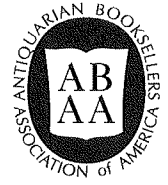


The ABAA NEWSLETTER



VOLUME FIFTEEN, NUMBER 2

ANTIQUARIAN BOOKSELLERS' ASSOCIATION OF AMERICA

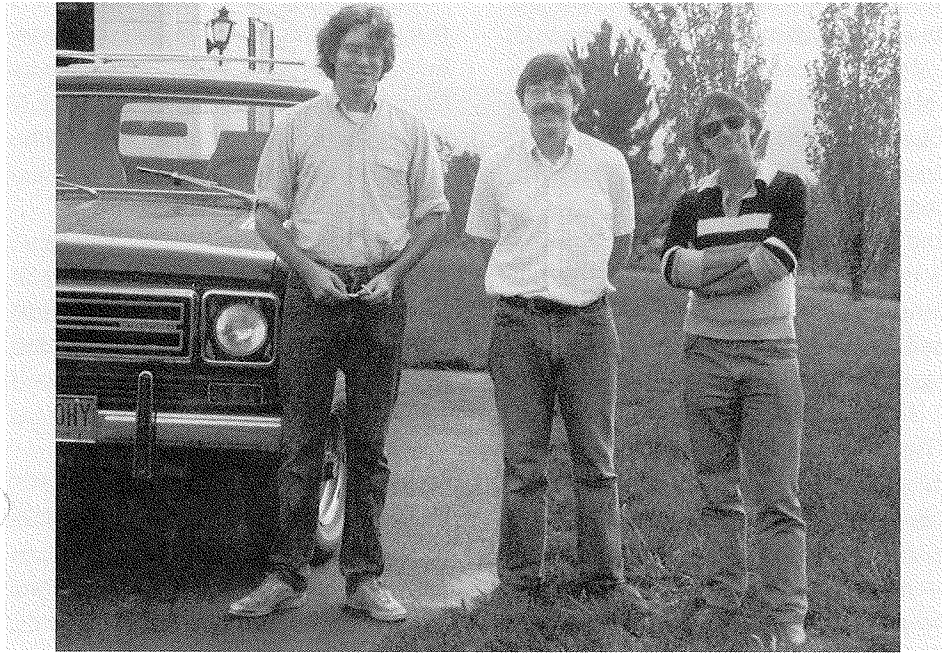
WINTER 2004

INSIDE: *ILAB Online*. By ILAB President Bob Fleck.PAGE 5

The Future of the ABAA

by John Crichton

At fifty years and counting, the ABAA has arrived at an important juncture in its maturity as a professional association. Many factors in the way antiquarian booksellers do business have changed in the past twenty years. Our membership has grown and our professional expectations and obligations have expanded; our time has become increasingly taxed and we find ourselves falling short of the standards we should expect of our organization. We rely heavily on volunteers to initiate policy—through our various committees—and to carry it out—through the Board of Governors—while simultaneously trying to work as booksellers to make a decent living (never in itself an easy job). This structure simply is not producing the results it should for an organization of our stature that serves 470 members in forty states. This is not meant to denigrate anyone's effort, but rather to recognize the reality. In an era when fewer and fewer booksellers have employees, it is unrealistic to expect our members, as volunteers, to contribute the time—and in some cases to acquire the expertise—for the jobs we need done on a national scale. It is impressive, in fact, that we have done as well as we have over the years, and it speaks admirably to the many who have served and put in near-Herculean efforts and incalculable numbers of hours in order to get the best out of this organization for all of its members. (If you have never served on



Photograph courtesy of Mike Ginsberg

What a long, strange trip it has been! (L to R) Bill Reese, Willis Monie, and Mike Ginsberg in 1983.

Parting Words

by Ken Lopez

At the November Board of Governors meeting in Boston, when the Planning Committee's proposals for restructuring ABAA finances with respect to the regional chapters' treasuries were passed by the Board, some questions regarding details of the new arrangement came up that were not addressed in the Planning Committee proposal. Because these were serious questions, deserving of careful thought, the Board appointed an ad hoc committee to address the questions and bring proposed answers to them to the next Board meeting, to be held in Los Angeles in February in conjunction with the California book fair.

The ad hoc committee met by phone in the interim between the two Board meetings, corresponded by email, and came up with the following resolutions that were presented to the ABAA Board in February, during the California book fair:

"The ad hoc committee to resolve the questions about chapter finances that were left unresolved at the Boston Board meeting has submitted the following report and resolutions:

"Resolved by the Ad Hoc Committee on Chapter finances:

continued on page 9

continued on page 7

Letters to the Editor

From: Leona Rostenberg and Madeleine Stern

We are pleased to report that our collaboration, *Old Books, Rare Friends* (Doubleday, 1997) was published in German translation in February 2004. Strong interest has been centered around the publication of our book in Germany. An interview with the two authors appeared in the culture pages of the February 2004 issue of the well-known German news-magazine *Stern*. In addition, a television interview with Rostenberg and Stern has been programmed for Arte TV in Germany. Strong interest in rare books and the arts of detection and the gratifications of discovery have been evinced by the German reading public.

Besides this, in connection with the preparation of a forthcoming documentary on the author of *Little Women*, we have been televised in a series of lengthy sessions because of our contributions to Louisa May Alcott scholarship. Those interviews explore Stern's biography of Alcott and Rostenberg's discovery of the pseudonym used by Alcott for her thrillers.

Finally, but perhaps most importantly, a musical about our lives and our work is currently in preparation for production.

We hope this information will be of interest to readers of *The ABAA Newsletter*.

From: Marvin Mondlin

Enclosed with this brief note is a copy of a letter to me from Roy Meador, my co-author [for *Book Row: An Anecdotal and Pictorial History of the Antiquarian Book Trade* (New York, 2004)], with which I heartily agree. Look at those striking reviewers' comments from NINE journals!! Not enough for an ad in one of our leading newspapers?

Publishing may be a "gentleman's occupation." Still, surely a principal aim is the making of a profit without which no business can succeed. A word (or two) to the wise...

From: Roy Meador

A bizarre impulse came over me. I felt an urge to summarize where we stand on *Book Row* reviews/comments in print (independent of your sorties into television, my lone foray into local radio, and that curious WQXR moment) as winter 2004 ends. Come summer we can do the same for spring and appraise where we are, who we are, and what it all means—if anything.

