Notes From the NEIBA Advisory Council

Rushing, rushing, rushing, recommending, recommending, wrapping, wrapping, wrapping

By Jenny Lyons, The Vermont Book Shop, Middlebury, VT

(Please sing to the tune of Andy Williams - It's The Most Wonderful Time Of The Year)

It's the most wonderful time of the year
With the books quickly selling
And everyone telling you which books to read
It's the most wonderful time of the year

It's the hap-happiest season of all
With those holiday sales ringing and boxes unpacking
When customers call
It's the most profitable season of all
There'll be stacks of Becoming
plus Louise Penny's for wrapping
And handselling everywhere you go
There'll be odd special orders
And tales of bestsellers of
Christmases long, long ago

It's the most wonderful time of the year
The UPS trucks are unloading
As piles of books still keep growing
And out of stock titles are HERE

It's the most wonderful time of the year
There'll be sidelines for stuffing
Those stockings with Cubebots
And hanukkah gifts galore!
It's the most wonderful time of the year

It's the most wonderful time
Yes the most wonderful time
Oh the most wonderful time
Of the year

Last week we had our first of two downtown shopping nights, when all the stores stay open until 8 p.m. and offer a variety of promotions and incentives and treats and samples! It was an unqualified success! We had a lovely teenage volunteer at the door handing out chips with corresponding discounts, a red chip was 10% and so on, from 5-30% off your entire purchase that evening. The store was packed the whole evening, starting at 5 and going right up to close of business at 8, on a Thursday evening, we matched a very good Saturday before Christmas sales figure. And the mood of the shoppers was so cheery, of course, they were also sampling Stonecutter Spirits, complimentary champagne, free cookies, free Whistle Pig tastings, free hot chai, and a whole host of discounts and restaurant specials. We had 4 booksellers on the floor and we were run ragged. By the end of the evening, it was difficult to say regular things, like, "Would you like that wrapped?" which instead came out, "Would a wrap in a bag for your book?" At one point I was restocking holiday gift wrap and a woman came up to me, tapped me on the shoulder and said "Can you tell me where the books are?" and I just started laughing, I thought it was a joke! Literally, pun intended, there are books everywhere! Then I looked at her face. It wasn't a joke. She was seriously asking me that. She thought, since I was stocking the wrapping paper that only knew about non-book items! A very funny moment. But, as ever, as always, people asked for recommendations and happily purchased the books we recommended and I just know the people on the receiving end of those gifts of books carefully picked will be very happy.

It's called Midd Night Stroll, and if this isn't something your town is already doing, I can highly recommend sharing some of this info with your town or downtown alliance. It's also part of a larger townwide event, Very Merry Middlebury, a host of family activities the whole month of December.
NOTE FROM BETH

As we all think through the possibilities surrounding Ingram and Baker & Taylor, I thought you might want to see the response that President of the ABA Board, Robert Sindelar, has been sending around. I spoke with Oren Teicher last week, and he underscored the ABA’s vigilance on this issue...as soon as there's something concrete to react to, they'll be on it.

Please let me know if you have any questions in the meantime.

From Sindelar:
"We are deeply concerned about this potential merger and the ABA has been in touch with the FTC and with Ingram about it. ABA CEO, Oren Teicher, sent a statement to both PW and Shelf Awareness when they broke this story saying, amongst other things ”To our knowledge, there has never been an instance in the book business when the elimination of competition - and a further concentration of decision-making in fewer hands - has worked to the advantage of booksellers, publishers, or authors - let alone the reading public.”

ABA is monitoring this situation closely and is actively devising a strategy to respond to this when it goes public (when we know more about exactly what is being proposed). We.
when it goes public (when we know more about exactly what is being proposed) we, obviously, want to maximize our impact; and - we can assure you - that ABA will be engaging the membership in whatever we do."

ABFE introduces Counterspeak

Counterspeak is a free speech podcast hosted by Sydney Jarrard, ABA's Content Director; Dave Grogan, ABA's Director of ABFE, Advocacy and Public Policy; and Maria Peroni, ABA's Advocacy and Public Policy Coordinator.

In this introductory episode, Dave explains what Counterspeak is all about.

