

PUBLISHING TRENDS

July 2004

News & Opinion on the Changing World of Book Publishing

Volume XI, Number VII

Used Blues

Used Books Become Newer Everyday, To Many Publishers' Dismay

DAYS BEFORE **BILL CLINTON**'S *MY LIFE* WENT ON SALE LAST month, a handful of shrewd and Internet-savvy book buyers were auctioning off their copies of this "rare" edition on **eBay** — and promising to ship the book the day it hit store shelves. That number jumped to over a hundred in the early hours of the release date, many of whom guaranteed autographed copies, though the book signing event was later that day or week. The "Buy It Now" prices for these signed copies ranged from \$150 to \$450 — an exorbitant increase from the \$35 list price, or **Amazon**'s \$21. A mere week after the autobiography was released, about 300 used copies (including audio versions) were up for sale on **Abebooks**, **Amazon** and **Alibris** — the top three used-book-selling sites. (Note: It's hard to know exactly how many because the online listing categories "New" and "Like New" are rather subjective.) These sites, along with a horde of smaller online used book vendors, make up a sales channel that not only denies publishers profit and authors royalties, but wreaks havoc on publishers' attempts to track titles' popularity.

Welcome to the new used-book market: It's now more of a science than a leisure time activity — both for the buyer as well as the seller. Gone are the days of squeezing through a maze of dusty used books and happening upon a 1926 first edition of *PHEASANTS: THEIR LIVES AND HOMES* for the birdwatcher in your family; now you're practically guaranteed a copy of the hottest new beach-appropriate paperback for a fraction of the list price, and you'll find it in less than a minute with the help of your favorite shopbot. For those on the other end of the transaction, the Internet can provide hefty profits without the overhead of a traditional store.

The number of US readers who feel comfortable buying used books is surging, thanks in large part to **Amazon**, and its handy listing of used copies when a shopper searches for a title. Americans bought 150 million used books in 2003, or 14 % of the general trade books purchased between April and December 2003, according to **Ipsos BookTrends**. Online used book sales could double and reach \$2 billion by 2007, **Forrester Research** predicts. Current studies indicate that about 5% of US household dollars spent on books goes toward used copies, but a spokesperson for **Abebooks** says the company, which as one of the leading online used bookseller may be in the best position to track such numbers, thinks this estimate is low. Although publishers have long been aware that used book sales over the

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Book View

PEOPLE

June was a relatively quiet month, though that doesn't guarantee a quiet summer, judging from the increase of job listings on industry job boards and murmurings around town:

Harold Augenbraum is leaving **The Mercantile Library** to become Executive Director of the **National Book Foundation**, effective July 12. A search committee has been formed to find a new Director for the Library.

Fred Ciporen has confirmed the rumor that **Reed Business Information** has pulled the plug on his **Reed Business Press** imprint after less than 18 months. Seven people are being laid off, including Editorial Director, **Beau Friedlander**. Ciporen expects the 20 plus titles to find homes elsewhere.

Jay Cosgrove has gone to **Yale U. Press** as Sales Director. He was Wholesale Trade Sales Director of **Random Adult Trade**.

Rick Horgan, most recently VP, Executive Editor, at **Warner Books**, is moving to **Crown**, with the same title. **Doug Pepper** left recently to return to Canada, but this is not a direct replacement. **Becky Cabaza**, Editorial Director of **Three Rivers Press**, has hired **Katie McHugh** as Associate Editor. She worked most recently at **Perigee Books**. More hires to come, we hear.

Don Laventhall has joined **Harold Ober Associates Inc.** as a literary agent and the Director of Film Rights. Laventhall was a producer on "The Pelican Brief" and "The Devil's Own."

Lisa Benenson has joined **Rebus**, the medical packager and publisher, as VP Editorial Director. She was formerly the Editor-in-Chief for both *Working Mother* and *Working Woman* magazines, and served as Editorial Director and VP for the magazines' parent company, Working Woman Network.

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Also in this issue:

- *Who's Scouting Whom? Pull-out Guide*
- *CBA Show: From Baby Lambs to Chuck Norris*
- *Golden Noose Winner Set on Staten Island*

Book View

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Liza Baker has gone to **Little, Brown** for Young Readers as Executive Editor and Director of Special Projects. This is a new position. And speaking of **Time Warner's** Book Group, **Andrew Malkin**, has become VP International at **Ingram**, reporting to **Peter Clifton**. He was most recently Brand Manager at TWBG.

At **S&S, Scribner** Director of Publicity **Pat Eisemann** is leaving the company. Eisemann has worked for the imprint for 10 years and on and off for S&S since 1984.

S&S Children's Publishing has hired **Suzanne Harper** as Senior VP Publisher for hardcover. Harper, who was Editor-in-Chief of *Disney Adventures* magazine since 1997, succeeds **Brenda Bowen**, who left S&S earlier this year to join Hyperion Books for Children.

Ariane Fink is leaving **Sanford Greenberger** to set up her own scouting agency. And **May Wuthrich** has announced that, as of July 31st, **Gotham Scouting Partners** will be closing its doors. Wuthrich may be reached at 646-734-8200. Her associate, **DW Gibson** may be reached at 917-319-6452 or DWMgibson@yahoo.com. Clients **Piper, Bzztôh** and **Owl's Agency** in Japan will announce their respective plans shortly.

Webster Younce will join **Houghton Mifflin** as a Senior Editor, as of July 12. He was at Random House. Meanwhile, four years out of college, **Hyperion's Ben Loehnen** has moved to Little Random to oversee what the house calls "a new business program."

Carie Freimuth and **John Hughes** announced they're leaving their respective jobs at **HarperCollins** and **Perseus**, and New York. Hughes explains: "This has been a tough choice for me, as it means turning away from my loved and respected colleagues (including **Matty Goldberg, Liz Maguire, and Jamie Brickhouse**) and the uniquely worthy lists we've published, at just the time when Perseus is emerging as an even better place to work. Carie says: "There's much I'm excited about in relocating to Denver — it's my hometown, and much of my family lives there. ... And it's a big adventure at the beginning of our married lives. I've loved the 19 years I've worked in publishing here. I've been blessed to work with many outstanding books, remarkable authors and wonderful colleagues over that time.

Here's hoping our friends and colleagues who might be visiting in the West will look us up!"

In another re-org at what used to be **Grolier**, 31 positions have been eliminated in the continuity division of **Scholastic's** Danbury, Conn., office, representing 20% of the work force. Earlier in June, **Greg Worrell** was named President of the Scholastic Library Publishing division, also in Danbury. Worrell was recently SVP of Sales and Marketing for Scholastic Education. He reports to **Margery Mayer**, EVP, Scholastic and President of Scholastic Education.