OP Magazine, "On the Shelf," (March/April 2004). Review by Pasco Gasbarro: "The history of bookstores on a half-mile stretch of real estate is surprisingly epic. Shops heroically rise and fall across the decades... *Book Row* is invaluable for resurrecting a place, time, and atmosphere that has vanished and for remembering the people who made that world."

The New York Times Book Review, "Books in Brief: Nonfiction," (February 29, 2004). Review by James Polk: "*Book Row* has left behind a colorful history almost as cluttered as one of its stores... it is a history of the strange business practices of stranger personalities... the loss of this unique neighborhood, as *Book Row* illustrates time and again, is one to be mourned."

The New York Sun, "The Knickerbocker," 'A Chapter in New York City History' by Gary Shapiro, (February 24, 2004): "A crowd came out to the Strand Rare Book Room to celebrate the launch of *Book Row: An Anecdotal and Pictorial History of the Antiquarian Book Trade*... Seattle resident Barry Foy... said Messrs. Mondlin and Meador's book is a little like 'browsing through an old, cozy, somewhat eccentric bookstore.' ... Herman Graf likened it to 'a slice of New York.'"

Book Source Magazine, editorial commentary by John Huckans, (January/February 2004): "... off on a magic carpet ride, reveling in what it must have been like exploring that most bookish of enclaves during the early part of the last century. A trip down memory lane."

The Washington Post, "Book World," 'Remembering a book lover's paradise' by Jonathan Yardley, (January 25, 2004): "Book Row was the literary Alice's Restaurant: You could get anything you wanted... Indeed, one of the greatest satisfactions Book Row offered was the joy of the chase... Book Row is far too long, far too crammed with names and titles long since forgotten. But the book is written with as much love as the booksellers of Book Row brought to their trade, and it certainly will bring back happy memories to anyone lucky enough to have prowled Book Row's endless shelves."

Binders' Guild Newsletter, January 2004: "... should be in just about any book store. Sounds like just the book to curl up with by the fireplace, while the snow falls outside."

Booklist, (December 15, 2003). Review by Grace Anne DeCandido: "For about 100 years, secondhand bookstores clustered on Fourth Avenue in New York City... a sprawling and remarkably engaging *omnium gatherum* of names, personalities, and store lore... For anyone interested in the antiquarian book world, this will be a very special volume."

Kirkus Reviews, (November 15, 2003): "Fond, nostalgic account of the rise and fall of the secondhand and rare-book sellers who once clustered on and around Manhattan's Fourth Avenue... They have done book-lovers a rare service by profiling the men and women who established these legendary ventures... Priceless items."

Publishers Weekly, starred review: "...vividly recreate the passion, wonder and adventure of the book trade as it developed along Book Row... Mondlin and Meador's affectionate paean to the denizens and dealers of Book Row brings to life the glory days of one of New York City's greatest bygone treasures."

Reviewing the reviews to date, my impression is that Jonathan Yardley read *Book Row* cover to cover. Other

Board Approves Changes to Book Fair Rules

The ABAA Book Fair Rules, last amended in August of 1998, have been recently reviewed by the Book Fair Committee, and with the Board's approval, now officially enacted. New language in the Rules addresses the make-up of the Book Fair Committee; creates a sequence for the approval of book fair contracts; reflects the concerns about restorations and facsimile dust-jackets; and changes the flow of monies from Book Fairs which coincides with the Board's recent approval of the Association's overall financial restructuring.

Section B, paragraph 1 of the Book Fair Rules, addressing the structure of the Book Fair Committee, has been rewritten, as follows, and was approved by the Board of Governors at the Boston Meeting in 2003:

"The Book Fair Committee shall consist of the following members: a Chair, currently sitting on the Board of Governors, and having had experience as member of a local book fair committee; the Treasurer of ABAA; the Secretary of ABAA; the President of ABAA (as ex officio member of all ABAA committees); two members from each of the four local book fair committees, any other member designated by the President of ABAA."

Section C, paragraph 1, addressing the approval of book fair contracts, has been rewritten as follows, and was approved by the Board:

"As ultimate financial liability lies with the ABAA, a proposed book fair budget and all contracts must be submitted to the national Book Fair Committee for approval. Once approved, the Book Fair Committee will make a recommendation to the Board, who in turn will submit the budgets and contracts to ABAA Counsel for approval and signature, all to be accomplished in a timely manner. Copies of all signed contracts must be sent to the Executive Director."

Section Q, paragraph one, addressing the flow of profits from book fairs, has been rewritten as follows, and has been approved by the Board:

"All profits in excess of the approved and budgeted costs from book fairs are to be paid by the promoters directly to the ABAA treasury and, in turn, the ABAA treasury will provide funds to the local book fair committees.

Section U, paragraph 1, addressing recent concerns over restorations and facsimile dust jackets, has been rewritten as follows, and has been approved by the Board:

"All exhibitors at ABAA Book Fairs are required to abide by the ABAA Code of Ethics, which demands, among other requirements, the accurate and unambiguous description of all material offered for sale, and which includes but is not limited to full disclosure about rebindings, rebackings, remboitage, recasings, strengthenings, leaves in facsimile whether whole or partial, in-paintings of leather, cloth, wrappers, or dust-jackets, dust-jacket restorations, and facsimile dust-jackets, the last of which, if displayed in show cases, shall be prominently identified as such, and all sales of facsimile dust-jackets at ABAA Book Fairs must be so noted in writing on the book fair invoice. In an effort to uphold the high standards of material exhibited at ABAA Book Fairs, the ABAA Book Fair Committee discourages the exhibition of facsimile dust-jackets altogether."

These new Book Fair Rules, together with the ABAA By-Laws, Code of Ethics, and other various documents relating to the management of the Association and the benefits of membership, will soon be printed in a uniform manner and distributed to the members of the Association. We hope to complete this task by summer's end. ■

reviewers skated briskly over the surface, some fondly, some nitpicking. The *OP* reviewer was pretty hasty, missing that the title stresses "anecdotal" and failing to note that many booksellers are affectionately portrayed as bibliophilic "scalawags" (even lovable Ben Bass). My puzzled impression also, without knowing clearly or in detail what's happening behind the publishing facade, is that publicity so far has been substantially the province of the Authors with no discernible PR effort from the publisher and the agent. Nice if that could change.

