



The A B A A N E W S L E T T E R



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Selling to Libraries: One Librarian's Thoughts

by Stephen Elliott

In early July, Harvey Tucker of Black Sun Books initiated discussion on the bookseller/librarian relationship among members of the electronic forum ExLibris. He asked: "Although we have all experienced substantial interest in our catalogues when they are announced, we have experienced a rather poor percentage rate of sales from these catalogues. Since most of us consider sales to university libraries an important and interesting part of our business, we felt it proper to ask the librarians if there was something else we could do to stimulate sales?"

Stephen Elliott, a librarian at Bata Library, Trent University, Peterborough, Ontario, responded thoughtfully and at length. His comments are reprinted here for the benefit of booksellers not currently on the Net.

As both a librarian and a person who has worked in new and used bookstores, I have been very intrigued as to why libraries do not make better use of antiquarian booksellers. Here are some thoughts:

Because a library is an institution rather than a private individual, considerations of price are not as paramount as

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Larry McMurtry (left) and Peter Howard at the Chicago Book Fair in May. McMurtry addressed ABAA members at the 1995 Annual Meeting on the subject of the "Splendors and Miseries of Being an Author/Bookseller."

The Guard's Van of Technology

by Sheila Markham :-)

Reprinted with permission from Markham's column, "Endpaper," Bookdealer, no. 1204 (May 4, 1995)

There are various reasons for having children. In my case they would certainly be helpful with the computer. I would like to get on to the Internet and have been told that children make the best teachers. Unfortunately I forgot to have them, which is easily done if you don't do something like stick a reminder on the fridge. Meanwhile I have settled for a subscription to *Wired* because, says the magazine, "the most fascinating and powerful people today are not politicians or

priests, or generals or pundits, but the vanguard who are integrating digital technologies into their business and personal lives, and causing social changes so profound their only parallel is probably the discovery of fire."

An exciting prospect and one which takes some imagining from the poop deck of an antique word processor. Veterans of the Amstrad PCW 9512 may have noticed that the daisywheel printer makes the same sound as a male squirrel approaching a female in heat—a persistent teeth-chattering, neatly explained in Keith Laidler's *Squirrels in Britain* (1980). Every time I print out a document, Mr.

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Letters to the Editor

From: Larry McMurtry, Booked Up

I was wrong to suppose that the stories in *The Uncollected Fictional Works of Larry McMurtry* (the Halladay-Schuster unauthorized edition) were in copyright, though, at the time this unauthorized edition originally appeared, I had been assured by the school (North Texas State University) that they were protected.

But they aren't and I apologize to Mr. MacDonnell for having wrongly accused him of an illegality, and am of course sorry if that imputation caused him distress or inconvenience.

That said, I think it appropriate to remind both Mr. MacDonnell and the ABAA that copyright is not the only issue involved in the sale of unauthorized editions of the works of living authors. It is my opinion that selling an unauthorized edition of any living author's writings is highly objectionable and improper, whether the text enjoys legal protection or not. Booksellers can obviously do what they please—authors, quite properly, are going to resent the sale of such things.

*From: David Farmer, Director,
DeGolyer Library, SMU*

I'd just like to say how very much I enjoyed reading Barney Rosenthal's recollections of people in the book trade. That was an excellent piece to publish. Alas, the nature of contemporary collecting and bookselling does not produce the documentation that we once had even though there are notable characters still in the vineyards! Some day I must work through the files here and reconstruct some of the stories of two generations of serious collecting that established this library. Both "Mr. De" and Ev, Jr. had interesting associations with people in the book trade.

**Two Letters to Rob Rulon-Miller,
ABAA President**

From: Owen D. Kubik

I am writing to object to your interpretation of ABAA By-Laws as expressed in your annual report published in the *Newsletter*.

In discussing an ethics case involving one dealer's refusal to send his catalogue to another, you argue that members are in no way required to send their catalogues to another. I believe this is a misinterpretation of our by-laws regarding collegiality.

Article 7 of our Code of Ethics states that a member "should permit any other Association member in good standing to buy from his or her inventory any material offered for sale (i.e. priced)."

Under current market conditions, many dealers operate primarily, even exclusively, through catalogues. By refusing to distribute their catalogues to the trade, they are in effect denying other members the opportunity to buy from them, an opportunity I believe to be guaranteed by our Code of Ethics.

I am well aware of the objections dealers have to distributing their catalogues: a desire to allow retail customers first opportunity to purchase, a fear of disclosing their prices to the trade, the expense of distributing catalogues, or the disinclination to sell one's best material at a discount. It is my belief that some of these objections can be overcome (net prices to the trade on new catalogues, fees charged for catalogues, etc.). Some objections cannot be overcome and my only suggestion to those dealers would be either not to issue catalogues or not be members of our Association.

Some may feel, perhaps rightly, that this is another tempest in a teapot. However, I feel our Association membership bears both rights and responsibilities and that certain standards of conduct are necessary for those who lay claim to ABAA membership.

Rob Rulon-Miller responds:

It remains my opinion that courteous dealers, when asked for catalogues by other courteous dealers, will happily comply with the request—and, I would hope, with mutually-beneficial results. But we all have our idiosyncracies, and personalities **do** clash—which is why when writing the Code of Ethics, Jennifer Larson and I chose to use the conditional "should" in Article 7. It would be unthinkable for the ABAA to insist that all members are equally friendly with one another.

*From: Bradford G. Lyon, Elisabeth
Woodburn, Books*

This is just a short note to tell you how much I appreciated reading your "Annual Report: A View from the President's Chair" in the Spring issue of the *Newsletter*. I was especially taken with your comments on the responsibility for ethical and courteous behavior lying with individual booksellers and **not** with the ABAA. The failure to appreciate this probably lies at the heart of many of the complaints you receive. I know it did when Betty Woodburn was President in the early 1980s, and I remember how often she would get off the phone from troubling conversations with both members and non-members totally exasperated from trying to make this point, and bewildered by the extent to which she was being called upon to enforce what is essentially a common decency!

In any case, I want to commend you not only for putting your thoughts into writing, but also for the forceful, direct, and colorful way in which you wrote them. The diversity and intensity of opinion in this trade are but two of the things that make being a bookseller an enjoyable, if not a liberating profession, and the heartfelt exchange of viewpoints over various issues which I read in the *Newsletter* is a delight, making me proud to be an ABAA member. ■

ABAA Web Site Expanding: Over 100 Members Now Online

The ABAA passed a significant milestone the first week in July 1995 when Krown and Spellman, Booksellers, became the hundredth member firm to enter the electronic world of the Internet. The number continues to grow, with online members now surpassing one hundred. This is a significant increase, approaching 700 percent. When Mike Harris and booknet/rmharris_ltd first began developing the ABAA worldwide web site in September 1994, only about fifteen members had e-mail addresses.

