02) 76 01 45 42.

The correct phone and fax numbers for **Transition Books** (San Francisco, CA) are: phone: (415) 346-2619; fax: (415) 346-1648.

## Membership Updates

**Charles Agvent** has a new fax number: (610) 682-4620.

**The Americanist** has a new zipcode: 19465.

**Brick Row Book Shop** has a new address: 49 Geary Street, Number 235, San Francisco, CA 94108; phone and fax numbers remain the same.

**Buddenbrooks** has a new address: 31 Newbury Street, Boston, MA 02116; phone and fax numbers remain the same.

**Chiswick Book Shop** has a new address: 196A Heritage Village, Southbury, CT 06488.

**The Family Album** has a new fax number: (717) 235-8765.

**The Fine Books Company** now has a fax number: (810) 651-6542.

**Hooper's Books** has a new address and phone: 1615 8th Street NW, Washington, D.C. 20001; phone: (202) 387-3007.

**The Lawbook Exchange, Ltd.** has a new address, phones, and fax: 965 Jefferson Avenue, Union, NJ 07083; phone: (908) 686-1998; toll-free: (800) 422-6686; fax: (908) 686-3098.

**John Scopazzi Gallery** has a new address: 130 Maiden Lane (Mezzanine), Off Union Square, San Francisco, CA 94108-5302.

**Irving Zucker** has changed his status from Member Emeritus to Full Member.



*Submission Deadline  
for the next issue of the  
Newsletter is  
April 7, 1995*

## Note on Newsletter Numbering

The first issue of the *ABAA Newsletter* was published in November 1989. For its first two years, the *Newsletter* was published three times a year. Since then, it has appeared quarterly, but with several misnumberings, as below.

Volume One, Numbers 1-3 (November 1989, April 1990, Summer 1990).

Volume Two, Numbers 1-2 (November 1990, April 1991).

Volume Two, Number 3, Summer 1991 (but numbered Volume Three, No. 3).

Volume Three, Numbers 1-4 (Fall 1991-Summer 1992).

Volume Four, Numbers 1-4 (Autumn 1992 -Summer 1993).

Volume Five, Numbers 1-4 (Fall 1993-Summer 1994).

Volume Six, Number 1, Autumn 1994 (issued in December 1994) was misnumbered Volume Six, No. 3, Winter 1994.

Volume Six, Number 2, Winter 1995 is this issue.

**The ABAA Newsletter** (ISSN 1070-7000X) is published quarterly under the auspices of the Publications Committee of The Antiquarian Booksellers' Association of America, 50 Rockefeller Plaza, New York, NY 10020. Annual postpaid subscriptions are \$20.00 domestic; \$25.00 Canada and Mexico; \$32.00 overseas; and are available from the address above. Editor: Robert Rulon-Miller, Jr.; associate editors: Tracy E. Smith and Liane Wood-Thomas. Except as noted, all material copyright 1995 by The Antiquarian Booksellers' Association of America.

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