PROMOTIONS

Brian Murray — in his first official announcement as Group President of HarperCollins — announced that **Dan Halpern** has been named Publisher of the **Ecco** imprint. He had been SVP, Co-Publisher of Fourth Estate and Editorial Director of Ecco.

DULY NOTED

Random threw a party to launch its new distributed line, **Real U**, which publishes magazine-like books to help recent graduates of high school and college handle money, buy a car, find a job etc. (Real U CEO **Steve Schultz** astonished the audience by claiming to have only read "four or five" books over the years, but perhaps that was exhibiting solidarity with his prospective customers.) At the moment the books are selling only in **Wal-Mart**, but that will change, **John Groton**, Director of Distributed Client Services, tells *PT*, and by August the books will be available at bookstores and other outlets. Priced at \$6.95, the books are written by experts such as **Peter Greenberg** (Travel Editor for *The Today Show*) and **Frank Abagnale**, of *CATCH ME IF YOU CAN* fame.

• **Ebooks Corp.** announced the launch of its ebook-lending platform, EBL at the ALA. According to the company, the platform is targeted at academic and research libraries and aims to help them better meet fluctuations in full-text demand. Academic publishers that have signed on include **Taylor & Francis, Oxford University Press, Cambridge University Press, and Kluwer**. EBL allows publishers to provide their content through a number of lending models, including multiple concurrent use, unlimited access and short-term circulation, as well as allowing individual

ebook chapters to be set aside for reserve lending or inclusion within course packs.

PARTIES

Overlook's publication party for **Charles McCarry's OLD BOYS** — the 10th novel by a master of the suspense genre, continues **Peter Mayer's** resuscitation of almost forgotten talent — **Robert Littell** was the last writer to see a career resurgence at his hands. Guests included **Carole Baron, Bruce Harris, Alan Kahn** and **Bob Wietrak**, who happily whispered **B&N's** first two weeks sales figures to a smiling author and also commented that never in his career had he seen a publisher do as good a job as **Knopf/RH** was doing with **Bill Clinton's** tome...praise indeed.

• **Dell** alum got together on June 29 at Ruby Foo's on the UWS for an irregularly scheduled (last time was fifteen years ago) reunion. Included in the group — who all remember the pre-BDD days (forget pre-Bertelsmann) with fondness — were **Random's Reed Boyd, Reader's Digest's Harold Clarke, Holtzbrinck's Alison Lazarus, agent George Nicholson, Barbara Parrott**, a sales veep at *Essence*, and **Ava Seave**, a principal with **Quantum Media**, a consulting group. Others have left the hothouse of New York publishing for serener pastures. **Sue Bynum** is now VP of Episcopal Church Pension Fund (though it does have the Church Publishing Group) and **Lorraine Perrin Clarke** once in sales, is now an elementary school teacher.

MAZEL TOV

To **Ballantine's Charlotte Herscher**, and Joshua Rappaport, proud parents of Benjamin, born on June 8, 2004.

IN MEMORIAM

Elizabeth Cater, who died May 28 at the age of 70. Her career included positions at **Bobbs Merrill, the Paul Reynolds Agency, Praeger, Putnam**, and the **Macmillan Book Clubs**. Her last position was as SVP and Publisher of **Newbridge Educational Publishing**.

CORRECTION

The information for **Trafalgar Square**, which we ran in the June issue of *PT*, was incorrect. The company has 25 commissioned book trade reps and 50 commissioned gift trade reps; **Onion** is not a client; and the contact info for Paul Feldstein is pfeldstn@sover.net. We regret this error.

Who's Scouting Whom: The PT Guide to Literary Scouts

	UK	Germany	France	Italy	Spain/ Latin Am.	Brazil/ Portugal	Holland	Scandinavia Sweden (S) Denmark (D) Norway (N) Finland (F)	Asia Japan (J) Korea (K) Taiwan (T) China (C)	Other	Film/TV
Maria Campbell Associates (212) 679-4700	Time Warner Books (UK)	Karl Blessing Verlag	Plon/Perrin/Univers Poche	Mondadori	RH Mondadori	Companhia das Letras	Veen Bosch & Keuning Group	Bonniers (S) Otava (F)	Kodansha (J) Locus (T) Minumsa (K)		Warner Bros.
Linda Clark (212) 688-3525	Random House Group			Sperling & Kupfer/ Frassinelli	Roca Editorial (Spain)		MPub/ Meulenhoff/ Arenas/Ge Boekerij/Forum		Shinchosha (J)	Matar (Israel) Patakis (Greece)	ABC Ent./ Touchstone TV
Del Commune Enterprises (212) 226-6664	Penguin Group (UK & A)	DVA		Longanesi/ Garzanti			Arbeiderspers Archipel Querido		Artist House (J)		Harpo Films
Aram Fox, Inc. Literary Scout (212) 563-7365	HarperCollins (UK)/Fourth Estate (UK)	Aufbau		Neri Pozza	RBA Libros (Spain)						
Franklin & Siegal (212) 868-6311	Hodder & Stoughton (UK) Hodder Headline (A)	Heyne	Flammarion/ J'ai Lu		Norma (LA)	Campus Elsevier	Unieboek/ Prometheus	Forum (S) Aschehoug Dansk (D) Damm (N) WSOY (F)	Hayakawa (J) China Times (T)	Modan (Israel)	Universal Deutsch/ Open City
Sanford Greenburger (212) 206-5600	The (London) Times	Rowohlt	Grasset	Feltrinelli	Salamandra (Spain)	Record (Brazil)	Ambo/Anthos	Norstedts (S) Aschehoug (N)	Tuttle Mori (J, Thailand) Eric Yang (K)		
Jutta Klein (212) 947-7350		Hoffmann & Campe/ Bertelsmann (club)	Presses de la Cité / France Loisirs (club)			Ediouro/ Prestigio (B) Circulo de Leitores (P)			Soshisha (J)	Euromedia/ Ikar/ Knizni Club (Czech)	
Barbara Perimutter (718) 969-1279		S. Fischer/ Krueger/ Argoni/Scherz									
Bettina Schrewe (212) 414-2515		Verlagsgruppe Random House	Laffont	Rizzoli/ Bompiani/ Sonzogno/ Fabbri	Grupo Planeta	Objetiva/ Dom Quixote	de Bezige Bij	Wahlström & Widstrand (S) Gyldendal (D) Cappelens (N) Tammil (F)			
Jane Starr (212) 421-0777	Allen & Unwin (A)	Ullstein Buchverlage					House of Books/ ECI	Bra Böcker (S) Gyldendal (N) Gummerus (F)	Japan Uni Agency (J)		
Thompson Associates (212) 254-1502	Macmillan (UK)	Droemer-Knauer/ Weitbild/ Kiepenheuer & Witsch	Belfond	Piemme	Santillana Group (Spain)	Rocco (B)	Vassallucci/ Bruna	Richters (S)	Kadokawa Shoten (J)	Oceanida (Greece) Kinneret-Zmora (Israel)	
Barbara Tolley (212) 647-1800		Lübbe	Livre de Poche		Ediciones B/ Vergara		Het Spectrum		Sony/ niebooks(J)	Livavis (Greece)	Imagine Entertainment