Now, over twenty online catalogues of offerings by member dealers are accessible from the ABAA booknet/rmharris_ltd home page. A handful of online members now also offers downloadable listings at their own ftp sites. And, at least six dealers offer electronic visitors the capability to search their inventories by authors, subjects, and key words, thereby creating lists customized to individual browsers' desires.

As a service to the ABAA membership and to encourage Internet users to return to the ABAA home page, Harris has "hot-keyed" a number of other book-related resources into the ABAA site. Under "Online Research Tools for the Dealer and Collector," visitors to the ABAA web site can easily access online public and university library catalogues with a click of a mouse button. These include the Library of Congress, the National Archives, and the University of California, to name just a few. "Online Research Tools" also provides quick access to related resources such as Stanford University's Conservation Online and the ALA/ACRL RMBS home page.

Under "Rare Books Around the Net," Harris provides information and links to a wide variety of other useful web sites. These include the American Booksellers Association, the list servers Biblio and ExLibris, addresses of ILAB national associations, UPS and Federal Express package tracking, and fun, informative online exhibitions such as that developed by the Koninklijke Bibliotheek.

Visitors to the ABAA booknet/rmharris_ltd web site are also a click away from over fifty other locations across the web that refer to and link their sites to that of the ABAA. These "Reciprocal Links" offer access to search engines (exhaustive directories of web sites) such as Yahoo and WebCrawler; sites from libraries and the book world across the globe; and diverse, widely ranging specialized pages, from individual dealers' pages, to eighteenth-century resources at the University of Pennsylvania, to an Internet consultant's site.

The ABAA, with the help of booknet/rmharris_ltd, has become a groundbreaking pioneer in utilizing new technologies for antiquarian bookselling. The ABAA Board of Governors is now considering admitting affiliated members of the ILAB to the ABAA web site, a move that is intended to strengthen our leadership position.

Recently, Michael Dawson submitted an article about the ABAA's online endeavors for publication in the *ABA Newsletter* [U.K.].

Michael Dawson on the future

During the last year and a half the ABAA has attempted to project the antiquarian book trade into the frontiers of cyberspace and in my opinion we have enjoyed a great deal of success. Perhaps even more than with traditional forms of advertisement, succeeding in this new medium requires stated goals and careful planning, a willingness to respond and to change, and limited initial expectations. The ABAA web page has received a total of approximately 25,000 visits in the last six months, with ten percent of those visits coming from foreign countries including Canada, the United Kingdom, Germany, Japan, Korea, Denmark, Italy, Norway, Sweden, Philippines, Hong Kong, Australia, Greece, Trinidad, Iceland, and Switzerland.

While all these numbers sound impressive, the long term value of the ABAA Web Page will be to increase the audi-

ence interested in purchasing antiquarian books. Over the last six months, since the ABAA page has been in existence, I have noticed an increase in requests for books that I am able to supply. This tells me that the individuals making these inquiries have searched the subject index on the ABAA page or have glanced at the catalogues that I have posted online. Michael Harris has estimated that there will be 12 million highly active Internet users with computers in their homes by the end of 1995. The growth rate in World Wide Web capability cannot even be calculated but we do know that the base was nearly zero only fifteen months ago. It is reasonable to expect that at least fifty percent of the 12 million users will be fully equipped and regularly navigating the Web, with much of the balance able to reach it using text browsers or similar packages from Internet service providers. With the rapid growth in the number of Internet- and Web-equipped machines in 1996-1997, we can reasonably anticipate another doubling of these numbers in the next two to three years.

These projections highlight the fact that attracting new clients via the Internet is just beginning to reveal the potential that exists in this arena. I also think that book dealers should not underestimate the value of the Internet in terms of improving communications with established customers, particularly those individuals who live a great distance from the dealers place of business. The Web page developed by the ABAA has the capability for expansion to potentially include ILAB members who are not members of the ABAA. It is my personal opinion that a central access point for information concerning the finest dealers in antiquarian books on a world wide basis is a goal worth pursuing. ■

Visit the ABAA home-page at
<http://www.abaa-booknet.com>

Associazione Librai Antiquari d'Italia Announces Fall Fair

by Francesco Chellini

We are pleased to announce that from 22nd to 24th September 1995, the annual Antiquarian Book Fair of the Antiquarian Booksellers Association of Italy (ALAI) will be held in Florence in the Palazzo Dei Congressi, an 18th-century mansion with garden (formerly Villa Contini-Bonacossi), situated in the heart of the town.

The Fair is being organized in cooperation with and at the same time as the Biennale dell'Antiquariato, the world famous Antique Fair of Florence. More than sixty antiquarian bookdealers from

the ALAI and from other foreign Associations affiliated with the International League of Antiquarian Booksellers will be present. They will offer visitors and bibliophiles a wide selection of works from the 15th to the 20th centuries.

We intend this Book Fair to become part of the circuit of international fairs of old and rare books periodically organized by the national associations of the ILAB, in cities such as Paris, London, Amsterdam, New York, Stuttgart, Madrid, etc. It is also a follow-up of the ALAI fairs of the past from that of Florence in 1971, to those, in

more recent years, Venice in 1986, Turin in 1988, Milan in 1990, and others.

The deadline for entering the fair as an exhibitor passed on July 1, 1995. If you have questions, please contact Francesco Scala by phone or fax at 39-55-243-253; or other members of the Book Fair Committee: Francesco Chellini, Libreria Gozzini, phone: 39-55-21-24-33; fax: 39-55-21-11-05; e-mail: gozzini@dada.it; Pietro Crini, Studio Bibliografico Vecchi Libri, phone: 39-55-24-27-68; or Alfiero Manetti, Antica Libreria Gonnelli, phone: 39-55-21-68-35; fax: 39-55-23-96-812. ■

Fall Book Fair Updates

ABAA's two fall book fairs, Washington, D.C. and Boston, still have space available for exhibitors as of this writing. ABAA and ILAB members wishing to exhibit should sign up as soon as possible.

The third annual Washington Fair will take place September 15-17, 1995. In conjunction with the fair, visitors and exhibitors will be able to see demonstrations of book-binding, hand papermaking, paper marbling, and calligraphy. Other scheduled events include Discovery Days where visitors can bring up to five books for free expert evaluation, and book and poster signings.

Space is also still available for the Boston Fair, November 10-12, 1995.

Nicholas Basbanes, who will be the speaker at the opening night dinner in Washington (see page 10), will be on hand in Washington and Boston to sign copies of his new book *The Gentle Madness*.

For information on the Washington Fair contact: Dori Sella, Sha-Dor, Inc. PO Box 1400, Rockville, MD 20849; phone: (301-738-1966; fax: (301) 294-9020.

For the Boston Fair contact: Betty Fulton, Commonwealth Promotions, 171 Newberry St., Boston, MA 02116; phone: (617) 266-6540; fax: (617) 266-0412.

