2012 Book Awards Announced
Events and Essays Abound

The winners of the 2012 Pacific Northwest Book Awards were made public on Jan 5. Here are your winners:

*The Sisters Brothers*
Patrick deWitt (Portland, OR)

*Habibi*
Craig Thompson (Portland, OR)

*Feathers: The Evolution of a Natural Miracle*
Thor Hanson (Friday Harbor, WA)

*The Chronology of Water*
Lidia Yuknavitch (Portland, OR)
West of Here  
Jonathan Evison (Bainbridge Island, WA)

Shards  
Ismet Prcic (Portland, OR)

Just as last year, each of the winning authors will have an original essay featured on Northwest Book Lovers. Ismet Prcic was the first, debuting on Jan 11 and Lidia Yuknavitch's featured week starts today. The series will run through mid-February.

Each winning author has also selected a favorite PNBA store for a reading and/or signing and award presentation.

Jonathan Evison kicks off the series with an evening at Eagle Harbor Books on Bainbridge Island on Jan 31. The night will serve as the celebration of his PNBA award as well as the release of the paperback version of his book.

Craig Thompson will appear in Cannon Beach, OR, as part of the Cannon Beach Library's Second Saturday author series and will sign books across the street at Cannon Beach Book Co. Feb 11.

Lidia Yuknavitch will appear at Portland's Broadway Books and Thor Hanson at Friday Harbor's Griffin Bay Bookstore, but dates have not been set. Ismet Prcic selected Powell's on Hawthorne as his home base but has not booked an event at this time. No word, yet, from Patrick deWitt.

NWBL Noteworthies

Recent Noisemakers

* We shared the news about Nancy Pearl's collaboration with Amazon and then tested the waters of our member stores to see if they were interested in sending her an open letter expressing our disappointment in both the partnership and her public advocacy for the Kindle. More than 50 stores signed on in agreement in the first 48 hours. Some of the signers called into question Pearl's 2011 PNBA Lifetime Achievement Award. Additionally, a handful of booksellers asked us not to send the letter and recommended we first open a dialogue with Pearl. PNBA has since had a "cordial and informative" conversation with Pearl's agent and considers the matter ongoing. The issue has been added to the agenda for board of directors meeting scheduled for the 29/30 of this month.
* As noted above, the 2012 Pacific Northwest Book Awards were announced to the industry and the press and to the *readers of NWBL* on Jan 5. The following Wednesday launched six weeks of acceptance speech essays from our six winners. *Ismet Prcic* and *Lidia Yuknavitch* have been published to date.

* And for all you classic booksellers who are still collectible but with a bit of a worn spine, the University Bookstore has the *perfect T-shirt/disclaimer* for you.

### Send Us Your Recs!

**Face Out What You Love**

Did you know that NWBL features a new book recommendation from one of our booksellers every day in *Face Out* and that we link all of the titles and book jackets back to the sales sites for the booksellers' stores or IndieBound? As we get more readers, we hope they'll be clicking on those links and buying their books from you. Tell us what you love, so we can send more customers to you.

### Join NWBL on Facebook

**Let's Hike the Likes**

Our fans receive a new Face Out every day and news every time we post an author or bookseller essay or interview.

### World Book Night

**Answer The Call**

Carl Lennertz was all-day caffeinated well before Red Bull and a social media maven long before the smart phone. The former HarperCollins indie advocate and BookSense creator is now director of U.S. World Book Night and he wants you in on the fun this April. The best way to find out about what you and your store can do is to probably just read his appeal as published in *Bookselling This Week*.

Check out the "bookseller" tab at worldbooknight.org, feel free to write Carl if you need more and—to make him really, really happy—tweet it far and wide.

### You Know It's True...

**Sexy Stickers are Back!**

The Mountains & Plains Independent Booksellers Association has announced that they are once again facilitating production of store-customized "Reading is Sexy" and
"Read Or Die Stickers."

Booksellers and customers love them equally, so fill out this simple form and fax it to MPIBA at 970-484-0037.

It takes about three weeks from order to arrival, and you will be shown a proof prior to production.

Wi7: Education and Enrichment

**Member Notes**

**Beach Reading**
Two new coastal stores have joined the member ranks of PNBA. We'd like to welcome Lucy's Books, of Astoria, OR and Blind Dog Books, of Pacific Beach, WA.

**Bob Harrison Picks up Chelsea Green**
As of January 1, Chelsea Green Publishing has dropped the house rep model and signed on with the Karel/Dutton commission group to represent its books to trade accounts in the Western States. Bob Harrison will be selling Chelsea Green to accounts in the Northwest.

**Thank You, Santa**
After sharing the bad news that she'd been laid off in early December, Peggy Lindgren was rewarded for being so good in 2011 (and all other years) with the news, just in time for Christmas, that Macmillan had found a way to keep her on the payroll. She's been reallocated to the merchandise side of the operation and will now serve as NW rep to companies such as Fred Meyer and The News Group.

We've already invited her to drop by the show and visit this fall.

**Sad News**
In other Macmillan-related news, our NW rep and friend Reed Oros lost his wife, Susan, on Jan 2, after a period of illness. Cards can be sent to the following:

Reed Oros
2011, 2012 Calendar

Jan 18-20  Winter Institute 7, New Orleans
Jan 19    BPNW meeting, Seattle *(weather permitting)*
Jan 26    NABP meeting, Lake Oswego
Jan 29-30 PNBA Annual Board Retreat, Troutdale
June 4-7  BEA 2012, NYC
Oct 13-15 PNBA Tradeshow, Tacoma

Classifieds
Now On NWBL

PNBA classified advertisement listings are now featured on the NW Book Lovers blog. NWBL greatly broadens the options and the audience for NW book-related postings. Current PNBA members are eligible for free classifieds. Contact Jamie for guidelines and scheduling.

If you don't see photos or images in this version of our newsletter, try viewing it from our website. We post the newsletter to our website within a few days of emailing it.
ABA Coming to PDX
Member Forum Set for Spring

The American Booksellers Association will join PNBA for an education lineup and luncheon on Wed, March 28 at Annie Bloom's Books' Southwest Portland village favorite, O'Connor's restaurant.

The event will start with a PNBA Education Committee offering, likely focused on "new media," from 9 - 10:15 am.

From 10:30 - 12, ABA will deliver "The Best of Wi7's Best Practices Sessions." The original 12 Winter Institute sessions covered everything from children's bookselling, to Google Analytics, to empowering your indie business alliance. "The Best of the Best" is a roundup of the top bookseller tips.

At noon, ABA will offer a sponsored lunch forum hosted by CEO Oren Teicher. This open discussion of industry issues will be driven by attendees, so come prepared with questions and ideas.

The forum concludes at 2pm, which only leaves an hour to kill next door at Annie Bloom's before
O'Connor's happy hour starts at 3pm. Not ABA sponsored, sorry.

Please send pre-happy hour RSVP's to ABA's Nathan Halter before March 23.

Oren Teicher

Book Awards Buzz
The Winners Are Out There

Jonathan Evison kicked off the NW indie awards season with a Jan 31 appearance at his hometown store, Eagle Harbor Book Co. August will see the release of a new novel, *The Revised Fundamentals of Caregiving*, but Evison rewarded his audience with a leapfrog, reading passages from another future novel, *The Dreamlife of Huntington Sales*.

Craig Thompson spent a night at the beach on Feb 11, courtesy of the Cannon Beach Library and Cannon Beach Book Co. Thompson read to a crowd of 30 at the library and then headed across the street to the bookstore, crowd in tow, including the local paper and the town mayor! He was presented his award by fantasy legend and recently settled Cannon Beach local Terry Brooks. Thompson also sketched on a book for a customer while she explained how she'd just read his book *Blankets* back at home, in Beaverton, and just happened to be at the Coast the same weekend he was appearing. They were both delighted.

Our plaque designer made a run to Portland last weekend and dropped off a couple more of the awards at their ceremonial locations. Patrick deWitt was given his award at Powell's City of Books on Sunday evening. It was presented by his friend, fellow writer and Powell's employee, Kevin Sampsell. We're expecting a report soon.

Ismet Prcic will appear at Powell's on Hawthorne Thursday night, the 23rd. Manager (and show registration volunteer fave) Jan Waldmann
received the plaque and finds it "wonderful." She says they'll have a real-life photographer on hand on Thursday, so we'll try and follow up with some shots of "Izzy" next month.

Thor Hanson’s plaque just arrived at Griffin Bay Bookstore, Friday Harbor, San Juan Island writes owner, Laura Norris. "It's beautiful--thanks!" His celebration is this Saturday, the 25th. Lidia Yuknavitch will be honored at Broadway Books in Portland March 6. Recaps to come.

NWBL Noteworthies
Recent Noisemakers

* When the January edition of Footnotes went out our 2012 Book Award season had just begun. Ismet Prcic's sweet and revealing essay was the first of our six winners essays published and not an award had been handed out. Over the past month, an additional five essays have hit the page and three plaques have been presented. Algonquin also gave away a really fancy version of West of Here; fancier than Johnny's hat.

* Fireside Books is in danger of losing top billing in Eowyn Ivey's bio, which has traditionally listed "author" as secondary to her bookselling duties. Ivey's Snow Child is a NW bestseller that's getting national and now international attention. After we ran the Australian interview, Inkling's Bookshop's Susan Richmond sent word via Facebook from vacation in New Zealand. The wonder of the north has gone even farther south: "...I'm visiting in Queenstown, NZ and saw Eowyn Ivey's book front and center at Whitcoulls! So very far from Alaska! I took a pic. I'll send it when I get a better wi-fi connection."

* Ahh, honey, honey. Cheryl Strayed is Sugar, and she and her new memoir, Wild, are featured everywhere from The Oregonian to Vogue. If you maybe wondered why a little-known author had a breakfast slot at the fall show, now you know. Look for an interview with Strayed on NWBL March 14.

Send Us Your Recs!
Face Out What You Love

Did you know that NWBL features a new book recommendation from one of our booksellers every day in Face Out and that we link all of the titles and book jackets back to the sales sites for the booksellers' stores or IndieBound? As we get more readers, we hope they'll be clicking on those links and buying their books from you. Tell us what you love, so we can send more customers to you.

