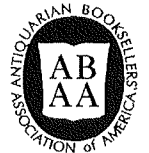


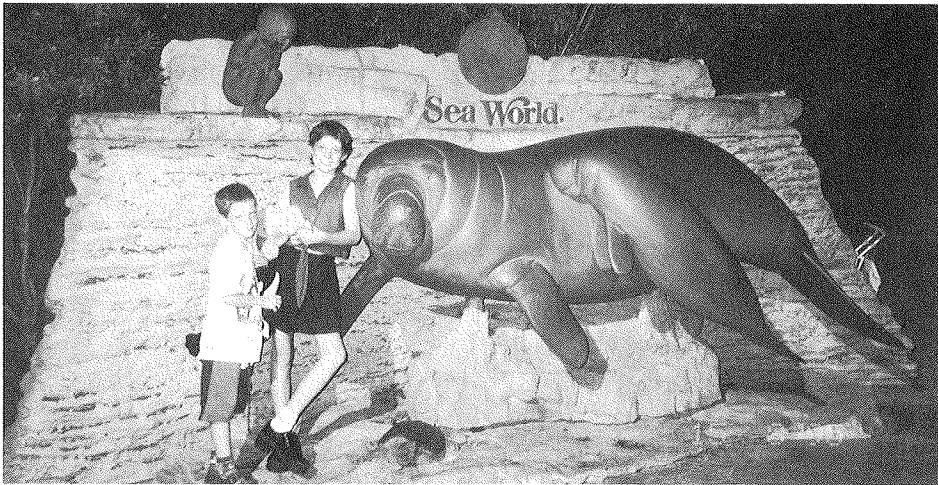


# The ABAA NEWSLETTER



VOLUME SEVEN, NUMBER 2 ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA

WINTER, 1996



Last spring, ABA member Edna Whiteson made a heartfelt appeal to ABAA members in these pages. Her 11-year-old granddaughter, Ruth Williams, who suffers from leukemia, wished to visit Disneyland and Sea World. Ruth was able to make the trip this past summer: "Thank you all for the money you sent for my family and myself to go to America. We have just come back and have had a lovely time. We went on the E.T. ride and saw Donald Duck and Pluto, Pluto being my favorite character. I enclose a photograph from which you can see how much we all enjoyed it. Many thanks to you all—Love, Ruth XXX."

## E-Mail Transcript: Segregation and D-Segregation at Book Fairs

The long-term value of e-mail and internet access is incalculable. As of January 20, 1996, approximately 125 ABAA members are on-line and able to receive and send e-mail. Better than two-thirds of the membership do not yet have this capability. The following prolonged discussion among ABAA dealers, which took place in late 1995, is printed here for the benefit of those members not on-line. All the letters were sent to the private ABAA message center, or listserv. No one outside the membership was able to access this closed discussion.

It was our intention to edit the following down into a short, manageable article.

However on rereading, we decided to print large portions of the correspondence in order to preserve the continuity of the discussion. There is much of substance here; many important issues are raised, many points discussed, and there is enough humor and occasional sarcasm that the correspondents continued to be interested, and continued to write.

Our intent in reprinting this exchange at length is twofold: to share the discussion with members who are not on-line; and to show—even boast—the merits of the e-mail medium. A discussion such as this could not have taken place via snail

continued on page 12

## ABAA Signs Internet License and Service Agreement with Michael Harris

by Michael Dawson

For six grueling weeks in the fall of 1995, ABAA President Rob Rulon-Miller, Vice-President Robert Fleck, and Michael Dawson worked closely with ABAA Counsel Lawrence Fox and Mark Stein to draft a contractual agreement that would clearly articulate the ABAA's business relationship with Internet consultant Michael Harris. The agreement was finalized at the Board of Governors meeting in November 1995 and I can confidently state that all the involved parties are happy with the agreement. This article will guide the reader through the basic points of the agreement that establishes the ground rules for the ABAA's relationship with booknet/rmharris\_ltd in the years to come.

The first topic to be addressed in the Internet License and Service Agreement deals with the ownership of intellectual property. The agreement stipulates that the ABAA is the sole owner of certain service marks (i.e., the ABAA logo), copyrights and other unspecified intellectual property that the ABAA understands to have tangible market value. Noting that Michael Harris has diligently worked on an Internet web site to promote the national and international recognition of our organiza-

continued on page 11

# Letters to the Editor

*From: Michael Hollander,  
San Rafael, CA*

I find that I am very embarrassed by your misreading of my letter (*ABAA Newsletter*, Fall 1995). It makes me look like an amoral person or an idiot. I was invited by a member of the Board [Jordan Luttrell] to write this letter, and now since you chose to guess at my wording the membership will think badly of me for three months. I'd like a correction sent immediately to the membership, as I feel you would in my place.

Perhaps you should send proofs of letters, articles, etc. before printing them....

*An Apology: Mr. Hollander faxed his letter, written in long-hand, to the Newsletter. His final sentence, misread by us, should have been printed as: "Unless a member does an illegal act and is convicted in a court of law the ABAA should have nothing to do with their conduct."*

*From: Tim Markey, Cambridge, MA*  
Widener Library is not, as Sheila Markham imagines in her "Going Down in History" (*ABAA Newsletter*, Fall 1995), made of marble. It is made, like much of Harvard, predominantly of red brick. No marble at all except inside, and none in the Memorial Library itself except the floors, adorns the severe massive pile I am looking at as I write this.

Ms. Markham also states or implies that the catalogue of the collection is complete, and this, I think, leads her into difficulties reading Rosenbach's assertion that Widener chose all the books, etc., himself. But according to the librarian who maintains the collection, there is no complete catalogue of it.

*From: Helen R. Kahn, ILAB Secretary,  
Montreal, Quebec*

Regarding your "Report from Brussels" (*ABAA Newsletter*, Fall 1995), I should like to thank you for your kind comments, but must point out that, despite the narrow referendum results in our province some weeks ago, I am still in Montreal (not Toronto!) and expect to remain here, at least for the foreseeable future.

*From: Jim Presgraves,  
Wytheville, VA*

Because I've had both the pleasure and the labor of serving on ABAA's Board of Directors [sic], I'd like to share what seems to me to be a sure fire method of meeting four goals that constantly challenge all board members.

1. To reduce membership suspicion about board members having a separate agenda or not caring about membership, I suggest that board members require that minutes be in members' hands within thirty days of a meeting.

2. To reinforce membership perception that membership service is a high priority with the board, I suggest that board members require that minutes be in members' hands within thirty days of a meeting.

3. To cultivate an informed membership, keeping them up to date and motivating them to read the minutes (which presently arrive as dead as last year's news), I suggest that board members require that minutes be in members' hands within thirty days of a meeting.

4. To provide an opportunity for members to know the hard work and careful deliberation which characterize service on the board, I suggest that board members require that minutes be in members' hands within thirty days of a meeting.

Volunteer chapter presidents should not be expected to have to issue minute summaries when we have a paid executive secretary. The board can easily set priorities as to which carries more weight, minutes to members or catching up with routine office business that accrued during the three or four days the secretary was away taking the minutes. What it boils down to, sir, is what message does the board want to send to the membership.

*Rob Rulon-Miller responds:*

Mr. Presgraves is a long-time critic of the ABAA Board and Board actions. His opinion that the Board is "constantly challenged" to get the Minutes of a given Board meeting into the hands of the membership within thirty days is myopic. In fact, the Board has considered, met, improved, and has moved on from the

issue of the timeliness of the Minutes to the satisfaction of the Board and, I believe, to the satisfaction of nearly everyone in the ABAA membership.

Minutes require Board approval. Following a Board meeting (usually held in conjunction with book fairs), our Executive Director, Liane Wood-Thomas, in addition to keeping abreast of the daily grind at ABAA headquarters, must transcribe three to four hours of audio-taped proceedings, digest them into a cogent and readable format, and circulate same in draft form to all Board members. Board members are then given the opportunity to approve, disapprove, or correct the Minutes prior to their being sent out to the membership. Frequently there are changes as the taped proceedings are not always audible, and nuances of meaning are often lost. Sometimes draft Minutes will be circulated a second or occasionally a third time. All Board members do not have the luxury of fax machines, and to accommodate such Board members snail mail is still used. Furthermore, Board members, volunteers all, have lives beyond the ABAA Board room. We all have businesses to run and many of us travel frequently, often at great distances. It is unreasonable, in my opinion, to think that all of us can respond at once, or even quickly.

Each Chapter has a representative on the Board and if any ABAA member, Mr. Presgraves included, feels compelled to know the business of the Board within a thirty day period, he or she may inquire of their representative, or of an officer.

Lastly, I find it despicable that Mr. Presgraves pretends to lay blame for the timeliness of the Minutes at the feet of Liane Wood-Thomas, to whom he refers condescendingly as "a paid executive secretary," and to whom he has referred frequently in written correspondence as "Miss Liane."

Mr. Presgraves' desire to see improvement in any and/or all ABAA endeavors is laudable, but his cynical prose and demeaning tone are not worthy of the paper on which he has penned his acrimonious remarks.

# A Message from the Nominee for ABAA President

by Robert D. Fleck

Doug Harding—this all started with you. Many years ago Doug asked me if I would analyze the finances of the ABAA for the Board. That seemingly innocent request eventually led to serving six years as Treasurer. The beginning was a scary time as the ABAA had been sued by a former member who had been asked to leave the organization. We won the case but almost went bankrupt winning it. The next few years were spent in developing procedures for accounting, introducing the concept of a budget and constantly reminding Board members of the financial impact of their decisions. The challenge of helping the ABAA attain a more stable financial position was time consuming but, now that it has been achieved, worth the effort.

Preparing a budget is a great way to force everyone to think about the future. If a budget shows that the assets of the ABAA are decreasing significantly, the Board must make a very strong case to the membership explaining why the spending is necessary. Conversely, if the assets keep growing, we must explain why we need so much income. My recommendation to the Board was the formation of a Planning Committee to look at the long range goals of the ABAA and monitor our assets with those goals in mind. The Board agreed, and named me Chair. Many recommendations have come from the Planning Committee but the one with the most impact on all of us is the work on developing the ABAA's presence on the Internet.

I also realize that the ABAA as an entity is not equally important to all members. In the past, almost any dealer could do an ABAA book fair as they weren't that costly. Times have changed and the overhead to do a fair has skyrocketed. Many of our members have substantial sales through issuing catalogues. However, printing and mailing costs have increased making it more and more expensive to sell books with catalogues. How can we let the public know what books we have and how do we find new customers at a cost that doesn't bankrupt us? Our work on the Internet has a very real possibility of opening up a virtual

world-wide market for all dealers at very little cost to any one dealer. The Board has assigned this Internet development a high priority. One of my goals is to make sure it stays on track. Now we must educate all members on how they can use this service even if it means holding many members by the hand and guiding them through this complicated computer world. We owe this service to our members.

The ABAA's relationship with the International League of Antiquarian Booksellers (ILAB) has gone through a real roller-coaster ride over the last few years. This must stop! The Board moved in this direction by forming an ILAB Relations Committee one year ago in Boston and named me Chair of that Committee. With the help of cool heads on both sides of the Atlantic our relations with ILAB are better now than they have been for many years. Rob Rulon-Miller and I met with the ILAB Committee and transmitted some of the ABAA's concerns. Our meeting resulted in numerous changes in the ILAB Rules and much better financial reporting by the ILAB Treasurer. The ILAB Treasurer now breaks down income and expenditures in more detail and prepares a budget for the organization. ILAB asked the ABAA to name a liaison member to the Committee to sit in on all Committee meetings and Rob asked me if I would serve as that member. I have attended three meetings to date, the last in Stuttgart this January. I have told them of the very exciting Congress and Book Fair we will be hosting in California. Most importantly the ILAB Committee was very enthusiastic about the Internet presentation which Rob and I made at the Committee meeting last September. They subsequently scheduled a full demonstration in Stuttgart by our consultant, Mike Harris, for the German organization and the ILAB Committee. The ABAA has asked ILAB if they would join our efforts and make a truly international Internet site. ILAB's response was very positive. This cooperation between many different countries to achieve a common goal is an example of how ILAB can be so important to the bookselling community.

On a more personal note, I must tell you that I have some strong feelings about the role of the ABAA in our lives. I'm less forgiving than most when it comes to ethical violations and consider slow payment of bills to be a nasty habit taken lightly by some of our members. The outside world must know that when the ABAA states that its members meet certain ethical standards, **WE ACTUALLY MEET THEM.**

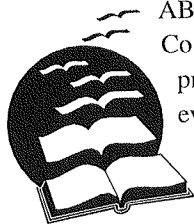
So what will I do if I get elected ABAA President? First I must thank Rob Rulon-Miller, Jennifer Larson, Priscilla Juvelis, Helen Kelly and all the other Board members who have worked so hard to make the next President's job so much easier. The Bylaws, Newsletter, Book Fair Rules, etc. are in fine shape now. We have a very knowledgeable attorney who has helped shape our organization for the future while always remembering the past.

My goals are to give you more of the same. I want the ABAA to host a superb ILAB Congress and Book Fair. Because of the hard organizational work already done by our exceptional California chapters and their promoters, I believe this event will be a great success. I want to continue to strengthen our Internet program and make it worldwide in scope; to allow **EVERY MEMBER** of the ABAA to benefit from the Internet in some manner; to see longer range planning from the Planning Committee and charge them to keep in mind that **ALL MEMBERS** should benefit from their planning; to better educate the book-buying community about the ABAA; to have a member of the ABAA as part of the leadership of the ILAB; to have the American bookselling community storming the gates of the ABAA to seek membership and welcome with open arms those who have proved that they are willing to meet our standards.