ABA Secretary Resigns

by Hylton Bayntun Coward

After more than eight years as Secretary for Great Britain's Antiquarian Booksellers Association, Jackie White has resigned. I worked closely with her as president, Honorary Treasurer, and Book Fair Chairman, so I know better than anyone the skills and single-minded interest that she brought to bear on her work for the ABA and the Book Fair. She appeared shy to those she did not know well, but most of those who worked closely with her, increasingly appreciated her qualities.

In my Annual Report in 1992 I wrote: "We owe a great deal of gratitude to Jackie White who has proved that the word 'Secretary' is inadequate to describe her executive skills." The previous year David Brass wrote: "My warmest thanks to our Secretary Jackie White, without whose help, assistance and advice the last year would have been not difficult, but impossible." Senga Grant said, "Jackie White has not only managed the office with great efficiency, but me with tact and diplomacy. No mean task." And finally, Margaret Eaton: "My sincere thanks to the Committee and to Jackie White whose hard work and dedication we all appreciate."

If you would like to contribute to a present for her, please send a cheque made out to George Bayntun to: Hylton Bayntun Coward, George Bayntun, Manvers Street, Bath BA1 1JW England. ■



Francois Chamonal at the 1993 ABAA California Book Fair. Mr. Chamonal, a French bookseller well-known to ABAA members and fair-goers, died on March 16, 1995.

Feedback Needed for ABAA Anniversary Directory

by David Margolis

As many of you know, ABAA has taken on the creation of a directory of all past and present members, to be issued in 1999 for our fiftieth anniversary. We hope to add biographical information on as many members as possible. We presently have a list of 868 members to the year 1987. Over 200 files have been created with biographical material relating to their book business. Thirty years of AB have been read for obituaries and business news. Many persons have assisted in giving us information (see Bernard Rosenthal's article in the last *Newsletter*).

Now, it's time to beg for more.

Below is a listing of members no longer on the ABAA roll whose names start with A or B. Please take a moment to look through this list and write some reminiscence, especially of our more obscure members. Many of us know of Bernard Amtmann; but who knew Ernest Ascher, Horticultural Book Service, active in Concord between 1950 and 1954? Sadly, there are new members who don't know of Ija Adler, Benjamin Blom, or Roy Boswell. Our collective memory shrinks with the loss of each member. Now is the time to write.

This plea is not only for ABAA members, but is open to librarians, collectors,

and others who have done business with ABAA members in the past. Needless to say, any photographs or ephemeral material relating to our membership is more than welcome. Please help!

The Archive Committee is also soliciting information about current members, and about those members whose children have since taken over the businesses they started. A form is being constructed that will help in compiling and processing this information. So, please, don't limit your nostalgia to the distant past.

Send your reminiscences and materials to: David Margolis, ABAA Archives, PO Box 2042, Santa Fe, NM 87504. ■

Abrams, Harvey Dan	Harvey Dan Abrams, Atlanta	1972-1987	Berman, Mrs. Ruth	The Book Gallery, White Plains	1968-1982
Adler, Ija	Marshall Field & Co., Chicago	1950-1986	Biblo, Jack	Biblo & Tannen, New York	1950-1955
Adrian, Allan A.	Sun Dance Books, Hollywood	1975-1986	Bill, Clare	Clare Bill, Books, Los Angeles	1952-1953
Aldredge, Sawnie Jr.	Aldredge Book Store, Dallas	1950-1982	Bittner, Herbert	H. Bittner & Co., New York	1949-1953
Allen, Donald C.	D.C. Allen, Three Oaks	1972-1975	Black, Robert K.	Robert K. Black, Upper Montclair	1949-1974
Allen, George	William H. Allen, Philadelphia	1950-1984	Blaisdell, Marilyn	San Francisciana, San Francisco	1974-1984
Allenson, Alec R.	Blessing Book Stores Inc., Chicago	1950-1986	Blom, Benjamin	A & B Booksellers, New York	1955-1982
Allenson, Robert D.	Allenson-Breckinridge Books, Geneva	1982-1987	Bloomfield, Ben	Ben Bloomfield, New York	1953-1963
Amtmann, Bernard	Bernard Amtmann, Montreal	1950-1977	Blum, Jack	Cherokee Bookshop, Hollywood	1960-1984
Anderson, Esther	North Central Book Store, Phoenix	1954-1957	Boesen, Charles	Charles S. Boesen, Detroit	1949-1960
Ascher, Ernest	Horticultural book Service, Concord	1950-1954	Booker, Richard	Richard Booker, Evanston	1953-1972
Ash, Lee	The Antiquarium, New Haven	1962-1968	Borg, James M.W.	James M.W. Borg, Inc., Chicago	1980-1986
Atkins, William A.	Books-by-Mail, St. Louis	1950-1953	Borofsky, Edward	Edgewater Book Store, Chicago	1974-1977
Baker, Henry Carl	Organ Literature Foundation, Nashua	1955-1956	Boswell, Roy	Roy V. Boswell, Beverly Hills	1963-1980
Baldwin, Sarah	E. Wharton & Co., Winchester	1986	Bouvier, K. Gerard	K. Gerard Bouvier, Greenwich	1950-1953
Balish, Leonard	Leonard Balish, Englewood	1980-1987	Bowe, Forrest	Franco-Americana, New York	1951-1970
Barker, Conway	Conway Barker, La Margue	1962-1987	Bradley, Van Allen	Van Allen Bradley, Inc., Lake Zurich	1974-1982
Barnes, Richard S.	Richard S. Barnes, Chicago	1952-1987	Brannan, Donald	Brannan Books, Los Angeles	1984-1987
Barnette, Henriette A.	Barnette's Books, South Bend	1972	Brennan, Anne P.	Anne P. Brennan, Niagara Falls	1952-1974
Baron, Oscar	Alicat Book Shop, Yonkers	1949	Brier, S.L.	Claremont Book & Art Shop	1950-1956
Bassett, F.N.	F.N. Bassett, Los Angeles	1950-1968	Brinckman, Rodreick	Monk Bretton Books, Toronto	1979
Bassinor, Paul	University Book Reserve, Boston	1949-1977	Brisch, Thomas L.	Valley Book Shop, Geneva	1974-1977
Baum, Edna L.	Ballet Book Shop, Chicago	1954-1956	Broadfoot, Thomas W.	Thomas W. Broadfoot, Wendell	1979-1982
Bechtold, Eugene	Eugene Bechtold, Culver City	1950-1970	Brown, Martin	W.K. Stewart, Co., Louisville	1974-1977
Becker, Leon H.	Memorabilia, Ltd., Carlsbad	1977-1982	Brown, Robert K.	Robert K. Brown, New York	1974-1980
Beil, Dorothy	Dorothy Beil—Books, St. Petersburg	1970-1972	Brown, Philip S.	Philip S. Brown, Pasadena	1950
Bell, Robert E.	Banquette Book Shop, New Orleans	1965-1972	Brusell, I.R.	I.R. Brusell	1950
Bell, Herbert	Herbert Bell, Palo Alto	1953	Bryant, Gordon W.	Charles E. Lauriat Co., Boston	1953-1972
Bennett, Robert	Bennett & Marshall Los Angeles	1949-1984	Bucklin, H.A. Jr.	The Bucklins Books, Ipswich	1965-1972
Bennett, Whitman	Bennett Book Studios, New York	1949-1953	Burch, John Q.	John Q. Burch, Los Angeles	1950-1965
Benson, John R.	The Phoenix Books, Berkeley	1955	Burroughs, H.E.	Atlantis Books, Hollywood	1977
Benton, Roderick	The Wolcott Shop, Skaneateles	1954-1970	Burton, M.K.	M.K. Burton, Ann Arbor	1965
Berg, J.F. von	Canterbury Bookshop, Chicago	1970-1980	Buschke, A.	A. Buschke, New York	1962-1974
Berggruen, Heinz	Heinz Berggruen, Elmhurst	1950-1953	Busck, Harry	Harry Busck, Oak Park	1968-1977
Berkelouw, Isidoor	F. & I. Books, Santa Monica	1980-1987	Butterfield, Roger	Roger Butterfield, Inc., Hartwick	1977-1980