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Let's Hike the Likes

Our fans receive a new Face Out every day and news every time we post an author or bookseller essay or interview.
Former Bookseller Walks Two Miles for Books
It’s in Mary Gleysteen’s Blood

In December we announced the sad-for-us, happy-for-her retirement of Eagle Harbor’s Mary Gleysteen. She recently wrote PNBA to check in from the post-bookstore world, and here’s a distillation of that spirited letter.

Thanks so much for your kind words and good wishes on my retirement. I am loving the freedom for things like travel and sleeping in, and, of course, reading. I am very much missing my friends and colleagues in the world of books, however.
I recently returned from a week in northwest Iowa at the Okoboji winter games--ice fishing, beer drinking, music, card playing and general revelry. It was just about right--lots of ice and no fish to unhook or clean.

One of the high points of the trip was actually a visit to Birchbark Books in Minneapolis. I had a layover at the airport, so took light rail, a bus, and walked 2 miles to Lake of the Isles and Louise Erdrich's magical bookstore.

I'm planning a three-week Amtrak adventure with a friend. We are going to Birmingham in late March to a workshop on Gandhian non-violence with Narayan Desai and Jim Douglass whose book, JFK [and the Unspeakable]: Why He Died and Why It Matters, was extraordinary. Jim has a new book out, Gandhi and the Unspeakable: His Final Experiment With Truth, which I am also looking forward to reading.

After visiting various civil rights landmarks, we'll stop off in New Orleans and Atlanta on our way back to Seattle.

Please let me know if you have books to recommend in preparation for this trip or to read on the train, and bookstores we shouldn't miss along the way.

I will be back home by April 23rd for World Book Night. I am going to give out Sherman Alexie's The Absolutely True Diary of a Part time Indian at the local skateboard park (and in the woods behind the park where the less athletically inclined kids go to smoke and hangout) and at the convenience store at the Port Gamble S'Klallam Reservation. My hope is that these teens who go to the same high school will find something in common to talk about. I'm looking forward to it!

**Member Notes**

**Hey, Ann Patchett Did It**
"Owning a Bookstore: The Business Essentials" will take place March 19-23 on Amelia Island, FL. Key topics: strategies for making a profit in retail bookselling, best practices for driving sales, creating a magical sense of place with store design and merchandising, buying and managing inventory. More than a dozen trainers, including an ABA officer and a regional Small Business Administration loan officer, will provide in-depth training for success. Visit PazBookBiz.com.

**Too Close to Home**
Citing the struggling economy, MIBA's Board of Directors voted to eliminate the full-time Assistant Director position. MIBA will streamline operations prior to making additional staffing decisions.

**Ingram Behind World Book Night**
From the Ingram release: "Publicity surrounding World Book Night titles will have readers seeking out the 30 titles. Keep them available with an extra 3% discount when ordering from Ingram. Discount is available until April 30, 2012."
## 2012 Calendar

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## Classifieds

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Article Headline

Article Headline

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Classified Information

ABA Forum in Two Weeks!

Members to Meet in Portland

The American Booksellers Association will join PNBA for an education lineup and luncheon on Wed, March 28 at Annie Bloom's Books' Southwest Portland village favorite, O'Connor's restaurant.

The event will start with a PNBA Education Committee offering "One Great Idea That Worked in Our Store," from 9 - 10:15 am. Attendees are asked to come prepared to share one event, promotion, outreach or initiative that worked well for their stores. The session will be moderated by Jamil Zaidi, PNBA's Board President and a buyer at
Elliott Bay Book Company, and will include several other Board members speaking about their own ideas and efforts.

From 10:30 - 12, ABA will deliver "The Best of Wi7's Best Practices Sessions." The original 12 Winter Institute sessions covered everything from children's bookselling, to Google Analytics, to empowering your indie business alliance. "The Best of the Best" is a roundup of the top bookseller tips.

At noon, ABA will offer a sponsored lunch forum hosted by CEO Oren Teicher. This open discussion of industry issues will be driven by attendees, so come prepared with questions and ideas.

The forum concludes at 2pm, which only leaves an hour to kill next door at Annie Bloom's before O'Connor's' happy hour starts at 3pm. Not ABA sponsored, sorry.

Please send pre-happy hour RSVP's to ABA's Nathan Halter before March 23.

PNBA Signs On Against PayPal Censorship
Online Sales Giant Trying to Buck the Constitution

PNBA has signed on to the efforts of The American Booksellers Foundation for Free Expression and the National Coalition Against Censorship protesting PayPal, after the sales processing company threatened to terminate the accounts of online booksellers and publishers who offer materials depicting acts of incest, rape and bestiality.

"The issue is whether or not PayPal should be able to decide what can or cannot be sold using their service," said Thom Chambliss, PNBA's Executive Director. "They are threatening to disconnect publishers of certain types of erotica, which is protected by the Constitution as free speech."

Read the Mar 6 Bookselling This Week article, which gives a full account of the story following PayPal's Feb 18 ultimatum.

Want to add your name to the list? Visit the Electronic Frontier Foundation for easy submission.
Book Awards Buzz
Round Two Wraps Up

Last month we told you about plaque presentations for Jonathan Evison and Craig Thompson. This month we have reports on the additional four book award events from the winners' favorite NW bookstores.

Writer and bookseller Kevin Sampsell reported that Powell's City of Books hosted about 150 attendees for Patrick deWitt's February 19 celebration and that they "sold a bunch of books," which was great for the store. Getting to present a Pacific Northwest Book Award to his friend, great for Sampsell.

Photographer Scott Ryan snapped the greatest array of author event photos that we can recall. It's obvious that Ismet Prcic feels right at home at Powell's on Hawthorne, where he received his award Feb 23. Check out Ryan's Eyepiphany Photography Flickr photostream of the author he describes as, "gifted, fun, and quite animated."

Griffin Bay Bookstore held an afternoon open house Feb 25 for Friday Harbor's Thor Hanson. Owner Laura Norris (pictured here, with Hanson) described the "low key" party (40 people in a little store, on a little island-not bad) as, "local and wonderful." Hanson read aloud his NWBookLovers essay, "Associations."

"We went through almost a case of champagne, if that tells you anything!" says Broadway Books' Sally McPherson about Lidia Yuknavitch's Mar 6 award celebration. It was a standing-room-only party, complete with Chuck Palahniuk, Chelsea Cain and a Chronology of Water cake--the unbanded version--provided by Yuknavitch's Portland publisher, Hawthorne Books.
NWBL Noteworthies
Recent Noisemakers

* Cheryl Strayed has been blowing up for weeks now, and *Wild* hasn't yet hit the shelves! That will change on Mar 20 when the general public will finally get to read what the hype is all about and we'll have a new bestseller. Here's NWBL's interview with the Portland author, "Digging Into What's True."

* Yet another example of Sherman Alexie acting as spiritual guru, iron fist and voice of reason for your indie efforts. Feel empowered and just plain good by reading "Amazon is the 1%."
* Matt Ruff kicked off his run at a third Pacific Northwest Book Award with the release of his latest novel, *The Mirage*. Village Books’ Lindsey McGuirk corralled him at the keyboard for an interview where Ruff reveals, among evolutionary details of *The Mirage*, that he’s really more of a grinner than a snickerer.

* Paulina Springs bookseller Amanda MacNaughton gives us a lively and thoughtful interview, including the heartbreak of staff recs and a savvy perspective on e-books.

* Meet a Sasquatch more interested in stocking books at Watermark Book Co. than stalking the residents of Anacortes.

**Send Us Your Favorite Handsells**
Display What You Love to Book Lovers Everywhere

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Our fans receive a new Face Out every day and news every time we post an author or bookseller essay or interview.

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**The Big Night Approaches**
One More Rundown of the Details

Make use of the participating bookseller timeline, promotional web graphics and a whole lot of recommendations and reminders from ABA and WBN.

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**Help Decide Indies Choice, E.B. White Winners**
Deadline is March 31

The American Booksellers Association is encouraging all booksellers from ABA member stores to vote for your favorite books of the past year.

Voters will determine winners in eight categories, including three inductees for the Picture Book Hall of Fame. Weigh the finalists and complete your ballot here.

Winners will be announced April 5 and will be invited to participate in ABA's Celebration of Bookselling Author Awards Luncheon at BEA in
Member Notes

All Things Cool
PNBA welcomes new member All Things Small Pendants, specializing in fun, affordable and custom pendant jewelry, including an ever-growing selection of NW book cover classics for your check out counter.

Ducks Bolting
Penny Hutchens is leaving the UO Duck Store after 28 years to pursue a pharmacy tech certification. Hutchens, who's worked as a frontline bookseller, shipping and receiving clerk and for the last four-and-a-half years, as the trade buyer, says she's sad to leave the business, but adds: "I think this is a good direction to go, and when I'm not too wrapped up in the present, I get a bit excited about the future." Hutchens also wanted us to point interested parties in the direction of a pretty good gig open at the Duck Store and old friends to Mac's at the Vet's Club, 6-9, Mar 23. Joining the party will be another quarter century-plus Duck Store bookseller, Andy Lillich, whose retirement date is set for April 1.

For Sale Sign is Out
Jacobsen's Books, Hillsboro, OR and Queen Anne Books in Seattle have each put the word out that they are up for sale. NWBL Classifieds.

Windin' Your Way Down on Baker Street...
You'll find a book store that's closing up shop. After 17 years in business Baker Street Books in Black Diamond, Washington has April 15 pegged as the store's last day. NWBL Classifieds.

Thinning the Shelves
Free Fixtures! University Book Store needs to clean out its storage units. Most fixtures are double-sided 54" tall and 4' long. Some are taller/longer. For more info write or call Trevor Peterson, 206-545-9477 x316. Delivery possible.

Ingram Behind World Book Night
From the Ingram release: "Publicity surrounding World Book Night titles will have readers seeking out the 30 titles. Keep them available with an extra 3% discount when ordering from Ingram. Discount is available until April 30, 2012."