Is this too much to want? The responsibilities are great; the work load will be heavy; I'm concerned about my ability to do as well as you all deserve. But, with our dedicated group of Board members to help guide me and my pledge to you to do my best, I think the ABAA will end up a better organization. ■

# 33rd Congress of the ILAB: Los Angeles 1996

The Southern California Chapter of the ABAA and the 33rd ILAB Congress Committee



promise something for everyone in L.A.—the only city in the world known everywhere by its initials.

To be held August 30 to September 4, 1996, the 33rd Congress will provide participants from around the globe with a unique window into American culture west of the Rockies, as well as with convivial settings in which to renew old friendships and develop new ones. Organizers have prepared an expansive array of Southern California entertainments and located the hotel headquarters within a short, safe walk to a variety of dining, shopping, and sightseeing opportunities. They have equalized all this with a diversified educational symposium and the leisure for participants to visit local booksellers (there are over twenty-five ABAA dealers in the LA area!).

On August 31, Congress-goers will visit the William Andrews Clark Library at UCLA for tours, talks, and exhibits. During the course of the following day, optional tours to Los Angeles attractions have been arranged, including Universal Studios, Disneyland, Los Angeles County Museum of Art, Warner Brothers Studios, and, if available, the J. Paul Getty Museum. That night will see participants at the Beverly Hills Hotel and Bungalows, for dinner, special entertainment, music, and dancing (black tie optional).

“Issues and Topics Facing the Antiquarian Book Trade: A Symposium of the 33rd Congress of the ILAB” will fill the daylight hours of September 2. ILAB members and visiting speakers from museums, universities, and auction houses will speak on a variety of topics, from “The Future of Library/Dealer Relations in an Electronic World” to “Illuminated Manuscript Books of Hours” to “Emerging Markets around the World.” That night, Congress-goers will be treated to a view of the “Legacy of the American West” at the Autry Museum of Western Heritage, complete

with an *al fresco* Western barbecue and music from the era of the Gold Rush.

The Congress wraps up September 3 at the gorgeous Huntington Library, Art Collections, and Botanical Gardens, where a gala farewell dinner will be held.

The 33rd ILAB Congress will be headquartered at the Loews Santa Monica Beach Hotel. This venue offers a five-story atrium lobby with views of Santa Monica Bay and the Pacific Ocean, a health and fitness center with glass-domed indoor/outdoor swimming pool and direct beach access, and fine restaurants overlooking the Pacific.

Registration for the Congress and a welcoming reception and buffet will be held at the Loews Beach Hotel on opening day, August 30. The hotel will also serve as the locale for the ILAB General Meeting on September 1, as well as for the symposium on September 2. All Congress-sponsored transportation will depart and arrive at the Loews Beach Hotel.

Special discount rates for Congress participants are available from the Loews Beach Hotel. For ILAB Congress participants desiring more inexpensive accommodations, organizers have also arranged for special discounted rates at the Pacific Shores Hotel and the Belle Bleu Inn by the Sea. Both are located within walking distance of the Loews Beach Hotel, to

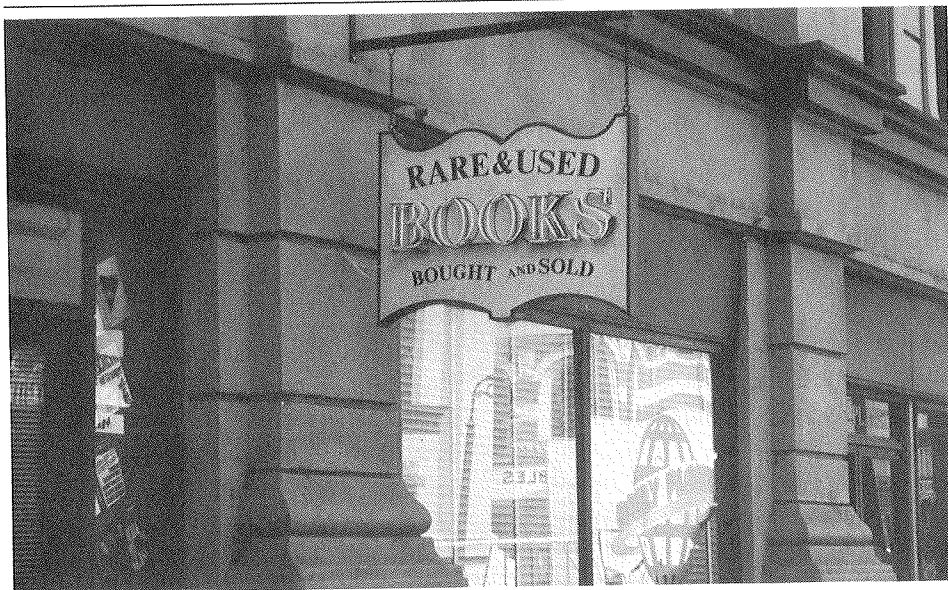
make attending functions and catching buses convenient and hassle-free.

For those who need to head north to San Francisco for the 16th Annual ILAB Fair after the close of the Congress, organizers are offering two optional sightseeing tours. On the first, travelers will ride in luxury motorcoaches up the scenic coast on Highway One. On day one of this two-day trip, passengers will stop at William Randolph Hearst’s Castle, San Simeon, for a private tour. Dinner and overnight lodging in San Simeon have been arranged. The next day the motorcoaches will make a number of stops, including Big Sur and Carmel, as they continue north. After lunch in Monterey, passengers will be dropped at their hotels in San Francisco.

The second option for travel is by rail, on the Coast Starlight train. ILAB passengers will be riding in private luxury dome and dining cars, where they can admire the Pacific Ocean, rolling hills and inland ranches while being served lunch and dinner.

The 33rd ILAB Congress is open to all members of the ILAB. The cost per person is \$1,125. Lodging and optional travel tours to San Francisco are extra.

Please contact Congress Director Hugh C. Tolford, PO Box 55302, Sherman Oaks, CA 91413-5302; phone: (818) 788-1520; fax: (818) 986-6186. ■



Know this bookstore? The first *Newsletter* reader correctly identifying the location of the bookstore pictured above will win a yet-to-be-determined prize, and will be suitably feted in the next issue!

# Once in a Generation

by Joe Luttrell, Chair, ILAB Book Fair Committee, Northern California Chapter

A few days ago, I received a call from an ABAA colleague. Where, he anxiously inquired, could he send the deposit check for his ILAB Fair booth? He really didn't need to do that yet, I said, since the application packets hadn't gone out and the deadline was March 1, then about two months away. He knew that, he replied, but he wanted to be sure his check arrived in time because, realistically, this was the one ILAB Fair that he would ever have the chance to do.

His sentiment echoes the slogan we have adopted for the Fair—"Once in a Generation". For most of us, doing an ILAB fair overseas is economically prohibitive, and the last fair on the West Coast of the United States was almost thirty years ago in 1967. There was one intervening ILAB fair in this country, in New York in 1980, where present booth fees for the annual ABAA fair are now, unfortunately, beyond the reach of many of us.

For these reasons, and because anyone wishing to exhibit at the fair must first register for the Congress, we have tried to keep booth fees as low as we possibly could. Fees range from \$900 to \$1,500 for a fully equipped, "ready to go" booth (\$900 gets you a shared 10' x 15' booth), including glass case. This means that, even with the obligatory \$1,125 fee for the Congress, both the ILAB Fair and Congress can be done for \$2,000 to \$3,000. The lower figure requires minimal travel costs, staying with colleagues, and other economies, but it does (hopefully) bring this potentially great fair within the economic reality of the great majority of us.

There should be real, additional "perks" to exhibiting. One is an elaborate catalogue/directory which will be distributed world-wide and in which each exhibitor will automatically have a half page entry as part of the booth fee. We believe this work will become a highly useful reference volume which will be on the shelves of librarians and collectors (and other dealers) for years.

We also anticipate an enormously extensive national and international public

relations effort. I have before me a preliminary listing of some 278 media outlets to whom we will have sent the first of our press releases by the time you read this.

We have retained the firm of Winslow and Associates, headed by Lynne Winslow and George Macaluso, to manage the fair. I think you will find them highly competent and professional; and I predict that this will be one of the most "exhibitor-friendly" fairs any of us will ever have done.

This fair will be, in the words of Justice Brennan, "uninhibited, robust and wide-open". We have consciously determined not to have an exclusive fair with high fees. This may mean a very great number of exhibitors, and we certainly hope so. Of course, such a result will bring its own problems of size; but we believe we can ameliorate if not eliminate

these difficulties, and make the fair "patron-friendly" and accessible.

The fair will be held at the Concourse, where the San Francisco fair is usually held. The dates are Friday, September 6 through Sunday, September 8 (the weekend following Labor Day). There will be a two day setup, starting early on Thursday, September 5.


September is a beautiful month in San Francisco. The summer crowds are gone, the weather is sunny and warm. Napa Valley is less than two hours away, the Monterey Peninsula and Big Sur less than three, and even Lake Tahoe and Yosemite are under five.

If you ever do an ILAB Fair, we hope this will be it. We want you to exhibit! Please, pick up that telephone and fill out that registration form! ■

The Antiquarian Booksellers' Association of  
America invites you to attend the

**16<sup>th</sup> INTERNATIONAL LEAGUE OF  
ANTIQUARIAN BOOKSELLERS FAIR**



**16<sup>e</sup> FOIRE INTERNATIONALE DU LIVRE ANCIEN**



**ONCE IN A GENERATION...**  
for the first time in 30 years the ILAB Fair  
will once again take place in California.  
Please join us September 6-8, 1996 at

**THE CONCOURSE EXHIBITION CENTER  
AT SHOWPLACE SQUARE**  
635 Eighth Street (Eighth at Brannan)  
San Francisco, California, USA

*The ILAB fair is recognized as the world's most  
prestigious Book Fair and is expected to attract more  
than 250 booksellers from 20 member nations,  
bringing thousands of their best books, manuscripts  
and related materials from all over the world.*



FOR MORE INFORMATION PLEASE CONTACT WINSLOW & ASSOCIATES  
801 De Haro Street • San Francisco, CA 94107  
Phone: 415-695-1449 • Fax 415-695-8748  
E-mail: winslow@slip.net

# Boston Book Fair Returns to Hynes Center

Commonwealth Promotion, Inc. is pleased to announce that the Boston International Antiquarian Book Fair will return to the Hynes Convention Center again in 1996. As most of you know, space at the Hynes is limited for 1996 and we thought we would be moving back to the Park Plaza Castle. Through continuous negotiations with the Hynes, however, Commonwealth Promotion has succeeded in securing space.

Dates for the 1996 book fair are November 15-17. This will mark the Twentieth Anniversary for the Boston International Antiquarian Book Fair. Commonwealth Promotion and the ABAA hope to see you all there for the celebration!

In addition to this good news, Commonwealth Promotion reports that the 1995 Boston Fair proved to be one of the most successful to date. More than 130

antiquarian booksellers from around the world exhibited. Attendance was up twenty per cent over 1994. A total of 6,000 people came through the doors over the course of three days and many dealers happily reported a significant increase in sales.

Over \$6,000 was raised for the Antiquarian Booksellers' Benevolent Fund through the auction of seven illustrations created by Edward Gorey especially for the Book Fair, and the sale of Book Fair posters featuring his artwork. Additional funds will be contributed to the Benevolent Fund from the signing and sale of the first printing of Nicholas Basbanes' highly acclaimed book, *A Gentle Madness*, 130 of which were sold at the Fair. We are very grateful to both Mr. Gorey and Mr. Basbanes for their help in making this event such a success.

Attendees at the Book Fair also had the opportunity to have items from their personal collections evaluated and appraised by ABAA members, and had an opportunity to search for hard to find, out-of-print books through Interloc, the electronic rare book database and matching service.

"The Boston Book Fair has become one of the premier antiquarian book fairs in the country," according to Kenneth Gloss, Chair of the Boston Book Fair Committee. "We are pleased with the eclectic mix of vendors and collectors who participate in our book fair, which is one of the largest and oldest in the country."

The Boston International Antiquarian Book Fair is sponsored by the New England Chapter of the ABAA. A portion of the proceeds benefits the Boston Public Library and the American Antiquarian Society.



## 1996 ILAB Book Fairs

*Helen Kahn, General Secretary, The International League of Antiquarian Booksellers, has received notification of the following fairs sponsored by member associations:*

February 16-18	Los Angeles
February 22-24	Amsterdam
April 13-16	Seoul
April 19-21	New York
May 10-11	Bath
May 2-4	Toronto
May 31-June 1	Copenhagen
May 30-June 2	Paris
June 27-29	London
September 6-8	San Francisco
October 11-13	Cologne
November 7-9	Chelsea
November 14-17	Melbourne
November 15-17	Boston
November 15-17	Stockholm
November 22-24	Barcelona



Nicholas Basbanes and Liane Wood-Thomas, Executive Director of the Antiquarian Booksellers' Association of America, at the 19th Boston International Antiquarian Book Fair in November, 1995. Basbanes autographed first printings of his book, *A Gentle Madness: Bibliophiles, Bibliomanes, and the Eternal Passion for Books*, which were on sale at the Fair. On January 21, *A Gentle Madness* was nominated for a National Book Critics Circle award, in the category of "General Nonfiction." Basbanes' book was among twenty-five titles nominated by the organization's board of directors, after a mail vote by 500 book editors, critics, and reviewers. Winners will be announced March 21. Basbanes will also be present at ABAA Fairs in Los Angeles in February, New York in April, and at the ILAB Book Fair in San Francisco in September. He will be autographing first printing copies of his book, available for sale at \$35 at the ABAA booth while supplies last. Proceeds from the sale of *A Gentle Madness* will benefit the Antiquarian Booksellers Benevolent Fund.