they might be for your average consumer of used and rare books. Tight as budgets may be, there is also the cost of staff time to be considered; getting the book is more important than scouring the continent to get the book cheaply. The actual cost of the book is just a fraction of the overall cost of processing and handling the book from a library's perspective.

Libraries do not have the time to set up accounts and relationships with hundreds of independent bookstores. Dealing with wholesalers like Blackwell North America is much easier than dealing with independent booksellers and publishers. The large dealers know which buttons to push—they can sell libraries books that are pre-processed and have cataloguing information that can go straight into automated systems.

Cooperation needed

If you really want to encourage libraries to buy from booksellers' catalogues, you would have to set up a used and rare book equivalent to *Books in Print*. This is not very practical since many of the books might only exist in single copies, but that's the way it is. I celebrate the antiquarian book trade's independent spirit and idiosyncracies, but a great deal more cooperation is in order if you really want to wow the library trade. Buying one book may be morally superior to placing an order for hundreds of titles from a jobber, but people who work in libraries are forced to be a fairly utilitarian lot.

It pains me to say it, but I'm not sure how many people who work in libraries are real book people. I've had librarians tell me that they never read, and that they aren't sure what the appeal of books is; many library staff members could be working anywhere. Librarians tend to go through existing channels. The irony is that a library will order books from halfway around the world when a copy of that title may be sitting on a used bookstore's shelf downtown. This may seem weird but I think you need to appreciate

the bureaucratic world that is a library—the task is not just getting the book, the task is getting the book and having all the right paperwork in place. Even something as simple as “you send the money and we'll send you the book” may not be so simple in a world where all transactions require an invoice and account number.

Others might quibble over this point, but I think there is also a problem of scale. Libraries are big, most booksellers are small. General Motors doesn't shop at Bud's Autoparts Shoppe; similarly, libraries tend to gravitate towards other large organizations like themselves rather than towards more-deserving small book dealers.

The question is not just “why don't libraries use my catalogue more?” because libraries may accumulate hundreds of catalogues. There is a kind of triage at work—the library has to aim to get the highest percentage of book orders filled as possible. It's the 20/80 rule in action—20% of your effort can get you 80% of the books you want, whereas the other 80% of your effort might be needed to get just 20% of the books. Librarians focus on the effort that will yield the most results.

I have gotten the impression in this discussion on ExLibris that libraries/librarians are being considered as lazy, stupid, or broke. I think broke is the only fair assessment of the three. I think libraries may be the down-at-the-heel aristocrats of the bookworld—they have astounding book collections but very little means to add to them or to pay people to scout for them. On the other hand, show a librarian a “must have” book and he/she will do their darndest to come up with the money to buy it.

Libraries don't care what you have to sell, they care about what they need to buy. A library or its representative is like a customer who already has hundreds of thousands, if not millions of books in their collection. Presumably, the onus is on the bookseller to find out what the customer does not own, rather than having such a customer/collector going through inventory saying “got it, got it, yeah, got three copies of that.” Again it's the cooperation thing: I suspect most

libraries have a want list, perhaps not updated very vigorously but still there, and if the antiquarian book trade could give a single address and have a way to shunt the lists all over the country, so much the better. As it is, most libraries probably send that list to the few booksellers who've come through for them in the past and that's that.

I'm sure there are some fat-cat rare book librarians out there who pour over new catalogues with glee, but I imagine for every one of those there are ten library-types who say “yeah, we tried to order some books from them once but most of the stuff we wanted was sold before they got our order.” That's the most painful part: libraries have very long institutional memories. One bad experience with one bookseller could sour them not only on that bookseller, but on the whole idea of buying books through antiquarian catalogues period.

High-tech vs low-tech

There are other contradictions: most libraries are automated, most booksellers are not. Most libraries have access to the Internet but may not really consider it as a way to look for or to buy books—the internet is where you read alt.feline and play interactive backgammon. It may also be a personality mismatch: the anal retentive meet the organizationally-impaired. I have followed with wide-eyed interest all the computer and Internet possibilities of improving bookseller/librarian interaction, but I also believe that a low-tech approach would do much to complement electronic activities. What about encouraging libraries to mail (by post, fax, or e-mail) their want-lists on a regular basis to a central address, with the understanding that they will be disseminated as widely as possible from that point? I am thinking of my own institution: there is the energy to put together a want-list, but even mounting it on our own gopher has not happened in the last year and a half. Instead, the list gets mailed out to four or five booksellers who have been helpful in the past. This seems to be a classic case where the Internet could do what it does best: widely distribute information which

someone has already gone to the trouble of putting together.

Libraries have important books that get stolen, out of print books that are desperately needed for a particular course or professor. But libraries do not operate in a "drop everything, my god we just have to track down this book". They cannot afford to be obsessed or monomaniacal or hysterical—the library wheels must stay oiled and running. Sure, if the book drops in their lap there may already be money allotted to pay for it, wonderful.