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A Simple Plan for Publishing's Future
by PNBA Executive Director Thom Chambliss

With the lawsuit filed against several of the largest publishers in the country challenging the way in which those publishers decided to adopt the "agency plan" for selling their eBooks (go here to Sea­attle Mystery Bookshop's blog for a nice summary of the settlement and what it means), all kinds of people are speaking out about the demise of publishing as we know it. Maybe they're right. My guess is, though, that at least some publishers will figure it out, will go their own way, and will eventually adopt agency plans--not just for eBooks, but for all of their new releases, new paperback...
editions, and new eBooks.

Why would publishers set minimum prices for their books? Simply to accommodate those authors who want to protect the value of their work, and in doing so, to protect the broadest and deepest ways of distributing books in a free market. Let me explain.

The movie industry has dealt with the issue of digitized product now for more than twenty years; perhaps the book industry can learn from its model. The movie producers, comparable to our publishers, decided early on NOT to release their movies directly to video at the same time as they released the films to theaters. Why? To maintain the value of their long and expensive work. Any movie released "direct to video," without first being run in theaters, was assumed to be so bad that it would lose money in theaters. Over the years, the film industry has established a logical, progressive marketing pattern for their products: first a film is released only to theaters, only at full price. Then the movie is released to video at full retail, and simultaneously to pay TV at premium prices. Finally, usually after a few years, the film is sold to network TV and the DVD is re-priced for mass-market sales.

What is the lesson for publishers? I believe that many publishers of quality books will soon begin selling their front list on an agency plan, meaning the book's price will be set by the publisher, NOT by the retailer, so that those people who most want the book will pay a premium for it. This would allow ALL retailers to sell the books competitively; no one vendor would be able to discount the book lower than its competitors. Perhaps, for many front-list titles, sales quantities would initially decline, because an author's book would not be available anywhere at massive discounts. However, after a reasonable time set by the publisher, that hardcover edition could be sold at discount by whomever. If the book had been well-received by the book buying public at its premium price, the newly discounted copies might see massively increased sales. Then, with the release of the first trade paperback edition, another wave of marketing would take place, dictated by the success of the total premium and discount-priced sales of the hardcover, and sold initially only at the premium paper price, under agency pricing. Again, within a time adopted by the publisher, those editions would eventually be sold at discount. At that point, the eBook versions would be released, many initially sold at publisher-set agency prices, before eventually being offered at discounts set by the retailers.

What advantages would such a system offer? Basically, the same advantages that it offers to the movie industry: the publisher maintains its income and control over the initial release of the product, provides itself with upcoming opportunities to re-market each new edition of the book, and assures the author that he or she will continue to provide the editorial and promotional opportunities, and income, that direct-to-eBook releases don't offer.

Some people complain that publishers should release their books at the lowest possible price, because the public shouldn't have to pay a "premium." Are these same people complaining that the movie studios should release all of their new movies to DVD, at the lowest price based on the cost of transferring the data to disc? If not, why not?
Probably because they know that that model would be disaster for the movie producer, and would mean that no one would be able to produce movies at a profit. That is the dilemma facing publishers today: they cannot make a profit by releasing their new books direct to eBook at the lowest cost of data transfer. Some of us respond to that with "Well, duh."

God forbid that I, or anyone else, should tell publishers what to do. I mean this as a suggestion that publishers look at what is working and why. Yes, if publishers moved to agency plan sales for all of their "new releases," in every format, it would mean that independent retail bookstores could again compete on the sale of books, and a lot more of them might survive in such a rejuvenated industry. And, yes, I work for some of those book retailers, so I have a vested interest. But I also believe that publishers, big and small, provide enormous benefit to their authors and thus to the public. Almost every book they publish is chosen not so much with profit in mind, but to share ideas, often at a loss.

Publishers pay up front to acquire books; invest in editorial processes to improve them and make them even better than their first drafts; invest in sometimes wide and sweeping marketing and promotional programs to help the books reach their widest audience; and print, package and distribute the books, all in the hope that they will make enough money to pay for the investment. And, if they are enormously lucky and successful, additional profits may just help pay for the publishing of other books that might not ever make back the expenses. That is the nature of publishing.

If Amazon, or any one discounter, ever becomes the only source of publishing and distribution of books in this country, free speech will become a lost dream. I encourage my publisher friends to think for themselves, and to save themselves while they still can.

Board of Directors News
New Members, Budgets and Bad Apples

The PNBA Board of Directors met in Portland immediately after the ABA Forum on March 28 and confirmed the election of a new member, Tegan Tigani, children's book buyer and event coordinator at Queen Anne Avenue Books in Seattle. Tegan (pronounced "Tay-gun") is also the current chair of PNBA's Awards Committee and was elected as the new Vice-President of the PNBA Board. The Board also confirmed the re-election of three
current board members: Karla Nelson, owner of Time Enough Books in Ilwaco, WA; Courtney Payne, Northwest regional sales rep for Chronicle Books; and Susan Richmond, owner of Inklings Bookshop in Yakima, WA. The Board elected Karla Nelson as the new President of PNBA, and re-elected Brad Smith, owner of Paulina Springs Books in Sisters, OR, as the Secretary/Treasurer. Jamil Zaidi, a manager at Elliott Bay Book Company in Seattle and PNBA’s President last year, now becomes the Association’s Immediate Past President, voting only in a cases of a tie. Sylla McClellan, owner of Third Street Books in McMinnville, OR, had been the Immediate Past President, and has now concluded her (current) stint on the Board. She was a member of the Awards Committee for three years, including one as Chair, was the chair of the Education Committee for one year and served a total of five years on the PNBA Board. We will miss her leadership.

In other action, the Board adopted an unbalanced budget for the first time in at least twenty years. With encouragement from the Executive Director, the Board decided that there is no time like now to be spending some of our "Rainy Day Fund" to benefit our members and to subsidize such programs as the fall show and the holiday catalog. The budget for 2012 projects a loss of at least $34,000. PNBA currently has about $250,000 in savings.

The Executive Director confirmed to the Board that a third bookstore member was expelled from the Association this year, for selling books collected for free at the fall show. All bookseller and library members are urged to note that when you register for the show, you are agreeing to abide by the rule that books acquired at the show may not be sold, either in your store or online. PNBA staff will collect evidence and expel any members about whom we receive verifiable complaints.

Google Dropping eBooks Reseller Program
ABA Going Back to the Drawing Board

Last week the American Booksellers Association learned that Google will be discontinuing its Google eBooks reseller program as of January 31, 2013. The Google reseller program is an e-book wholesaler to numerous online retailers around the world, including ABA IndieCommerce stores in the U.S. ABA addressed the Google announcement and the challenge of finding a new IndieCommerce solution in the April 5 edition of *Bookselling This Week*.

An FAQ resource page has been posted on the IndieCommerce site to help prepare stores for the coming changes.
NWBL Noteworthies
Recent Noisemakers

* Thanks to Lindsey McGuirk for presenting some tough questions and to Nancy Pearl for answering them.

* Amidst some good-natured coworker teasing, Klindt's Bookellers' Angela Hanson took a simple idea and turned it into smooth functioning system and increased sales.

* You aren't alone if you were a bit fooled by our April 1 essay from Portland's James Bernard Frost. He played it tight, and he played it cool. And he made a little fun of hipsters, too.

* We've been receiving some terrific recommendations on our One Nightstand. Remember, anyone can drop a note about what they are reading or have read. That means you!

Send Us Your Favorite Handsells
Display What You Love to Book Lovers Everywhere

Did you know that NWBL features a new book recommendation from one of our booksellers every day in Face Out and that we link all of the titles and book jackets back to the sales sites for the booksellers' stores or IndieBound? As we get more readers, we hope they'll be clicking on those links and buying their books from you. Tell us what you love, so we can send more customers to you.

NWBL Now on Twitter!
Follow us.

Get Involved on Facebook
Keep up and join in.

Our fans receive a new Face Out every day and alerts every time we post a new story.
Final Week Countdown
And One Last Rundown

Bookselling This Week released some final notes about the big event, with a few last-minute checklist items and logistical clarifications as well as a list of the top 25 giver cities. Congratulations to PNBA store towns Hamilton, MT and Corvallis, OR for making the top 25 in per capita participation. It's guaranteed that Chapter One and Grass Roots had an impact!

Indies Choice and E.B. White Winners
Northwest Hit Makes the List

The American Booksellers Association has announced the indie bookseller favorites of the past year and one of PNBA's biggest hits is on the list.

Amazingly, Lynnwood, Washington's Colin Meloy tied with his sister, Maile Meloy, as winners of the 2012 E.B. White Read-Aloud Award for Middle Readers. Colin Meloy and his wife, Carson Ellis, are the creative force behind Wildwood, PNBA's 2011 holiday catalog theme title and a long-running bestseller. Maile Meloy won for The Apothecary.

All winners have been invited to participate in ABA's Celebration of Bookselling Author Awards Luncheon at BEA in NYC.

Plan Ahead for Page Ahead
Book Drive Set for Late May

Washington stores have the opportunity again this year to generate sales and receive regional media attention while providing new books for children from low-income families across the state through The Books for Kids Book Drive, sponsored by Page Ahead.

Page Ahead will produce and distribute all of the advertising, which will encourage their supporters and other potential customers to visit participating stores from May 28 through June 8 and buy books for donation. Page Ahead will even produce shelf ads to download and print for use in your store to identify the program. All you have to do is promote the program to your customers, sell the books and collect them for Page Ahead.

Look for mailings from the PNBA office or contact Thom for program details.
Lit Grant Program Available
Help Out Your Town and Your Store

Booksellers: It's time again to be thinking about PNBA's Matching Literacy Grants program. Any time you donate retail books or cash to a non-profit, literacy-oriented group, you and your recipient may be eligible for a matching grant of up to $300 from PNBA. In 2011 the program was revised so that the grant money is offered in terms of "credit" for the recipient literacy group to spend only in your store, so your efforts are guaranteed to pay you back.