I Did It Because I Could

Plagiarist Wallops Germany, Big Brother is Watching in Italy, Dutch Golden Noose Nominee Smothers the Competition

HOLD ON TO YOUR WARRANTIES AND INDEMNITIES CLAUSE AND prepare for a ride through the fraudulent world of a young waiter who feigns authorship to impress one of his regular customers, in Swiss author **Martin Suter**'s latest book, *LILA, LILA*, which continues to rack up sales in Germany. David spends his days slaving away in a swanky bar and listening with envy to the literary banter of the eloquent Ralph and his girlfriend Marie. In the drawer of an old bedside cabinet, he discovers the one thing that just might persuade Marie to give him a second look — the handwritten text of an unpublished novel entitled *Sophie, Sophie*, penned in the 1950s by an author named Alfred Duster. After scanning it into his computer and making a single alteration (to the by-line, of course), he gives it to Marie, who immediately tells Ralph to hit the road and then submits the manuscript to a small Frankfurt publisher without David's knowledge. Retitled *Lila, Lila*, the book becomes a roaring success, but as David and Marie grow closer, he becomes more and more fearful that his lie will be exposed. Enter Jacky Stocker, an elderly alcoholic from a nearby nursing home, who pulls David aside at the end of a reading and announces that he is the real author. Stocker threatens David with blackmail and takes him for everything he's worth, but a serious accident ensues and, as he lies dying, Stocker confesses something that may keep David's secret safe forever. In a final twist, the wily waiter learns his lesson by coming to the realization that "the literary life is not just a bed of canapés, especially when you haven't earned them." Suter's books have been translated into 12 languages, including French (**Christian Bourgois**), Italian (**Feltrinelli**), Spanish (**Anagrama**), and Dutch (**Signature**).

Another Swiss author who is scoring big in Germany is **Urs Widmer**, who "moves between humour, irony and melancholy with the instinctive balance of a sleepwalker" in a pair of novels loosely based on the lives of his parents. *MOTHER'S LOVER* is the tale of a woman whose life is dominated by her passionate but unrequited love for a famous conductor who has his own heart set on founding an orchestra to play **Bartók**, **Krenek** and **Prokofiev**. At the end of his life, he is the richest man in the country (so much for starving artists) and she is destitute, but still driven by her obsessive love for him. Her husband is strikingly absent throughout the book but this gap is filled by a second complementary novel, *MY FATHER'S BOOK*, in which twelve-

year-old Karl receives a blank diary for his birthday and proceeds to fill the book every day for the rest of his life. The book disappears after his death and before his son, as tradition dictates, has a chance to read it. Karl's son retells his father's story as he imagines it, recalling the man's deep passion for literature, politics, and his wife. As the father inwardly rambles through the world of **Villon**, **Diderot** and **Stendhal**, he grows close to a group of young artists united in their antifascist beliefs, but his life ultimately becomes a model for the disillusionment of the 20th century. Called "the most light-footed and yet perhaps the most serious of Swiss writers," Widmer has been translated into 18 languages, including French (**Gallimard**), Spanish (**Siruela**), Italian (**Bompiani**), and Dutch (**Byblos**). Contact **Bettina Haydon** at **Diogenes** for rights to Widmer's and Suter's books.

Revealing some not-so-encouraging news from the 22nd century, Italian songwriter **Luciano Ligabue** has composed his contribution

INTERNATIONAL FICTION BESTSELLERS

	UK	FRANCE	GERMANY	ITALY	SPAIN	BRAZIL
1	SHOPAHOLIC AND SISTER Sophie Kinsella <i>Bantam</i>	THE BLACK LINE Jean-Christophe Grangé <i>Albin Michel</i>	UNIFORM JUSTICE Donna Leon <i>Diogenes</i>	GET UP, LET US GO Pope John Paul II <i>Mondadori (nonfiction)</i>	THE DA VINCI CODE Dan Brown <i>Umbriel</i>	THE DA VINCI CODE Dan Brown <i>Sextante</i>
2	SONG OF SUSANNAH (THE DARK TOWER, BOOK 6) Stephen King <i>Hodder</i>	THE NARROWS Michael Connelly <i>Seuil</i>	THE DA VINCI CODE Dan Brown <i>Lübbe</i>	THE DA VINCI CODE Dan Brown <i>Mondadori</i>	AN ESSAY ON LUCIDITY José Saramago <i>Alfaguara</i>	LOSSES AND GAINS Lya Luft <i>Record</i>
3	THE OTHER SIDE OF THE STORY Marian Keyes <i>Michael Joseph</i>	THE DA VINCI CODE Dan Brown <i>Lattès</i>	MONSIEUR IBRAHIM AND THE FLOWERS OF THE KORAN Eric-Emmanuel Schmitt <i>Ammann</i>	THE STRENGTH OF REASON Oriana Fallaci <i>Rizzoli (nonfiction)</i>	THE BROTHERHOOD OF THE SHROUD Julia Navarro <i>Plaza & Janés</i>	TO THINK IS TO TRANSGRESS Lya Luft <i>Record</i>
4	MONDAY MOURNING Kathy Reichs <i>Heinemann</i>	NIGHTTIME IS MY TIME Mary Higgins Clark <i>Albin Michel</i>	THE SWARM Frank Schätzing <i>Kiepenheuer & Witsch</i>	THE MOTORCYCLE DIARIES Ernesto Guevara <i>Feltrinelli (nonfiction)</i>	THE SHADOW OF THE WIND Carlos Ruiz Zafón <i>Planeta</i>	WE LOVE YOU SNOOPY Charles Schulz <i>Conrad</i>
5	THE INCREMENT Chris Ryan <i>Century</i>	TOGETHER, THAT'S ALL Anna Gavaldà <i>Le Dilettante</i>	P.S. I LOVE YOU Cecilia Ahern <i>W. Krüger</i>	THE NEW JOKES OF TOTTI Francesco Totti <i>Mondadori (nonfiction)</i>	ABSOLUTE FRIENDS John le Carré <i>Plaza & Janés</i>	HARRY POTTER AND THE ORDER OF THE PHOENIX JK Rowling <i>Rocco</i>
6	THE NARROWS Michael Connelly <i>Orion</i>	THE NEXT TIME Marc Lévy <i>Robert Laffont</i>	HARRY POTTER AND THE ORDER OF THE PHOENIX JK Rowling <i>Carlsen</i>	THREE FEET ABOVE HEAVEN Federico Moccia <i>Feltrinelli</i>	ONE STEP BEHIND Henning Mankell <i>Tusquets</i>	BUDAPEST Chico Buarque <i>Companhia das Letras</i>
7	SHARPE'S ESCAPE Bernard Cornwell <i>HarperCollins</i>	MALAVITA Tonino Benacquista <i>Gallimard</i>	POMPEII Robert Harris <i>Heyne</i>	MONTALBANO'S FIRST INVESTIGATION Andrea Camilleri <i>Mondadori</i>	I, FERDINAND OF ARAGON... Manuel Ayllón Belacqua	TROY - ROMANCE OF A WAR Claudio Moreno <i>L&PM</i>
8	THE TORMENT OF OTHERS Val McDermid <i>HarperCollins</i>	UNDER NEPTUNE'S WINDS Fred Vargas <i>Viviane Hamy</i>	SARA Carl J.L. Almqvist <i>Kindler</i>	THE LAST JUROR John Grisham <i>Mondadori</i>	DELIRIUM Laura Restrepo <i>Alfaguara</i>	AN ESSAY ON LUCIDITY José Saramago <i>Companhia das Letras</i>
9	THE LONELY DEAD Michael Marshall Smith <i>HarperCollins</i>	BROTHER-SISTER Patrick Lapeyre <i>POL</i>	THE TIME OF OUR SINGING Richard Powers <i>S. Fischer</i>	SNOW COULDN'T CARE LESS Luciano Ligabue <i>Feltrinelli</i>	IS NEW YORK BURNING? Dominique Lapierre & Larry Collins <i>Planeta</i>	ELEVEN MINUTES Paulo Coelho <i>Rocco</i>
10	JUST ONE LOOK Harlan Coben <i>Orion</i>	COLOR OF TIME Françoise Chandernagor <i>Gallimard</i>	THE LAST JUROR John Grisham <i>Heyne</i>	LOSE WEIGHT WHILE ALWAYS EATING NORMALLY Michel Montignac <i>Hobby & Work Publishing (nonfiction)</i>	CARTE BLANCHE Lorenzo Silva <i>Espasa</i>	FANTASTIC TALES: VISIONARY AND EVERYDAY Italo Calvino <i>Companhia das Letras</i>