# While You Were Sleeping...

by Mary O'Neal, Boston, MA

On Saturday, November 25, 1995, at approximately 4:15, a young man came to our office wishing to have some books evaluated and perhaps "for sale." The books were 17th-Century French military books; as I began recording the titles and reviewing each book, I noticed a slip from Norwich Academy, Norwich, Vermont. The young man gave his name as Michael Steiman, a student who purportedly inherited these books from his grandfather and was thinking of selling them. I asked him where he originally came from. He said that he was from Germany, but his accent was more English than German. I told him that I would have to research these books as they were quite valuable and would he be in town until tomorrow. He was staying with a friend in Cambridge, where I could reach him on Sunday morning.

As soon as he left, we discussed the possibilities of this young man owning these books, and decided to call the Norwich Academy in Norwich, Vermont. My initial contact was Security Officer Bruce Bowman, who alerted the Librarian, Paul Heller. Since I had a list of the books offered, they were able to ascertain that indeed these books belonged to the Academy and were missing from their library. Mr. Heller then recalled an incident that occurred the previous week: his assistant had found the library open, but he had not noticed anything missing.

I went home and remained in contact with Officer Bowman during the evening. Officer Bowman was busily preparing the list of books stolen for the Boston Police Department in order to arrange for an arrest warrant and to set up a "sting" operation at our shop Sunday morning. Early Sunday morning Officer Bowman called with the names of the Boston Police contacts. Detective Smith and Officer Boyle met us at our office at 9:30. They would remain in our offices with two back-up officers hidden in the area. The front door and building were secured. We went over my role and what I would say to alert Detective Smith

that these were the stolen books. Officer Boyle went across the hall and would come in armed as soon as he heard the buzzer from our office. I called Michael Steiman and told him that I had arrived at a price and would like him to come in as soon as possible so I could take the afternoon off. We agreed upon 10:30. The die was cast. We waited, 10:30 came and went. At 10:45, Michael Steiman rang the outside door and I went down to let him in. He came into the office and laid the books on the table. I took them out of the canvas bag and said (in a loud voice) "These are the books that I saw." Detective Smith came in and announced that Michael Steiman was under arrest. Officer Boyle came in looking very imposing and armed.

Mr. Steiman was frisked and asked to empty his pockets. In his possession were a lighter, wallet, rental car keys, and a "bong" (used for smoking marijuana). He was handcuffed and requested to sit down. Detective Smith read him his rights and after each statement, "Do you understand?" Mr. Steiman listened and acknowledged that indeed he did understand but "knew that the American legal system was very difficult" and he would remain silent until he spoke to his attorney. At this point, the two back-up officers arrived. Five minutes later, two other officers arrived to transport Michael Steinham to Area D. Mr. Steiman showed no fear or remorse and did not appear troubled with being arrested. Before he left, he requested that the Officer adjust his handcuffs.

Chief Duncan Forbes and Officer Bowman had worked the night with the Boston Police to prepare the proper paper work for a correct arrest. I called them as soon as the office was cleared of the Boston Police to notify them of what had taken place. They were busily updating the school administration as to what had happened in Boston and where Mr. Steiman was taken.

On Monday, I learned that Michael Steiman was in reality Michael Kimmel,

who was an exchange student from a college in England. Mr. Kimmel is a handsome young man, approximately 5'10" dressed in Eddie Bauer type clothes. A search of Mr. Kimmel's room came up with many books and manuscripts that were part of the Library's collection, a couple of bank accounts and other material. From Michael Kimmel's roommate, they learned that Michael Kimmel would leave his room at 11 PM and return at 4 in the morning. After spending Sunday night in jail, Mr. Kimmel posted bail on Monday and stayed with friends in Cambridge, MA. He appeared before the Boston Courts on December 13.

Mr. Kimmel has been advised by his attorney not to go back to Vermont, where Chief Duncan Forbes and Officer Bowman would like to talk to him. We have learned that Michael Kimmel had been traveling to Montreal, Canada and Boston, MA these past months and we can safely assume that he has been selling books that did not belong to him. We have further learned that this is not a first for Michael Kimmel, and in the past he has been bailed out and sent on his way.

For further information, including a photograph of Michael Steiman/Michael Kimmel, contact Mary O'Neal, David L. O'Neal Antiquarian Booksellers, 234 Clarendon Street, Boston, MA 02116; (617) 266-5790; fax: (617) 266-1089; e-mail: oneal@usa1.com. ■

**Deadline for the next  
issue of the Newsletter is**

**April 29, 1996**

**We'd like to hear from you!  
Submit your letters, articles,  
and photographs, anecdotes  
and awards, or publications.**

**Contact Rob or Tracy at  
(612) 290-0700  
fax: (612) 290-0646  
e-mail: rulon@winternet.com**

# The Significance of Primary Records: A Statement from the Modern Language Association

*The following first appeared as "Statement on the Significance of Primary Records," Profession 95 (an annual journal of the Modern Language Association), p. 27-28. It was also distributed electronically through ExLibris, a listserv for rare books and manuscript librarians on which many booksellers also participate.*

The Modern Language Association of America applauds two developments aimed at ensuring the future accessibility of texts from the past. One is the organized effort to microfilm the texts of nineteenth- and twentieth-century books containing acidic paper that is now, or will become, brittle; the other is the systematic transference of printed and manuscript texts of all periods to electronic form. Everyone who cares about the past should be grateful to the library world for the way it has responded to the challenges of textual preservation. Frequently, however, discussions of these developments imply that, once reproductions exist, many of the artifacts from which they derive need no longer be consulted or saved. In this climate of opinion, the MLA believes that it is crucial for the future of humanistic study to make more widely understood the continuing value of the artifacts themselves for reading and research. The advantages of the new forms in which old texts can now be made available must not be allowed to obscure the fact that the new forms cannot fully substitute for the actual physical objects in which those earlier texts were embodied at particular times in the past.

Without broad public perception of the significance of this point, sizable portions of certain classes of textual artifacts face destruction. The MLA is expressing no opinion about the relative desirability of different forms of dissemination for future writing; rather, it is strictly focusing on the future study of texts that appeared in the past in handwritten or printed form on paper or parchment. By

outlining the theoretical reasons for the importance of physical evidence in textual artifacts, the MLA wishes to promote awareness of the issues and to stimulate practical recommendations for taking action on them.

Texts are inevitably affected by the physical means of their transmission; the physical features of the artifacts conveying texts therefore play an integral role in the attempt to comprehend those texts. For this reason, the concept of a textual source must involve attention to the presentation of a text, not simply to the text as a disembodied group of words. All objects purporting to present the same text—whether finished manuscripts, first editions, later printings, or photocopies—are separate records with their own characteristics; they all carry different information, even if the words and punctuation are indeed identical, since each one reflects a different historical moment. Any such record may be a primary source, but an object that is primary as a source for one purpose is not necessarily so for another. A primary record can appropriately be defined as a physical object produced or used at the particular past time that one is concerned with in a given instance.

Physical evidence in manuscripts and printed matter is indispensable in two ways. First, physical clues (such as the structure of the folded sheets in a book) reveal facts about how an item was produced—facts that can in turn lead to the discovery of textual errors and contribute to a knowledge of contemporary textual, printing, and publishing practices. This kind of evidence has primarily been used by analytical bibliographers and scholarly editors. Second, elements of a book's physical design (such as paper quality, page size, textual layout, choice of letterforms, and arrangement of illustrations) can be significant indicators of how the text thus displayed was regarded by its producers and how it was interpreted by its readers. This category of evidence is currently being used by those investigat-

ing the history of reading and the social influence of books.

Not only do editions differ from one another, but also copies within an edition (of any period) often vary among themselves; as a result, every copy is a potential source for new physical evidence, and no copy is superfluous for studying an edition's production history. Furthermore, since the shape, feel, designs, and illustrations of books have affected, and continue to affect, readers' responses (some of which have been recorded in the margins of pages), access to the physical forms in which texts from the past have appeared is a fundamental part of informed reading and effective classroom teaching; if that access is to be as widespread as it can be, the number of available copies of past editions, held in libraries of all kinds, must be as large as possible. The existence of community libraries along with academic libraries has been, and will continue to be, essential for bringing historical embodiments of texts—and the sense of the past they impart—to a wide readership. The loss of any copy of any edition—from the earliest incunables to the latest paperback reprints (regardless of whether its text is considered interesting or consequential at the present time)—diminishes the body of evidence on which historical understanding depends.

There is an obvious practical consideration that also supports the retention of textual artifacts (handwritten as well as printed) after their texts have been copied: the fact that the accuracy and stability of reproductions can never be guaranteed. For this reason, the preservation of the sources of photographic or electronic reproductions would seem a prudent course even if those reproductions were the equals of the sources; but since they cannot possibly be, a concern for maintaining our inheritance of textual artifacts is not simply desirable but imperative.

It is clearly unrealistic to expect that all currently surviving manuscripts and

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# Twenty-Five Propositions on Book Collecting

by Bennett Gilbert

*ABAA member Bennett Gilbert is a Los Angeles dealer in early printed books, illustrated books, and the history of ideas. His "Twenty-Five Propositions" appear as part of his world wide web site at <http://www.abaa-booknet.com/usa/gilbert/>*

## Fifteen Principles Of The Nature Of Old Books

1. Old books are part of the history of communication and expression.
2. As such they are an especially powerful, complex, interesting, and beautiful part of the chain of human thought, speech, and imagery starting from cave paintings and rock art, the oldest known works of art.
3. Old books have a further constituent virtually unique to them among antique objects: the text. Each text has its own history and material and is therefore a layer of meaning in the old book against which all its other parts resonate.
4. To understand an old book, we have to understand the role of the author in addressing an audience, writing a text, and publishing his or her work.
5. We have to consider why the printer printed it, why he printed it in his city or town, and why he printed in the year of its publication.
6. We must also consider the printer's audience: who bought that book and read it and why they did so.
7. The entire chain of provenance of the book, in so far as it may be determined, is part of the unique interest of each copy of each book, as expressed in ownership marks and study notes.
8. The typographic design of old books is part of the way in which printers persuaded their readers. It is from old books that we learn about typography and book design and can see them as technological achievements, as things of beauty, and as part of the history of art and of design.

9. Bindings help us to know the owners and to see the book functioning as a means of communication and expression. Bookbinding is a refined decorative art, intimately related to the larger artistic movements, that expresses the place of the books in their eras.

10. In addition, book illustrations are especially potent forms of imagery because of the relations of text and image. Book illustration is an important part of the history of graphic art, both popular and refined. They enhance the psychological and intellectual power of the book as well as its visual appeal.

11. These are the factors that give to every old book its presence, like a personality or an aura, and make it an image of the mind and of the soul.

12. Each old book expresses in its many aspects the main, leading, and dominant forces, changes, and themes of its day.

13. There was nothing more powerful in influencing those forces than the printed book. Neither painting nor any other art or craft or medium of public communication shaped history more.

14. Each old book is a microcosm that preserves physically, visually, textually, intellectually, emotionally, and spiritually the macrocosm it mirrors. Old books are profound physical vestiges of an intellectual, social, or personal event from long ago.

15. Because of all these features, old books are among the most expressive and articulate of collectible objects.

## Five Reasons To Collect Old Books

1. The printed book is no longer so much a tool as an object—an aesthetic, psychological, moral, intellectual, and philosophical object.
2. Ownership of old books is worthwhile not only for information but also for the visual, textual, and iconic images with which they can fill our imaginations and minds.

3. The assembling of old books creates a synergy among them. They resonate with one another and stimulate the minds and imaginations of those who own them, see them, or use them. Their conjunction and association will lead us in new directions of thought and historical understanding that were not contemplated when they were bought.

4. Connoisseurship is trained intuition: instinct informed by experience and knowledge. Collecting old books enhances connoisseurship & hence leads to personal growth because understanding them requires and develops this combination of intuition and knowledge.

5. The presence of old books, with all their many meanings and moods, enriches our lives.

## Five Guidelines For Collectors

1. Think ahead of the pack. Let books guide you into new areas of the historical imagination or more deeply into old areas. Develop new ways of looking at the events they represent. Don't buy according to any list other than your own.
2. Rely on a small group of dealers you trust. Let them be your professional book-buyers. Dealers know the many twists and turns of the paths along which old books are to be found, and they have a long-term interest in your satisfaction.
3. Buy copies in original condition, whether that be fresh or used, rather than cleaned and modernized copies. Annotations, bindings, ownership marks, and the other signs of human use give the book a presence beyond its physical dimensions.
4. Look at the book as a complete object, in all its aspects. You will make better choices if you are aware of as many of the messages old books send as possible.
5. Develop your connoisseurship. Train your intuition through study and hands-on experience. This is the way in which book collecting will be challenging, interesting, stimulating, fun, satisfying, and enriching. ■

# From the Security Committee

by Edward Ripley-Duggan,  
Chair, Security Committee

On December 7, 1995 Gilbert Joseph Bland, Jr. (alias James Perry) was apprehended on suspicion for removing maps from 18th-century books at the George Peabody Library of the Johns Hopkins University in Baltimore. In lieu of pressing charges, the library released him upon receiving payment for damages.

It subsequently came to light that Bland had visited other institutions on the East Coast and in the Midwest. These include the John Carter Brown Library, the University of North Carolina, the University of Virginia, and the University of Chicago. When the books he had requested were examined, it was found that a number of plates and maps not previously recorded as missing had been extracted.