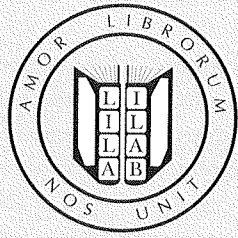
Excelsior! Andiamo! ■



The ABAA Newsletter

welcomes contributions from all of its readers.
Please send your letters, articles, book reviews,
announcements, and photographs to:

The ABAA Newsletter
400 Summit Avenue
Saint Paul, MN 55102
PHONE 651-290-0700
FAX 651-290-0646
EMAIL rulon@rulon.com



ILAB Book Fairs

2004

April 15–18

New York, NY (ABAA)
Park Avenue Armory

May 13–16

Paris, France (SLAM)
Maison de la Mutualité

June 3–6

London, England (ABA)
Olympia Exhibition Centre

October 15–17

Melbourne, Australia (ILAB)
Royal Exhibition Building

November 12–14

Rome, Italy (ALAI)
Palazzo Venezia

November 19–21

Boston, MA (ABAA)
Hynes Convention Center

2005

March 4–6

Zurich, Switzerland (VEBUKU)
Art Museum Zurich

June 2–5

London, England (ABA)
Olympia Exhibition Center

California Book Fair 2004: An Outsider's View

by Don Lindgren, Bookseller

Brooklyn, New York

It's back to work again today, after four days in Los Angeles to visit a friend and to attend the ABAA's California book fair. It was a very pleasurable long weekend, with some quiet downtime in our friend's very peaceful house, high on a hill in Highland Park, near Pasadena, with views of the snowcapped Sierras in the distance and a yard filled with cacti and succulents, flowering and fruit-bearing trees. The warm weather and green surroundings led my wife Samantha and I to entertain some serious misgivings about our plans to eventually move to Maine, where our porch plants would spend most of their lives indoors waiting for their short season.

The fair was much more promising than any of perhaps the last ten fairs I've attended. For those who have looked to this fair as an indicator of business to come, sellers seemed relatively upbeat about the level of sales, and attendance and morale were, in my view, up significantly. My own buying was modest, as I'm trying hard to stay focused on eliminating my older accounts payable, but I did find a handsome Pontus Hulten-designed exhibition catalogue from the Moderna Museet in Stockholm as well as a few reference books. The highlights of the fair were many. Here are just a few, a purely subjective selection:

John Windle's booth held a copy of an old favorite of mine, *The First Six Books of the Elements of Euclid* (London, 1847), designed by Oliver Byrne, which uses colors and shapes to simplify the mathematical explanation of the work. I first ran across this work in Ruari McLean's *Victorian Book Design & Colour Printing*, and I have sought it out at book fairs ever since, just to spend a few minutes with one of the most beautiful of nineteenth-century books.

While Ursus is best known for art books, particularly the grand *livre d'artistes*, their counter case held a

small, unspectacular volume that, on closer inspection, was a presentation copy of Madison and Hamilton's *Federalist*. All I can say is, "Wow."

Ars Libri, with David Stang manning the booth, had a wonderful selection of important art material, including illustrated books from the Rumanian avant-garde and a collection of material for an unpublished *livre d'artiste* by Jim Dine, which was marked sold by the time I got to the booth.

For poetry, James S. Jaffe had the booth to visit. Samantha and our friend Robin spent more than a bit of time admiring the manuscript poem by Emily Dickinson and corrected typescript of Sylvia Plath.

My old employer, John Wronoski of Lame Duck Books, had distinguished copies of books by Nietzsche, Kant, Thomas Mann, Rilke, and his spectacular collection of manuscripts and inscribed books of Jorge Luis Borges. I had seen most of these items before, but John was offering for the first time a very pretty copy of Garcia Lorca's first book, *Impresiones y viajes* (Madrid, 1918), an account of a trip to Castile with his art class.

Antiquariaat Forum of the Netherlands has stunning early books, but I was most interested to see the complete three-volume edition of their magnificent catalogue, *The Children's World of Learning, 1440-1880*, that they have been working on for many years. The complete set is over 1,500 pages, with nearly 1,200 illustrations; it is now the indispensable reference work for early children's literature and includes an essay comparing the new work to the previous standard in the field by Gamuchian.

Collegiality at the fair was as appropriately high as the prices, and it was very nice to see some friendly faces from the European fair circuit, including Torgny Schunesson and Borje Bengsston or Antikvariat Kulturbryggarna in Sweden, Julius Steiner of Asher Rare Books,

continued on page 8

ILAB Online: Envisioning a Future for ilab.org and Celebrating Fifty-Seven Years

Th

by Bob Fleck

Have you been to the International League of Antiquarian Booksellers (ILAB) web site lately? How about the ABAA web site? Both the ABAA and ILAB are spending a considerable amount of money to improve their web sites and the common search engine that resides on them. Is this money well spent? Have we clearly defined who we are as bookseller organizations, where we want to be in the future, and how we can best get there?

I have been working hard to answer these questions, for myself as a business owner and as a past President of the ABAA and current President of ILAB. The days of rapidly increasing Internet sales with little competition from non-ILAB booksellers have disappeared. Our successful initial work of placing the ABAA and then ILAB at the forefront of this new technology has now evolved into a constant struggle to get the book-buying public to recognize how we differ from the mass of Internet booksellers. We tell ourselves that most of the great books, with the best descriptions and the only real consumer protection on the web should be enough to make us stand out, but it just isn't happening that way. ILAB, with its twenty countries and almost 2,000 booksellers united in one organization, is unique in the world of collectibles. The art, coin, stamp, antique, and print dealers don't approach the international structure and standards that ILAB has as an organization. Does that matter at all to the public?

I feel we are posed at a new crossroads in our history, and we must make right decisions if we are to survive as

organizations. Is there room for ILAB and the ABAA in this new world? You bet there is!

You and I have chosen bookselling as a full-time profession for probably a million different reasons. Perhaps it boils down to the fact that we enjoy the concept of making our livelihood selling such a noble artifact as a book and didn't enjoy any of the previous professions we had chosen half as much as this one. We, as ILAB booksellers, promise the public that we have a level of expertise that exceeds most of the current crop of Internet booksellers. Our first priority should be to convey that sense of caring and professionalism to every potential book buyer. The question becomes how does an organization that is small in the world of Internet Goliaths make an impact that can be heard?