to a tradition of grim dystopian writing of the **Orwellian** variety with **SNOW COULDN'T CARE LESS**. The governing Vidor Plan has perfected a model for the happiness and well-being of its adherents. Simply stated, citizens are granted eleven rights, including the right to a partner for life as well as access to a program of adulterous affairs (granted on a case-by-case basis), and, in turn, they must promise to keep themselves in perfect psychological and physical health. Monitored by a carefully rigged system of micro-cameras and satellites, citizens are brought into the world at an advanced age and progress backwards toward a moment of non-existence that precedes birth, all the while knowing how much time they have left. Although all references to maternity have been stricken from historical record, one citizen, aptly named Nature, begins experiencing what the bureaucracy assures her is a "hormonal dysfunction," but what turns out to be the first recorded pregnancy

in nearly a century. A covert visit from a prisoner of the regime gives Nature and her partner the knowledge they need to carry out the unthinkable. Rights to this critique of the contemporary world are being offered by **Francesca Dal Negro** at **Feltrinelli**.

Fans of **Nicci French** and **Karin Fossom** are feasting their eyes on **THE DINNER CLUB**, the latest from the best-selling female Dutch crime writer of all time, **Saskia Noort** (she's also a freelance columnist for *Marie Claire*, among other magazines). A grand villa goes up in flames on a cold winter's night and Evert Struyck, a successful businessman and happily married father of two, dies while his wife and children escape to safety. His wife's friend Karen steps in to console the family, but soon discovers that the relationships within the dinner club are not as unconditional as they seem and that some people may even have profited from Evert's death. Recently nominated for Holland's most prestigious crime prize, **The Golden Noose**, this "suspenseful thriller about a group of people...who will defend success and happiness at any price" has sold more than 100,000 copies thus far. Her

first book, **RETURN TO THE COAST** (a psychological thriller about a young woman who terminates a relationship and her pregnancy, and who must confront memories of her past while a mystery attacker advances), was also nominated for the prize. Rights to both books have been sold to **Rowohlt/Wunderlich** (Germany) and a Dutch film deal is in the works.

And this just in: Freelance journalist and long-time New Yorker **Elvin Post** has just been awarded the 2004 Golden Noose for his debut novel, **GREEN FRIDAY**. Winston Malone, who lives with his wife in a seedy apartment on Staten Island, is fed up with his job and becomes involved with a shady crowd that includes an ice cream man who also deals firearms, a dwarf with an all-star wrestling past, and an enormously wealthy fan of **Jerry Springer** who possesses a deep reverence for dating services — all of whom are ready to duke it out for an unclaimed two million dollars. Only on Staten Island. Requests are flying in for reading copies and **Chris Herschdorfer** at **Ambo/Anthos** (Holland) expects the book to hit the bestseller list next week. Contact him for rights to all three titles.