Mary Gleysteen, who handled donations for Eagle Harbor Book Company last year, said, "The new process was just as easy as the old." And Deon Stonehouse at Sunriver Books and Music told us that, "This was the first year we submitted a grant application. The kids at Three Rivers School were thrilled! We were very grateful to PNBA for helping to make this happen."
Member Notes

**A Greeting from Your New Commander in Chief**
As noted above, your new PNBA President is Karla Nelson of Time Enough Books, in Ilwaco, WA. We've posted her introduction on the Board of Directors page on the PNBA web site.

**Idea Exchange**
The PNBA Spring Forum kicked off last month with a session urging stores to share promotions, events and changes they have executed during the last twelve months that enhanced traffic and sales in their stores. The resulting compilation can be viewed on the Bookseller Resources page at PNBA.org: One Great Idea That Worked in My Store.

**Anniversary and Future Plans, Bookbroads Style**
Broadway Books believes that surviving 20 years as an independent bookstore is a big deal, and they plan to party up the occasion on May 6. The anniversary celebration comes on the heels of their recent State of the Union announcement, which we profiled on NWBL and is posted as a reference on the Bookseller Resources page at PNBA.org.

**Third Street Tightens Up**
Former Board President Sylla McClellan announced in her most recent newsletter that the McMinnville, OR, store is shrinking its footprint and attempting to lease a portion of its space. "We have been facing very real challenges in the last few years. We have managed to reinvent ourselves enough to continue to move forward. Making significant changes to our physical space is another way we hope to be able to continue to sustain ourselves."

2012 Calendar

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<td>World Book Night</td>
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In This Issue
The E.D. on the DOJ
NWBL Noteworthies
Customer Speak
Page Ahead Book Drive
Larson Wins Crystal Kite

Let the DOJ Know Where You Stand
Your E.D. Urges You to State Your Case
Dear PNBA Members,

I am writing to urge you to consider writing a personal letter to John Read in the Antitrust Division of the Department of Justice to explain why you are opposed to the lawsuit against publishers for their use of the "Agency Model" for selling eBooks, and why you think that the real culprit in this instance is Amazon and its predatory pricing strategies, which are being used to push other booksellers out of the market.

Here is a detailed letter that was sent by ABA CEO Oren Teicher to all members of the American Booksellers Association, explaining the ABA's position on the issue and calling for as many booksellers as possible to send their thoughts to the Justice Department, in hopes that we can encourage a re-assessment of the issue and a withdrawal of the suit against our publisher allies.

As you will read in Oren's letter, we need as many booksellers as possible to send their personal thoughts to the Justice Department if we are going to gain any traction for our concerns. PLEASE write a letter, send it to John Read at the Justice Department (address posted in Teicher’s letter), and copy me and copy ABA, whether you are an ABA member or not. Feel free to use any part of my language, but remember that the more personal your message, the more impact it is likely to have. We don't want all of the letters to sound the same.

Thank you for taking the time to consider this action, and let me know if you have any questions or problems with this issue or my approach.

Sincerely,
Thom

NWBL Noteworthies

* Northwest Book Lovers is getting a makeover. Get ready for a new look, more giveaways and regular features from the following highly qualified cast of contributors.

Coming in June!

Jeffrey Shaffer, bookseller, Annie Bloom's Books, Portland
Lindsey McGuirk, bookseller and digital marketing and publishing
coordinator, Village Books, Bellingham
Miriam Landis, bookseller/webmonkey, Island Books, Mercer Island
George Carroll, independent publishers' rep, Redsides Publishing Services
John W. Marshall and Christine Deavel, co-owners, Open Books: A Poem Emporium, Seattle
Angela Hanson, bookseller and YA specialist, Klindt's Books, The Dalles
Amanda MacNaughton, bookseller and events coordinator, Paulina Springs Books, Sisters and Redmond, OR
Brad Craft, bookseller and used book buyer, University Book Store, Seattle
René Kirkpatrick, long-time bookseller

Recent Site Highlights

* Charles Finn explained why he's still paying the price for his early writing success (second grade), and his refreshing voice made us glad that he keeps going home to do it all over again.

* Brian Doyle's broadside ballad for Broadway Books (say it ten times, fast).

* Chloe Caldwell was quick to admit that her mom was cool enough to get there first and graciously thanked her for adding a dose of Sugar to her life.

* One hundred transactions in one hour left Third Street Books owner Sylla McClellan nearly speechless. "Wow!"

* Mercer Island is fertile ground, as Island Books seems to endlessly mine its stacks and its staff for inspiration.

* We've been receiving some terrific recommendations on our One Nightstand. Remember, anyone can drop a note about what you're reading or have read. That means you!

Send Us Your Favorite Handsells

Did you know that NWBL regularly features new book recommendations from booksellers in Face Out and that we link all of the titles and book jackets back to the sales sites for the booksellers' stores or IndieBound? As we get more readers, we hope they'll be clicking on those links and buying their books from you. Tell us what you love, so we can send more customers to you.

NWBL Now on Twitter!
Follow us.

Get Involved on Facebook
Keep up and join in.

Our fans receive news every time we post a new story or recommendation.
Customers Say the Weirdest Things
Will You Watch My Kids While I Get a Bagel?

North American booksellers are encouraged to submit their most irreverent customer conversations to Overlook Press for the chance to be included in Weird Things Customers Say in Bookstores, to be published this fall. Participants must include their first and last names as well as the name of the store in which their conversation took place. Submissions must be received by June 7, the last day of BEA, and those selected for inclusion will be announced in July.

Best Books for Kids Drive
Page Ahead Helping You Get Set

More than 20 Washington stores have signed on to collect new books for children from low-income families across the state through Page Ahead’s Best Books for Kids Book Drive, May 28 - June 8.

Participating stores can download promotional materials, including a web ad and display flyers. In the coming weeks the drive will be promoted in the Seattle Weekly, press releases to local media outlets, blogs, Facebook, donor emails and in Washington indies and around their communities.

Please feel free to contact Page Ahead's Susan Waller with any questions or suggestions.

Publisher’s note: Review the program notes sent by Thom on May 15. The letter contains some great ideas for how to get the most out of the Page Ahead promotion in your store.
Larson Flying High
Best of the West

The Society of Children's Book Writers and Illustrators has announced the winners of its 2012 Crystal Kite Awards and Seattle's Kirby Larson is one of 15 international winners. Larson's *The Friendship Doll*, inspired by a photo of a 1920's Montana farm girl she came across while researching *Hattie Big Sky*, was honored for the American West division (Washington, Oregon, Alaska, Idaho, Montana, North Dakota, South Dakota).

The Crystal Kites are given annually to recognize great books from 15 regional SCBWI divisions around the world. The awards are chosen by other children's book writers and illustrators, making them the only peer-given awards in publishing for young readers.

Lit Grant Program Available
Help Out Your Town and Your Store

Booksellers: It's time again to be thinking about PNBA's Matching Literacy Grants program. Any time you donate retail books or cash to a non-profit, literacy-oriented group, you and your recipient may be eligible for a matching grant of up to $300 from PNBA. In 2011 the program was revised so that the grant money is offered in terms of "credit" for the recipient literacy group to spend only in your store, so your efforts are guaranteed to pay you back.

"Parnassus Books has participated in PNBA's matching literacy grant program on several occasions over the years. In 2011, the process was slightly altered to insure that the recipient groups would return to our store to utilize their matching grant. The non-profit group I worked with in 2011 was delighted to be able to return to Parnassus Books and pick out another $300 worth of books. This process did take an additional step in that I had to send the receipt to PNBA after the sales transaction, but the value of having the money return to the store made the extra step more than worthwhile."

--Maggie Freitag, owner of Parnassus Books in Ketchikan and member of the PNBA Board of Directors

Member Notes

We Need Your Store Blurbs!
When NWBookLovers.org re-launches in June, we expect site traffic to increase and visits to your store profile to follow suit. If you have not
Book Stoppage
Hood River's Book Stop is closing its doors this month after a seven year run. Owner Cynthia Christensen suffered an injury late last year that kept her away from the family-run store for several months. She says in a heartfelt letter to customers: "In light of what you have come to mean to everyone in my family, I regret to tell you that Book Stop will be closing its doors this month. Sadly, all the hard work of my family, and that of my new extended family during my recovery, could not make up for the absence of this passionate bookseller. My time away, compounded with the current economy, and the post-holiday lull was more than our financial and physical reserves could bear. . . ."

20 Years and Plenty of Spring in its Step
On May 26, Paulina Springs Books will mark its 20th anniversary in Sisters, OR with a reunion of former owners and employees, games, cake, discounts and a live soundtrack from The Anvil Blasters.

"Twenty years is not really that long in the grand scheme of things (although gas was $1.05 a gallon), but when you consider the size of Sisters and the decline of independent bookstores around the country, it is a testament to the loyalty of the Paulina Springs shoppers that we can still enjoy all that it provides to the community."
--Owner and PNBA Board Treasurer, Brad Smith

Idea Exchange
The PNBA Spring Forum featured a session urging stores to share promotions, events and changes they have executed during the last twelve months that enhanced traffic and sales in their stores. Read the resulting compilation on the Bookseller Resources page at PNBA.org: One Great Idea That Worked in My Store.

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In This Issue

Why Indies Matter
Books on the Bus
Store Makeover
NWBL Noteworthies
Member Notes
Calendar

Why Indies Matter
Share the Many Reasons

ABA debuted the new Why Indies Matter campaign at BEA, and now they need stores to champion the message and "to grow the campaign organically and exponentially."

Find out what you can do and exactly how to do it from Bookselling This Week.

Reading and Riding
Putting Books on the Bus

On June 21, King County will launch its first ever book club for bus riders. A project of the nonprofit Transportation Choices Coalition and partners King County Library System, King County Metro and Richard Hugo House, Books on the Bus gets rolling with two main goals:

1) Create a sense of community on public buses.
2) Promote reading and discussion in King County.
The project is ongoing, featuring a new book selection every quarter of the year. Participants will read the selection on their bus commutes, then attend an event to celebrate and discuss that book at the end of its quarter. The program's first selection is *Hotel Angeline*, the collaborative *Seattle 7 Writers* novel spearheaded by Garth Stein.