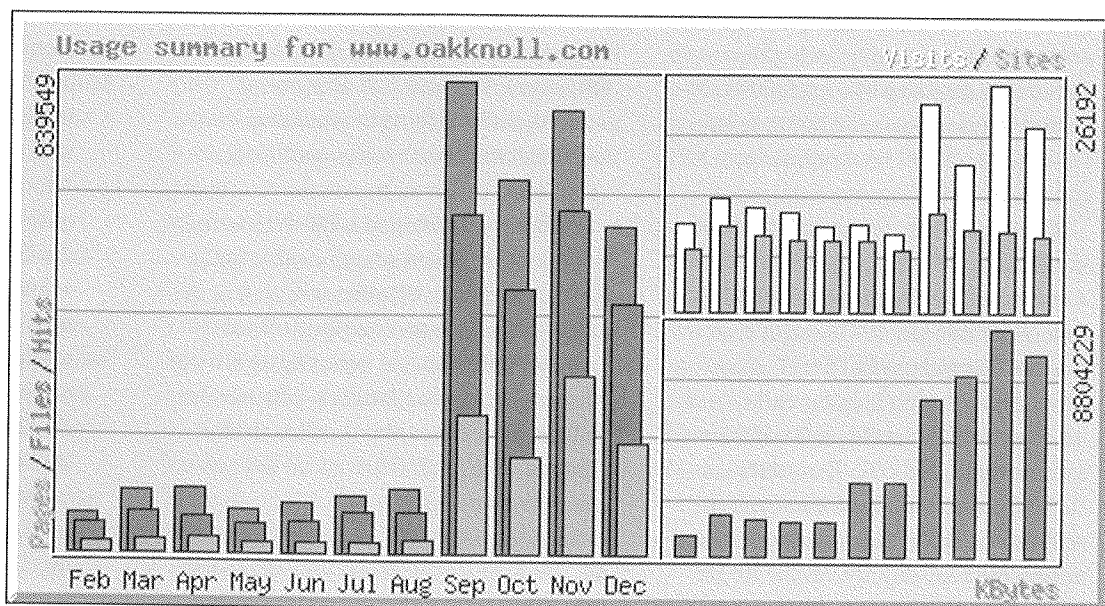
We will never again be the first place a general used book buyer would search to find a used book. However, we could be the first place that someone interested in the book would go to find information. I envision a site containing information on book-related sites, information about stolen books, information on forgeries, information on terms and abbreviations in our business, and events in the book

world, etc. I also recognize the fact that ILAB is composed of twenty national affiliates, each with an unique personality and site, and that fact could be made into a drawing card for attracting visitors. Of course, coupled with this, we have the best search engine in the world (which we now have). The potential buyer could browse among the best books listed on the web and feel confident about their descriptions, knowing that they could be ordered under our umbrella of consumer protection. In our new era of email, Listservs, and virtual communities, advertising this site could be within the reach of our finances.

If we work hard, can we make a difference in the number of people that visit the site? At our most recent ILAB President's Meeting held in Potsdam, I asked for a budget of about \$32,000 to be spent on Internet matters. I outlined a plan for a special Event as a test case of our ability to increase our visibility. I started my presentation with the chart reproduced below.

This chart showed the presidents the change over the last twelve months in the

continued on next page



Fleck

continued from previous page

number of visitors to the Oak Knoll site. You will notice a quantum leap in visitors in September when Oak Knoll announced its new web site in a series of email campaigns to customers and Listservs. We have maintained that much higher level of visitors by a series of additional email campaigns about the special features of our site (links to digital books, links to organizations, excerpts from books, lists of Listservs, etc). Although we are not exactly ready to retire from the wealth generated by our higher Internet sales, there was a proportionate increase in our sales. The point of this graph is to show that YOU CAN MAKE A DIFFERENCE!

The following is a copy of the PR release sent out about this Event:

The International League of Antiquarian Booksellers (ILAB) will celebrate its fifty-seventh birthday by hosting a "virtual celebration of the book" online at www.ilab.org, May 19–22, 2004. The four-day Event will include a virtual auction, book fair, lectures, appraisals, and a "Biblio Quiz" where entrants can win prizes by testing their book knowledge. ILAB will also launch new features on its web site, including educational resources for book collectors, and highlight its powerful new search engine, which searches a database of over 3,000,000 books, maps, prints, and autographs from nearly 2,000 booksellers from all over the world.

The celebratory Event will kick off Wednesday, May 19, 2004, at 6:00 P.M. Amsterdam time—the site of ILAB's first conference in 1947—with a virtual auction to benefit Unicef, a non-profit organization helping children in need around the world, and will continue through May 22. Donated by ILAB booksellers, books and prints will be up for auction at www.ilab.org during the four-day Event. Sir Roger Moore, the British actor known to

movie-goers and television-watchers worldwide as Agent 007 (James Bond) and The Saint (Simon Templar), has recorded a short introduction that will be available to visitors. Sir Moore is a Goodwill Ambassador for Unicef, the auction's beneficiary.

Thousands of antiquarian books, prints, maps, and autographs will be available for purchase from trusted ILAB member booksellers through the Virtual Book Fair, beginning at 6:00 P.M. Amsterdam time on Thursday, May 20, and running until 10:00 P.M. May 22. Visitors to the book fair at www.ilab.org can also test their book knowledge and compete for prizes such as gift certificates during the Biblio Quiz on May 22.

Friday, May 21, brings Education Day to www.ilab.org. Guests will find a large resource of information related to the book collecting hobby, libraries, and ILAB, as well as the opportunity to post their own favorite book related web site links.

The virtual Celebration of the Book concludes Saturday, May 22, with Appraisal Day. ILAB member booksellers will be available for live online appraisals from 4:00 P.M.–8:00 P.M., Amsterdam time.

This is an ambitious program, but I am committed to make it happen. Part of my budget has been allotted to the part-time employment of an assistant to help me with my plans (Caroline Armacost, the wife of our Associate member, Andy Armacost). We have just sent out an email to all Presidents in which we have described what has been accomplished:

1. We have developed a PR release for the new improved search engine and sent it out. This PR release was sent in hard copy form to many periodicals and was also sent as a posting to a long list of electronic Listservs. The number of people visiting the ILAB web site increased over 250% for two days as a result of this effort.

2. We have developed a PR release on the Event that will go out shortly to

many periodicals. This release will also be posted to Listservs.