INTERNATIONAL FICTION BESTSELLERS

ARGENTINA	HOLLAND	SWEDEN	DENMARK	FINLAND	CZECH REPUB	JAPAN
THE DA VINCI CODE Dan Brown <i>Umbriel</i>	THE DINNER CLUB Saskia Noort <i>Anthos</i>	THE DA VINCI CODE Dan Brown <i>Albert Bonniers</i>	NYNNE'S DIARY 2 Henriette Lind & Lotte Thorsen <i>Politiken</i>	IN CAT HEAVEN GOD IS FURRY Mark Levensgood and Unni Lindell <i>Schildts</i>	ELIMINATION Michal Viewegh <i>Petrov</i>	SCREAMING THEIR LOVE AT THE HEART OF THE WORLD Kyoichi Katayama <i>Shogakukan</i>
THE LAST JUROR John Grisham <i>Ediciones B</i>	THE DA VINCI CODE Dan Brown <i>Luitingh-Sijthoff</i>	THE SHADOWS AND THE RAIN Håkan Nesser <i>Albert Bonniers</i>	THE LIAR FROM UMBRIA Bjarne Reuter <i>Gyldendal</i>	HOLY FOOLS Joanne Harris <i>Otava</i>	WHAT WOMEN DON'T SCREAM ABOUT 3 Olga Sommerova <i>Slavka Kopecka</i>	SHANGHAI LABYRINTH Yasuo Uchida <i>Tokuma Shoten</i>
AN ESSAY ON LUCIDITY José Saramago <i>Alfaguara</i>	YOU'LL SEE IT WHEN YOU GET IT Pieter Winsemius <i>Balans (nonfiction)</i>	A SPLIT IN THE CRYSTAL Cecilia von Krusenstjerna <i>Albert Bonniers</i>	THE ENEMY IN THE MIRROR Leif Davidsen <i>Lindhardt & Ringhof</i>	WOMAN TO WOMAN Cathy Kelly <i>Gummerus</i>	TWO LADIES IN TROUBLE Zdena Frybova <i>Sulc & Spol</i>	ENERGY Hiroyuki Itsuki <i>Gentosha (nonfiction)</i>
ONE HUNDRED STROKES OF THE HAIRBRUSH BEFORE BEDTIME Melissa Panarello <i>Emecé</i>	DON'T LOOK BACK Karin Fossom <i>Anthos</i>	THE SPILLED BLOOD Åsa Larsson <i>Albert Bonniers</i>	THE DA VINCI CODE Dan Brown <i>Hr. Ferdinand</i>	OLD LADIES DON'T LAY EGGS Mark Levensgood and Unni Lindell <i>Schildts</i>	MONSTROUS REGIMENT Terry Pratchett <i>Talpress</i>	A BACK(SIDE) I WANT TO KICK Risa Wataya <i>Kawade Shobo Shinsha</i>
DELIRIUM Laura Restrepo <i>Alfaguara</i>	PLUK SAVES THE ANIMALS Annie Schmidt <i>Querido Kinderboek (juv.)</i>	THE GREAT MYSTERY Tomas Tranströmer <i>Albert Bonniers (poetry)</i>	THE CLOSED BOOK Jette A. Kaarsbøl <i>Gyldendal</i>	THE PATH OF DAGGERS Robert Jordan <i>Karisto</i>	AVENGER Frederick Forsyth <i>Knizni klub - Euromedia Group</i>	WACHIGAIYA ITOSATO — BOOK ONE Jiro Asada <i>Bungeishunju</i>
HARRY POTTER AND THE ORDER OF THE PHOENIX JK Rowling <i>Salamandra</i>	IN EUROPE Geert Mak <i>Atlas (nonfiction)</i>	THE WHITE MAASAI'S DAUGHTER Corinne Hofman <i>Wahlström & Widstrand</i>	THE ITALIAN GARDEN Susan Moody <i>Aschehoug</i>	THE ALCHEMIST Paulo Coelho <i>Bazar</i>	THE LESSON OF HER DEATH Jeffery Deaver <i>Domino</i>	DEEP LOVE — THE STORY OF AYU Yoshi <i>Starts</i>
IS NEW YORK BURNING? Dominique Lapierre & Larry Collins <i>Planeta</i>	GODDESS OF THE HUNT Heleen van Royen <i>Vassallucci</i>	IN CAT HEAVEN GOD IS FURRY Mark Levensgood & Unni Lindell <i>Piratförlaget</i>	THE ALCHEMIST Paulo Coelho <i>Bazar</i>	SUMMER IN BADEN-BADEN Leonid Tsypkin <i>Tammi</i>	AT THE SWIMMING POOL Jiri Janousek <i>Readers Digest Vyber (nonfiction)</i>	NUMERICAL FORMULA THAT A DOCTOR LOVED Yoko Ogawa <i>Shinchosha</i>
THE TANGO SINGER Tomás Eloy Martínez <i>Planeta</i>	THE TEETH OF THE TIGER Tom Clancy <i>A.W. Bruna</i>	THE FIVE PEOPLE YOU MEET IN HEAVEN Mitch Albom <i>Forum</i>	ONE HUNDRED STROKES OF THE HAIRBRUSH BEFORE BEDTIME Melissa Panarello <i>Ries</i>	IF I'M A STAY-AT-HOME MOM, WHY AM I ALWAYS IN THE CAR? Rick Kirkman <i>Arktinen Banaani (nonfiction)</i>	RELAX, FOLKS! Martin Stropnický <i>Nakladatelství Lidové noviny (nonfiction)</i>	WACHIGAIYA ITOSATO — BOOK TWO Jiro Asada <i>Bungeishunju</i>
THE ANALYST John Katzenbach <i>Ediciones B</i>	LAND OF THE LIVING Nicci French <i>Anthos</i>	THE DRAGON REBORN Robert Jordan <i>Natur och Kultur</i>	SCRATCH-OFF TICKETS Kerstin Ekman <i>Gyldendal</i>	REAL LIFE Hanne-Vibeke Holst <i>Tammi</i>	PROUD BUDGES Irena Dousková <i>Petrov</i>	FIND YOUR SPIRIT Hiroyuki Itsuki <i>Heibonsha (nonfiction)</i>
THE SHADOW OF THE WIND Carlos Ruiz Zafón <i>Planeta</i>	FIREWALL Henning Mankell <i>De Geus</i>	ORACLE NIGHT Paul Auster <i>Albert Bonniers</i>	TRENCH STREET Kari Hotakainen <i>Gyldendal</i>	LONE DROW R.A. Salvatore <i>Jalava</i>	LIZA, SMILE Various authors <i>Listen (short stories)</i>	DEEP LOVE — ESCORT (PART II) Yoshi <i>Starts</i>

A Key To The Lists:

We've attempted to determine what is generally accepted as the most reliable list for each country and to bring you, translated and standardized, the list of the top fiction bestsellers (where the distinction exists). **Argentina:** *Ambito Financiero*, 06/18; **Brazil:** *Estado de Sao Paulo*, 06/20; **Czech Republic:** *Knizni novinky*, 06/14; **Denmark:** *Gad Bookstores*, 06/28; **Finland:** *Kirjamedia Oy*, 06/20; **France:** *L'Express*, 06/29; **Germany:** *Der Spiegel*, 06/16; **Holland:** *Boek Monitor*, 06/16; **Italy:** *Internet Bookshop*, 06/16; **Japan:** *Tohan Distributors*, 06/15; **Spain:** *ABC.es*, 06/28; **Sweden:** *Svensk Bokhandel*, 06/21; **UK:** *The Bookseller*, 06/29. We thank the following for helping us to assemble, translate, and understand the various lists: Nicolas Costa, Bella Campillo, Pilar Gonzalez, Bengt Nordin, Karin Schindler, Efrat Lev, Deborah Harris, Regina Greda, Gabriella Piomboni, Anry van Esch, Yulia Borodyanskaya, Jaroslav Cisar, Margita Bizikova, Taini Kukkonen, Naoko Maeda, and Luc Kwanten.

Used Books

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Internet are skyrocketing and, many believe, infringing on their new book sales, they have had no concrete way to measure this, let alone combat it; so many have just brushed it off as an insurmountable problem. For example, even though the AAP has taken a very definite stance against used text book sales, there has been no visible effort to counter used trade book sales. "We have more information on used book sales affecting the new textbook market, and we don't have any information for the trade market," explains VP **Katie Blough**. "We have to convince booksellers to give us their data. The more information publishers have ... the better off they are." Given the **Book Industry Study Group's** recent formation of a research committee with used book tracking high on its agenda, publishers may have some legitimate statistics in the near future. Having said that, the industry studies that have emerged in recent months show many contradictions, and emphasize how difficult this task will be.