For more information about how Books on the Bus works, visit the Books on the Bus web page.

**Bookstores, Get On Board!**

As a part of its effort to deepen community connections, the program will encourage participants to check out the books at the public library or to purchase them at a local, independent bookstores.

Independent booksellers in King County can participate in Books on the Bus by prominently displaying the quarterly selections and, the program's coordinators hope, offering the books at a discount, suggested at 15%.

Participating stores will be listed on a page on the program's website and will receive Books on the Bus shelftalkers and stickers to identify the selections.

To sign up your store email or call Carla Saulter (206-329-2336).

---

2012 Pacific Northwest Book Award winner Jonathan Evison signing at BEA

**Bookstore Makover**

Could Your Store Use a Spruce?

To celebrate its 20th anniversary, The Bookstore Training Group Paz & Associates will award one deserving recipient a bookstore makeover. The chosen bookstore will receive free store design and merchandising services, up to $2,000 in materials and services for improvements, a copy of the staff training video "Bookstore Merchandising Made Easy" and on-site
To qualify, a bookseller must: belong to ABA and have been in business for at least ten years within the United States; have an area up to 2,000 square feet of an existing space that could benefit from a design makeover; be willing to provide labor needed for painting, fixture placement, or other tasks; and see the project through from implementation to completion prior to October 15, 2012.

The "before" and "after" story will be spotlighted in an upcoming issue of *Indie Bookstore Entrepreneur*, Paz & Associates' e-newsletter, and will be shared with book industry publications.

To enter, download the design questionnaire from the Paz & Associates website. Submit the completed questionnaire with photos and a diagram of the store's current layout by July 4, 2012. The winner will be chosen by July 31, 2012.

NWBL Noteworthies

New look, new features, new contributors, new fans. And we've given away a lot of really cool stuff!

Here are a few of the highlights since the June 1 re-launch:

* Lindsey McGuirk spoke with Jess Walter about his penchant for bringing couples together with Italian profanity.

* This won't be the last time you see the doodles of Brad Craft on NWBL.

* Little Century is poised to be a big hit for first time novelist, long-time Oregon girl Anna Keese.

* George Carroll likens Amazon's attitude and data manipulation to Gaylord Perry and his infamous spitball, and we love him for that.

* René Kirkpatrick remembers how reading ahead merely gave her the chance to read Ray Bradbury all over again.

Share Your Favorite Handsells

Did you know that NWBL regularly features new book recommendations from booksellers in *Face Out* and that we link all of the titles and book jackets back to the sales sites for the booksellers' stores or IndieBound? Tell us what you love, so we can send more customers your way.

Want to share your reaction conversationally and right away? Don't forget *One Nightstand*, where anyone can publish a NWBL note about what you are reading or have read. That means you!
Member Notes

Many Moons Gone By
Langley, Washington's Moonraker Books celebrated 40 years in business June 15, a day declared "Moonraker Day" by the town’s mayor.

BookPeople Goes BookPlush
BookPeople of Moscow has a 40-year history but looks and feels like a completely new store. The store was purchased last December, reopened in February and was officially christened on May 17. Bookselling This Week gave the rundown on the big day.

Agency Model Support Letters Deadline
June 25 is the last day to turn in your letters to the Department of Justice in opposition to the lawsuit against publishers for their use of the "Agency Model" for selling eBooks. Read Executive Director Thom Chambliss' letter from the May edition of Footnotes for submission details.

We Need Your Store Blurbs!
Visits to NWBookLovers.org are up since the June 1 re-launch. If you have not provided a descriptive blurb and/or photo of your store for the Find a Store page, this would be a good time to work something up and take advantage of the exposure. Have fun with it. It's your store--you know what there is to love!
Klindt’s Second Annual YA Fest, The Dalles, OR

2012 Calendar

June 21   BPNW meeting, Seattle
June 21   Books on the Bus begins
June 25   Agency Model support letters to DOJ due
June 28   NABP meeting, Lake Oswego, OR
Aug 11-14 Seattle Gift Show
Sept 30   Banned Books Week begins
Oct 13-15 PNBA Tradeshows, Tacoma

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Looking Ahead to Tacoma

NWBL Noteworthies

Member Notes Galore

Calendar

Tacoma Teaser
Show Starts to Take Shape

Sherman Alexie heads a stellar list of breakfast speakers for this year's fall tradeshow, Oct. 13-15 at the Hotel Murano in Tacoma. Alexie's short story collection *Blasphemy* is due from Grove Press in October.

The other confirmed breakfast presenters are Rosemary Wells (*Max and Ruby's Treasure Hunt*), Laini Taylor (*Days of Blood and Starlight*), Ivan Doig (*The Bartender's Tale*), Jonathan Evison (*The Revised Fundamentals of Caregiving*), Jon Klassen (*This Is Not My Hat*) and Eowyn Ivey (*The Snow Child*).

And this is just how we'll start your day! Attendee registration details coming soon.
NWBL Noteworthies

Recent Site Highlights

* Lindsey McGuirk mines the jukebox that is Pauls Toutonghi for some classic country tunes in her latest Conversations interview, and he tells us why his Evel Knievel Days protagonist is lucky he's written and not real.

* George Carroll does his rep business the old-fashioned way--save maybe the laptop--in his North-North-West column.

* Portland author Natalie Serber writes to make sense of the world and cooks to bring tangible love to the table.

* In her Bookselling in the Desert column, Paulina Springs Books' Amanda MacNaughton ponders a new handselling technique for frustratingly tough sell books with gay protagonists. It's called, "Read the damn book--it won't kill you!"

* PNBA's marketing director explains how to get a free glass of wine out of Jim Harrison.

Share Your Favorite Handsells

Did you know that NWBL regularly features new book recommendations from booksellers in Face Out and that we link all of the titles and book jackets back to the sales sites for the booksellers' stores or IndieBound? Tell us what you love, so we can send more customers your way.

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NWBL Now on Twitter!

Follow us.

Get Involved on Facebook

Keep up and join in.

Our fans receive alerts when we post a new story, column, interview or recommendation. And if you'd like our followers to know about news and events happening at your store, post it on our Facebook wall. There's no easier way to catch the attention of 700 verified NW book lovers!
**Member Notes**

**Highly Qualified**
René Kirkpatrick tells us she’ll need to update her NWBL contributor bio. The *Folded & Gathered* columnist and professional bookseller, formerly of Third Place Books, All for Kids and the University of Oregon Bookstore, is now the manager of Mockingbird Books at Green Lake, Seattle. You can send congratulatory comments [here](#).

**Not So Crazy**
PNBA member author and [C3 Publications](#) owner George Wright had the "bare bones of a crazy idea" that's about to become a reality. The Crazy Eights Author Tour--eight Oregon towns; eight stores and, roughly, eight authors per stop--has coalesced better than Wright had even hoped. Check out his formidable "gangs of writers" on the [C8 tour page](#) and dare to think crazy about your own events.

**Island's Best**
The residents of Bainbridge Island voted Eagle Harbor Book Co. the island's Best Retailer in the 2012 *Inside Bainbridge Best of the Island* contest. Congrats on the IBBI!

**Bob's Beach Blowout**
It starts with a simple four-author panel at Lincoln City's Bijou Theatre and then blows up into a 50-author speaking and signing party in the plaza! It’s the Bob’s Beach Books [2012 Northwest Author Fair](#), and it's happening August 25.

**Finally Reopened**
Black Diamond, Washington has a bookstore once again. Baker Street Books said goodbye to the community in April, was purchased at the 11th hour, then shut down, revamped and has now reopened as Finally Found Books. Thanks to *Shelf Awareness* for the story from the *Maple Valley Reporter*.

**PSU Goes NBC**
Portland State University Bookstore has left the ranks of the independents, recently being purchased by Nebraska Book Company. NBC owns over 250 college stores nationwide.

**We Need Your Store Blurbs!**
Visits to NWBookLovers.org are up since the June 1 re-launch. If you have not provided a descriptive blurb and/or photo of your store for the [Find a Store](#) page, this would be a good time to work something up and take advantage of the exposure. Have fun with it. It’s your store--you know what there is to love!

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PNBA Booksellers: Stock up on this fall’s most impressive debut!
Taking the Show to Tacoma
First Night In-Store Event Added

The 2012 PNBA Tradeshow will be held Oct. 13-15 at the Hotel Murano in Tacoma. The Murano is an independently owned, art-themed hotel, with beautiful decor, excellent service, and a fine restaurant. Just being there will add a real flair to the show.

When you're ready to book, click on the Murano logo on PNBA's show page and you'll automatically receive the special show rate of $129 per night, just as soon as you plug in your dates.

And even though it's gorgeous, we will pull you out of the hotel for at least one evening during the show. PNBA and King's Books are proud to introduce the Northwest Classics First Night Buffet on Saturday, Oct 13 at 6:30pm. Enjoy free food, the company of your fellow booksellers and librarians, and signings from several highly accomplished Northwest authors in the cozy atmosphere of an authentic bookstore, just ten blocks from the hotel!

From there, it's back to the hotel and on to The Nightcapper . . .
Booksellers attending this year's PNBA show in Tacoma will have the chance to meet a new exhibitor. Here's what GLIBA's Executive Director Deb Leonard had to say about BINC:

"I wanted to let you all know about the Book Industry Charitable Foundation. This is a 501(c)3 nonprofit that provides financial emergency assistance to booksellers experiencing an unexpected financial crisis. The organization began as the Borders Group Foundation, with a mission to help BGI employees and their families. Last year they expanded their focus to include booksellers at large. The foundation is based here in Ann Arbor. I was familiar with them when my husband was a BGI employee, and I have met with several members of the organization in the last few months. They are on the up and up, and it is a great program."

You can familiarize yourself with BINC and its assistance process on the Bookseller Programs page at PNBA.org.

Banned Books Week Bonanza
Make Your Statement Against Censorship

ABFFE is providing a wealth of resources for your store to join the campaign against literary censorship during Banned Books Week, Sept. 29 - Oct. 6.