NEIBA Best Sellers for the week ended Sunday December 9, 2018

Based on reporting from the independent booksellers of NEIBA and IndieBound

HARDCOVER FICTION
1. Kingdom of the Blind
Louise Penny, Minotaur, $28.99, 9781250066206
2. Unsheltered
Barbara Kingsolver, Harper, $29.99, 9780062684561
3. There There
Tommy Orange, Knopf, $25.95, 9780525520375
4. Nine Perfect Strangers
Liane Moriarty, Flatiron Books, $28.99, 9781250069825
5. The Reckoning
John Grisham, Doubleday, $29.95, 9780385544153
6. The Overstory
Richard Powers, Norton, $27.95, 9780393635522
7. Where the Crawdads Sing
Delia Owens, Putnam, $26, 9780735219090
8. The Witch Elm
Tana French, Viking, $28, 9780735224629
9. Transcription New
Kate Atkinson, Little Brown, $28, 9780316176637
10. The Friend
Sigrid Nunez, Riverhead, $25, 9780735219441
11. The Travelling Cat Chronicles
Hiro Arikawa, Berkley, $20, 9780451491336
12. A Gentleman in Moscow New
Amor Towles, Viking, $27, 9780670026197
13. The Next Person You Meet in Heaven
Mitch Albom, Harper, $23.99, 9780062294449
14. Fire & Blood
George R.R. Martin, Doug Wheatley (Illus.), Bantam, $35, 9781524796280
15. Washington Black New
Esi Edugyan, Knopf, $26.95, 9780525521426

HARDCOVER NONFICTION
1. Becoming
Michelle Obama, Crown, $32.50, 9781524763138
2. Educated
Tara Westover, Random House, $28, 9780399590504
3. Leadership: In Turbulent Times
Doris Kearns Goodwin, S&S, $30, 9781476795928
4. How to Be a Good Creature: A Memoir in Thirteen Animals
Sy Montgomery, Rebecca Green (Illus.), Houghton Mifflin Harcourt, $20, 9780544938328
5. The Library Book
Susan Orlean, S&S, $28, 9781476740188
6. Almost Everything
Anne Lamott, Riverhead, $20, 9780525537441
7. Cook Like a Pro
Ina Garten, Clarkson Potter, $35, 9780804187046
8. Gmorning, Gnight!: Little Pep Talks for Me & You
Lin-Manuel Miranda, Jonny Sun (Illus.), Random House, $22, 9781984854278
9. The Pats: An Illustrated History of the New England Patriots
Glenn Stout, Richard A. Johnson, Houghton Mifflin Harcourt, $35, 9781328917409
10. In the Hurricane's Eye: The Genius of George Washington and the Victory at Yorktown
Nathaniel Philbrick, Viking, $30, 9780525426769
11. The Point of It All: A Lifetime of Great Loves and Endeavors New
Charles Krauthammer, Crown Forum, $28, 9781984825483
12. These Truths: A History of the United States
Jill Lepore, Norton, $39.95, 9780393635249
13. The Fifth Risk
Michael Lewis, Norton, $26.95, 9781324002642
Samin Nosrat, Wendy MacNaughton (Illus.), S&S, $35, 9781476753836
15. Brief Answers to the Big Questions
Stephen Hawking, Bantam, $25, 9781984819192

TRADE PAPERBACK FICTION
1. The Tattooist of Auschwitz
Heather Morris, Harper, $16.99, 9780062797155
2. Milkman New
Anna Burns, Graywolf Press, $16, 9781644450000
3. Eleanor Oliphant Is Completely Fine
Gail Honeyman, Penguin, $16, 9780735220690
4. Less
Andrew Sean Greer, Back Bay, $15.99, 9780316316132
5. Pachinko
Min Jin Lee, Grand Central, $15.99, 9781455563920
6. Asymmetry
Lisa Halliday, S&S, $16, 9781501166785
<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Author(s)</th>
<th>Publisher</th>
<th>Price</th>
<th>ISBN</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>The Best American Short Stories 2018</td>
<td>Roxane Gay, Heidi Pitlor (Eds.)</td>
<td>Mariner</td>
<td>$15.99</td>
<td>9780544582941</td>
</tr>
<tr>
<td>8</td>
<td>Crazy Rich Asians</td>
<td>Kevin Kwan</td>
<td>Anchor</td>
<td>$16</td>
<td>9780525563761</td>
</tr>
<tr>
<td>9</td>
<td>The Wife Between Us</td>
<td>Greer Hendricks</td>
<td>St. Martin's Griffin</td>
<td>$16.99</td>
<td>9781250130945</td>
</tr>
<tr>
<td>10</td>
<td>My Brilliant Friend</td>
<td>Elena Ferrante</td>
<td>Europa Editions</td>
<td>$17</td>
<td>9781609455064</td>
</tr>
<tr>
<td>11</td>
<td>All the Light We Cannot See</td>
<td>Anthony Doerr</td>
<td>Scribner</td>
<td>$17</td>
<td>9781501173219</td>
</tr>
<tr>
<td>12</td>
<td>Alternate Side</td>
<td>Anna Quindlen</td>
<td>Random House</td>
<td>$17</td>
<td>9780525509875</td>
</tr>
<tr>
<td>13</td>
<td>The Perfect Nanny</td>
<td>Leila Slimani</td>
<td>Penguin</td>
<td>$16</td>
<td>9780143132172</td>
</tr>
<tr>
<td>14</td>
<td>Hope Never Dies</td>
<td>Andrew Shaffer</td>
<td>Quirk Books</td>
<td>$14.99</td>
<td>9781683690399</td>
</tr>
<tr>
<td>15</td>
<td>Radio Free Vermont</td>
<td>Bill McKibben</td>
<td>Blue Rider Press</td>
<td>$15</td>
<td>9781524743727</td>
</tr>
</tbody>
</table>