One recent report, "A Portrait of the US Used Book Market," published earlier this year by **Book Hunter Press** (www.bookhunterpress.com), deduces sales trends based on the survey responses from 827 used book dealers. It describes 2002 as the year that the Internet took charge of the used book market, surpassing book stores as the buying channel of choice. The report illustrates — perhaps unintentionally — who the publishers' biggest online foes are in this battle for consumers' dollars. In 2003, Abebooks easily topped the list of Internet sites purveying used books (39.2%); Amazon followed (17.3%); Alibris placed third (12.7%); eBay was fourth (9.0%); and independent dealer sites ranked fifth (8.6%). A similar hierarchy existed for the number of dealers who post their wares on the various sites: Abebooks (78.8% of dealers); Amazon (58.1%); B&N (50.7%); Alibris (44.4%); and individual dealer websites (39.8%). Many survey respondents said they post books on a number of websites for maximum visibility, according to report co-author **Susan Siegel**. (Note: One obvious flaw with this survey is that it doesn't include the great number of individuals who decide to post books for sale on Amazon, or those amateur eBayers in their livingrooms.)

If You Can't Beat 'Em, Join 'Em

Abebooks, which boasts an average of 20,000 book sales each day on its site, has evolved from the place only rare book collectors went to the largest used book portal on the Internet. Depending on the time of year, it's the place people go for used textbooks (fall), classic children's lit (winter), and light beach reading (summer). After an announcement at BEA last month,

Abebooks now offers new books alongside the old, and about 10% of its daily sales are new copies, spokesperson **Marci Crossan** said. This move could eventually make the company a contender in the arena currently dominated by Amazon and B&N. But, more importantly, Crossan said that since the company started offering space for new books alongside the old, a few ("under 10") U.S. publishers have shown interest in selling directly to the consumer through the site, à la Penguin. Publishers are seeing it as a way to sell backlist titles and remainders, as well as newly released books, she said. Just like Abebooks' other 12,000-plus booksellers (spanning 48 countries), publishers are subject to a modest monthly subscription charge against an 8% commission. If you can't beat the used book seller, then join 'em.

Dominique Raccach, publisher and CEO of **Sourcebooks**, thinks the biggest problem with used sales are their encroachment on a book's launch. Publishers need to track down the source of galleys that make it onto the Internet right around launches, she says. But, ultimately, she'd like booksellers to be a bit more cooperative. "Authors are really being ripped off. What I'd really like to see is a moratorium on the part of booksellers for six weeks from the publication date. I'd like to see booksellers give authors a chance."

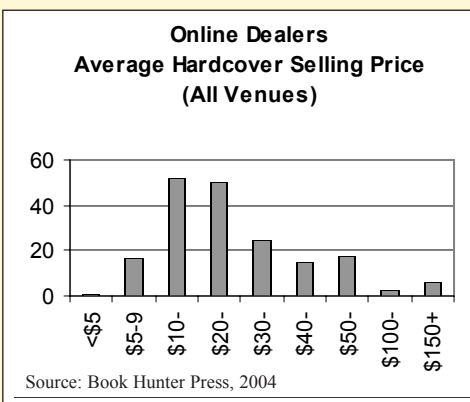
Hope on the Horizon?

In the past year and a half, BISG members' grumbling over used books sales has reached such a din that BISG president **Jeff Abraham** said its board couldn't ignore the subject any longer. Though neither Abraham nor the committee chairperson **Kelly Gallagher**, of **Evangelical Christian Publishers Association**, could hazard a guess on how long the study would take or what methodology would be used, Abraham said, "We believe we have the right participants to brainstorm the problem and come up with a good project. Everybody has anecdotal evidence to show used books' cannibalization of new books, but we don't have any accurate numbers." The research committee includes members from the publishing segment (**Random House, S&S**), manufacturing (**Banta, RR Donnelly**), the retail segment (**Abebooks, B&N, Powell's, NACS**), as well as market research firms **Ipsos** and **Bookscan**. What numbers would most help publishers counter the so-called cannibalization? According to Abraham, "The big question is what is the year-on-year trend? Is this growing, and if so, how quickly? And is it growing at the expense of other channels or in addition to other channels?"

Barrie Rappaport, chief analyst at **Ipsos** who has been tracking the book market for many years, thinks publishers should be most concerned with knowing "who the consumer is and what he's looking for." Why so many readers choose used copies over new is, of course, the obvious question. "There's a variety of reasons," Rappaport suggests. "Some of it's price. ... Particularly

	2001	2003	% Change
Open Shop	32.11%	29.53%	-8.03%
Group Shop	0.47%	0.50%	+6.38%
By Appt	2.77%	2.71%	-2.17%
Online	48.84%	54.37%	+11.33%
Print Catalog	4.24%	3.73%	-12.03%
Mail Order	2.66%	1.52%	-42.86%
Book Fairs	4.58%	3.93%	-14.19%
Antique Mall	2.12%	2.04%	-3.78%
Other	2.19%	1.68%	-23.29%

Source: Book Hunter Press, 2004



CBA Highlights

THE 55TH ANNUAL CHRISTIAN BOOKSELLERS ASSOCIATION International Convention followed on the heels of the T.D. Jakes' Megafaith Convention in the GeorgiaDome, and started the same weekend as the Gay Pride March — bringing an interesting and diverse crowd to Atlanta. An air of optimism filled the convention, fueled in part by the presence of WalMart and other non-traditional retailers. The chains have had an impressive impact on the business, with the smaller stores continuing to carry more non-book items in order to stay competitive.

As with the other major book conventions, CBA has become a rights convention, and highlighting the “international” aspects of this fair, a special area was devoted to Spanish products — a growth area for many retailers. Other areas were flat: International at 806 attendees was on par with last year; retailers were up 1% to 1,356; individual buyers were down 3% at 2,876;

and exhibitors were down 3%, to 427. On the other hand, the professional area jumped 17%, to 3,630. Still, there was a lot less floor space being used, since publishers no longer build up those giant displays and many use smaller rooms to take orders.

Monday seemed slow on the floor, but by Tuesday, most publishers had started to write orders. Action-star **Chuck Norris**, who was signing AGAINST ALL ODDS (published by **Broadman & Holman**), created quite a traffic jam. **DaySpring** (a division of **Hallmark**) had two live lambs pushing its new line. T.D. Jakes Ministry employees were wearing orange prison uniforms with “Woman Thou Art Loosed” on the back. Hmmm. In other news, **Phyllis Tickle** of **Publishers Weekly** announced her retirement, though her fans are confident she will remain present in a new capacity. **Doug Ross**, long-time president of the **ECPA** (Evangelical Christian Publishers Association) has retired, and **Mark Kuyper**, formerly of CBA, has stepped into his shoes.

PT thanks GUIDEPOSTS Elizabeth Gold for her contribution to this story.