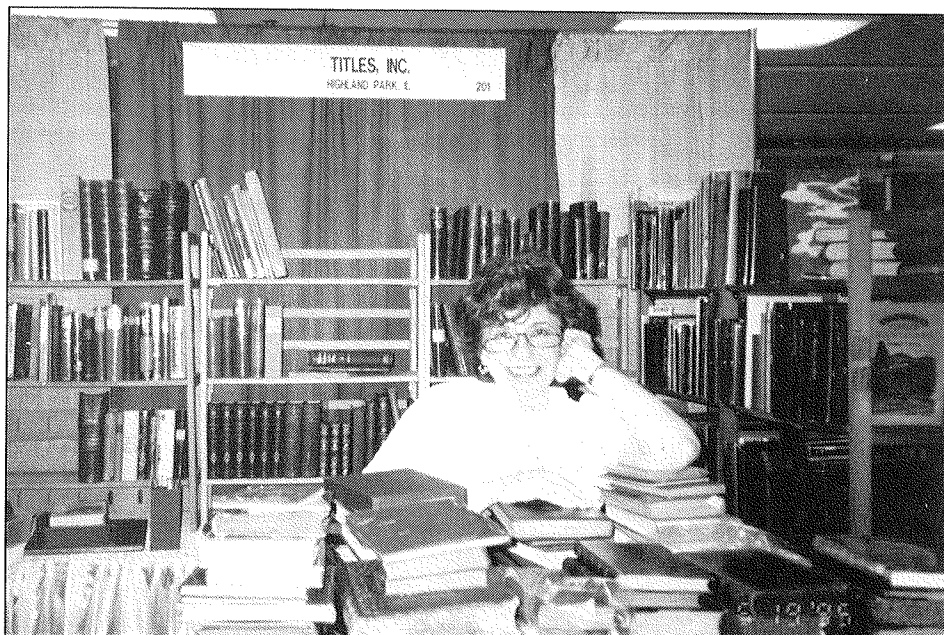
Unfortunately it is not a matter of "we have the books you want, come to us" but of "we have the money you want, come to us". I would love to say that librarians and library staff spent their lunchtimes and coffee breaks fondly flipping through rare book catalogues, but alas I have never seen that particular scene unfold. There are so many squeaky wheels to be dealt with that if you can put someone off by saying "the book you wanted is out of print and cannot be found" then that's probably what you do. It could mean saving money and doing a better job and make all the sense in the world, but people who are not even sure if they will have a job and/or budget tomorrow are not always concerned with clever nuances which would allow them to make their library just that much better an operation.

Sorry to sound so pessimistic, I really wish there was a simple way to push the right buttons but having seen libraries send \$15 paperbacks to be rebound when a hardcover copy could have been bought for \$7.50 downtown, I don't think the solution is all that simple.

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ABAA Represented at ILAB Meeting

ABAA Vice-President Robert Fleck and President Rob Rulon-Miller will attend the ILAB Committee and Presidents' Meeting September 13-17, 1995 in Brussels, Belgium. Fleck was appointed special liaison to the ILAB Committee in March by Rulon-Miller, at the invitation of the ILAB Committee, in the absence of a committee seat for the ABAA. ■



Florence Shay readies her booth at the Chicago Book Fair in May.

Markham

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Nutkin appears in the window, his ears cocked in confusion. "The future is now," I explain to him as he eyes the computer with misgivings.

While Amstrad has undoubtedly been a disappointment to many squirrels, I have had my own upset with this giant panda of computing. The 9512 is not compatible with anything you care to mention: you could throw a large amount of money at it, or indeed an old boot and still never gain access to the Internet. Just as I was preparing to take my seat in the guard's van of technology, I came across a "public access Internet café."

Café Cyberia is Britain's first digital eatery in which coffee and cakes share the table with 66 MHz Intel 486-based Windows for Workgroups connected multimedia PCs. This means in duffer-speak that you can walk in off the street and get on to the Internet for £2.50. Tuition is also available but, as will become apparent, I did not take advantage of it. In my experience, there's only so much you can take in at one go. My limit seems to be two cups of coffee and a piece of chocolate cake. Stodge is somehow comforting when you're on the loose in cyberspace.

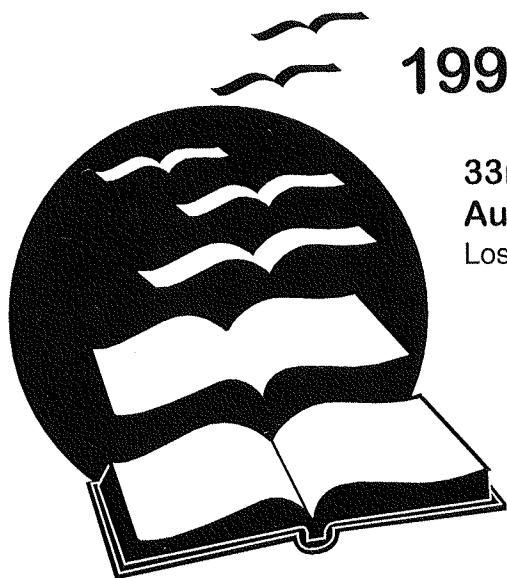
William Gibson coined the term "cyberspace" to describe the new environment created by the massive advances in information technology. Cyberspace is

a "consensual hallucination experienced daily by billions of legitimate operators in every nation ... Unthinkable complexity. Lines of light ranged in the nonspace of the mind, clusters and constellations of data. Like city lights, receding" (*Neuromancer*, 1984).

During an interview on the *Late Show* in 1990, Gibson was invited to explain what he meant by "consensual hallucination." It is, he explained, "the point at which media flow together and surround us." Basically it all came about by the linking of computers to the telephone system, which created "the virtual space of computer memory and networks, telecommunications and digital media" (Bob Cotton and Richard Oliver, *The Cyberspace Lexicon*, 1994).

In the 1960s the US Defense Department began to experiment with the idea of creating a communication network able to withstand a nuclear attack. This was achieved by "packet switching" or CCITT X.25 standard to the chocolate cake-eating fraternity. From its military origins, the system rapidly developed to include government, academic, and commercial networks. "In the 80s, the National Science Foundation (NSF) computer became the main 'backbone' of the net, and the network became known as the Internet (internetworking networks)" (Julia Case Bradley, *A Quick Guide to the Internet*, 1995).

continued on next page



1996 ILAB Congress & Book Fair

33rd ILAB Congress
August 30 - September 3
 Los Angeles, California

16th ILAB Book Fair
September 6 - 8
 San Francisco, California



For more information please contact
 The Antiquarian Booksellers' Association of America
 50 Rockefeller Plaza • New York, NY 10020
 Phone 212-757-9395 • Fax 212-459-0307
 E-mail abaa@panix.com



Markham

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You don't have to be curious about any of this to have noticed the proliferation of electronic mail addresses. According to Professor Nicholas Negroponte of Massachusetts Institute of Technology, "in the next millennium e-mail will be the dominant interpersonal telecommunications medium, approaching if not overshadowing voice within the next fifteen years" (*Being Digital*, 1995). To send electronic mail, you need a PC, a modem, a telephone, and a subscription to an electronic mail service. And, you can of course ship your bits of digital data from Café Cyberia.

Netspeak, a new vocabulary

As a medium, e-mail is closer to speaking than writing. Regular e-mailers favour a conversational style, sometimes punctuating the printed text with "smileys" or "emoticons" to convey their tone of voice. These expressions of emotion are created from the non-alphabetic symbols on the keyboard, one of the most popular being :-) the smiling face turned sideways. "Emoticon" is just one of 2,000 new words in the vivid vocabulary of netspeak. "Anoraknophobia" was recently added as a much needed term to cover the widespread but "unreasonable fear that joining the digital revolution will somehow lead one into unprompted fashion mistakes" (*Wired*).

