NEIBA News
July 11, 2018

2018 Gilman Award Winner
For outstanding service as a sales representative to New England independent bookstores

Kate Sullivan
Random House Children's Books

Kate has always loved books, and was known to spend way too much time in the local library as a child, she even became a library volunteer during Junior High. Her first paying job with books was at Barnes & Noble in downtown Boston where part of her job was to work with publishers reps on backlist orders and she eventually became one of them as the NE rep for Pocket Books. After a couple of years she moved to Washington, DC to work for Ballantine Books but discovered that the mid-Atlantic states were a little too warm for a northern girl and moved back to New England. Due to some perfect timing (and Chuck Dresner) she became a rep for the Random House Merchandise Division, later renamed Random House Children's Books, and the rest is history, a 31 year history.
NAIBA has invited NEIBA member bookstores to register for their Hachette Open House

**Wednesday, August 1**
10:00am - 4:00pm followed by a reception

The day will begin with remarks from Michael Pietsch, CEO, followed by a customer service forum with a chance to ask questions and discuss backroom issues. We will meet editors and authors and hear about the upcoming books, and have the opportunity to meet publicists later in the day.

**RSVP immediately to NAIBA to reserve your seat at this rare opportunity to talk with one of our most important publishing partners.**

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When she’s not selling, reading, merchandising, gift wrapping, driving, baking and selling some more, Kate can be found in a big old house in the country with her many rescue cats, inevitably doing a little more baking, gardening, home improving, and quilting. And always, more reading.

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**Notes From the NEIBA Advisory Council**

Following up on Bill Grace’s summary of what we booksellers are doing to facilitate kids’ summer reading-starting 7 or 8 years ago we started producing Recommended Summer Reading brochures/pamphlets in house. Our children’s buyers create a list of new fiction, non-fiction, poetry and graphic titles for kids, all paperback. Each staff person selects 3 or 4 from the list and writes a 25-50 word synopsis of each. This requires the bookseller to read the book which takes some of us out of our comfort zones...especially if it is anything more than a picture book! Three different brochures are printed and folded in triptych fashion. Our K-2 list includes picture books and early readers; Grade 3-5 is early chapter books and middle grade; and, grade 6-8 includes preteen and teen fiction. Everybody loves a handout and parents really appreciate the annotations. For booksellers more comfortable recommending adult titles, these lists are an invaluable starting point when suggesting books to the kid who has read everything!

We try to have these lists available by Memorial Day. Kids going off to camp tend to need their reading material early and in one batch. This is in addition to their required summer reading for school. We keep the many lists for the dozen or so Cambridge/Somerville schools around for those who don’t come with them in hand. Our summer reading display is up for the duration and...
maintained by our very capable Rebecca Wells, children's floor manager.

~ Ellen Jarrett, Porter Square Books, Cambridge MA