3. We have coordinated a hard-copy advertising campaign with ads appearing in *Charta* (Italy), *Magazine du Bibliophile* (France), *Noticias Bibliograficas* (Spain), *Weltkunst* (Germany), *OP Magazine* (US), *Antiquarian Book Monthly Review* (England), *Aus dem Antiquariat* (Germany) and *Firsts* (US). We have designed the ad to fit different formats and have been in contact with all magazines to schedule the ad and budget the money carefully. The ad has been translated into the language of the country of the periodical through the help of various ILAB booksellers.

4. We have changed the web site by:

- adding a revolving countries section (right now we have developed information for Australia, Austria, Belgium, Canada, and Denmark). When you go to the web site, you will see a different country and a different News Event every time you hit "refresh" or come to the web site.
- adding a revolving news section with information on the ILAB Search Engine, the ILAB May Event, the capture of map thieves in Denmark, the ILAB Bibliographical Prize Award, three ILAB booksellers (Hollis, Whitehead, and Junk), and the recent death of our fellow ILAB member and past committee member, Walter Alicke.
- adding a list of organizations and web site links and re-titling the page "Book Collecting Resources." Much of this information was taken from the Oak Knoll web site.
- updating the 2004 list of book fairs.
- adding and updating information on the home page about the ILAB Book Fair and Congress in Australia.
- cleaning up the home page: adding "Looking for Item?", removing Quicksearch, and deleting the list of visitor countries and the map

Crichton

continued from front page

the Board of Governors, you can figure the time some members of the Board put towards working for the ABAA as equivalent to about one and a half catalogues per year.)

The gap between what we are realistically capable of achieving as volunteers and what we all expect and want as members of a trade association has increased to the point where we either realize we must lower our expectations and settle for less, or we decide instead that this is not good enough and that we need to make changes to strengthen the Association. The ABAA has chosen the latter course. The Planning Committee of 2003 proposed hiring a second, project-related, employee to work full time with Liane Wade in New York. This has been approved by the Board of Governors, and as you read this we are in the process of posting the job description and proceeding with reviewing resumes and conducting interviews. The person in this new position will be the Executive Co-Director of the ABAA, with responsibilities including:

- Establishing an on-going public relations campaign for the Association
- Developing a uniform "brand" for the ABAA name and logo

(actually moved to a link so you can either see it or not), and the featured item (may use that again down the road).

I believe that the constantly changing country information and news information is really important if we want to keep our site "fresh" in the eyes of the visitor. If this Event attracts the attention of the book buyer, I would like to stage similar events at times during the year.

However, in order for any of this to work I need the help of every bookseller in ILAB. If you don't believe you can make a difference, YOU WON'T. We will be contacting each ILAB bookseller

- Promoting the ABAA.org website
- Assisting in editing the ABAA *Newsletter* and website.
- Developing advertising initiatives
- Proofing publications and other printed materials issued by the Association
- Centralizing security information and posting security announcements to the members about frauds, forgeries, thefts, and related news
- Assisting the Security Committee in pursuing the involvement of law enforcement in the investigation of frauds, forgeries, and thefts
- Establishing a series of public events to promote the Association and coordinating similar events with other organizations
- Coordinating and working on annual Association book fairs
- Working with legal and financial consultants to the Association
- Expanding member services in insurance, shipping, office supplies, etc., and negotiating agreements with vendors

In the past, we have attempted to perform these important tasks as volunteers on the Board of Governors and as members of committees. In the future, the Board will set policy and see to it that the policy is carried out with the assistance of a professional who is paid to do these jobs. For those who remain dis-

with an email address about changing their signature in their outgoing mail. We will ask each country and bookseller who is willing to help to download an electronic version of an ad for the Event that we will have available on the ILAB web site. Rockingstone will be sending out a special announcement giving a discount to dealers wanting to join the data base in preparation for this Event as the more dealers that we have participating in the data base and the Virtual Book Fair during the Event, the more professional we will appear. Now is the time to volunteer to help in making the different parts of the Event happen. ■

gruntled about loosing chapter book-fair revenues, this is where the lion's share of that money is going, and it is an investment in the future of the Association for all its current and future members. The ABAA is going to function more professionally, from the top down, and the Board of Governors is going to concentrate on initiating and instituting policy, as a governing board of its kind should be doing, and not on carrying out its every detail, a job for which we have not always been well equipped.

There are several other important initiatives for this Board to oversee in the next two years, not the least of which is the continuing concern about the effectiveness of ABAA.org. Our goal is to enroll all Association members who participate in other online databases on ABAA.org, and for ABAA.org to be a site that the entire membership wants to be part of. The Internet Committee will be putting in a lot of effort into this, as it always has.

The RBMS Committee, under Sarah Baldwin, will be working on strengthening our ties with RBMS, the Rare Book School in Charlottesville, and other similar organizations. Stuart Bennett, the new Chair of the Ethics Committee, will oversee a much needed updating of the Code of Ethics. Ken Sanders, we hope, will have some of the burden of the Security Committee lifted from his shoulders by our new Executive Co-Director, so that his committee can concentrate on its primary goal of developing strategies to get law enforcement interested in the investigations of frauds and thefts involving rare books and manuscripts.

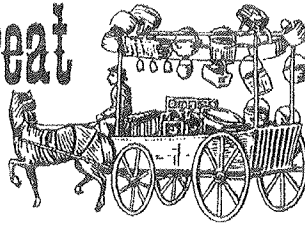
An important event on the ABAA future calendar is the 2006 ILAB Congress, to be held in Philadelphia, with the book fair following in New York City. We have a great, experienced crew overseeing the ILAB arrangements led by John Spencer, Jack Freas, David Lilburne, Tom Congalton, and Bruce McKittrick.

So, there will be some interesting events and changes taking place in the

continued on next page

Yankee PEDDLER'S Retreat

4299 East Lake Road - Williamson, New York - 14589
315-589-2049



January 13, 2004

To all ABAA Members and others who generously gave cash, reference books, inventory, storage locations, and volunteer help to the Yankee Peddler Bookshop in our hours of disaster following "The Great Book Fire."

Dear Colleagues:

It has been almost three months since our day of near-total destruction (10/10/03). The outpouring of generosity on your part was a welcome and thankful surprise. It gave us a tremendous boost at a very distressing time. You have in fact qualified as a subscriber to our future. I have waited to write to you so I could give a progress report. As you probably know, our loss amounted to about 50,000 books, prints, photographs, paintings, and ephemera. We managed to salvage about 2,500 volumes mainly from the special collection section. This almost seemed like an act of God, a signal to have faith in a future recovery.