My advice for anyone wanting to join the digital revolution may be summed up in the words of a famous plimsoll—*just do it*. For my debut in cyberspace I keyed in "antiquarian booksellers" which produced 240 items, of which the computer was only willing to show me 15 "hits." This somewhat mingy arrangement is more a reflection of my behaviour with the mouse than of the software itself. One of my hits was the Antiquarian Booksellers' Association of America and what a bull's-eye—articles from the Winter 1995 *Newsletter*, a list of ABAA bookdealers on the Internet, access to some of their catalogues, and an overall impression of an organisation very much at home in cyberspace. Other hits included the exemplary entry of Wilsey Rare Books, giving details of their specialties, a short history of the firm and its proprietors, what they sell and where.

Next I keyed in "Provincial Booksellers Fairs Association," rather ambitiously as it turned out. 10,624 items leapt to my command, including the Florida Agricultural Information Retrieval System (FAIRS), at which point I was reminded of Simon Jenkins' brilliant article "Adrift in a Web of Words": "Random bursts of facts can swamp reflective judgment. The G-force of the cybercruiser can wipe the mind clean of wisdom and render us bemused zombies" (*The Times*, April 1, 1995).

A second inquiry produced something called "Bookafair" which in turn led to

"The Amazing World of Ben Chun." Ben's a junior at Vacaville High School in California. Founded in 1895, Vacaville has been School of the Year for ten of the past eleven years. The curriculum boasts an Online Writery and access to the Library of Congress, one of the world's great bookeries.

Implications

Teachers at Vacaville are no doubt more aware than most of the awesome implications of the Internet for education. British Telecom's research director put it rather bluntly when he told members of the teaching profession, "the technology that will take you all out is already here."

Thanks to my accidental meeting with Ben, I now find myself in the Library of Congress, with the entire catalogue at my finger tips and a choice of exhibitions to visit. I settle for a side trip to the Rare Books and Special Collections Division to check out the latest events and bibliographies. There I find some interesting information on the Library's policy of valuing rare books which is quite simply that they don't value rare books. However they will be happy to send membership details of the Antiquarian Booksellers' Association of America. As one door opens, another door opens in cyberspace.

Visit the ABAA Home-Page at
<http://www.abaa-booknet.com>

Recent Books by ABAA Members

- ***History Comes to Life: Collecting Historical Letters and Documents.*** Kenneth W. Rendell. University of Oklahoma Press, 1995. Hardcover, 279pp., illustrations.

History Comes to Life is a comprehensive guide to collecting historical letters and documents. With thirty-six years of experience and accumulated knowledge behind him, Rendell takes the collector through all aspects of developing a collection of autograph materials, in virtually all subject areas, from virtually all times.

The first part of *History Comes to Life* examines: the reasons why collectors acquire tangible links to historical personalities; the material available to collect and where it can be found; the detection of forgeries, including the general characteristics of forged writing, paper, ink, and writing instruments, the importance of content, facsimiles, secretarial signatures, and autopens; the factors that determine value; and the care and preservation of collections.

The second part of the book provides information on the type, availability, and rarity of autograph material for more than 1,000 prominent personalities. Among the fields covered are American history (colonial America, the American Revolution, signers of the Declaration of Independence, the American Civil War, an in-depth coverage of United States Presidents and First Ladies, the American West, American legal history); ancient writing; English; French; European political and military history, including World War II; music, art, literature, and the performing arts; and other areas, including science, business, exploration, religion, sports, Judaica, and law.

Single copies of *History Comes to Life* are available from Kenneth W. Rendell, PO Box 9001, Wellesley, MA 02181; phone: (617) 431-1776; fax: (617) 237-1492. Quantity orders should be directed to the University of Oklahoma Press, 1005 Asp Avenue, Norman, OK 73019.

- ***Works of Maurice Sendak, 1947-1994: A Collection with Comments.*** Joyce Y. Hanrahan. Randall Publishers, 1995. 93pp., \$30.

Reviewed by Allen Ahearn

Works of Maurice Sendak represents the culmination of over thirty years of collecting books written and/or illustrated by Maurice Sendak. Hanrahan states that it is "absolutely not an attempt at a descriptive

bibliography." In spite of this claim, it is certainly detailed enough to accomplish her intent to "help...save time and money as [collectors] attempt to build collections."

There are three primary sections, plus introductory material and an index. Section A contains 139 individual titles illustrated, or written and illustrated by Sendak. Each entry includes title page information, size, number of pages, binding type and color, and whether or not the first edition is so stated. As there are a number of titles where the dust jacket price and text determine the first printing, the dust jackets are fully described.

The information in this "Collection" as outlined above is more detailed than one will find in all but a few "checklists," and many if not most "bibliographies."

In addition to descriptions, the author has added a line in bold print within each entry that provides the First Edition "must haves" and a price range.

Sections B and C cover "Ephemera and Related Books and Periodicals" (59 items) and "Visual and Posters" (24 entries).

I think the author has accomplished her goals and given us a work that will be helpful to collectors, booksellers, and librarians. I must admit that I have a selfish reason for seeing this book on the market. When Patricia and I first put together *Book Collecting: A Comprehensive Guide* in 1990-1991, we were disappointed that we could not include such popular illustrator/authors as Sendak, Dr. Suess, and others. Because there were no bibliographies that gave first edition identification information, it seemed misleading to put in prices when we knew that there were issue points for identifying these books that we could not provide. We still won't be able to include many Dr. Suess and other collected books for children in the next edition of *Book Collecting*, but we will be able to include a few of the rarer Sendak titles.

I would recommend *Works of Maurice Sendak* to all bookdealers. It is certainly reasonably priced; anyone who deals in collected books will run across a few Sendak titles at some point and without this book will not be able to determine first printings.

Works of Maurice Sendak is available from J & J Hanrahan, 320 White Oak Ridge Road, Short Hills, NJ 07078; phone: (201) 912-8907; fax: (201) 912-0116.

- ***Book Collecting: A Comprehensive Guide, 1995 Edition.*** Allen and Patricia Ahearn. G.P. Putnam's Sons, 1995. Hardcover, 480pp., b& w illustrations. \$35.

Book Collecting, 1995 Edition is truly comprehensive, providing a shelf-full of reference books in a single, useful volume. The heart of the work is a listing of estimated values for first printings of authors' first books, which the Ahearns believe can assist the collector, dealer, or librarian in making well-reasoned determinations of the values for later works in an author's oeuvre. The first book listing now includes 5,500 entries—2,000 more than in the previous edition of 1989. And, in addition to "opinions of the current retail value" for the first books, the Ahearns also include values for the years 1978 and 1986 for comparison.

The Ahearns also offer informative introductory chapters that examine the nature of book collecting; describe and define what to collect (first editions, proofs and advance copies, limited editions, paperbacks); suggest sources for books; and provide guidelines for knowledgeable buying. For the first time, *Book Collecting* now includes lists of prize-winning American and British books, and of literary high spots as determined by the likes of Anthony Burgess, Ellery Queen, and Jacob Blanck. These lists reflect the diversity of subject areas covered by the listing of values: literature, juveniles, detective/crime fiction, science fiction, drama, and poetry.