Last year's Internet Read-Out was a smashing success and will be at the center of the 2012 campaign. Visit ABFFE's read-out page for examples of celebrity, author and bookseller videos from last year, as well as written and video instructions on how to produce and share your own for this year's effort.
Additionally, ABFFE has created a new poster and updated some of the past year's designs for download and display in your store. They are also offering deals on some of their popular t-shirts, buttons, bumper stickers and bookmarks through the ABFFE online store.

ABFFE encourages you to upload your efforts and events to the state-by-state listing at the official Banned Books Week website.

**NWBL Noteworthies**

**Recent Site Highlights**

* Overcoming uncooperative electronics, Thom Chambliss and René Kirkpatrick were able to get to the real "chicken guts" of Ivan Doig's writing in an interview with the king of the Pacific Northwest Book Award.

* NWBL's Jamie Passaro interviewed Seattle historian Paula Becker about the legacy of Betty MacDonald and the rescue of commemorative doorknobs.

* Miriam Landis mused on those (at least for now) one-hit-wonders that will, thankfully, never leave her consciousness in Reading-Related Rambles.

* Susan and Adam of Inklings Bookshop paid sweet and hilarious tribute to Nora Ephron.

* Elliott Bay's Kristianne Huntsberger seriously intuited the recent heat wave with her Molly Moon's Homemade Ice Cream missive.

* Love in Ilwaco, Poe in summertime and crows for everyone from Brad Craft in Doodles.

**Share Your Favorite Handsells**

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Keep up and join in.

Our fans receive alerts when we post a new story, column, interview or recommendation. And if you'd like
our followers to know about news and events happening at your store, post it on our Facebook wall. There's no easier way to catch the attention of more than 700 verified NW book lovers!

Member Notes

Calling Alaska Stores
The Michael Pritikin Rural Library Project is looking for an Alaska library to be the recipient of this year's tradeshow donation. Please send a paragraph or two describing the library and why it could use a truck full of donated books to program coordinator Colin Rea by Aug. 31.

Shifting Gigs
We just received this news from longtime Wilcher Associates NW sales rep Christine Foye: "Hey, guys--you will get an official notice from S&S today or tomorrow that I am the new Northwest (and Denver) sales rep for Simon & Schuster, starting September 4."

Word is, Amy Schoppert is headed back to school. Study hard, Amy! And congratulations, Christine!

NABP No More, For Now
The Board of Directors for the Northwest Association of Book Publishers recently voted to "close the organization in its current legal and financial form." The group's Executive Director, Paul Gerald, reports that a committee is already exploring the possibilities of a new organizational form and a future for the association.

Wathen Honored
Sean Wathen, co-owner of Hamilton, MT's Chapter One Book Store, has been honored by Humanities Montana with a 2012 Humanities Hero award. Read the full story at Bookselling This Week. Way to go, Sean!

World Book Night, Behind and Ahead
This year was a blast and a success. Mark your calendars for next year; you guessed it, April 23.

Four Decades for Edmonds Bookshop
The Edmonds, Washington indie quietly marked forty years in business in July.

Kids Catalog
The ABC Children's Group's 2012 Best Books for Children catalog is in production and they have released the list of 200+ featured books. ABA general members will receive 20 copies of the catalog for store handout and ABC-specific stores will receive 250. An order form is available for larger quantities, but priority orders are due today!

Green Bean's Wish Granted
The children's store has been selected to receive one of the Portland Development Commission's coveted Storefront Improvement Program grants and plans for a facelift and covered events patio are underway. The store also launched an Indiegogo campaign to pad the grant and
fully complete the upgrades.

**One Storefront Down**
Much like the move made by Third Street Books earlier this year (April Member Notes), St. Helens Book Shop is going for a sleeker presence. Owner Lori Cardiff said in a note to customers: "The big problem, expenses keep going up and sales keep going down. It doesn't take a business degree to realize that this is not sustainable. I have decided that in order to continue to serve this community it will be necessary to shrink my floor space. Starting September 1st we will occupy only one of the two storefronts we currently rent."

**Shipping Books?**
Bonner's Books, Bonners Ferry, ID, has hundreds of second-hand padded book mailing envelopes, boxed and in good condition. Also available, boxed and clean, quality mixed packing material. FREE. Email if interested.

**We Need Your Store Blurbs!**
Visits to NWBookLovers.org are up since the June 1 re-launch. If you have not provided a descriptive blurb and/or photo of your store for the Find a Store page, this would be a good time to work something up and take advantage of the exposure. Have fun with it. It's your store--you know what there is to love!

**2012, 2013 Calendar**

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Now On NWBL
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It's Showtime!
by Thom Chambliss, PNBA Executive Director

Yes, it's time again for the annual show. This year, a change of venue brings us to Tacoma and the art-filled Hotel Murano. This might just be the best vacation many booksellers will have all year!

Go here to receive our special $129/night rate, with free parking and WiFi. Remember, the deadline to reserve a room at our special rate is Friday, September 28, or when the rooms are sold out.

To find ALL of the show events in one place, check out the PNBA show page. Remember, as a cost-cutting measure, we will NOT print the show program this year, so print your own copies of any pages you might need at the show. We will have a limited number of one-sheets on hand at the registration desk listing the events in chronological order for each day, but those schedules will not include details. As soon as the entire schedule is completed we'll post the comprehensive program on the show page.

The show will begin Saturday, October 13 with a full schedule of Educational Sessions. Some highlights include a talk by the executive director of the Book Industry Charitable Foundation, an ABA session to introduce the new indieCommerce deal with Kobo and the now classic Reps' Pick of the Lists. We produce separate sessions for authors, small publishers and librarians.
but sincerely hope that some of you will try moving between tracks to see how the other half lives.

In addition to our first-day author events, including the Celebration of Authors and The Nightcapper, plan on attending the new Northwest Classics First Night Dinner, hosted by King's Books, just ten blocks from the hotel. In addition to meeting some of the Northwest's finest authors and getting signed copies of their newest works, everyone wearing a 2012 show badge will be offered a FREE buffet meal before the author presentations start at 7pm.

The Sunday Book & Author Breakfast will be headlined by the incomparable Sherman Alexie. At 9:30 the exhibits will open to attendees and you’ll have a chance to meet the sales reps and publishers, without whom we would NOT have a show. PLEASE remember to bring with you as many orders as you can, especially after you've taken a look at the tremendous Show Specials, as well as the Buyer's Sheet for your 2012 Holiday Books guide.

The BuzzBooks contest will also take place on the floor all day Sunday. A rundown of this year's contest appears in an article below.

After the exhibits close for the day at 4:30 Sunday, eight authors will sign for an hour. At 7 pm the incredibly popular Feast of Authors will begin, featuring twenty well-known authors. Where else do you get to sit down with some of your favorite authors to talk one-on-one about their work? After the meal, attendees will receive a random selection of at least twelve of the evening’s featured books.

Monday's Book & Author Breakfast has the new wave and the old guard sharing the stage. The second day of exhibits will be open for four hours, with author signings in the morning and the Exciting National Voices showcase during the lunch hour. Boxed lunches will be available for just $10. Author autographing from 1 - 2 pm will close out the show.

Register Now. The authors want to meet you. Your fellow booksellers want to see you. And PNBA needs you there.

Tacoma Dining Guide
Take the Advice of a Local

Evonne Agnello is an author and a member of Book Publisher's Network who lives in Tacoma. When she offered to help us get settled in for a show in her hometown, we threw her this question: Where should we eat?

Agnello says there are many nice restaurants within a several-block radius of the Murano that should be easy for attendees to find. Some of those walkable recommendations are Pacific Grill, Indochine, and if you want THE classiest place in town, El Gaucho.

For those looking for a little more on-the-town exploration, here's what she suggests:
"There are two neighborhoods, each about two-to-three miles away that have a great variety of restaurants: all along 6th Ave. and the Proctor District, at 26th and Proctor. At 6th and Pine, Primo Grill is one of the best, as well as Masa and Gateway to India. In Proctor, Europa Bistro and Pomodoro stand out.

Because of the spectacular views, the best dining in Tacoma may be on the waterfront, on Schuster Parkway, less than a ten-minute drive from the Hotel Murano. All of these are good: The Lobster Shop, C.I. Shenanigans, Harbor Lights, The Ram and Katie Downs. In addition, there is a two-mile walkway along the water for a great before or after dinner walk.

When you stop by to hear about Agnello's BuzzBook, Shaking Shame from Mental Illness, at the BPN booth next month, be sure to thank her for the recommendations.

Buzzworthiness TBD
Six Contenders for the Prize

A little friendly competition with bragging rights at stake--and you're the decider. Join your fellow librarians and booksellers Sunday on the show floor to hear a few pitches and, hopefully, adopt some for yourself and your customers.

Make all the stops. Cast your vote. Maybe get lucky and win a cash prize that will pay for a couple of dinners and some drinks!

The contenders:

Shaking Shame from Mental Illness
by Evonne Agnello
Book Publisher’s Network

A memoir with a message of hope for anyone who has suffered from depression or trauma or known someone who has. Two family suicides plunge Evonne into darkness where she finds that writing plays a strong role as she trudges through the mental muck to find peace.

The Case of D.B. Cooper’s Parachute
by William L. Sullivan
Navillus Press

Portland police detective Neil Ferguson uncovers a series of puzzling and threatening clues that lead to the identity of legendary hijacker D.B. Cooper, but when he delves deeper into a web of blackmail and murder, he realizes there may in fact be two Coopers.

Wilderness
by Lance Weller
Bloomsbury Publishing

Gig Harbor resident Lance Weller’s stunning debut; Cold Mountain meets East of the Mountains in this tale of a Civil War veteran’s final journey on the Pacific Coast.
Four Thousand Hooks: A True Story of Fishing and Coming of Age on the High Seas of Alaska
by Dean Adams
University of Washington Press

It's the summer of 1972, on an Alaskan halibut fishing boat. This adventurous memoir, like a great novel, follows Dean as he witnesses courage and vulnerability on the high seas, emerging with a deeper knowledge of himself and the world.