University of Virginia police issued three warrants for Bland's arrest when it was discovered that books seen by him on December 5 and 6 had been mutilated.

Thanks to one of our members, I learned (and was able to report to the FBI, who is investigating this matter) that

Bland operates a shop, Antique Maps and Collectibles, Ltd. out of Tamarac, Florida. He has exhibited at IMCOS and appears to have sold large amounts of extracted maps and plates over the past two or three years. He has even issued an auction catalogue (November, 1995).

In early January, Bland turned himself in to police in Florida after learning of the Virginia warrants. An extradition hearing was scheduled for January 5.

The *Baltimore Sun* reported that Ira Still, a Coral Springs attorney who represented Bland until his arrest, described his client as "very embarrassed, frightened and upset" about the Virginia charges. "He always maintained that [the theft at the Peabody Institute] was the only thing he ever did."

The full extent of Bland's activities is still unclear, but the FBI remains interested. I would ask any reader of the *Newsletter* who has information on Bland to contact me, if they have not already done so, at: Wilsey Rare Books, 23 Mill Road, Overbridge, NY 12461; phone: 914-657-7057; fax: 914-657-2366; e-mail: ripleyduggan@delphi.com.

## Blumberg Update

Stephen Carrie Blumberg, described by author Nicholas Basbanes as "the most enterprising biblioklept of the twentieth century" was released December 29, 1995 from the Milan Correctional Facility in Milan, Michigan. He had served four and half years of a six-year sentence.

A warrant for Blumberg's arrest was subsequently issued by Iowa authorities after he failed to appear at a meeting to discuss his probation on January 4. He later surrendered to authorities in Minneapolis, where, on January 16, he was ordered to be held without bond and returned to Iowa.

Blumberg has been ordered to undergo a thirty-day competency examination at a federal correction facility. He will remain in custody during the examination to determine if he is capable of understanding the terms of his parole. He will then return to Iowa in mid to late March for a new hearing. Federal authorities wish to impose restrictions on Blumberg during his three-year supervised release. These would include a curfew, restrictions to his county of residence, and an electronic monitor. ■

## MLA Statement

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printed books can be saved. They are subject to the same vicissitudes as every other physical object, and their survival depends both on the materials out of which they are made and on the nature of the events that befall them. But the attitudes that people hold about them can be instrumental in either mitigating or exacerbating the destructive effects of these factors. As more people come to see the importance of primary records, more use will be made of them in reading and teaching, and more constituencies will join together in the search for ways of financing artifactual preservation, storage, and access. More records will then be saved because there will be wider support for the allocation of resources to this purpose. Decisions about priorities for preservation will still have to be made, by individual as well as institutional owners of material, but those deci-

sions will be reached in a framework that recognizes the artifactual value of every object. An appreciation of the significance of physical evidence also necessitates the adoption of standards for the creation and identification of reproductions, in order to minimize the damage done to primary records by the processes of reproduction and to maximize the usefulness of the reproductions.

Readers find themselves turning continually to reprints or reproductions of some kind. As they welcome the benefits conferred by new technology for creating reproductions, they must remember the distinctive limitations of every form of reproduction and the continuing need for the artifactual sources on which the reproductions are based. Not only do those artifacts provide the standard for judging the reproductions; they also contain, in their physicality, unreproducible evidence that readers (scholars, students, and the general public) need for analyzing and under-

standing, with as much historical context as possible, the writings that appeared and reappeared in them. If we approach the electronic future with these thoughts in mind, we will be more rigorous in our demands of new forms of textual presentation and more vigilant in our protection of the artifacts embodying the old forms. Both these actions are necessary to ensure the continuation of productive reading, teaching, and scholarship.

The Modern Language Association of America recommends that representatives of library, conservation, and scholarly organizations form a task group to promote continued thinking and cooperative activity leading toward (1) the maximum retention and preservation of textual artifacts, as well as a refining of the selection criteria necessarily entailed, and (2) the use of responsible procedures in the creation and identification of photographic and electronic reproductions based on those artifacts. ■

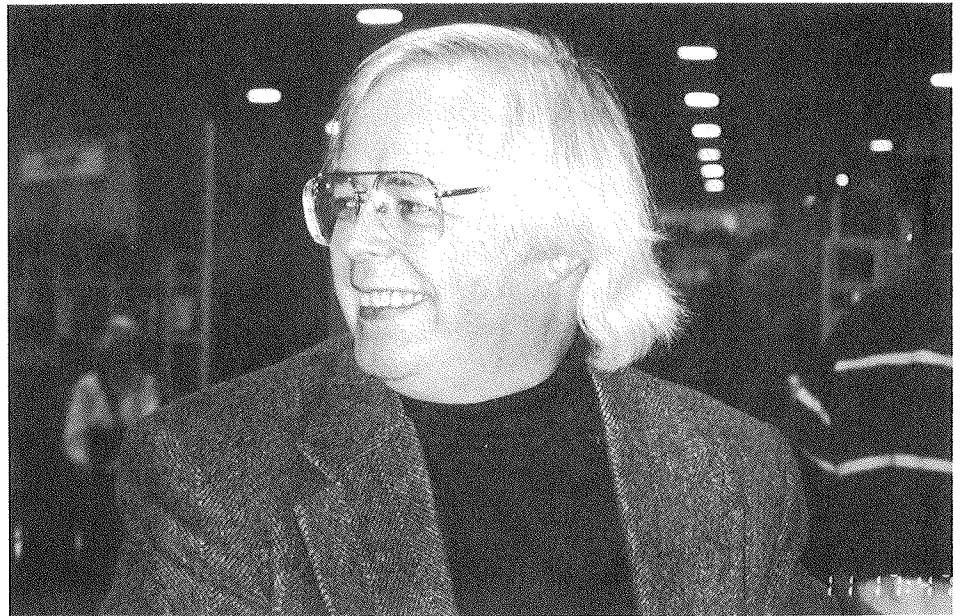
# Dawson

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tion, the ABAA has agreed to license, on a non-exclusive basis, specified intellectual property to booknet/rmharris\_ltd to further enhance our trade presence in the electronic marketplace. The granting of this license allows the ABAA to control the content and design of the web site developed by Harris's company to ensure that our organization is represented on the Internet according to our specific goals and desires.

The agreement also acknowledges that the ABAA represents the highest standards of business practice for the antiquarian book trade in the United States and the maintenance of these high standards gives market value to our intellectual property. In consideration of this fact, booknet/rmharris\_ltd has agreed to pay the ABAA a royalty fee equal to twenty-five percent of fee-based service revenue derived from the ABAA web site. It should be noted that these fee-based services (such as classified advertising, transaction based services, and posting fees for electronic catalogues) have yet to be fully integrated on the web site but are expected to be a larger source of revenue as the development of the site continues to expand.

While the service agreement clearly establishes ABAA control over content and design of the web site, it also spells out that booknet/rmharris\_ltd is the sole owner of the web site, and is fully responsible for the maintenance and development of future services on the site. The ABAA has agreed to pay Harris's company a monthly fee for the maintenance and development of the site with the understanding that there are tangible benefits to the membership through the continued funding of the site. Every ABAA member is now represented on the web site with at least the basic information that is listed in the current *ABAA Membership Directory*. The agreement states that all ABAA members are entitled to participate on the site at no additional cost to the individual member. This also includes hot-key transfers from the



Internet consultant Mike Harris, booknet/rmharris\_ltd.

ABAA web site to any web page maintained by an ABAA member. ABAA members are still entitled to free consultations with Harris and his associates for help in locating the best service providers on a regional basis. Further consulting services can be arranged with booknet/rmharris\_ltd at a cost to the individual member. The service agreement also allows for the participation of individual ILAB booksellers and national associations affiliated with the ILAB. It is hoped that the web site maintained by booknet/rmharris\_ltd will become the primary center on the Internet for the finest members of the antiquarian book trade on a world wide basis.

Another aspect of the agreement is the inclusion of language that enforces ethical standards relative to Internet business that is consistent with the ABAA By-Laws and the Code of Ethics as well as the ILAB Rules and the Compendium of Customs and Usages. The agreement also protects the ABAA from lawsuits that may arise from contracts that booknet/rmharris\_ltd has entered relative to the maintenance and development of the web site. The agreement also gives the ABAA right of first refusal to purchase the site from booknet/rmharris\_ltd if the working relationship between both parties should ever dissolve. The purchase of the site includes the acquisition of all design work, menus, graphics, software and documentation and

allows the ABAA to maintain continuity on the Internet if our business relation with booknet/rmharris\_ltd encounters a dramatic change.

In conclusion, the basic points of the Internet License and Service Agreement cover the following areas: 1. A definition of the ABAA's intellectual property and the understanding that this property is licensed to booknet/rmharris\_ltd on a non-exclusive basis. 2. The ABAA has control of the content and design of the web site but booknet/rmharris\_ltd is the owner of the site itself. 3. All ABAA members are entitled to basic representation on the web site at no additional charge to individual members. 4. Ethical standards consistent with ABAA and ILAB guidelines will govern business conducted on the Internet though the web site maintained by booknet/rmharris\_ltd. 5. The ABAA is indemnified from any lawsuits arising from contracts that booknet/rmharris\_ltd has entered into relative to the maintenance and development of the web site. 6. The ABAA has the right of first refusal to purchase the web site to ensure continuity for the ABAA on the Internet.

It is my belief that this agreement has solidified the groundwork that the ABAA has put in place over the last two years and will allow our organization to enjoy the fruits of the electronic marketplace as it expands in the very near future. ■

# E-mail Transcript

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mail, nor even over the phone or fax. The only analogous situation might be that of a very large board room, with all of us crammed around a very large table.

Bear in mind that even though a letter is addressed to a specific individual, its text was read by all, and all ABAA members on-line shared equally in the discussion. As in the imaginary board room, each was able to speak his or her mind at any time. While there have been other discussions before and since on the ABAA on-line forum, this discussion, we think, made it plain to everyone who was participating that e-mail is more than just the best messaging system available today. It brings us closer together as individuals, as dealers, and as an association.

We have tried to preserve the impertinent as well as the pertinent. There were more than sixty letters from over twenty dealers during a period of about one month, all on the single subject of segregating dealers by specialties at book fairs, specifically at the ILAB Fair in September, 1996. This flurry was precipitated by the following:

-----==[ ABAA-booknet ]

**Date: Wed, 8 Nov 1995 19:28:53 -0500 (EST)**  
**From: Justin G Schiller <childlit@maestro.com>**

Dear Colleagues,

Perhaps like everyone else I have been feeling anxieties as to the potential size of our major international books... The San Francisco fair of February 95 had 247 exhibitors and the projected estimate for the ILAB fair in September 96 is well above that figure: somewhere between 350/400 dealers.

To allow visitors to easily manage their time, I would recommend to the membership that they consider creating two sections of exhibitors: one for dealers who handle many areas of specialty that would be like a normal book fair, but also to accommodate specialized dealers who do not object to being categorized, so there should be another area where one can find grouped together exhibitors by specific chief focus: whether it be Children's & Illustrated, Early Printing, Americana, Travels & Voyages, Modern Firsts, &c.

If the application for the fair allowed each dealer to select either the general section or a specific specialty section, to my mind that would be the best and most successful approach to otherwise an unwieldy number of participants and an exhausted and frustrated public. In fact, the new system might even encourage more return visits and create better fair circulation than simply being confronted with an overwhelming challenge of trying to see everyone in the allocated time rather than focus within one area to begin and afterwards move to other sections as preferred.

What does everyone think of this idea? Something to think about, and even talk about, when we all convene in Boston. See you there, and safe travel.

Justin Schiller

**Date: Wed, 15 Nov 1995 17:32:20 -0500**  
**From: qb@clark.net**

This is in response to Justin Schiller's suggestion that we consider grouping dealers by specialty at SF. I think that this is a very good idea. I assume that you should go to the ILAB Book Fair Committee; or perhaps Bob Fleck, after reading this, can take some action.

Allen Ahearn, Quill & Brush

-----==[ ABAA-booknet ]

**Date: Thu, 16 Nov 1995 08:41:05 -0500 (EST)**  
**From: Blksnbks@panix.com**

This is in response to Allen's response to Justin's suggestion (don't we sound like librarians?) re grouping booksellers according to specialties. I think the idea is awful and would put generalists into some obscure corner of the hall and (much worse) place the collector or librarian who buys in more than one area of interest at a distinct disadvantage.

It is a shame in some respects that the number of dealers eager to do San Francisco book fairs has grown so rapidly. But this is no reason to consider segregation of any sort! The size of a given book fair is self-limiting. If dealers suffer less sales as a result of such numbers then they will not be back next time a fair is held. Eventually things like this have a way of finding their own destiny. (Yes Mr. Darwin, you were right.)

If there are some booksellers who still clamor for a smaller and (according to them) more elite fair then they can arrange it on their own and have it by invitation only. In the meantime we are stuck with the pitfalls of democracy.

Harvey Tucker, Black Sun Books

-----==[ ABAA-booknet ]

**Date: Thu, 16 Nov 1995 07:11:27 -0800**  
**From: gilbooks@ix.netcom.com (Bennett Gilbert)**

To all,

Justin Schiller's idea of creating specialist areas at large book fairs is excellent. I entirely support it and have myself often advocated it. It is, first of all, not a segregation of booksellers. No one would be obliged to go into a specialist area. Hence there would be a lot of floor space with a mix of dealers. If a generalist dealer area is created, there is no reason to assume, as Harvey Tucker has, that it would be in an obscure corner. In fact, the geopolitics of floor layout at large fairs is one of the advantages of Justin's idea for the dealers. In the specific case of San Francisco, for example, as the number of dealers increases, the booths spill into the back half of the hall. This is an area of far reaches, hundreds of feet from the front door, rather unattractively decorated, and with a tangible air of isolation. If the hall is filled, each dealer has a fifty per cent chance

of being back there. If it is not filled, it seems lonely and unvisited there, and indeed I often observed visitors turn back at the steps leading into the back half when I had a booth right by the portal.