The Ahearns also provide "Some Suggestions" on: building a collection, caring for books, insurance and appraisals, credit, bargaining, and selling books. Another chapter presents information on how to identify the first editions of almost 150 British and American publishers; there is also a glossary of terms. Appendices round out this reference-library-in-a-volume by listing author pseudonyms, a couple hundred dealers and their addresses, auction houses, and a select bibliography.

Book Collecting: A Comprehensive Guide is available for \$35 plus postage from the authors at Quill and Brush, Box 5365, Rockville, MD 20848; phone: (301) 460-3700; e-mail QB@clarknet Dealer discounts apply. ■

Books, Briefly Noted

● **Stanley Marcus: A Life with Books.** David Farmer. Texas Christian University Press, 1995. Paper, 150pp., b&w photographs, notes, index. \$17.95.

First published in a limited, fine-press edition by Still-Point Press in 1993, *Stanley Marcus: A Life with Books* is filled with names from literary history, most but not all of them Texans—Tom Lea, Henry Nash Smith, J. Evetts Haley, Alfred Knopf, José Cisneros, Elizabeth Ann McMurray and McMurray's Personal Bookstore, E.L. DeGolyer, Paul Horgan, and a host of others. Farmer chronicles Marcus' early fascination with books during his Harvard years, his founding of the Book Club of Texas, his friendship with J. Frank Dobie and his

working relationship with Le Paso's Carl Hertzog, his own books—*Minding the Store* and *Quest for the Best*, and his Somesuch Press, noted for publishing exquisite miniature books.

Stanley Marcus: A Life is available for \$17.95 plus postage and handling from Texas A & M University Press, Drawer C, College Station, TX 77843-4354; toll-free: (800) 826-8911; fax: (409) 847-8752.

● **Book Prices: Used and Rare, 1995.** Edited by Edward N. Zempel and Linda A. Verkler. Spoon River Press, 1995. Hardcover, 800pp. \$69.

Book Prices: Used and Rare, 1995 offers more than 30,000 entries selected from

the 1994 catalogues of over 160 specialist book dealers in the United States and Great Britain. The books listed are those the editors consider most likely to be bought and sold in the daily operation of a general used book store—books in the \$20 to \$300 price range, in subject areas including modern firsts, mystery and crime, Americana, voyages and travel, art, architecture, theater, medicine, science, natural history, books on books, children's books, and sports, among many others.

Book Prices is available for \$69 plus postage, with trade discounts available for booksellers, from The Spoon River Press, 2319-C West Rohmann, Peoria, IL 61604; phone: (309) 672-2665; fax: (309) 672-7853. ■

Nicholas Basbanes to Speak at Washington Fair

Nicholas Basbanes, former literary editor of the Worcester *Sunday Telegram* and now a nationally syndicated columnist, will speak at a dinner opening night of the Washington Book Fair. Basbanes will sign copies of his *A Gentle Madness: Bibliophiles, Bibliomanes, and the Eternal Passion for Books* at the dinner and during the run of the fair, September 15-17, 1995. The book will be published August 8, but it has already sold out of its first printing.

ABAA, however, has purchased 750 copies of the first printing, at the publisher's maximum discount. Mr. Basbanes will be travelling—compliments of his publisher, Henry Holt—to each of the next four ABAA book fairs, as well as the ILAB fair in September 1996 to sign copies of the book for the public. Profits from the sale of the book, expected to be nearly \$10,000, will go to the ABAA Benevolent Fund.

From the publisher's blurb: "The passion to possess books has never been more widespread than it is today ... *A Gentle Madness* is an adventure among the afflicted. Richly anecdotal and fully documented, it combines the perspective of historical research with the immediacy of

investigative journalism ... [Basbanes'] book begins 2,200 years ago in Alexandria, when a commitment was made to gather all the world's knowledge beneath one roof... The continuum then passes through the Middle Ages and the Renaissance to the twentieth century, with a special emphasis on the book lore and book culture in Great Britain and North America.

"In the second half of *A Gentle Madness*, Basbanes offers a gallery of revealing profiles of living collectors [Richard Manney and Carter Burden among them] and presents exclusive examinations of the great contemporary stories - the rare book thefts of Stephen Blumberg [and] the mystery man who used \$17 million of another person's money to gain recognition as the greatest book collector alive."

Reservations for the dinner, sponsored by the Southeast Chapter, can be made through the book fair promoter, Sha-Dor, Inc., PO Box 1400, Rockville, MD 20849 phone: (301) 738-1966; fax: (301) 294-9020. The dinner will be held at the Willard Hotel at 7 p.m., Friday, September 15. The cost is \$75 per person, and includes wine with dinner. ■

Guide to Publishers' Bindings Available

Booksellers, librarians, and collectors of 19th century books with questions about publishers' bindings can find answers in a helpful set of guidelines put together by the Rare Books & Manuscripts Section (RBMS) of the Association for College & Research Libraries (ACRL).

"Guidelines: The Identification and Dating of 19th Century Publishers' Bindings" is a succinct chronological survey of technological developments and first appearances (embossed cloth, for instance, first appeared in 1833). It also includes comparisons of British and American practices and a brief bibliography. The "Guidelines" is in draft form (a "Glossary" is yet to be compiled).

Copies of the "Guidelines" have been posted on a number of electronic bulletin boards, including ExLibris, and are also available by sending a self-addressed stamped envelope to: Charlotte B. Brown, Department of Special Collections-URL, UCLA Library, Box 951575, Los Angeles, CA 90095-1575. ■

Bibliographical Society Awards Grants

The Bibliographical Society is pleased to announce that, as a result of the second competition for the research grants set up with funds received towards its centenary appeal, the following grants have been made:

- \$1,500 from the Bibliographical Society of America as the Fredson Bowers award, with an additional £250 from the Society, to Dr. James Raven for a study of book importation records of early North American colonial institutional libraries

- £500 from the Oxford Bibliographical Society, with an additional £1,000 from the Society, to Dr. N. Pickwoad for a study of bookbinding as practised in Oxford in the age of the handpress

- £650 to Mr. C. Rodine for a study of early modern mathematical publishing, the award associated with the Antiquarian Booksellers' Association

- £600 to Mr. C. M. Bajetta for a study of the physical aspect of presentation copies in Elizabethan England

- £400 to Professor M. J. Collie for a study of the concept of the "Big Book" in the history of science

- £500 to Professor G. R. Keiser for a study of the MSS of Lydgate's *Lyf of Our Lady*

- £500 to Mr. David Pearson for work on the history of bookbinding in Oxford, 1500 to 1620

- £250 to Mr. J. Scott Warren for a study of the presentation of books by Sir John Harington

- £400 to Dr. J. Sheppard for a study of medieval binding structures in Cambridge libraries

- £500 to Dr. W. H. Sherman for work on marginalia and the uses of books in the English Renaissance

- £450 to Ms. Lyndan Warner for a study of records of groups of private libraries in sixteenth-century France

1996 competition now open

The Bibliographical Society is now accepting applications for grants to be awarded in February 1996. Applications should be submitted by November 30, 1995, and should be supported by letters from two referees familiar with the applicant's work. A limited sum is also available from time to time for minor grants of £50 to £150 to be awarded on a year-round basis.