The Open Door: 100 Poems, 100 years of Poetry Magazine
edited by Don Share and Christian Wiman
University of Chicago Press

A stunning collection—a book not of the best or most familiar poems of the century, but one of incomparable archives, revealing conversations across time and enduring themes. Poetry—and Poetry—remains a vibrant, important part of today's cultural landscape.

The Carrion Birds
by Urban Waite
William Morrow & Co.

Set in a small town in the Southwest, a soulful work of literary noir rife with violence, vengeance, and contrition from a fresh voice in fiction. Seattle resident Waite is the author of the highly acclaimed The Terror of Living.

Book People Helping Book People
You Never Know When You Might Need BINC

Booksellers attending this year's PNBA show in Tacoma will have the chance to meet a new exhibitor. Here's what GLIBA's Executive Director Deb Leonard had to say about BINC:

"I wanted to let you all know about the Book Industry Charitable Foundation. This is a 501(c)3 nonprofit that provides financial emergency assistance to booksellers experiencing an unexpected financial crisis. The organization began as the Borders Group Foundation, with a mission to help BGI employees and their families. Last year they expanded their focus to include booksellers at large. The foundation is based here in Ann Arbor. I was familiar with them when my husband was a BGI employee, and I have met with several members of the organization in the last few months. They are on the up and up, and it is a great program."

You can familiarize yourself with BINC and its assistance process on the Bookseller Programs page at PNBA.org.
Ray wearing his heart on his sleeve in tribute to Elliott Bay Book Co. and Lidia Yuknavich, Chuck Palahniuk and Chelsea Cain wearing bunny slippers to Broadway Books.

* John Marshall is a die-hard Mariners fan and a consummate shopkeeper, but it's not easy to be both when history is on the line.

* Mark Holtzen holds his breath, holds his own novel up to some of his recommended tried and true classics and waits for the critics to weigh in--third graders, whew!

* Amanda Coplin wasn't a familiar name when NWBL interviewed her last month, but things change when you're stacked atop the PNBA bestseller list with the likes of Evison, Doig and Walter.

It's Never Too Late for Matching Grants
Take Advantage of the Program for Your Store and Community

Any time you donate retail books or cash to a non-profit, literacy-oriented group, you and your recipient may be eligible for a matching grant of up to $300 from PNBA. In 2011 the program was revised so that grant money is now offered in terms of "credit" for the recipient literacy group to spend only in your store, so your efforts are guaranteed to pay you back.

This year, Maggie Freitag, owner of Parnassus Books and head of PNBA's Literacy Committee, donated books to Ketchikan's Community Connections' Early Learning Program. This photo shows Freitag's PNBA matching grant at work!

Get to Know Kobo
ABA Puts it All in One Place

Bookselling This Week announced the launch of a new ABA web page that gathers all of the particulars related to the new Kobo eBooks and eReaders partnership announced just a few weeks ago.

Learn how to sign up and how to begin offering your customers Kobo eReaders and access to Kobo's nearly three million titles! The program also includes bookseller training as well as merchandising and marketing support.

Member Notes

Foye's New Gig
Your new S & S rep has some updated contact info for you: "Hey, everybody; below is my new contact information with Simon & Schuster. You may begin to send me orders/issues/rants and raves! Please send me an email at christine.foye@simonandschuster.com, as it's the quickest way for me to enter you into my S&S contact folder."
**Foye’s Old Gig**
Wilcher Associates, an independent commission rep group covering the 13 western states, is seeking a dynamic and self-starting individual to become the new Northwest rep. Geography tentatively includes Oregon, Washington, Idaho, and Montana. Candidate must have reliable transportation. Please send letter of interest and resume to Dan Skaggs.

**Rural Library Project**
The Craig Public Library of Craig, AK has been chosen as the recipient of all books and materials donated to the Michael Pritikin Rural Library Project by exhibitors at this year's show. The library was nominated by both Hearthside Books of Juneau and Parnassus Books of Ketchikan.

**Be a Part of the WBN Year One Legacy**
World Book Night is producing regional promotional videos from it's 2011 U.S. launch and they want to get working on the Pacific Northwest version. Send them your photos and share what you have on your Facebook and Pinterest pages. Here are the first two videos in the series, from New England and the Southeast.

**Deavel Wins a Big One**
Christine Deavel, co-owner of Seattle's Open Books: A Poem Emporium, is the winner of a 2012 Washington State Book Award for her collection, **Woodnote**. The award is administered by Seattle Public Library's Washington Center for the Book.

**ABA Looking for Board Members**
The American Booksellers Association's Nominating Committee is searching for qualified candidates to serve on the ABA Board of Directors. Read the full call at Bookselling This Week.

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If you don't see photos or images in this version of our newsletter, try viewing it from our website. We post the newsletter to our website within a few days of emailing it.
D.B. Cooper Gets Away with The Buzz Prize
Small Press Novel from Well-Known Hiking Expert Wins Floor Contest

Bill Sullivan was master of the pitch on the first day on the show floor as he outbuzzed the field en route to a BuzzBooks win for *The Case of D.B. Cooper's Parachute*.

"Murder, art theft, shanghai tunnels, hobo Ph.Ds, toxic waste and Russian spies--might as well throw in D.B. Cooper, too. *The Case of D.B. Cooper's Parachute* suggests that Eugene hiking guru Bill Sullivan is not just listening to birdsong while on the trail. His wheels are spinning, and the results are imaginative and entertaining in this internationally flavored Northwest mystery thriller."

- *The Register Guard*

*The Case of D.B. Cooper's Parachute*
by William L. Sullivan
Navillus Press
ISBN: 97809891570181

$100 prizes were drawn for:
"Thanks for a great tradeshow. We placed more orders than ever, including adding some new lines!"
--Diana Portwood, Bob's Beach Books, Lincoln City, OR

"We found books, chocolate, scarves, and card lines, catalogs still to go through, and so many stories to share with our coworkers and staff. We always learn from fellow booksellers who are so generous, and we have more ideas than time right now. We all came home with copious notes, dreams, and plans." --Becky Milner, owner of Vancouver's Vintage Books and PNBA Board member. She's shown here with the huge basket of homegrown Honeycrisp apples that she won in The Nightcapper drawing from Eva of the Farm author Dia Calhoun.
One Happy Library
Director "Absolutely Stunned"

The Craig Public Library, in Craig, AK, is more than a thousand books richer thanks to exhibitor donations to PNBA’s Michael Pritikin Rural Library Project at the show.

The press release was honored in places as far away as Beaumont, TX and Atlanta, GA, as well as closer to home. Here’s the story at Anchorage Daily News.

NWBL Noteworthies
Recent Site Highlights

While we were gearing up for, attending, and then recovering from the tradeshow, NWBL was still doing its thing for the NW lit scene.

* Auntie’s Books’ Melissa Opel interviewed her old MFA professor Gregory Spatz just before we had the chance to meet the Inukshuk author at The Nightcapper. We still owe him a song from that night (he’s the fiddler, on the left).

* Our favorite doodler, Brad Craft, used the words "caveman," "redneck" and "primitive" in his first paragraph, then paid expansive tribute to the #2 pencil, before finally letting us know that he’s published a book of his work.

* Jonathan Evison had breakfast goers drying eyes, holding sides and offering up post-speech hugs on the show’s final day. This piece addresses the crying part. Bookseller wardrobe post to come.

* Regular contributor Lindsey McGuirk worked the show floor and tapped her "fellow book-loving cohorts" to ask them to tell us about that one book that’s stuck with them this year.

* At BEA this spring, a huge poster of Spillover hung in the Norton booth, and it was scary. I could only imagine the content—but, it was David Quammen, so it was also bound to be brilliant and fascinating. True, but it is still scary as hell.
The Ladies of the Pacific Northwest Independent Bestseller List; Amanda Coplin and Maria Sempel sign their big hits prior to the Feast of Authors. (photo by Angela Hanson)

"What a great show! Just wanted to send a quick note to say thank you for including me. I had a fabulous experience as a first time author--I've imagined making the big step over the years, and it was everything I had hoped it would be." --Roberta Trahan, author of The Well of Tears and a show veteran as a publicity representative and education presenter.

Member Notes

Dear Diary
To coincide with Portland's Wordstock Festival, the Oregon Historical Society is now offering two prizes for the best journals or diaries written over a period of approximately ten months, starting in October of 2012. Make your diary a part of history.

Queen Anne Needs a Ruler
For the second time in less than a year, Seattle's Queen Anne Books is up for sale and will close in November if a buyer is not found. Comments by and contact info for owner Katharine Hershey can be found in the article at Shelf Awareness.
Turtleback, meet Chuckanut!

2012, 2013 Calendar

Nov 13  BPNW Meeting, Seattle
Feb 22-25  Winter Institute 8, Kansas City
April 23  World Book Night, All Around the World
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STAY PLUGGED IN
with book news and trends
delivered direct to your desktop.

CLICK HERE

INGRAM.

NORTHWEST Book Lovers
Local and Independent News and Views
NW Bookseller Recommendations and Reviews
Display Within a Display
Book Lovers Catalog Page a Fun Sell
by Brian Juememann, PNBA Marketing Director

With Holiday Books guides in stores for a couple of weeks now, booksellers have, no doubt, spotted a special section in the 2012 version. The Book Lovers feature (p.7), sponsored by our own NWBL, is a spotlight on books celebrating books, of which there were plenty in publisher lineups this fall.

I realized the industry was providing me a theme before heading to BEA this spring, so I brought along my pitch. And those who got it, got it. The idea was met with enthusiasm at several stops.

Black Dog & Leventhal got the momentum rolling with My Bookstore, one of my original inspirations for the feature. Paul Kozlowski, of Other Press,
responded to the idea, writing in a follow-up email that they wanted to commit *Monsieur Proust's Library*: "I like your 'books about books' theme!" Simon & Schuster was hip, and ended up with one adult and one kids title, *The Books They Gave Me* and *The Fantastic Flying Books of Mr. Morris Lessmore*. Cider Mill Press, *The Little Book of Books*, and F, S & G, *Mr. Penumbra's 24-Hour Bookstore*, each received post-BEA email pitches and wanted on board immediately.

