NEIBA News
February 14, 2018

What the Advisory Council members are reading

* Laura Cummings - *Mr. Flood's Last Resort*
* Beth Ineson - *My Year of Rest and Relaxation*
* Ellen Jarrett - *Lab Girl* and *The Italian Teacher*
* John LeDonne - *Italian Party*
* Susan Schlesinger - *Ghost Boys* and *Flight Attendant*
* Katie McGarry - *The Mandela Plot*
* Alex Reid - *Only Child*
* Kelsey April - *Hurricane Child* and *Neverworld Wake*
* Julia Hobart - *The Hazel Wood* and *Allegedly*
* Bill Grace - *Aru Shah and the End of Time*
* Courtney Flynn - *Motherhood*
* Megan Sullivan - *The Mars Room*
* Betsy Covert - *The Word Collector* and *Bob*
* Amy Lane - *Hell Bent* and *Call Me By Your Name*
* Gibran Graham - *Arlo Finch in the Valley of Fire*
* Darwin Ellis - *West* and *From a Low and Quiet Sea*
* Gillian Kohli - *There There* and *A Place for Us*
* Beth Wagner - *Book of Essie* and *A Lucky Man*
* Stacie Williams - *Fast into the Night* and *Not Here*
* Kathy Faber - *Prairie Fires*
* Steve Fischer - *Fire and Fury* and *The Hearts Invisible Furies*
**Help Wanted**

More Than Words - Director of Bookstore Retail and Event Operations, Boston, MA

This new bookstore is currently under construction in the thriving New York Streets neighborhood in Boston’s South End, surrounded by Ink Block, the Troy and a ton of retail and restaurant operations. The 4,000 square foot space will be a center for engaging events and rental opportunities.

As Director of Bookstore Retail and Event Operations, you empower staff and youth to manage the day to day bookstore and marketplace operations - driving sales, managing inventory, displaying merchandise, overseeing financial reporting, providing exemplary customer service, and building and maintaining relationships - all while fostering an environment that creates a community space where all are welcome. You will supervise 2-4 adult staff business training managers including a new position - Associate Director of Events - to launch our new social enterprise event space and create a vibrant

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**Notes From the NEIBA Advisory Council**

Since becoming a buyer for The Bookloft, I have seen a lot more of our publisher reps and have gone to more events than I had previously. Last fall one thing came up over and over: Rep Parties. I would hear a rep talk about teacher nights, in-store cocktail hours, pizza nights, etc. After hearing about a gathering another bookstore was hosting for their employees, I went back to my store and put the idea forward.

The result was a pre-holiday rep party at The Bookloft. The Sunday after Thanksgiving we held a small gathering. We invited our own booksellers, plus those from stores within a 50-mile radius. The Bookstore in Lenox accepted our invitation, along with our recently retired bookseller, Mark Ouillette, and Sian Gaetano from Shelf Awareness.

The gathering included time to mingle and snack, a presentation from each rep in attendance, and then more socializing afterwards. The consensus was that it was a success. Our booksellers were able to get more familiar with the titles that were coming into the store for the holiday season and were able to get to know the reps and fellow booksellers from our neighboring bookstore.

We plan on hosting more such gatherings in the future. Perhaps one in the summer and again for the holiday season. I find it interesting and helpful to be able to mingle with booksellers from other stores. It is also a way to get together when stores aren't able to send their employees out to conventions and other events. It would be great to hear that more stores are hosting similar gatherings and extending the invitation out to other stores near them.

~ Julia Hobart, The Bookloft, Great Barrington
Registration for Children's Institute to Open February 21

Registration for the American Booksellers Association's sixth ABC Children's Institute (Ci6) is scheduled to open on Wednesday, February 21. The institute will be held from June 19-21, 2018, at the Sheraton New Orleans in New Orleans, Louisiana.

Booksellers interested in attending the institute can APPLY now for the chance to win a publisher-sponsored scholarship, which will cover the conference fee, the cost of airfare or ground transportation up to $400, and two hotel nights plus tax.

Happy 50th Anniversary Book Shop of Beverly Farms!!

The Book Shop of Beverly Farms is celebrating five decades of book selling. Co-owners Pam Price and Lee Simonds Brown, along with fellow booksellers Susie Dillon, Mary Healy, Kathy Cooper, and Sue Kelly, are pleased to announce this milestone. Situated at the corner of Oak and West Street in the seaside village of Beverly Farms, the store has always been part of a loyal community of readers, some of whom attended the opening celebration in 1968 and are now accompanying a third and fourth generation of book lovers into the shop.

When The Book Shop opened its doors in February of 1968, the bestseller list boasted Airport by Alex Hailey and The Confessions of Nat Turner by William Styron. Young readers were discovering Don Freeman's Corduroy and Ursula K. Le Guin's A Wizard of Earthsea. The Joy of Cooking dominated the cookbook shelf (where it is stocked to this day.) Dr. Spock provided answers for anxious young parents in Dr. Spock's Baby and Child Care.

Three local women - Nancy Hewson, Mary Perkins, and Mimi Adams - opened the shop in February, 1968. The building had become available when a long-time barber shop closed. Mrs. Hewson recalls looking at the clapboard structure with its pleasing silhouette, side garden, and inviting front door. This could be a great place for a bookstore, she remembers thinking. All three women invested in the project and began staffing and stocking the store. Fifty years later, they remain valued Book Shop customers.

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A dozen or so years later, the founders hired Laurence Brengle as manager. He eventually bought the business and ran it successfully for the next fifteen years. The current owners began operating The Book Shop in 1997. Several local investors came on board. Their contribution was extremely valuable in revitalizing the store and stocking the shelves. Rebecca Jaques, Wendy Slater, Janet Weedon, Lalie Clayman, Mary Scofield, and Deb Twining were involved for a number of years. Their contribution is greatly appreciated.

The Book Shop has benefited from many knowledgeable, wonderful booksellers. Ties to the community are strong. Years of collaboration on author events and school book fairs have created deep connections and friendships. As we look back, midnight Harry Potter parties stand out as truly magical. Remembering the infectious enthusiasm of our young student workers - Kaitlin, Abby, and Clare - still makes us smile. We deeply appreciate our decades-long association with local author John Updike, who stopped in for impromptu book signings on a regular basis. His generosity made a real difference to the shop.

Educators and librarians at our local schools have also been an enduring source of support and inspiration for our store. These folks dedicate their careers to nurturing a love of reading in their students and they make a conscious decision to shop at their local, independent bookstore. By so doing, they're ensuring that books will be available in our community for the next generation of readers.

Thankfully, great books are still being written and published, illustrators and authors continue to collaborate on original and inspiring children's books, and readers still come into the shop, hoping each time that "the right book" will find them. It's our job-and our greatest pleasure-to make sure that it does.