Further details and application forms for both major and minor grants are available from: Dr. E. S. Leedham-Green, University Archives, University Library, West Road, Cambridge CB3 9DR; e-mail: EL17@uk.ac.cam or EL17@cam.ac.uk ■

Libros '95 Celebrates Book Arts and Culture in the Southwest

Santa Fe will be host to *LIBROS '95: The Book Then and Now*, a month-long celebration of the book from September 15 through October 15, 1995. Featured events include a trade fair and symposium, exhibitions, workshops, lectures, readings, booksignings, and receptions. *LIBROS '95* promises something for readers, writers, collectors, and book professionals alike:

The Book Fair Days, September 27-30. Sweeney Convention Center, 201 West Marcy, Santa Fe. With a preview reception and Silent Auction benefitting the Museum of Indian Arts and Culture.

- Antiquarian Book Fair presenting rare, out-of-print, and illustrated books, autographs, and vintage or historically related materials

- Books of the West and Southwest presenting fine small presses of the West and Southwest, and books about the region or by writers of the region

- Book Arts and Fine Trade Publishing presenting fine art books, limited editions, fine trade books, calligraphy, paper making and marbling, and fine binding

- Ephemera and Paper Collectibles

- Symposium

Special Events Week, September 24-31. Sweeney Convention Center, the Palace of the Governors, and other locations in the city.

- Seminars, Workshops, and Demonstrations

- Readings, Booksignings, and Receptions

- Guided Tours of Santa Fe, Chimayó, and Taos

The Book as Art, September 15-October 15, 1995. Exhibitions at Sweeney Convention Center and locations throughout Santa Fe showcasing unique artists'

books and visual artworks incorporating or referencing the book.

Eleventh Annual Western States Books Awards. Presented by the Western States Arts Federation, with a gala reception with readings by the 1995 awardees.

Writing Your Self, October 6-11, 1995.

A writers' conference examining such creative personal nonfiction forms as diaries, personal and travel journals, memoirs, and family histories.

LIBROS '95 is a project of Recursos de Santa Fe, a non-profit corporation, and is funded in part by a grant from the City of Santa Fe Arts Commission and the 1% Lodgers Tax. Proceeds benefit educational and cultural programs of Recursos de Santa Fe. For more information contact: Recursos de Santa Fe, 825 Camino de Monte Rey, A3, Santa Fe, NM 87505; phone: (505) 982-9301 or (800) 732-6881; fax: (505) 989-8608. ■

ABAA Welcomes New Members

The *Newsletter* warmly welcomes the following new members, admitted at the Officers' and Board of Governors' Meeting in Chicago on May 22, 1995:

FULL MEMBERS

Daniel F. Adams, Waverly Books, 948 9th Street, Santa Monica, CA 90403; phone: (310) 393-4599.

Alberto C. Aroldi, Hobbyhorse Books, Inc., PO Box 591, HoHoKus, NJ 07423; phone: (201) 327-4717; fax: (201) 327-7789; e-mail: saroldi@ios.com

Scott F. De Wolfe, De Wolfe & Wood, PO Box 425, Alfred, ME 04002; phone: (207) 490-5572.

Charles L. Parkhurst, Charles Parkhurst Books, Inc., 327 Forest Hills Circle, Prescott, AZ 86303; phone: (602) 776-9871; fax: (602) 778-1075.

Forrest Proper, Joslin Hall Rare Books, PO Box 516, Concord, MA 01742; phone: (508) 371-3101; fax: (508) 371-6449.

Edward L. Smith, Ed Smith Books, PO Box 66, Oak View, CA 93022; phone: (805) 649-2844; fax: (805) 649-2869; e-mail: edsbooks@aol.com

ASSOCIATE MEMBERS

Carol E. Sandberg, Michael R. Thompson Bookseller, Los Angeles, CA

Jane Sarosciak, Kenneth Starosciak, San Francisco, CA

Kathleen Thompson, Michael R. Thompson Bookseller, Los Angeles, CA

TRANSITIONS

John Ballinger, The Bookpress, Ltd., Williamsburg, VA is now a full member..

Beth Garon, Beasley Books, Chicago, IL is now an associate member.

Paul Garon, Beasley Books, Chicago, IL is now a full member.

From the Security Committee . . .

The Security Committee would like to inform members of a new service offered by Trans-Art International, L.C., a newly-founded firm in Washington D.C.

A number of recent legal decisions have indicated that when a dealer sells merchandise without diligent research into legitimacy of title, in the event that title is successfully challenged, serious problems may ensue. If the sale is rescinded by the courts over such a title issue, reimbursement to the purchaser may now be required at currently assessed market value, not the original purchase price.

Since issues of title are not subject to any statute of limitation, a decade or two after the original transaction has taken place, a dealer could therefore experience a livelihood-threatening claim if material innocently sold is deemed to have been originally stolen or looted. Such nightmares are (perhaps) more likely to occur in the art world, but dealers buying books for large sums from private parties especially may want to inquire about Trans-Art's *Certificate of Inquiry for Duly Diligent Ownership*. Trans-Art may be reached at their U.S. office: 1511 K Street N.W., Suite 1100, Washington, DC 20005; phone: (202) 737-4913; fax: (202) 628-0627.

Writer Wanted

Ron Lieberman writes: An old associate of mine is now the editor of a monthly magazine devoted to collecting antiques. In the past, the magazine has had a regular book column, and he would like to revitalize.

He seeks a writer knowledgeable about a wide range of books and book markets and willing to commit to supplying an article (500-800 words) each month. These could be kept timely by being tied in with book fairs, scholarly gatherings, and collectors' conventions.

Contact: Ron Lieberman, The Family Album, RR 1 Box 42, Glen Rock, PA 17327; phone: (717) 235-2134; fax: (717) 235-8765; e-mail: RonBiblio@delphi.com or RareBook@yrkpa.kias.com

Updated Directories Available Soon

The newest edition of the ABAA *Membership Directory*, for 1995-1996, is at the printer's in New York at the time this issue of the *Newsletter* goes to press. Members and non-ABAA subscribers to the *Newsletter* should look for their copies in the mail during late August and early September, according to Edward Ripley-Duggan, who is overseeing the *Directory's* production.

This year's edition will be the first to include e-mail addresses and World Wide Web URLs for members, where applicable. The *Directory* for 1995-1996 retains the format familiar to ABAA members, but next year, look for a completely new design.

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

October 2, 1995

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Editor: Robert Rulon-Miller, Jr.; associate editors: Tracy E. Smith and Liane Wood-Thomas.

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