If we have specialist areas of which some are in the back area, then this will provide a good reason for visitors to head back there. In fact good strategy suggests placing areas of very popular specialties in the back, such as modern firsts, thus increasing traffic circulation for the whole fair. This kind of approach is used in department stores and other marketing situations...

From the point of view of the fair visitor, this offers a way to think through the vast array of books and faces these giant fairs present. It will help connect clients to dealers, instead of having a fair in which we sit idly by while visitors interested in our subjects never find us or are visually/mentally/physically fatigued by the time they do...

Harvey thinks that this is elitist or undemocratic. What is elitist about areas for subject specialists? Has anyone ever been to a department store in which all the goods are jumbled in no order on the sales floor, a department store without departments? Are the departments in department stores elitist—or are they aids to the shopper? The egalitarians have carried the day within the ABAA with regard to having fairs of virtually unlimited size that are open to a very diverse membership. Justin's proposal does not mitigate these principles...

If we are going to have very large fairs, the plan proposed by Justin is something we can do to help make them work for all the dealers. It also helps mitigate the effects of the booth-location lottery on those who fare less well in it. San Francisco has, in my view, become a troubled and unsatisfactory fair because (in part) it is so very, very large, and this is just a logical tool to help us all thrive in such an environment. As it will not be obligatory and since there can be a generalist area, it calls for no sacrifice. It calls simply for us all to row in the same direction for the common good.

Bennett Gilbert

=====[ ABAA-booknet ]

**Date: Thu, 16 Nov 1995 12:55:00 -0500**

**From: JohnWindle@aol.com**

Sounds good in theory but how would you place a dealer who has a few incunables, some interesting autographs, a selection of illustrated books, a few voyages, and some press books and modern firsts...

John Windle

=====[ ABAA-booknet ]

**Date: Thu, 16 Nov 1995 13:37:29 -0600**

**From: rulon@winternet.com**

Here's my opinion on the question of departmentalizing the book fairs. I'm adamantly and vehemently opposed to the breaking down of book fairs into specialty areas...

There are many dealers such as myself who have a well-defined specialty (in my case language), who are also generalists. I sell Americana, Voyages & Travel, Literature, and even an occasional modern first edition. By placing all modern first edition dealers in one corner of the venue I am placed at a distinct disadvantage in trying to sell my modern firsts, because all the modern first customers will gravitate towards that one specialist area.

Segregation is not the way to go here, folks. Nearly every one of us has specialties to one degree or another, and to suggest that some specialties are more special than others is elitist and undemocratic.

Joe Luttrell suggests that one way to address the problem of finding a specific dealer with a specific specialty in such a large venue as the Showplace is to have a good index in the program that will be distributed...

Rob Rulon-Miller

=====[ ABAA-booknet ]

**Date: Thu, 16 Nov 1995 12:03:16 -0500]**

**From: PATTERSON SMITH <patsmith@openix.com>**

I think categorizing dealers at book fairs by subject is a very bad idea. As a specialist, I have sold many books at fairs to customers who would never had dreamed of stopping at my booth purely on the basis of its categorization. On the other hand, customers who know me can find me immediately through the directory, and other visitors can find assistance in a subject index in the directory or posted near the entrance (both of which I recommend).

In sum, the suggestion to segregate dealers by subject has no upside potential and heavy downside risk.

Smith's law: Every subject overlaps every other subject.

Patterson Smith

**Date: Thu, 16 Nov 1995 19:14:05 -0500**

**From: erd@mhv.net (Edward Ripley-Duggan)**

I add my voice to the chorus of nays on the issue of categorization. I feel that Justin's suggestion would be difficult to implement. To begin with it would impose a level of logistical and political complexity on an otherwise straightforward procedure. I don't think the book fair committee needs more headaches than it already has on hand...

While I was delighted to see a concrete suggestion of this kind on the list and pleased with the sensible colloquy to which it has given rise, I must reiterate my adamant personal objection. I do, however, like Harvey's whimsical suggestion of a category of dealers in unsaleable books. I think we have all belonged there at one fair or another.

Ted Ripley-Duggan, Wilsey Rare Books

**Date: Thu, 16 Nov 95 19:18 CST**  
**From: beasley@mcs.com (Paul Garon)**

We, too, are opposed to categorizing dealers at fairs. For ourselves, we would have no desire to be among the Mod First dealers where customers for psychiatry or jazz would not find us. Nor would we want to be NOT in a Mod First area, out with the generalists, where Modern First customers wouldn't find us.

It sounds like an interesting idea in theory that has as many disadvantages as advantages. All dealers who sell a category, but don't specialize in it, would find themselves less visited by customers wanting those books.

Paul and Beth Garon, Beasley Books

=====[ ABAA-booknet ]

**Date: Thu, 16 Nov 1995 23:39:49 -0800**  
**From: legenda@ix.netcom.com (Gordon Hollis)**

To me the problem in San Francisco is simply too many dealers.

I think the notion of a limitless book fair is in direct conflict with any fairness or carefulness toward those who exhibit. I for one have refused to exhibit at San Francisco for five years because the size of this fair tramples on the quiet care I need to buy and sell my books.

I think we are lucky to have 500 and not 5000 members in the ABAA.

Gordon Hollis, Golden Legend

=====[ ABAA-booknet ]

**Date: Fri, 17 Nov 1995 05:53:31 -0500 (EST)**  
**From: Blksnbks@panix.com**

Gordon,

"Tramples on the quiet care I need..."

Hmmm. I always thought you Californians paid extra for that sort of attention?<g>

Seriously, you do have a point. SF is beginning to look like a bunch of farmers selling hay at a State Fair.

Of course we could have a section for farmers too?

Harvey

=====[ ABAA-booknet ]

**Date: Fri, 17 Nov 1995 06:02:28 -0500 (EST)**  
**From: Blksnbks@panix.com**

Bennett,

Just a few questions and comments...

I think we will all beat this issue into dust before anyone is swayed from his/her opinion. After all, and time has proven, we are each smarter than the other guy and certainly know how to run our busi-

nesses better. Would areas of specialization be chosen by lottery? Would dealers then participate in another lottery for booth assignment? And when the two or three current darling customers of one area of specialization come along would the other dealers all agree to not hang over the attended booth?

We are all concerned about the size of the California fairs and have all suffered a sale's slowdown because of this. But breaking the fair into smaller fairs will not solve the main problem. The average customer still manages to find his/her few favorite dealers. It is the random strays that spend a thousand or so dollars we now lose to the growing mob! Correct this problem and there will be no need to break the fair into smaller fairs.

Okay, now I've said my few naive words. Thanks for listening. Now dazzle me with logic. I will listen in kind.

Harvey

=====[ ABAA-booknet ]

**Date: Fri, 17 Nov 1995 12:33:22 -0500**  
**From: GlaserRare@aol.com**

One of the pleasures of a book fair is discovering and/or rediscovering the joys of books not in one's primary area of collecting. I don't handle or buy children's books, but I always enjoy looking at those marvelous spurs to nostalgia. I don't buy modern first editions, but I always like to look 'em over and marvel at the pristine dust jackets... And, how many times have I found a sleeper in my field in the booth of a dealer who does not specialize in my kind of book. Let's keep the quality of serendipity in our book fairs.

Ed Glaser

=====[ ABAA-booknet ]

**Date: Fri, 17 Nov 1995 12:42:34 -0500**  
**From: MSHOLLBKS@aol.com**

I think that the idea of a specialized dealer section is a bad one. It takes away the fun of discovery for visitors—let alone the dealers for whom the thrill is in finding that one rarity that keeps them in this mad business. There are, to be sure, bad locations at the S.F. fair and, yes, the number of dealers can be overwhelming. There may be no easy solution as many dealers specialize in more than one area. Make sure all your areas of interest are listed in the book fair program—people often do look at the program to narrow their search if they are serious buyers. Send your suggestions and concerns to the book fair committee. The SF book fair is important, but it may not be the most profitable one for everyone. It might, however, be balanced out by other fairs that dealers will do during the year where their books are more visible and accessible. Don't put all your eggs in one basket, and do remember to try to have fun.

Michael S. Hollander

**Date: Fri, 17 Nov 1995 13:21:21 -0800**  
**From: rossmaps@earthlink.net (Robert Ross & Co.)**

Although I am a rather "pure" specialist (maps, atlases, cartographic reference) and have no problem being around or even next to my specialist colleagues, I advocate keeping non-categorized locations rather than categorized groupings.

The strongest argument I've read thus far is that impulse buying (or interest generation) frequently happens as folks wander along the aisles even way to the back of the hall in San Francisco where I was located last year. Very selfishly, I need as wide exposure as possible since numerous book collectors have not considered collecting antiquarian maps.

Bob Ross

=====[ ABAA-booknet ]

**Date: Fri, 17 Nov 1995 13:31:11 -0500**  
**From: JohnWindle@aol.com**

Dear Colleagues:

I believe it is a good idea to segregate dealers and perhaps it should be done by dollar value. Booths with books to a value of over \$1,000,000 cluster at the front; \$100,000 to a mil around the middle; \$1000-\$100,000 in the back; under \$1000 in the parking lot...

And then, subdivisions by nationality, race and religion?

Or by length of time in business?

Segregation by any means whatsoever (we used to call it apartheid) is a terrible terrible idea... and will surely serve to divide us against ourselves.

Whatever happened to "Amor Librorum nos unit"?

Books are books—from paperbacks to illuminated manuscripts... those who want an "elite" section or a modern firsts section or an autograph and manuscript section are always free to organize such a thing—it's been done before.

John

=====[ ABAA-booknet ]

**Date: Fri, 17 Nov 1995 16:39:22 +0000**  
**From: brattle@tiac.net**

Don't you people have anything else to do beside E-mail each other? (Obviously I don't).

What is the big deal? If you don't like the way the San Francisco fair is produced, don't do it. Exhibit at the ones you do. Maybe then the numbers will even out and everyone will be happier...

Hollander is right (don't gloat Michael).

Try to have fun.

Joyce Kosofsky, Brattle Book Shop

**Date: Fri, 17 Nov 1995 18:34:41 +0000**  
**From: brattle@tiac.net**

And then there's Kenny's comment...

You can categorize yourself in any way you want. Price the books right, hide them in a corner. They'll sell.

Joyce

=====[ ABAA-booknet ]

**Date: Fri, 17 Nov 1995 19:59:59 -0500 (EST)**  
**From: Blksnbks@panix.com**

John,

Way to go!

Spoken like a man who was also a defender of Willie Nelson and knew (once upon a time) all of Joan Baez's most popular protest songs.

Your Swiftian analogy was not lost in this quarter but do you think it will change any opinions? The fair has grown so large that perhaps now it will never again be very profitable for a large number of dealers. More importantly too is the fact that the customers (both new and old) no longer have the time to stop and chat for any length of time without denying themselves the time to visit the whole of the fair. I think we all enjoyed meeting with old and new customers and matching faces and personalities with checks and orders. Shame! It would not be the first time success drove something to failure.

Harvey

=====[ ABAA-booknet ]

**Date: Sat, 18 Nov 1995 05:59:05 -0500 (EST)**  
**From: Blksnbks@panix.com**

Bob,

Sorry, I didn't realize you were "one of them mapsellers". Of course you guys should be off by yourselves.

Harvey

=====[ ABAA-booknet ]

**Date: Mon, 20 Nov 1995 16:01:46 -0800**  
**From: gilbooks@ix.netcom.com (Bennett Gilbert)**

To all,

I've kept the e-mail correspondence on this idea & reviewed it this morning. I think it's really great that many dealers have taken the interest & the time to express themselves on this matter. I do not understand why someone asked if we hadn't better things to do. In fact it is to my recollection the first time an issue has been debated on ABAA booknet. We have an idea of interest & importance: what means of communication can be faster or better?

The idea is not to create elite areas: there is no prejudice at all in this proposal as to the importance of different areas or as to value—I have not commented on the general quality of books at SF or elsewhere. And for the life of me I cannot see how this is like South African racial apartheid (sorry John!)

Another approach would be to allow dealers to form groups and enter the lottery as blocks of adjacent booths...

Bennett Gilbert

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==[ ABAA-booknet ]

**Date: Wed, 22 Nov 1995 08:10:54 -0800**

**From: legenda@ix.netcom.com (Gordon Hollis)**

I suggest that the San Francisco Book fair reflects the weakness in the ABAA membership policy itself, wherein there is no requirement, really, that a prospective member be a professional expert in his field. There is no course of study and no entrance examination. The competence of our new members is left pretty much in the hands of three sponsors, and there is no recertification whatsoever, once a member has been admitted. During my years on the ABAA Board of Governors, I do not recall as much as thirty seconds being expended on standards.

One way to keep faith with the public's expectation that the ABAA is an expert organization is to have membership standards.

Gordon Hollis

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==[ ABAA-booknet ]

**Date: Wed, 22 Nov 1995 13:56:59 -0500 (EST)**

**From: Allen Qb Pat Ahearn <qb@clark.net>**

SCENE: An expensive ABAA dinner party (paid for exclusively with John Pye's dues)

FIRST SPEAKER: "Hey, you know we're moving towards bigger and bigger fairs. Pushing 250 in LA and SF. Can't imagine we won't have more at the ILAB than we have at one of our regular fairs. Probably 300 dealers, or more. What can we do to make it as hard as possible for our customers to find the dealers in their specialties?"