A number of books went into a deep freeze supplied by a local cold storage facility. They also offered heated storage areas we used for cleaning and restoration. The frozen books have been moved on to a document reprocessor.

We rented storage lookers and began to purchase new libraries. One collection was given to us by a retired bookseller.

Once the flow of books was underway, we created spaces in three houses for research, pricing, and re-entering books online. I'm happy to report that the first books have gone online this week. We had developed this as an important part of our business.

Our shop in Rochester enjoyed a better-than-average sales performance in December.

We have participated in two antique shows and the Boston book fair since the fire. And, we were in New York City for the Mancuso book fair at the Fifth Street Armory on January 23-24, 2004.

We are still looking for a good location to re-establish a shop in Wayne County. We will plan a move when the inventory increases.

Of course, we are optimistic about the outcome. It's a step-by-step proposition. Fortunately, in the book business each step has a special flavor.

Again, I would like to join with my book family—Janet, Doug, Marty, and staff to say thank you. Your thoughtfulness and generosity will not be forgotten.

Sincerely,
John Westerberg

Crichton

continued from previous page

ABAA in the coming couple of years. And with work and common sense, these goals are infinitely obtainable.

In the next issue of the *Newsletter*, and soon on ABAA.org, we will post a complete list of board members, officers and committees. Any member of the Association should feel free to personally contact anyone on that list regarding ABAA issues. This Board of Governors and its committees will be accessible to any member who wants to be heard, and we look forward to hearing from you. ■

Lindgren

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Charlie Unsworth of Unsworth Booksellers in London, Laurens Hesselink of Forum, and many others.

For my good friend Dan Wechsler of Sanctuary Books, NYC, it was his first ABAA fair, one for which he had prepared for some time. His planning paid off, and pre-show sales were excellent, including a handsome first of Jane Austen's triple-decker *Pride & Prejudice*, a first of *Gone with the Wind*, and a signed first of Abbie Hoffman's *Steal this Book*, which he had purchased from me the night before the fair after a meal and some wine. Dan's experience encouraged me to expedite my application to the ABAA. While I don't expect my experience will mirror his, mostly because of my specialization, it has got to beat the other fairs, which remain good places to buy but lately haven't been good for much else.

All in all, this year's California book fair was one of the most upbeat fairs I've attended in a few years. One can only hope that the big fairs are finally pulling out of the slump incited by the economic downturn and reactions to the changing role of the Internet in the business. We'll have to wait and see what happens in April in New York. ■

Lopez

continued from front page

1. That the ABAA immediately distribute to the chapters any dues collected on behalf of the chapters but thus far not distributed.

2. After receiving the chapter dues and no later than December 31, 2003, that each chapter remit to the National treasury funds in their chapter accounts exceeding a total of \$150.00 per full chapter member (i.e., a chapter with 50 full members must return to the national all funds in their accounts over \$7,500.00, etc.). Associate memberships are not figured into these calculations.

3. Beginning January 1, 2005, the national will fund chapter treasuries on an annual basis according to the profits made by the ABAA book fairs in the preceding fiscal year. These annual distributions will be made on a per-capita basis to a maximum of \$100.00 per full member, but may not cause the chapter treasuries to exceed \$150.00 per full member, based on the balances in the chapter accounts as of December 31 of the preceding fiscal year. If in a fiscal year, the profits from the book fairs total less than \$100.00 per full member of the Association, the national contribution to the chapters will be made on a pro rata basis.

4. The chapters may collect dues that may, during the course of the year, cause the amounts in their treasuries to exceed \$150.00 per member.

5. Chapters may submit requests for additional funds from the ABAA national treasury through their Chapter Representative. Such requests should be made in writing.”

The Board voted to approve these recommendations.

The new relationship between the national treasury and the chapter treasuries will need some care and attention

for it to work well, especially at first. In the past, for example, chapters did not need to contact the national association when they began preparing to put on a book fair, since they had the monies needed for deposits and other necessary expenses in their own chapter treasuries. In the future, that will not be the case, and communication between the chapters and the national Treasurer will be critical.

In some cases—such as the preparation for book fair expenditures—anticipated expenses are known well in advance. These should routinely be included in the annual budgeting process for the overall ABAA budget. As it stands now, the different committees of the Board of Governors have line items in the budget, along with various other expenses such as salary, rent, telephone, etc., that also are line items. In the future, the chapters should have line items in the budget if they have predictable, necessary expenses. They also can use the budgeting process to seek funding for purposes of their own—such as to promote an event or to support a library or charity or, as several chapters have done, to print a chapter directory.

However, like the committees’ funding, some of the chapters’ funding—i.e., that which represents discretionary expenses—will not be guaranteed. That is, just because a committee—say, Public Relations or the Internet Committee—wants a certain amount of money, it doesn’t mean the committee will always get the amount that it wants. Committees’ needs are viewed in the context of the overall ABAA budget, and in balancing the needs of the committees and the overall financial status of the association, compromises are often made that limit committees’ budget allocations to a figure lower than their budgetary requests. The same will likely be true of the chapters: some expenses, such as those related to putting on a book fair, will be funded automatically, or nearly so. Others may be funded only partially or not at all, as is—and as has been—the case with committees.

The chapters will also have their own treasuries, which will be able to fund certain activities, and which are capped at the beginning of a calendar year but

not during the year—i.e., if the chapter starts with \$150 per member in the Treasury, that number may rise during the year as chapter dues are collected or the chapter holds a bake sale, or whatever. So not all funding for chapter activities needs to come from the national treasury.

During the course of the year, after the budget has been set for the year and includes allocations for committee expenses and various chapter expenses, if a chapter wishes to get funding from the national treasury for an expense that was not calculated in the overall budget, the chapter will need to direct its representative on the Board of Governors to bring the request before the Board. Needless to say, because Board meetings are relatively infrequent, it is most desirable to anticipate expenses in advance and have them incorporated into the annual budget. However, if some unanticipated opportunity presents itself to a chapter, and the chapter needs money beyond what it has in the chapter treasury to respond to the opportunity, it can do so by either coming directly to the Board of Governors for an additional allocation for the chapter or by going to one of the committees whose function is related to the event/opportunity in question and seeing if there is money budgeted to that committee that would be available for the expense. If there is, and the committee chair (or the full committee) agrees, then the money could come to the chapter directly from the committee’s budget with no further approval needed by the Board of Governors. That is, the committee’s money has already been approved, and if it decides to use it for this expense, it can do so without further authorization.