Used Books

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for those online. If you can go online and see a new book that's selling for \$30, and then right below it, you can see the same book in nearly new condition for significantly less — yes, that is very attractive to some.” But, there is some salve for publishers' worries. Rappaport's survey indicates that most used book buyers are committed readers who also buy new books. In April 2002, she started asking her 16,000 household survey participants — who fill out purchasing diaries for a variety of product categories — if the books they purchased were new or used. “Am I going to be matching Amazon's numbers? Probably not.” (One concern with Ipsos' methodology is that it may not represent the entire US book-buying population. The company's caveat in its “2002 Consumer Research Study on Book Purchasing”: “... because of circumstances beyond our control ... [there is] an under representation of the African-American and Hispanic populations.”)

Others are not so optimistic about the viability of tracking used book sales. **Al Greco**, professor at **Fordham University Graduate School of Business Administration**, likens tracking used trade books in any meaningful way to “statistical work that rivals rocket science.” He jokes that an accurate study would “cost as much as the GNP of Bolivia.” Having studied the used textbook business in depth, Greco says the “average textbook is flipped five times.” Assessing used trade sales involves modeling similar to that used in population studies, Greco explains, adding that you would want to separate out rare and out-of-print books, since they aren't taking sales away from publishers. He lists a number of reasons for the recent climb in used book sales: the rise of e-tailers, such as Amazon, which solicits people to resell the products they have recently purchased from the site, shopbots, and auction sites like eBay, which taught people how to bargain hunt online; the economic downswing of the last three years, which has hindered discretionary spending; and the increase in book prices, which some believe is in response to warehouse clubs discounting higher priced books.

Despite recently publishing a tome of stats, Book Hunter Press' Siegel also thinks some numbers are impossible to get. “There is absolutely no way to compute the number of times a used book

was resold,” she says, listing unknown factors like dealer-to-dealer sales and bulk library purchases. “Also, I don't think it's possible to determine with any degree of accuracy what percentage ... is for books still in print or out of print,” the latter of which is not taking sales away from new books. A proponent of the used bookseller, Siegel can get a little defensive about booksellers' rights, as well as the consumers'. “It's not for me to tell them how to market books, but ... it's a fact of life that as [new] books get more expensive, people look for an alternative. It's a changing world ... Publishers are clever, and I have faith in them that they can figure out how to adapt. Anything that encourages people to read and buy books is good.”

Michael Powell of **Powell's Books**, which sells new and used books, says the Internet has made used book sales more visible, but they've always been a part of the book marketplace. Powell's sales are split, half used, half new; however, its inventory is two-thirds used and one-third new. In recent years, Powell's has increasingly sold more books online (some books are listed online and stored in warehouses, not even shelved in store). “I haven't heard publishers complain very much — and I've never had any direct complaints. I have heard authors complain about royalties. In fact, when publishers have visited, they've admired the breadth of selection we have.” In general, he has little sympathy for publishers who lament the growing sales of used books. On the other hand, he said he would cooperate if publishers were interested in tracking used sales. “It would be possible to give them an aggregate number in dollars, but not possible to do on a title-by-title or publisher basis.”

New York's **The Strand** is another example of a bookstore — and some would call it a literary institution — that has benefited from online sales. Owner **Nancy Bass** reported the store's used book sales grew by 5% from June 2003 to June 2004 to reach 42% of its total sales. This increase would have been greater, but the store has been under construction, deterring some sales, she says. The Strand's expansion will require a change to its longstanding catchphrase: “8 miles of books” is now “18 miles of books.” “Having our books online has been helping us tremendously, and it didn't involve much of an investment,” she says.

What's a publisher to do? Textbook publishers' response to what is now an institutionalized used book market has been to increasingly move their content online. Ebooks, anyone?

Calendar of Book Fairs, Conventions, and Conferences

July 20-25, 2004

HARLEM BOOK FAIR

Various venues, New York, NY. Call (212) 348-1681; fax (212) 427-9901; harlembookfair@qbr.com; www.qbr.com.

July 21-26, 2004

HONG KONG BOOK FAIR 2004

Hong Kong Convention & Exhibition Center, Hong Kong. Call Joyce PF Lueng 852 2240 4018; fax 852 2824 0026; exhibitions@tdc.org.hk; www.hkbookfair.com.

July 22-25, 2004

COMIC-CON INTERNATIONAL

San Diego Convention Center, San Diego, CA. Call (619) 491-2475; fax 619-414-1022; cci-info@comic-con.org; www.comic-con.org.

July 28-31, 2004

ROMANCE WRITERS OF AMERICA

"Lone Star Love Story." Adam's Mark Hotel, Dallas, TX. Call (832) 717-5200; fax (832) 717-5201; info@rwanational.org; www.rwanational.org.

August 11-15, 2004

PHILIPPINE BOOK FAIR

World Trade Center Metro Manila. Call (632)8960661; fax (632)8960695; ptrade@philonline.com; www.manilabookfair.com.

August 14-19, 2004

NEW YORK INTERNATIONAL GIFT FAIR

Jacob Javits Center, New York, NY. Call David Chervis, (914) 421-3272; david_chervis@glmsshows.com; www.nyigf.com.

August 16-19, 2004

SEYBOLD SAN FRANCISCO 2004

"From Concept to Reality." Moscone West, San Francisco, CA; Contact Ben Stricker (415) 905-2464; ben.stricker@mlii.com; www.seybold365.com.

August 29-31, 2004

2ND INTERNATIONAL CONFERENCE ON THE FUTURE OF THE BOOK

Beijing Friendship Hotel, Beijing, China. Call 61(0)2 9519 0303; fax 61(0)2 9519-2203; info@commongroundconferences.com; www.book-conference.com.

September 1-6, 2004

MOSCOW INTERNATIONAL BOOK FAIR

All Russian Exhibition Center, Moscow, Russia. Call 7 095 299 4 034; fax 7 095 97 32 132; mibf@mibf.ru; www.bookfair.ru.

September 2-6, 2004

BEIJING INTERNATIONAL BOOK FAIR

Beijing Exhibition Center, Beijing, China. Call 86 1065063080; fax 86 1065089188; bibfmo@bibf.net; www.bibf.net.

September 5-9, 2004

29TH IBBY CONGRESS

International Board on Books for Young People. "Books for Africa." Capetown, South Africa. Call Elizabeth Page, 41 61 272 2917; fax 41 61 272 2757; ibby@ibby.org; www.ibby.org.

September 10, 2004

AAP NATIONAL CONFERENCE FOR INDEPENDENT PUBLISHERS

New York, NY. Call Anne Garinger, (212) 255-0200, ext. 262; agaringer@publishers.org; www.publishers.org.