SECOND SPEAKER: "I know! Let's place all the dealers at random throughout the fair. This will make them spend half their time walking back and forth looking for the dealers with the books that interest them."

FIRST SPEAKER: "Great! It's a good thing they don't have the fair brochure before the fair, like they do in other countries. If they did they might be able to look at it before they get in the fair and plan a route. The way we do it they have to spend their first minutes in the fair trying to figure out where to go. 'Course there is a lot of excitement and the crowds, so it's hard to do this."

SECOND SPEAKER: "You're right. And, of course, people are always putting the brochure down when they're looking at books, and forgetting them. This means they have to get another one, or go around borrowing other peoples. It's a good thing we don't have any

directories in the aisles for our customers to use. Hope nobody ever thinks of doing something like that."

THIRD SPEAKER: "Now the other thing we have to make sure of is that no dealer ever gets the same booth again. So that every fair represents the same challenge to our customers. We want them to spend as much time wandering around the aisles as possible. You know one of those childrens' book collectors might wander in to my booth and get interested in one of my 16th century German books. And hey—I've got a new customer."

SECOND SPEAKER: "Right, but what if some of the other dealers, particularly the ones that spend \$4,000 or so flying themselves and their books out to the west coast, feel that this approach doesn't seem to be working for them at these huge fairs and suggest we try something else. Like giving dealers whose stock is 95 to 100% in one specialty the option of being co-located with other dealers in their specialties?"

FIRST SPEAKER: "Don't worry. We don't have to come up with any reasons. We'll just tell them that if the fairs get too big a lot of people will drop out and we can get back to the fairs with 100 to 150 dealers where most of the collectors can actually look at all the booths. Besides—the west coast dealers have to spend just as much to go to the east coast."

THIRD SPEAKER: "Well, you're right. But these fairs are much smaller; and at the ABAA fair in New York you can buy the best booth in the fair. Right at the front door for \$4,000. Course, it's not that important there because the collectors can see all the booths, and it's a four day fair, which also helps. Hey, I'd sure like to buy the first booth in that first room at the LA Hilton. That would be worth \$4,000. Probably double my sales. Last time I was in the last row, at the end, in the back room. I didn't see half the people that came to the fair. They tired out or ran out of money before getting back there. How come we can't run LA and San Fran like New York?"

FIRST SPEAKER: "Don't be silly, it wouldn't be democratic."

SECOND SPEAKER: "Well, what if they keep pushing their idea. They seem to think that if the specialty collectors could go to one area and see their books all at once, they would have more time to look at the other booths at the fair."

FIRST SPEAKER: "I tell you, don't worry about it. We'll just make fun of them and make a joke of it; and then we'll label them "elitists" and "undemocratic", that will shut them up."

THIRD SPEAKER: "What if they notice that the dealers who don't like the idea are the ones that only bring 50 to 100 books, while most of our members, whether their first edition dealers, generalists, or other specialists, bring 400 to 700 books and they have to sell 50 to 100 books to equal one or two of the books sold by these dealers that don't want to consider any change. Don't you think the members might question who are the elitist dealers?"

FIRST SPEAKER: "Not a chance."

I don't think Justin Schiller, Bennett Gilbert, or myself are elitists or undemocratic, because we suggest the ABAA look at an alternative that would help both our customers and ourselves. So far I'm not overcome with shame or overwhelmed by the counter arguments

Harvey has said that the "idea is awful and would push generalist into some obscure corner." Why in the corner? I would assume the generalists would be in the majority and would be located in the mid-



dle. He also thinks it would "place the collector or librarian who buys in more than one area of interest at a distinct disadvantage." You think going to a fair with 300 dealers located at random makes these dealers easier and quicker to find than having the specialist grouped? Think about it - if the visitor comes to the fair for ten hours, they get TWO MINUTES PER BOOTH and you want them to spend half their time going back and forth looking for the dealer who sells books that interests them.

Rob is "adamantly, vehemently" opposed. He gives two reasons:

"I sell ... even an occasional modern first edition. By placing all modern first edition dealers in one corner ... I am placed at a distinct disadvantage in trying to sell my modern firsts."

Rob's other objection is that we all have specialties to one degree or another and that Justin Schiller, Bennett Gilbert and myself believe that we "are more special than others and elitist and undemocratic." (I guess all would agree these are certainly compelling arguments and should end all discussion.)

What does the current ABAA approach mean to the new ABAA member who specializes in Americana or first editions? It means they get a chance to be located in an aisle without any other dealer in their specialty. Alternately, let's place the new Americana dealer between Reese and Ginsberg and across from Heaston; and the new first edition dealer between Joe the Pro and Pepper & Stern and across from Ken Lopez. Where do you think the new dealers are going to sell more books and meet collectors new to them?

The dealers that win (with the luck of the draw) are located at the front of the fair and always have a better chance at having higher sales than the dealers that lose and are in the back of the bus. In this case, it is not more democratic to mix the dealers. It is more democratic to give each dealer a chance. Each "department" becomes the front of the fair.

Give our customers, who have forty-five seconds to two minutes a booth, a break. I think it will help a lot and doubt that it will make one iota of difference to the generalists and if it does, the difference will probably be positive.

Allen & Pat Ahearn

=====[ ABAA-booknet ]

**Date: Wed, 22 Nov 1995 22:30:13 -0500 (EST)**

**From: Blksnbks@panix.com**

Gordon,

Everyone knows by now (or should) that the San Francisco book fair has grown much too large for its own good. Any exhibitor not aware of this, or of the fact that such a condition hurts his overall sales, probably is still wondering when the Dow will hit 400.

But to ask specialists to hold their own fair is to deny them the opportunities and advantages of an ABAA sanctioned fair. I have not as yet heard of a successful "modern first editions" fair or "dance and theater books" fair. And I don't suspect I will in the near future.

We are the victims of our own successes. But something will have to change soon if SF is to remain a profitable fair for ALL booksellers.

Harvey

**Date: Wed, 22 Nov 1995 22:44:04 -0500 (EST)**

**From: Blksnbks@panix.com**

Allen,

Good plot, horrible play!

You have valid points and so do I and so does [fill in the blanks], but you and I and everyone else knows that there is no easy solution. What you suggest might work but if it didn't it work better at a smaller fair? The San Francisco fair is growing so large that nobody will end up winning! Perhaps we are now at the point where the fair should be extended one more day to allow the serious collector that much more time to visit the dealers he or she wishes to visit? Perhaps we should extend it two days? The complexity of the situation makes such decisions difficult. The antique shows in New York and the major art fairs all run longer than the book fairs. If the book fair committee in San Francisco feels that they have the market to draw decent attendance for another day then perhaps this should be looked into?

Harvey

=====[ ABAA-booknet ]

**Date: Thu, 23 Nov 1995 10:52:03 -0500 (EST)**

**From: Allen Qb Pat Ahearn <qb@clark.net>**

I forgot in closing off yesterday to wish everyone a Happy Thanksgiving, which I'll do now...

I really felt that Bennett had tried to make reasoned arguments and, in reading a number of the replies, that they didn't address his suggestions and were too personal and mean-spirited, sort of like our politics today...

Allen

=====[ ABAA-booknet ]

**Date: Thu, 23 Nov 1995 13:16:26 -0500**

**From: GlaserRare@aol.com**

Hi Gordon:

The inescapable fact is that every dues paying member of the ABAA has the same rights and privileges as any other member. Consequently vetting (by whom?) is out of the question. So far as limitation of size, the only reason the other venues have limited the size of their book fairs is because of the size limitations of the venues themselves. While a very, very large book fair may well cut into our individual profits, I hold the opinion that it is good for the antiquarian book trade as a whole to have "events" of this magnitude. We have little enough visibility to the general public as it is.

Happy Thanksgiving.

Ed Glaser

**Date: Thu, 23 Nov 1995 17:04:09 -0800 (PST)**  
**From: "Jordan D. Luttrell" <luttrell@netcom.com>**

The entire batch of commentary, pro and con, will be distributed to the ILAB Fair Committee here in Northern California; I am sure all of us will find it edifying and even encouraging—we welcome the input.

In the meanwhile, I have also received some private messages with further suggestions, plus still others with new and different suggestions on other topics (show hours and setup hours, as examples). Please feel to do the same, either to the group or to me personally or to any of the other committee members, at least two of whom (Ed Glaser and Barney Rosenthal) check this group regularly.

All the best,

Joe Luttrell, Meyer Boswell Books, ILAB Fair Committee Chair

=====[ ABAA-booknet ]

**Date: Fri, 24 Nov 1995 08:38:11 -0500**  
**From: ginsbook@tiac.net (ginsbook)**

Dear Joe:

I personally agree with Ed Glaser. I would take it one step further however, and suggest to the committee, that instead of endlessly debating the pros and cons of distributing booths by specialty, that this time should be spent on trying to encourage new customers and getting a lot of the old ones who think book fairs lack excitement, to come back to the show. I also agree with those who say bigger does not mean better. I have watched book fairs from 1961 to now, carefully, and with an eye to where my best interests lie. My decision has been to stop, and only do one a year. The law of diminishing returns has set in for me. I also don't get the electric feeling that once was when we were doing a few fairs a year and they were EVENTS...

Michael Ginsberg

=====[ ABAA-booknet ]

**Date: Fri, 24 Nov 1995 15:40:21 -0800 (PST)**  
**From: "Jordan D. Luttrell" <luttrell@netcom.com>**  
**To: rulon@winternet.com cc: betweencov@aol.com**

Hi, Rob (and Tom), thanks for the message; we will have a good, thick packet on this issue alone.

I agree with you, insofar as the merits go, but we may disagree on where the "final decision" rests. Let's suppose this were last May's Chicago fair; could the national instruct the Chicago committee or chapter to arrange its fair so that specialty dealers were grouped together? Traditionally, this issue would be a local one, I am pretty confident. So the question is, does the result change by virtue of this fair as the ILAB fair. Personally, I don't think it does, but I am ready to listen.

In general, I think operational matters should be left to the chapter; we are on the spot, putting in significant effort, and it is difficult to do so where we feel the national will come in when it wishes to. This is a delicate area, one which we need (I think) to be careful about.

> On Fri, 24 Nov 1995 rulon@winternet.com wrote:

>Dear Joe,

> I've been following with interest, as you have, the discussion on >the segregation at the ILAB Fair. The final decision on this will have >to be a national one, made by the Board, based on recommenda- >tions from the ILAB Fair & Congress Committee and the Book Fair >Committee. I have already asked Bob Fleck and Tom Congalton to >put it on their respective agendas for the February meeting.

> I'm not against trying this plan somewhere down the road, say at >the next regular ABAA fair in SF, but I'd be hard pressed to suggest >implementing it at the ILAB Fair where it would essentially be a trial >run. I think in the interest of our foreign guests, the ILAB Fair is not >a fair to make a trial run of much of anything.

>

> Cheers. Rob R-M

=====[ ABAA-booknet ]

**Date: Sat, 25 Nov 1995 12:48:14 -0500**  
**From: PATTERSON SMITH <patsmith@openix.com>**

I've already expressed my opinion on the proposal to segregate fair booths by specialty. (It's a bad idea, even if it could be done well, which it can't.) Herewith some thoughts on the so-called problem of large fairs.

(1) There is no satisfactory way of controlling the number of fair participants other than controlling the number of ABAA members.

(2) Bigger may not be better, but it ain't worse. As Ed points out, large fairs generate p.r., excitement and build public interest in book collecting. Furthermore, many exhibitors go to a fair not only to sell, but to buy (is this a secret?), and the more exhibitors, the better the buying opportunity.

(3) The proper response to very large fair size, as has been suggested, is to lengthen exhibition hours through adding an extra day or two to the fair schedule. The extra time should not add appreciably to the expense of the venue or to the exhibitors' travel expenses and should pay for itself in larger sales. The added sales would accrue not only from the public but from fellow exhibitors, many of whom (myself included) don't have adequate time to shop the other booths.

(4) There ARE upper limits to fair size, and natural laws will impose them at some point. Recall your experiments with *drosophila* in biology...

Pat

=====[ ABAA-booknet ]

**Date: Sat, 25 Nov 1995 12:58:17 -0500**  
**To: rulon@winternet.com cc: luttrell@netcom.com**  
**From: betweencov@aol.com**

Dear Rob & Joe:

Thank you for copying me in on your notes re. the raging "specialist dealer at the ILAB fair" controversy, which I have been following closely, and discussing with several other of our colleagues. A sample: Mark Hime thinks separating specialist dealers is an elitist plot by

the "little guys" to get the "Big guys" customers (I've yet to hear him explain how the little guys are elitist)...

I have wavered back and forth like a leaf in the breeze. Obviously some benefits would accrue to specialist dealers, lumped in their own "ghetto", as well as some risks and pitfalls. I think the strongest argument for separating specialties would be to make the fair easier for our customers who really are both confused and exhausted by a fair of the size of San Francisco.

I think that this is an idea that deserves a test some time, maybe at the next regular S.F. fair (the NoCal committee willing). I agree with Rob that the ILAB fair is probably not the time to try it. The committee(s) have their hands full as it is, and this new wrinkle accompanied by the ensuing uproar, (which seems a certainty) would be imposing a heavy burden upon selfless and already overworked volunteers.