I hope this process works smoothly and that any wrinkles in it are ironed out quickly, as I expect they will be.

Restructuring the ABAA’s and the chapters’ finances was a controversial move, but it was undertaken to benefit ABAA and all of its members. With good communication and cooperation, that should be the net effect of these changes, even if the first year or so is a little bumpy as we encounter questions for the first time. ■

Seeking Thoreau Correspondence

The Writings of Henry D. Thoreau is completing editorial work on the first of three volumes of letters to and from Thoreau. We are searching for new letters (letters not listed at <http://www.thoreau.niu.edu/writings_correspondence.html>) and for information about letters that have changed hands since 1993. We would also be pleased to learn the location of manuscripts of the following letters:

February 10, 1838, to John Thoreau, Jr.
October 6, 1838, to Andrew Bigelow
November 28, 1838, to Charles Stearns Wheeler
January 6, 1840, from Charles Stearns Wheeler
March 2, 1840, to Charles Stearns Wheeler
March 4, 1840, from Charles Stearns Wheeler
April 6, 1840, to David Greene Haskins
July 1841 to Ralph Waldo Emerson
April 2, 1843, to Richard Fuller
May 1, 1843, from W. E. Channing
June 2, 1843, from Giles Waldo
July 14, 1843, to "Dial" Publishers
May 24, 1845, from Daniel Waldo Stevens
October 26, 1846, from Horace W. Greeley
January 17, 1847, from Horatio Storer
October 28, 1848, from Horace W. Greeley
December 26, 1848, to George Thatcher

Please respond to Elizabeth Witherell, Editor-in-Chief, The Writings of Henry D. Thoreau, Founders Memorial Library, Northern Illinois University, DeKalb, IL 60115; phone: 815-753-1849, fax: 815-753-3839, email: witherell@niu.edu.

ABAA at 2004 RBMS Preconference at Yale

The 45th Annual Preconference of the Rare Books and Manuscripts Section (RBMS) of the Association of College and Research Libraries of the American Library Association will be held Monday, June 21 to Thursday, June 24, 2004. The conference will take place on the campus of Yale University in New Haven, Connecticut, prior to the ALA Annual Conference in Orlando, Florida. Entitled *Ebb and Flow: The Migration of Collections to American Libraries*, the preconference will focus on the history and current issues surrounding the movement of collections from the four corners of the earth into American repositories.

A full schedule of speakers, short paper presentations, seminars, and tours is in store for attendees. Speakers include: Alice Prochaska, Yale University Librarian; James Raven, Director of the Cambridge Project for the Book Trust; Michael Winship, University of Texas at Austin; Robert Parks, Curator, Pierpont Morgan Library; Dr. Thomas F. Staley, Director of the Harry Ransom Humanities Research Center; Robert McChesney, Director of the Afghanistan Digital Library project at New York University; and Anthony Rota, Bertram Rota Ltd., Antiquarian Booksellers, London. Seminars will cover a variety of topics ranging from implementation of the Text Encoding Initiative to special collections funding opportunities to curating exhibitions. All of these sessions will examine different aspects of the increasingly complex duties of librarians and archivists who are

responsible for acquiring, preserving, and providing access to cultural artifacts—artifacts that have often traveled great distances before coming to rest in American repositories.

The preconference opening night reception, held in the gothic splendor of the Sterling Memorial Library and underwritten by the ABAA, will take place Monday night from 6-7:30 PM. All ABAA members are invited to attend, and we hope many of you will do so.

Mr. Edwin Schroeder will send out a letter within the next few weeks regarding the distribution of catalogues and lists at the pre-conference. FYI, the suggested donations remain the same: \$250, one-page flat insert; \$350, folded brochure; \$400, pamphlet; \$500, catalogue. One donation level, however, has been added this year: a contribution of \$100 will give the member mention in the pre-conference program. Contributions should be sent to Mr. Schroeder by May 1st; payment by credit card will be possible as well.

300 copies of what is to be distributed should be sent c/o Mr. Schroeder for receipt by June 1st. Address: RBMS Pre-conference, Beinecke Library, PO Box 208240 [street address for UPS shipping, 121 Wall Street], New Haven, CT 06520-8240. Mr. Schroeder's letter will contain this information but I wanted to preview it. FYI, you may address questions to him by e-mail at edwin.schroeder@yale.edu or by telephone at (203) 432-7485. ■

May 31, 2004

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

Send your contributions to: ABAA Newsletter

400 Summit Avenue

Saint Paul, MN 55102

FAX: 651-290-0646 EMAIL: newsletter@abaa.org

In Memoriam

Albert J. Phiebig **White Plains, New York**

Member emeritus Albert J. Phiebig died Saturday, March 27, 2004. He was ninety-six years old.

Phiebig, one of the influential European émigrés to the United States in the 1930s and 1940s whom Barney Rosenthal respectfully memorializes as “gentle invaders,” joined the ABAA shortly after its establishment in 1949. He kept working in the trade until he was ninety-four.

Albert J. Phiebig is survived by his wife, Marianne; son and daughter-in-law, Thomas and Carole B. Phiebig; daughter and son-in-law Barbara Phiebig and Arieh Ullmann; grandchildren Rori, Samara, Jordan, Rhoda, and Jeremy; and great-grandchildren Noah, Benjamin, and Leah.

A private, immediate family only graveside service was held at Ferncliffe cemetery in Hartsdale, New York, on March 30, 2004. Memorial contributions can be made to the Leo Baeck Institute for the study of the history and culture of German-speaking Jewry located at 15 West 16th Street, New York, NY 10011; phone: 212-744-6400; fax: 212-988-1305.

Charles R. Sanders **Halifax, Virginia**

Bookseller and collector C. R. Sanders, Jr., who amassed perhaps the greatest collection of southern military history in private hands, died Saturday, January 24, 2004. C. R. Sanders, Jr., is the father of ABAA member R. Douglas Sanders, who does business as McGowan Book Company in Chapel Hill, North Carolina.

C. R. Sanders came of age in Durham, North Carolina, and enlisted in the U. S. Marine Corps at the age of seventeen. A member of HOW Company, Third Battalion, Seventh Marines, Sanders saw action in some of the bloodiest battles of the Korean War. He received two Purple Hearts for his heroism while fighting at Bunker Hill on August 14, 1952, and The Hook on October 27, 1962.