September 12-13, 2004

CIANA

The Business & Design Center, Islington, London, England. Call 44 (0) 20 7729 6044; fax 44 (0)20 7729 3365; enquiries@ciana.co.uk; www.ciana.co.uk.

September 29 – October 2, 2004

LIBER

Barcelona, Spain. Call 34 32332200; info@firabcn.es; www.salonliber.com.

October 1-3, 2004

NEW YORK IS BOOK COUNTRY

Washington Square Park and various venues, New York, NY. Contact Sally Harper at sally.harper.nyibc@c2media.com; fax (646) 557-6400; www.nyisbookcountry.com.

October 6-10, 2004

FRANKFURT BOOK FAIR

Frankfurt, Germany. Call 49 (0) 69 2102 0; fax 49 (0) 69 2102 277; info@book-fair.com; www.frankfurt-book-fair.com.

October 16-20, 2004

DMA ANNUAL CONFERENCE & EXHIBITION

Ernest N. Morial Convention Center, New Orleans, LA. Call Kevin Fox (212) 790-1578; fax (212)302-6714; kfox@the-dma.org; www.the-dma.org.

October 19-21, 2004

AMERICAN INT'L FALL TOY SHOW

Formerly Fall Mass Market Toy Expo. Showroom locations. Open to buyers only. Call (212) 675-1141; toyfairs@toy-tia.org; www.toy-tia.org.

October 28-31, 2004

WORLD FANTASY CONVENTION

Tempe Mission Palms Hotel, Tempe, AZ. Call Mike Willmoth, (480) 945-6890; fax (480) 941-3438; wfc2004@leprecon.org; www.worldfantasy2004.org.

October 29-30, 2004

CIROBE

Hilton Chicago, Chicago, IL. Call (773) 404-8357; fax (773) 955-2967; info@cirobe.com; www.cirobe.com.

November 1-14, 2004

SANTIAGO INTERNATIONAL BOOK FAIR

Santiago, Chile. Call (56-2) 698-9519; fax (56-2) 698-9226; camlibro@terra.cl; www.camlibro.cl.

November 17, 2004

55TH NATIONAL BOOK AWARDS

Marriot Marquis Hotel, New York, NY. Call (212) 685-0261; nationalbook@nationalbook.org; www.nationalbook.org.

November 18-22, 2004

SALON DU LIVRE MONTREAL

Bonaventure Place, Montreal, Canada. Call (514) 845-2365; fax (514) 845-7119; slm.info@videotron.ca; www.salondulivredeumontreal.com.

November 18-23, 2004

NCTE ANNUAL CONVENTION

Indianapolis Convention Center, Indianapolis, IN. Call (877) 369-6283; fax (217) 328-9645; www.ncte.org.

November 27 – December 5, 2004

18TH GUADALAJARA INTERNATIONAL BOOK FAIR

Exhibition Center, Guadalajara, Mexico. Call (52-33) 3810-0331; fax (52-33) 3810-0379; fil@fil.com.mx; www.fil.com.mx.

December 27-30, 2004

MLA ANNUAL CONVENTION

Philadelphia, PA. Call (646) 576-5263; convention@mla.org; www.mla.org.

January 14-19, 2005

ALA MIDWINTER MEETING

Boston, MA; Call (800) 941-8474x3223; shoerner@ala.org; www.ala.org

January 15-18, 2005

ASD/AMA VARIETY MERCHANDISE SHOW

Jacob K. Javits Center, New York, NY. Call (310) 396-6006; (310) 399-2662; registration@merchandisegroup.com; www.merchandisegroup.com.

January 29-31, 2005

INTERNATIONAL NEW AGE TRADE SHOW EAST

Orlando County Convention Center, Orlando, FL. Contact Andrew Toplarski (415) 447-3223; fax (415) 346-4965; andrew@weshows.com; www.inats.com.

February 16-19, 2005

COLLEGE ART ASSOCIATION ANNUAL CONFERENCE

Atlanta, Georgia. Contact Theresa Smyth (212) 691-1051; fax(212) 627-2381; tsmyth@collegeart.org; www.collegeart.org

February 20-23, 2005

AMERICAN INTERNATIONAL TOY FAIR

Sponsored by the Toy Industry Association; Jacob K. Javits Center, New York, NY; Call (212) 675-1141; fax (212) 645-3246; toyfairs@toy-tia.org; www.toy-tia.org.

REGIONAL BOOKSELLER TRADE SHOWS

September 9-12, 2004

MID-SOUTH BOOKSELLERS ASSOCIATION

Hyatt Hotel, New Orleans, LA. Call 1-800-233-1234 or (504) 561-1234; excedirector@msiba.org; www.msiba.org.

September 10-12, 2004

PACIFIC NORTHWEST BOOKSELLERS ASSOCIATION

Portland Convention Center, Portland, OR. Call (541) 683-4363; fax (541) 683-3910; info@pnba.org; www.pnba.org.

September 10-12, 2004

SOUTHEAST BOOKSELLERS ASSOCIATION

Cobb Galleria, Atlanta, GA. Call (803) 779-0118; fax (803) 779-0113; info@sebaweb.org; www.sebaweb.org.

September 17-19, 2004

MOUNTAINS AND PLAINS BOOKSELLERS ASSOCIATION

Denver Marriot Tech Center, Denver, CO. Call (970) 484-5856; info@mountainsplains.org; www.mountainsplains.org.

October 1-3, 2004

NORTHERN CALIFORNIA INDEPENDENT BOOKSELLERS ASSOCIATION

Oakland Convention Center, Oakland, CA; Call (415) 561-7687; office@nciba.com; www.nciba.com.

October 1-3, 2004

UPPER MIDWEST BOOKSELLERS ASSOCIATION

RiverCentre, St. Paul, MN. Call (612) 926-5868; fax (612) 926-6657; KTatUMBA@aol.com; www.abookaday.com.

October 8-10, 2004

GREAT LAKES BOOKSELLERS ASSOCIATION

Hyatt Regency, Dearborn, MI. Call (616) 847-2460; fax (616) 842-0051; glba@books-glba.org; www.books-glba.org.

October 9-10, 2004

NEW ENGLAND BOOKSELLERS ASSOCIATION

The World Trade Center, Boston, MA. Contact Rusty Drugan, (800) 466-8711; fax (617) 576-309; rusty@neba.org; www.newenglandbooks.org.

October 24-25, 2004

NEW ATLANTIC INDEPENDENT BOOKSELLERS ASSOCIATION

Borgata, Atlantic City, NJ. Call (516) 333-0681; fax (516) 333-0689; info@naiba.com; www.naiba.com.

November 6, 2004

SOUTHERN CALIFORNIA BOOKSELLERS ASSOCIATION

Aquarium of the Pacific, Long Beach, CA. Contact Jennifer Bigelow, scba@earthlink.net. Call (626) 792-8435; fax (626)-792-1402; www.scbabooks.org.

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