As for whose jurisdiction this comes under, well...yikes! Joe, Jeffrey et al. have had to endure heavy criticism because of the failures of the past promoter in San Francisco, and have obviously gone to great efforts to correct what went wrong last time. The Board has an ILAB Committee to help plan and also to monitor what they are doing. While the ABAA has the ultimate responsibility for the ILAB fair, I think we can trust NoCal to conduct the fair properly and successfully. If it looks like something is going seriously awry we have the ILAB Committee to inform the Board of this, and the Board can take action. By the same token, I think the NoCal Committee will be sensitive to the desires of the ILAB Committee and the Board itself, as they were in the catalogue question. I can't imagine why NoCal would do anything that would invite Board intervention, and like to think the fair is in steady hands, with a benevolent Board looking on, waiting to reap the undeserved praise that the hard work of the NoCal members will bring to us.

As Book fair Chairman, I would like to make all decisions by royal fiat, but failing that I think the National Book fair Committee should take a lively interest in the fair but not interfere unduly. I might feel differently if an ILAB Book fair Committee didn't exist. I am a bit surprised at how successfully the Committee system works on the Board, the conventional wisdom out in the world being that nothing ever got done or decided by a committee. However I think that the BF Committee, the IAB Fair and Congress Committee, and the Board at large, all assuming some authority over NoCal may be applying too many layers of potential interference. While the BF Committee will discuss the fair and congress, and not hesitate to offer advice or ideas, I prefer to make my contributions through the ILAB Committee.

Tom Congalton.

=====[ ABAA-booknet ]

**Date: Sat, 25 Nov 1995 15:56:24 -0500 (EST)**

**From: Blksnbks@panix.com**

Pat,

Allow me to interject my own feelings about one of the points you stated. Large fairs do not generate excitement or publicity unless, and this absurdity only for the sake of exposition, we all did it nekkid... The chic New York antiques fairs and art fairs generate pub-

licity because dealers have really big ticket items for sale, and because the fair committee allocates X dollars for paid (PAID) advertisement and public relations! And with all this financial spark the fair committee has felt it necessary to limit the number of exhibitors.

I don't mean to contradict you, but I go to a book fair to sell as well as to buy. I have found through the years that one very much influences the other. If I have a shitty fair and sell very little then I find that I don't really buy as much as I would like. If I am selling like crazy then I run around buying like crazy. I would love to hear any bookseller here tell me that they buy as much during a dull slow fair as during a busy exciting fair? (Yes, I am equating sales with excitement!)

I have been doing this for almost 30 years now (I know, I know... I'm a young pip-squeak compared to some) and I have yet to hear some stranger tell me about the exciting, glamorous, and chic book fair over at the convention center or Armory. Lord knows I have heard enough art collectors do so about the shows at the Armory.

As the young Hester Prynne must've said: "Something is missing and it ain't size."

Harvey

=====[ ABAA-booknet ]

**Date: Sun, 26 Nov 1995 09:54:38 -0800**

**From: legenda@ix.netcom.com (Gordon Hollis)**

The size of the San Francisco book fair seems to be the non-problem that just won't stop being a problem. Five members on this news-group have flatly stated that absolutely nothing can be done about this "non problem." Their position, to my mind, reflects more of an astounding conservatism than a reality. If Justin Schiller's and Bennett Gilbert's argument for specialized areas is more liberal, then why is a radical position also not legitimate?

To my mind, overcrowding is a fact at the San Francisco book fair and has an effect far worse than limiting individual profits: overcrowding devalues the entire book fair, and this hurts everybody's profits...

I suggest that we limit book fair size by placing a restriction on the number of new ABAA members who can exhibit at book fairs. Since there is already a waiting period for admission to the ABAA, why should there not be a waiting period for book fair participation, or at least a severely restricted number of booths available to new members?

This restriction would have a benefit apart from the obvious one of limiting the size of the book fair: It would allow the more experienced dealers to upgrade the standards at the book fair, and it would allow the new members to learn by watching the experts. An expert rare book dealer is not automatically created by admission to the ABAA, since there is very little quality control in the admission process. It is time and experience who are the great teachers in our field.

Harvey Tucker says that people attend book fairs to see "big ticket" items, but I think people come to see "quality." It takes years of experience to know truly rare material. If I know something about theater and dance books, I certainly did not ten years ago and would not have minded waiting a few years to exhibit given my inexperience.

Gordon Hollis

**Date: Sun, 26 Nov 1995 22:28:52 -0500 (EST)**

**From: Bilksnbks@panix.com**

Gordon,

Tsk! Tsk!

And who's to determine that magic threshold where one crosses over from novice to experienced? And since when has length of membership or working experience been a measure of talent or competency in any profession? Whether the prodigy act on stage or dance to improvisational spirits or wail to the jazz beat of a different drummer they are nevertheless prodigies. And Lord knows our profession is full of such people! Else how would so many turn up so many rare and beautiful books so quickly?

Harvey

=====[ ABAA-booknet ]

**Date: Mon, 27 Nov 1995 09:23:12 -0800**

**From: gilbooks@ix.netcom.com (Bennett Gilbert )**

The discussion that is growing out of Justin Schiller's proposal for specialist areas ... has grown into a very good exchange on major questions about book fairs. This, as Ed Glaser points out, is real growth due in part to technology. I'd like to see more of the hundred plus ABAA members who are on-line participate in this and encourage them to send in a little note when they read this discussion.

The ILAB Fair Committee has been very open-minded and receptive in their responses to the discussion & suggestions. With respect to the narrower question of specialist areas, I think Pat Ahearn made unanswerable arguments. Specialist groupings can encourage interest and sales by developing a sense of community. Specialist groupings help to organize the fair visitor's time. And why not have aisle directories? I have suggested to the ILAB Fair Committee that they index the exhibitor list by specialty—just as the ABAA & ILAB membership books do. With this every visitor has a specialist list in his hand. Does anyone think this is elitist? I think not.

With respect to the larger questions about fairs, everyone knows book fairs are in trouble. We have all heard the sad reports, fair after fair. New York seems to be starting to do well, & I'm pleased to say Los Angeles is consistent; but the larger problem is still there. What's wrong with them?

Anyone who has seen a good antique fair knows: book fairs are messy, with little attention to display or marketing strategy.

Antique fairs are vetted and require a high standard of display. The result is that they are attractive. They are places well-to-do and rich people like to go to spend money. Please: no claptrap about how much we don't want to attract "merely" the well-to-do and the rich.

Fair committees already can forbid the use of individual display units or book cases for the sake of the looks of their fairs. Why could they not also encourage such things and control their quality for the same purpose. Same with vetting: every ABAA member has the same privileges, but why does that mean that we can't vet fairs? Every antiques association member has the same privileges, but their fairs are vetted...

Pre-fair catalogues with reserved books, widely used in Europe but never here, are excellent tools. They give visitors a reason to come to the fair and a reason to come to your booth...

By getting our fairs to look smarter, by improving the quality of exhibitor and of display, by advertising intensively and on a large scale, by making the opening night a real event, by making the fairs attractive rather than overwhelming, we can improve the results.

Someone said that those who participate in separate specialist fairs would lose the advantages of ABAA-sponsored fairs. If the ABAA's ideal of equality keeps us from doing many of the things that will improve fairs, what are these advantages?

Bennett

=====[ ABAA-booknet ]

**Date: Mon, 27 Nov 1995 10:48:45 -0800 (PST)**

**From: Acorn Books <acornbks@netcom.com>**

Greetings All!

Well, I guess Acorn wouldn't be too pleased if the above were adopted as the measure. Although we are new members in the ABAA, we've been booksellers for some twenty-five years, so our experience level does not relate to how long we've been members.

Joel McKee Chapman, Acorn Books

=====[ ABAA-booknet ]

**Date: Mon, 27 Nov 1995 15:57:51 -0500 (EST)**

**From: Allen Qb Pat Ahearn <qb@clark.net>**

We just got our LA booth location. We made the front room. Last time we were in the last row in the back room. We, at least, had a mediocre fair which I attribute to the fact that we were next to Joe the Pro, I'm convinced that if we were not located next to them we would have had a terrible fair. I walked around a lot and was also convinced that a great number of the people who came to the fair never made it to our row. Now I like to sell books, but as a cataloger I really want to meet new people. I didn't meet many in LA two years ago. In contrast to the ABAA LA fair, we did Santa Monica in October and added 40 people to our mailing list and half our sales were to people we had never met before. Now I think that's a good fair and that's what I want in LA and San Francisco. I think specialist areas would assure I meet the new people collecting first editions, and some of the older ones who just never stumbled over our booth at the last two or three fairs (which means five or six years.) Now I think that's reasonable and I assume that most of the dealers who disagree do so because they think they will lose sales if we have specialist areas. I don't think they will. More importantly, we've tried a number of years with our current approach, I think it's time to try something else. We will still have the lottery. Why don't we at least consider how we could do it and see if any dealers are interested. It may be completely impractical, or only have two dealers in each specialty that would want it, which would kill it. How many

specialties are there? First Editions, Childrens, Americana; are there other logical ones?

Allen

=====[ ABAA-booknet ]

**Date: Mon, 27 Nov 95 19:58 CST**  
**From: beasley@mcs.com (Paul Garon)**

Alas, Bennett, I cannot agree with you that the Ahearns' arguments are unanswerable. A specialist area is fine if most of the selling you do at a fair is out of one specialty, Modern Firsts for Quill and Brush, for example. But it is taxing for those of us who have medium to strong specialties in areas like modern firsts, but sell strongly in other subjects, too.

It's very easy to make open and shut cases when you only present your side of the argument, but I know if specialist areas are created, our business will suffer. If we stay in the generalist area, we are in danger of being overlooked by modern first collectors. If we cluster with modern first dealers, our psychiatry, jazz, radical history sections may be missed by those who are in the science area, the fine arts or performing arts area, and the history or Americana areas.

Grouping by specialties does indeed serve specialists, but it is wrong to think that the others are just generalists and will get along fine in their own larger area. The realities may be that all generalists with modern firsts may find those books fairly well overlooked...

Paul Garon

=====[ ABAA-booknet ]

**Date: Mon, 27 Nov 1995 22:12:54 +0500**  
**From: vilnis <vilnis@bostbook.com>**

Perhaps our opinions of why Justin's idea won't/will work are simply prejudgements, pure and simple. Exactly who or what will it hurt to try something new? Some will do worse at the fair than they expect, some better...

Who does it hurt to organize on the basis of specialty?...

Why not shake things up? Indices by subject, more attention to design/layout; specialist sections—they all might well help to get the California fairs loosened up. That and a good dose of well-crafted publicity might give everyone a better fair... and surprise us all.

Charles Vilnis

=====[ ABAA-booknet ]

**Date: Tue, 28 Nov 1995 05:52:39 -0500 (EST)**  
**From: Blksnbks@panix.com**

Why not devote some of this conversational give and take to things that might make as big a difference in our net result without shaking up the floor plan? Why not discuss allotting more money for advertis-

ing. Or for public relations? Why not a few extra dollars to dress these damn monster halls up so that they look more like exhibit spaces and less like the basement of some fraternity clubhouse? (Or worse!) Why not pay for more ads in the newspapers, on radio, or TV? Why not insist that such things be done so that the public (with money to spend) wants to come to a book fair?

When are we going to learn that you can't simply advertise for two days one time every other year and hope to generate the sort of excitement that captures the public eye? Antiques and art (expensive) are in the news quite frequently. Books aren't. Maybe we should have some sort of ABAA public relations committee to work year round generating some thing that will make books a more glamorous collecting vehicle?

Harvey

=====[ ABAA-booknet ]

**Date: Tue, 28 Nov 1995 11:04:32 -0500**  
**From: Michal Kane <mkane@kanebooks.com>**

Greetings from The Americanist, whose next catalog, now in preparation, will be on Orientalia—and that I guess is the problem with specialist areas at book fairs! Don't we all try to bring our best, most interesting books to a fair? How many would say no, I won't bring that Gutenberg to the fair, after all I'm not a dealer in religious books? As a veteran of more book fairs than I can count, I just don't like the idea of this kind of segregation - a really good catalog of dealers might be a way out. I have always liked the randomness of book fair assignments - the unlikely neighbors, &c.

Norman & Michal Kane

=====[ ABAA-booknet ]

**Date: Wed, 29 Nov 1995 14:36:54 -0800 (PST)**  
**From: "Jordan D. Luttrell" <luttrell@netcom.com>**  
**To: rulon@winternet.com cc: <BetweenCov@aol.com>, <glaserrare@aol.com>, <bmr@netcom.com>**

Hi, Rob;

Tom very capably, even eloquently, said almost everything I would want to say, so perhaps we could leave it there for the moment, and see what transpires.

>On Sat, 25 Nov 1995 rulon@winternet.com wrote:

>Dear Joe,

> Thanks for the note. I'm going to go with whatever the consensus >is; I don't want to capsize the boat when there's so much on the >line. But I would argue that the ILAB Fair is not a chapter fair in the >way the Chicago Fair is, or in the way another SF Fair would be. >Fairs sponsored by chapters I believe should be left to the chapters >to arrange and design. But the ILAB Fair, I believe, is a nationally- >sponsored fair. Has not a precedent been set already in that the >Board has approved everything else that your local committee has

>proposed? On what ground do you stand in proposing now to take  
> matters into NOCAL's hands... This sudden turn toward autonomy  
> doesn't make sense to me.

>Rob Rulon-Miller

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==[ ABAA-booknet ]

**Date: Thu, 30 Nov 1995 11:02:36 -0600**  
**From: rulon@winternet.com**  
**Subject: Newsletter article on booknet discussion**

Rob Rulon-Miller would like to write an article for the next issue of the ABAA *Newsletter* about this list's current exchange of ideas about specialist areas at fairs. Only a little more than a quarter of the membership is on-line; an article in the *Newsletter* will allow those who are not to join in—and serve as an excellent example of one of the benefits of electronic communication.