Following his military service, Sanders attended Duke University, where he

earned a degree in history. For many years afterward, Sanders sold and collected his beloved books in Virginia, then in Saint Augustine, Florida, and in Winters, California. After many years of wandering, he returned to Virginia, where he called Halifax home.

C. R. Sanders, Jr., is survived by his wife, Peggy Hammond Sanders; his two sisters, Nancy Goodwin and Martha Sanders; his sons, Drury Carter Sanders and R. Douglas Sanders; and his four grandchildren.

A public visitation and a private graveside service were held on January 30, 2004. Memorial contributions can be made to the Ward Burton Wildlife Foundation, C. R. Sander Memorial Fund, PO Box 519, Halifax, VA 24558; phone: 540-586-6463; fax: 540-586-5068.

Harvey Tucker **New York, New York**

ABAA member Harvey Tucker of Black Sun Books in Manhattan died Wednesday, March 24, 2004, after a long and

very difficult illness. His wife, Linda, has asked that memorials to Harvey be made in the form of donations to the Society for Progressive Supranuclear Palsy, Woodholme Medical Building, Suite 515, 1838 Greene Tree Road, Baltimore, MD 21208; phone: 410-486-3330 or 800-457-4777; fax: 410-486-4283. Gifts can also be made online from the “Give a Gift Online” link at www.psp.org.

A full memorial notice will appear in the next issue of the *Newsletter*.

Peter Tumarkin **New York, New York**

ABAA member Peter Tumarkin died in early February, 2004. His untimely and tragic death was the result of a car accident in Cambridge, England. He is survived by his son, Tobias; his former wife, Mary Ann; his sister, Susan; and his longtime companion, Betsy Lawson. Services were held February 16, 2004, at the Plaza Jewish Community Chapel in New York City. ■

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

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



Direct your contributions and inquiries to:
Antiquarian Booksellers' Association of America
20 West 44th Street
Fourth Floor
New York, NY 10036

New Members

Please join *The ABAA Newsletter* and the ABAA Board of Governors in welcoming the following new members accepted at the Governors' Meeting held in February 2004 during the California book fair:

Eric Caren, The Caren Archive, Inc., P.O. Box 185, Lincolndale, NY 10540; phone: 914-248-8038; fax: 914-248-6439; email: eccaren@prodigy.net

ASSOCIATE MEMBERSHIPS

Michael Laird, Ursus Rare Books, New York, NY.

Matthew Markoff, d.b.a. Matthew Zucker, Irving Zucker Art Books, Inc., New York, NY.

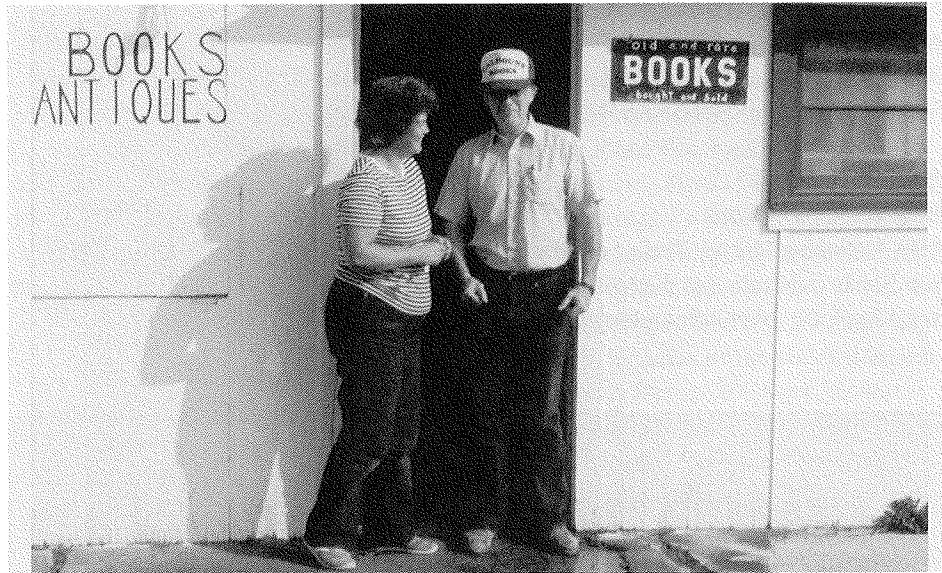
Philip Salmon, Bromer Booksellers, Inc., Boston, MA.

EMERITUS MEMBERSHIPS

Polly G. Fraser, Yesteryear Book Shop, Inc., 3201 Maple Drive NE, Atlanta, GA 30305; phone: 404-237-0163; fax: 404-365-0441.

Reginald T. Lombard, Jr., Lombard Antiquarian Maps and Prints, PO Box 6565, Scarborough, ME 04070; phone: 207-885-9177.

J. Douglas Calhoun, Calhoun's Books, 5102 39th Street West, Bradenton, FL 34210; phone: 941-727-5393. ■



Doug Calhoun and wife in 1983.

Photograph courtesy of Mike Ginsberg

Membership Updates

Bohling Book Company has a new address and phone: P.O. Box 20152, Kalamazoo, MI 49019-1152; phone: 916-441-2985. The email address is unchanged.

Certain Books, LLC, has a new address, phone, and fax: PO Box 2014 53 B North Ferry Road, Shelter Island, NY 11964-2014; phone: 631-749-3504; fax: 631-749-3506. The email address is unchanged.

Vamp & Tramp, Booksellers, LLC, no longer operates an open shop and is now

open by appointment only: 1951 Hoover Court., Suite 105, Birmingham, AL 35226-3606; phone: 205-824-2300; fax: 205-824-2303. Email and website addresses remain the same.

Yankee Peddler Book Shop, in the wake of a disastrous fire, has a new address and phone until further notice: 4299 East Lake Road, Williamson, NY 14589; phone: 315-589-2049. ■



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PHONE: 212-944-8291
FAX: 212-944-8293
EMAIL: abaa@abaa.org
www.abaa.org

EDITOR: Robert Rulon-Miller
ASSOCIATE EDITORS: Greg Gibson,
Tracy E. Smith & Liane Wade

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Send submissions & letters to:
ABAA Newsletter
400 Summit Avenue
Saint Paul, MN 55102-2662 USA
PHONE: (651) 290-0700
FAX: (651) 290-0646
EMAIL: newsletter@abaa.org