Not everyone was inspired by my vision, so there are notable absentees. But these six books made for a solid one-page feature in the catalog that's easy to build into a display in your store—and it's easy to build around. So start pulling all of those book lovers books from your shelves, and spread the love.

Online ABFFE Art Auction A Go

eBay Variation of Popular BEA Fundraiser

Hurricane Sandy didn't make things any easier, but ABFFE's first ever *Holiday Children's Art Auction* will convene, as planned, on Nov. 27.

"Sandy was a setback, but we have a lot to be grateful for. Our office itself was not damaged, and the art that we had already collected is safe and sound," said ABFFE President Chris Finan. "We are confident that we will be able to launch on time."

More than four feet of water breeched the lower floor of the South Street Sea Port office building that houses ABFFE headquarters.

NWBL Noteworthies

Recent Site Highlights

* The 2013 Pacific Northwest Book Awards finalists were announced with the publication of the *Shortlist* Nov. 13.

* Kathleen Flenniken has impeccable timing. The same day the recently
named Poet Laureate of Washington's interview with John W. Marshall's ran on NWBL, she was named as one of the finalists for a 2013 PNBA award.

* Fresh off his D.B. Cooper BuzzBooks win at the tradeshow, William Sullivan shared his "if Jo Nesbo can do it" attitude with interviewer Amanda MacNaughton.

* It's good to be the Shelf Talker. Jeffrey Shaffer scored a new muffler, an epic one-liner and blueberry pancakes from Annie Bloom’s customers!

* Another shortlister to recently talk with us is Maria Semple, who admitted to Lindsey McGuirk that she took the disappointment of slow sales for her first book out on Seattle in her second.

Get Kobo-Proactive
Time to Bring Customers Up to Speed

With the switch from Google eBooks to Kobo underway, it's time to ask your customers to join you on the learning curve.

Eagle Harbor Book Co. is hosting a hands-on Kobo Q&A this weekend and their invitation ends with a very simple request: "If you are thinking of an eReader, please consider the one that will link automatically to your local bookseller!"

Have you told your customers about your switch to Kobo?
Want to be a WBN 2013 Host Store?
Dec. 1 is the deadline to sign up your store to be a distribution hub for your local book givers. The terms and application requirements are here. Email completed forms to Carl Lennertz.

Rep Changes
The University of Washington Press has changed its rep affiliation. Here are your new contacts for the Northwest region:

WA:
Rachael Levay
Sales and Publicity Manager, Univ. of Washington Press
Phone: (617) 871-0295
Fax: (617) 945-0137
remann@uw.edu

OR, ID, MT and AK:
William Gawronski
Columbia Sales Group
Phone: (310) 488-9059
Fax: (310) 832-4717
wgawronski@earthlink.net

Community Partners
Thanks to these PNBA stores for their outreach and congratulations to the local recipients of 2012 Matching Literacy Grants:

Armchair Books, Pendleton, OR
$100.76 to Altrusa Club of Pendleton

Grass Roots Books and Music, Corvallis, OR
$299.62 to SMART of Corvallis

Mockingbird Books, Seattle, WA
$300 to Page Ahead of Seattle

Parnassus Books, Ketchikan, AK
$300 to Community Connections Early Learning Program of Ketchikan

Sunriver Books & Music, Sunriver, OR
$215 to Raging Readers--Battle of the Books of Sunriver

End of the Trail?
Trails End Bookstore, Winthrop, WA, is looking for new owners to purchase the business. Julie and Ken Tate-Libby cite the difficult realities of raising a family on the earnings of an independent bookstore as their reason for selling Trails End. However, the business is solvent, grossing over $350,000 per year. The owners must sell Trails End by December 31, 2012, or will be forced to close the store. For more information, please call Julie Tate-Libby at 509-997-3089 or 509-996-2345.

St. Helens Book Shop to Close
As reported by owner Lori Cardiff on the store's website: "We responded to the economic slow-down by shrinking our floor plan, tightening our belt, and pushing through the elections and into the holidays, but unfortunately, given our daily sales, it just wasn't enough."
**SCIBA Director Resigns**

After 13 years at the helm, Jennifer Bigelow, Executive Director for the Southern California Independent Booksellers Association, is calling it quits. "After much thought, discussion with my family and Mary Williams, President of SCIBA (Skylight Books), I feel that my focus needs to be directed to my family."

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Montana/Idaho poet, John W. Wulf, reflects upon a life-time of "loving wrong".

Stock this heartfelt collection now for Christmas and Valentine's gifting!

78-1-4575-0492-1, 82pp, $10.95
Available from Ingram

For info, reviews, author bio, contact seijvenen@yahoo.com
ABA News to Note

IndieCommerce and Contact Updates

The American Booksellers Association will reopen on or about Wednesday, Dec 19 in their new offices in White Plains, NY. All of the ABA websites, including IndieCommerce, as well as all email addresses and the 800-number will be unaffected. However, all office phone and fax numbers will change.

* Main office address and phone updates, [here](#).
* Key contacts list, [here](#).

In other ABA news, **January 7** is an important date for IndieCommerce users. It's the last day to sign up for the Kobo eBook program, as the Google eBooks reseller program is phased out, and avoid an interruption in the ability to service eBook requests. For stores that have already signed up to make the switch but have not committed to a specific date, the switch will happen automatically on Jan 7.

Details on the ABA/Kobo partnership can be reviewed [here](#).

* Amanda MacNaughton explored the book lovers' elation of
discovering that perfect little green book with that one story or the edition with the calligraphy on the cover in her "Bookselling in the Desert" column.

* Christine Deavel's latest "From the Poetry Frontier" post recapped 2012, the year of the poetry touchstone doorstopper.

* We were introduced to a couple of new NW voices in back-to-back above-the-fold features from Eugene's Eliot Treichel and Portland's Michael Heald. Remember, you heard them here first.

* Through the search for the perfect piece of Christmas literature, "Doodles" columnist Brad Craft recalled the magic of Christmas, "as we best remember it, and will never quite know again." And when it comes to your great auntie's conglomerate bowl of hard candy, that's actually a good thing.

* A big thanks to Portland's Broadway Books for sharing "24 Days of Books," a Face Out each day in December leading up to Christmas.

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**Kobo Mini**

**Big Promotion**

Kobo is offering a just in time for the holidays $49.99 deal to Kobo retailers on sales of Minis.

Terms are good on in-store purchases of on-hand inventory for three days only, Dec 21-23. Kobo will not honor rainchecks or credit sales outside of the three-day promotional window. Minis are in stock at Ingram, so contact your rep today!

Online, in-store and e-newsletter promotional materials will be available on ABA's Kobo Resource Page by Tues, Dec 17.

When you provide ABA with with an electronically generated sales report or duplicate copies of register receipts, you will be reimbursed $30 per eligible device sold. Reports and questions should be directed to kobo@bookweb.org. Hard copy reports may be mailed to Neil Strandberg at the new ABA address listed in the article above. Reports must be electronically received or postmarked by Jan 2, 2013.

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**Member Notes**

**BINC, Good to Meet You**

The Book Industry Charitable Foundation not only introduced itself and its services to our membership at the tradeshow, it gave away some prizes, as well. Congratulations to Erin Smith, of Third Street Books, and Robert Portwood, of Bob's Beach Books, winners of $100 AmEx gift cards.

**Carroll's Sales Calls Just Got Longer**
In addition to his existing roster of publishers, George Carroll will now be representing all of the lines previously handled by Christine Foye and Wilcher Associates. Foye moved to Simon & Schuster in September. For a complete roster of of pubs now represented by Carroll, please consult your member handbook.

**Welcome, Wiskermans**
Bryan and Christy Wiskerman are the new owners of Gulliver’s Books, in Fairbanks. The longtime customers started the process a year ago when they had a conversation with previous owner, David Hollingsworth, and Christy began a working internship at the store the next day. They officially took over in October.

**Wi8 Scholarships**
A full ten percent of the 500 bookseller attendees registered for the ABA’s eighth Winter Institute, Feb 22-25, Kansas City, will be there on industry scholarships. Among the ten percenters, these Northwesterners, listed with their benefactors: Alec Milner, Vintage Books, Vancouver, WA (MP Publishing); Deon Stonehouse, Sunriver Books & Music, Sunriver, OR (W.W. Norton); Christy McDanold, Secret Garden Books, Seattle, WA (Random House Children’s); and Sam Kaas and a sidekick TBD, Village Books, Bellingham, WA (Black Dog & Leventhal, *My Bookstore Contest*).

**Murray’s Off the Road**
No word on where the accounts will land, but catalogs from Beautiful America, Schiffer Publishing and University of Iowa Press will no longer come to you by way of John Murray. "No maudlin, sappy epistle from me. Time to cut and run." But don’t call it retirement. "I’m resigning," he says.

**Another Store Sinks**
Budget cuts have closed the bookstore at the Hatfield Marine Science Center in Newport, OR. Manager Lynne Wright hopes to some day find her way back to the PNBA fold: "After more than 30 years with ABA and 15 with PNBA, I can't imagine not being around!"

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**2013 Calendar**

<table>
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<th>Date</th>
<th>Event</th>
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<tr>
<td>Jan 27, 28</td>
<td>Annual PNBA Board Retreat, Troutdale, OR</td>
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<tr>
<td>Feb 22-25</td>
<td>Winter Institute 8, Kansas City</td>
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<td>April 4</td>
<td>ABA Forum, Seattle (tentative)</td>
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<td>April 23</td>
<td>World Book Night, All Around the World</td>
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<td>May 28</td>
<td>BEA begins, NYC</td>
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**Classifieds**
Now On NWBL

PNBA classified advertisement listings are now featured on the NW
Book Lovers blog. NWBL greatly broadens the options and the audience for NW book-related postings. Current PNBA members are eligible for free classifieds. Contact Jamie for guidelines and scheduling.

If you don't see photos or images in this version of our newsletter, try viewing it from our website. We post the newsletter to our website within a few days of publication.
National Book Award Winner

From New York Times Bestselling Author
LOUISE ERDRICH

The ROUND HOUSE
ON SALE NOW