**TRADE PAPERBACK NONFICTION**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Author(s)</th>
<th>Publisher</th>
<th>Price</th>
<th>ISBN</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Old Farmer's Almanac 2019</td>
<td>Old Farmer's Almanac</td>
<td>$7.95</td>
<td>9781571987730</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Sapiens</td>
<td>Yuval Noah Harari</td>
<td>Harper Perennial</td>
<td>$22.99</td>
<td>9780062316110</td>
</tr>
<tr>
<td>3</td>
<td>Killers of the Flower Moon</td>
<td>David Grann</td>
<td>Vintage</td>
<td>$16.95</td>
<td>9780307742483</td>
</tr>
<tr>
<td>4</td>
<td>My Own Words</td>
<td>Ruth Bader Ginsburg</td>
<td>S&amp;S</td>
<td>$18</td>
<td>9781501145254</td>
</tr>
<tr>
<td>5</td>
<td>The Great Halifax Explosion</td>
<td>John U. Bacon</td>
<td>Morrow</td>
<td>$17.99</td>
<td>9780062666543</td>
</tr>
<tr>
<td>6</td>
<td>Code Girls</td>
<td>Liza Mundy</td>
<td>Hachette</td>
<td>$16.99</td>
<td>9780316352543</td>
</tr>
<tr>
<td>7</td>
<td>The Best American Sports Writing 2018</td>
<td>Jeff Pearlman</td>
<td>Glenn Stout</td>
<td>$15.99</td>
<td>9781328846280</td>
</tr>
<tr>
<td>8</td>
<td>Kitchen Confidential</td>
<td>Anthony Bourdain</td>
<td>Ecco</td>
<td>$16.99</td>
<td>9780060899226</td>
</tr>
<tr>
<td>9</td>
<td>The River of Consciousness</td>
<td>Oliver Sacks</td>
<td>Vintage</td>
<td>$16.95</td>
<td>9780804171007</td>
</tr>
<tr>
<td>10</td>
<td>Beautiful Boy</td>
<td>David Sheff</td>
<td>Eamon Dolan/Mariner Books</td>
<td>$16.99</td>
<td>9781328974716</td>
</tr>
<tr>
<td>11</td>
<td>Holidays on Ice</td>
<td>David Sedaris</td>
<td>Back Bay</td>
<td>$12</td>
<td>9780316078917</td>
</tr>
<tr>
<td>12</td>
<td>Leonardo da Vinci</td>
<td>Walter Isaacson</td>
<td>S&amp;S</td>
<td>$22</td>
<td>9781501139161</td>
</tr>
<tr>
<td>13</td>
<td>Homo Deus</td>
<td>Yuval Noah Harari</td>
<td>Harper Perennial</td>
<td>$22.99</td>
<td>9780062464347</td>
</tr>
<tr>
<td>14</td>
<td>Grant</td>
<td>Ron Chernow</td>
<td>Penguin Books</td>
<td>$22</td>
<td>9780143110637</td>
</tr>
<tr>
<td>15</td>
<td>The Rest is History: Boston Red Sox: 2018 World Series Champions</td>
<td>Triumph Books</td>
<td>$14.95</td>
<td>9781629376004</td>
<td></td>
</tr>
</tbody>
</table>