Rob plans to quote extensively from the correspondence posted to the list. If you would rather not have your views aired in the *Newsletter*, please let us know.

Thanks to all, Tracy E. Smith

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==[ ABAA-booknet ]

**Date: Fri, 1 Dec 1995 13:15:59 -0500 (EST)**  
**From: Allen Qb Pat Ahearn <qb@clark.net>**

For Rob.

I don't mind what we said being quoted, but I notice that a number of people who responded mentioned that Pat had written the "play". In fact, I wrote it and Pat wrote a few of the other comments, but as our address gives Pat first I guess it got confused. I don't want her blamed for my tirade.

To Harvey. There is a public relations committee and I'm the chairman. I've done little enough, but hope to start major advertising for the year in January. In these ads we will push our fairs, including the ILAB. I've suggested to the ILAB Book Fair Committee they consider having the fair catalog out early so we can advertise it and customers can get it early. We should work on having these catalogs earlier or, at least, having a small pamphlet for each fair showing booth locations and specialties. These could be sent out early. Also suggested they consider directory signs in each aisle at the fairs, at least, at the big ones; and larger booth signs that include specialties, which, it would seem to me would be of some help.

The responses so far have been primarily negative to specialty areas, but I note that just about all of them are dealers who would not be in a specialty area. But, then, none of the specialty dealers in first editions, Americana, children's book, etc. have commented, so I assume they have no interest in areas. That being the case, let's hear some constructive ideas on how to help our customers in the chaos of a 250 to 400 dealer fair.

Best, Allen

**Date: Fri, 1 Dec 1995 22:49:50 -0500 (EST)**  
**From: Blksnbks@panix.com**

Allen,

It is too late to defend the honor of your wife and the Ahearn household. We all know the tirade came from you...

No offense meant, none taken. Linda and I still love and respect our colleagues from the back cover of *Collected Books Their Guide to Values*.

Harvey

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==[ ABAA-booknet ]

**Date: Thu, 14 Dec 1995 19:08:23 -0500 (EST)**  
**From: Justin G Schiller <childlit@maestro.com>**

Dear Colleagues,

Having quietly posted my proposal just before the Boston book fair and then going away for one month, I wanted to thank everyone for the sincere reactions to my suggestion of letting participants at the ILAB fair choose if they would prefer being in a designated category-area which would be relatively small compared to a much larger area of "mixed" specialties.

No one should feel forced to be anywhere they don't want to be, and there can even be a disclaimer with each proposed category saying dealers of these specialties may also be found in the larger general body of the fair — but at least it will give an immediate focus to new collectors and first-time book fair visitors where they might begin...

I have now had a chance to read all of the posted responses to my original proposal and still have anxiety about the SF ILAB fair because of its remarkable capacity allowance and the fact that I almost never manage to finish visiting each booth at these mega-fairs during a normal year, and Sept '96 participation will certainly exceed 250 exhibitors. All I wanted to suggest is everyone having an option to be in a specialized category within such a fair if they wanted to be, because the chances of being "discovered" by any new customer greatly gets reduced as the list of participating dealers grows larger. Think of it as a "play within a play", more eloquently expressed by Bennett Gilbert, the Ahearns, Charles Vilnis, &c: it may not be for everyone, but my firm is willing to try it as an experiment — and given the general frustration experienced by most of us at these fairs, it cannot make matters any worse.

I'm glad to see that there's still some spirit left in the ol' ABAA. Many years ago I was told by a wise bookseller in Europe that no matter how good one's private clients might be, a dealer needs to depend upon his colleagues for cooperation and joint venture. My firm has been very fortunate to have some wonderful and important clients, but if it weren't for my fellow dealers I could never serve them properly or efficiently. Hopefully this vanishing spirit of cooperation will begin to grow again for all our mutual benefit.

Happy Holidays and a successful book-year ahead to Everyone!

Justin Schiller

## Symposium Honors Smith College Curator

*Books Illustrated: A Symposium Celebrating the Work of Ruth Mortimer* will be held April 12-13, 1996 at Smith College, Northampton, Mass. Conceived and sponsored by the Friends of the Smith College Libraries to honor the late Ruth Mortimer, Curator of Rare Books at Smith for nearly twenty years, the program will focus on areas of particular interest to Mortimer. Speakers include long-time friends and former colleagues.

After opening remarks by Ellen Dunlap, President, American Antiquarian Society, the artist, book designer, and publisher Barry Moser will offer "Reading Lessons." His presentation will be the annual lecture of the Friends of the Smith College Libraries.

Four panels will comprise the rest of the Symposium. The first offers "Perspectives on Book Collecting," with ABAA member Edward Ripley-Duggan of Wilsey Rare Books, and author and columnist Nicholas Basbanes. Sidney Berger, Head of Special Collections, University of California at Riverside, will moderate. John Lancaster, Curator of Special Collections, Amherst College will serve as moderator for the second panel, "Scholarship and Teaching," with speakers G. Thomas Tanselle, Vice-President, John Simon Guggenheim Foundation, and Margaret L. Ford, Senior Specialist at Christie's.

Ruth R. Rogers, Special Collections Librarian at Wellesley College, and Susan Allen, Director of Kalamazoo College Library will speak on "Rare Books and the College Library" at the third panel. Lynda Claassen, Head of Special Collections at the University of California, San Diego, will moderate. The final panel offers perspectives on "The Artist and The Curator" from artists Laura Davidson and Marian Parry, Curator Marcia Reed, bookbinder and designer Barbara B. Blumenthal, and Steven Clay of Granary Books.

For information, contact Friends of the Smith College Libraries, Neilson Library, Northampton, MA 01063. ■

## Servi Textus at Hill Monastic Library

The Hill Monastic Library at Saint John's University, Collegeville, Minnesota, announces *Servi Textus: The Servants of the Text*, a conference to take place July 10-14, 1996. The conference will focus on the history and tradition of the book arts, with special emphasis on the interaction among the scholar, the collector, and the calligraphic artist. Under the direction of Jo White, St. Paul, MN, *Servi Textus* will feature keynote presentations by Fr. Leonard Boyle, O.P., Prefect of the Vatican Library; Dr. Christopher Hamel, Sotheby's London; and Donald Jackson, M.V.O., Scribe to Her Majesty Queen Elizabeth II, Crown Office at the House of Lords, London.

Additional lectures, exhibitions and panel discussions will address the ways in which the skills of the calligrapher have played a major role in advancing the history and traditions of the book arts. Ancillaries to the central theme are: Dr. Richard H. Rouse, Professor of History at UCLA; Ann Anninger, Curator, Houghton Library; Elizabeth Teviotdale, Curator, J. Paul Getty Museum; Liz Armstrong, Curator, Walker Art Center, Minneapolis; ABAA member Bernard M. Rosenthal, Berkeley, CA; and Lyndel King, Director of the Frederick R. Weisman Art Museum, Minneapolis. An accreditation program will be offered.

Complementing the symposium will be an exhibit of contemporary calligraphic art. *Textus* will feature work by Donald Jackson, Suzanne Moore, Charles Pearce, Susan Skarsgard, Thomas Ingmire, Sheila Waters, Karen O'Neil Neuman, Julian Waters, Brody Neuenschwander, Ann Hechle, Ewan Clayton, Christine Hartman, Mark Van Stone, Dennis Ruud, Carol Pallesen Hicks, and Paul Herrera. The artists will also attend the symposium.

For more information, contact Hill Monastic Manuscript Library, *Servi Textus*, PO Box 7300, Saint John's University, Collegeville, MN 56321-7300; phone: (612) 363-3514; fax: (612) 363-3222. ■

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## University of Iowa Offers Graduate Certificate

The University of Iowa Center for the Book will offer a graduate certificate in Book Studies/Book Arts and Technologies beginning in the Fall of 1996.

The Center for the Book is an interdisciplinary program for the study and practice of the traditional and non-traditional arts of the book, and the study of the book as a cultural artifact. The combination of specialists and facilities at The University of Iowa offers an exceptional environment for learning and for the exchange of knowledge about the book as an aesthetic, historical, and cultural construct.

The Center operates interdepartmentally, and consists of a group of specialists who teach classes, train apprentices, conduct research, and practice the associated crafts of the book. Faculty in history, classics, communication studies, English, and other academic areas who teach courses and work with the academic curriculum relating to the historical and cultural areas of book studies are also available.

For information, contact Suzanne Micheau, 366 English-Philosophy Building, Iowa City, Iowa 52242; phone: (319) 335-0447 or (319) 335-0438; e-mail: centerforbook@epb-po.epb.uiowa.edu ■

# ABAA Welcomes New Members

The *ABAA Newsletter* warmly welcomes the following new members, admitted at the Board of Governors' Meeting in November, 1995:

## FULL MEMBERS

**William L. Butts**, Main Street Fine Books & Manuscripts, Ltd., 206 North Main Street, Galena, IL 61036; phone: (815) 777-3749.

**Thomas E. Cullen**, Rockland Bookman, Box 134, Cattaraugus, NY 14719; phone: (716) 257-5121; fax: (716) 257-9116.

**James Craig Manwarren**, By the Book, 1045 E. Camelback Rd, Phoenix, AZ 85014; phone: (602) 222-8806; fax: (602) 596-1672.

**William James Mooney**, Blue Sky Books, 1819 Polk Street, San Francisco, CA 94109; phone: (415) 441-4519.

**Beatrice Siegel**, Bea Siegel, Books, 333 Shady Glen Road, Walnut Creek, CA 94596; phone: (510) 945-7031.

**Michael Allen Vinson**, Michael Vinson, P.O. Box 142147, Austin, TX 78714; phone: (512) 454-6454.

## ASSOCIATE MEMBERS

**Clare Hollander**, Michael S. Hollander Books, San Rafael, CA.

## TRANSITIONS

**Leonard A. Bernstein**, Caravan Book Store, Los Angeles, CA, is now a full member.

**Polly Fraser**, Yesteryear Book Shop, Atlanta, GA, is now a full member.

**Jean Moss**, Margolis & Moss, Santa Fe, NM, is now a full member.

**William F. Robinson**, Cedric L. Robinson—Books, Windsor, CT, is now a full member.

## MEMBERS EMERITI

**Lillian E. Bernstein**, Caravan Book Store, Los Angeles, CA.

**Robert G. Hayman**, Robert G. Hayman—Antiquarian Books, Carey, OH.

**Stanley Kurman**, Needham Book Finders, Santa Monica, CA.

**Cedric Robinson**, Cedric L. Robinson—Books, Windsor, CT.

## New Officers for ANZAAB

The executive committee of the Australian and New Zealand Association of Antiquarian Booksellers (ANZAAB) has recently changed. For a three year period the office bearers of the Association will be: President, Susan Tompkins; Vice-President (Senior), Sally Burdon; Vice-President (Junior), Michael Treloar; Treasurer, Paul Feain; and Secretary, John Fisher.

Send all correspondence to: ANZAAB at P.O. Box 279, Cammeray, NSW 2062, Australia; phone: 61-2-331-1411; fax: 61-2-361-3371.

## Membership Updates

**Acorn Books** has a second on-line address: [acornbks@best.com](mailto:acornbks@best.com).

**Cavendish Rare Books** has a new address, phone, and fax: 416 Portside Towers, 100 Warren Street, Jersey City, NJ 07302; phone: (201) 434-6955; fax: (201) 434-0312.

**The Bookseller, Inc.** is now on-line: [booklein@apk.net](mailto:booklein@apk.net).

**D & D Galleries** is now on-line: [carlson@dndgalleries.com](mailto:carlson@dndgalleries.com); world wide web: <http://www.dndgalleries.com>.

**Barbara Farnsworth** is now on-line: [bfbooks@aol.com](mailto:bfbooks@aol.com); and has a new area code: (860).

**Glenn Books** has a new address and phone: 4503 Genessee, 2nd Flr., Kansas City, MO 64111; phone/fax: (816) 561-9989.

**The Heldfond Book Gallery's** correct e-mail address is: [bkgallery@crl.com](mailto:bkgallery@crl.com).

**Edward J. Lefkowitz** is now on-line: [seabooks@interloc.com](mailto:seabooks@interloc.com).

**Oak Knoll Books** has a new web site: <http://www.oakknoll.com>.

**Simon Ottenberg** has a new phone number: (206) 720-7150.

**Randall House** has a new e-mail address: [pia@iinet.com](mailto:pia@iinet.com).

**Richard L. Press** is now on-line: [pressrl@ns.net](mailto:pressrl@ns.net).

**Rare Oriental Book Co.** is now on-line: [jgs@rareorientbooks.com](mailto:jgs@rareorientbooks.com); world wide web: <http://www.rareorientbooks.com/>.

**The Santa Fe Bookseller** has a new address and phone: 26009 North Horseshoe Trail, Scottsdale, AZ 85255; phone: (602) 502-9815.

**Savoy Books** has an address correction: 88 Bailey Road, PO Box 271, Lanesboro, MA 01237.

**Thomas & Ahngsana Suarez** have a new address: 225 Warren Avenue, Hawthorne, NY 10532.

**John Windle** has a new e-mail address: [windle@best.com](mailto:windle@best.com).

**Wolf's Head Books** is now on-line: [wolfhead@interloc.com](mailto:wolfhead@interloc.com).

**Ximenes: Rare Books, Inc.** has a new address: 135 King Henry's Road, London NW3 3RD, England.

**Deadline for submissions to the next Newsletter is:**

**April 29, 1996**

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