**MASS MARKET**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Author(s)</th>
<th>Publisher</th>
<th>Price</th>
<th>ISBN</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>Dune</td>
<td>Frank Herbert</td>
<td>Ace</td>
<td>$9.99</td>
<td>9780441172719</td>
</tr>
<tr>
<td>3</td>
<td>The Cuban Affair</td>
<td>Nelson DeMille</td>
<td>Pocket</td>
<td>$9.99</td>
<td>9781501101731</td>
</tr>
<tr>
<td>4</td>
<td>1984</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
4. 1984
George Orwell, Signet, $9.99, 9780451524935
5. A Game of Thrones
George R.R. Martin, Bantam, $9.99, 9780553593716
6. The Shining
Stephen King, Anchor, $8.99, 9780307743657
7. All-American Cowboy
Dylann Crush, Sourcebooks Casablanca, $7.99, 9781492663669
8. The Left Hand of Darkness
Ursula K. Le Guin, Ace, $9.99, 9780441478125
9. Outlander
Diana Gabaldon, Dell, $9.99, 97805553393699
10. No Middle Name
Lee Child, Dell, $9.99, 9780399593598

CHILDREN'S ILLUSTRATED
1. The Snowy Nap
Jan Brett, G.P. Putnam's Sons Books for Young Readers, $18.99, 9780399170737
2. The Wonky Donkey
Craig Smith, Katz Cowley (Illus.), Scholastic, $7.99, 9780545261241
3. The Polar Express
Chris Van Allsburg, HMH Books for Young Readers, $19.99, 9780544580145
4. Stopping by Woods on a Snowy Evening
Robert Frost, Susan Jeffers (Illus.), Dutton, $16.99, 9780525467342
5. Construction Site on Christmas Night
6. Goodnight Moon
Margaret Wise Brown, Clement Hurd (Illus.), Harper, $8.99, 9780694003617
7. Santa Bruce
Ryan T. Higgins, Disney/Hyperion, $17.99, 9781484782903
8. The Mitten
Jan Brett, G.P. Putnam’s Sons Books for Young Readers, $7.99, 9780399231094
9. The Snowy Day
Ezra Jack Keats, Viking Books for Young Readers, $19.99, 9780670012701
10. How the Grinch Stole Christmas
Dr. Seuss, Random House, $16.99, 9780394800790

CHILDREN'S INTEREST
1. The Hate U Give
Angie Thomas, Balzer + Bray, $18.99, 9780062871350
Dylan Thuras, Rosemary Mosco, Joy Ang (Illus.), Workman, $19.95, 9781523503544
3. Rosie Revere and the Raucous Riveters: The Questioneers Book #1
Andrea Beaty, David Roberts (Illus.), Amulet Books, $12.99, 9781419733604
4. Louisiana's Way Home
Kate DiCamillo, Candlewick, $16.99, 9780763694630
5. Bridge of Clay
Markus Zusak, Knopf Books for Young Readers, $26, 9781984830159
6. Squirm
Carl Hiaasen, Knopf Books for Young Readers, $18.99, 9780385752978
7. Dear Evan Hansen
Val Emmich, et al., Poppy, $18.99, 9780316420235
8. Hey, Kiddo
Jarrett J. Krosoczka, Graphix, $14.99, 9780545902489
9. Children of Blood and Bone
Tomi Adeyemi, Henry Holt and Co. (BYR), $18.99, 9781250170972
Sara Gillingham, Phaidon Press, $29.95, 9780714877723

CHILDREN'S SERIES TITLES
1. Diary of a Wimpy Kid: The Meltdown
1. Diary of a Wimpy Kid: The Meltdown
   Jeff Kinney, Abrams, $13.95, 9781419727436
2. Dog Man: Lord of the Fleas
   Dav Pilkey, Graphix, $9.99, 9780545935173
3. Dog Man
   Dav Pilkey, Graphix, $9.99, 9780545581608
4. The Princess in Black
   Shannon Hale, Dean Hale, LeUyen Pham (Illus.), Candlewick, $6.99, 9780763678883
5. Ivy and Bean (Ivy & Bean, #1) New
   Annie Barrows, Sophie Blackall (Illus.), Chronicle, $5.99, 9780811849098
6. Fantastic Beasts: The Crimes of Grindelwald - The Original Screenplay (Harry Potter)
7. Queen of Air and Darkness (The Dark Artifices, #3) New
   Cassandra Clare, Margaret K. McElderry Books, $24.99, 9781442468436
8. Dog Man Unleashed New
   Dav Pilkey, Graphix, $9.99, 9780545935203
9. Mercy Watson to the Rescue New
   Kate DiCamillo, Chris Van Dusen (Illus.), Candlewick, $5.99, 9780763645045
10. Dog Man and Cat Kid New
    Dav Pilkey, Graphix, $9.99, 9780545935180

New - NOT on last weeks list