Happy Holidays!

Notes From the NEIBA Advisory Council

By Megan Sullivan, Penguin Adult Sales Rep, Somerville, MA

What do Sales Reps do in December?

My first December as a sales rep was completely unnerving. For more than a decade, I’d spent...
My first December as a sales rep was completely unnerving. For more than a decade, I’d spent every December working the holiday rush at Harvard Book Store, finding books for customers, wrapping books for customers, telling customers that the book that just came out last month is not in paperback yet, scrambling to get the hot title of the moment from publishers or wholesalers, finding POs in the basement, and restocking shelves. But once I became a sales rep, December rolled around and I only had one appointment, early in the month. Then, it was mostly silence: all my accounts were too busy selling to talk to me. It was so strange!

So what do reps who aren’t on the road do in December? Penguin Random House has three seasons, so I’ve been working on Edelweiss markups for the next season (Summer 2019). But I can’t do that all day—it can get very tedious. I visit bookstores in the area, I browse, I shop for gifts at all the bookstores, and buy books I’ve been wanting to read all year. During the rest of the year, I don’t have much opportunity to read outside my own house, so in December I try to read all the non-Penguin books I can.

Yesterday I popped into Porter Square Books where it was bustling in the middle of the day. They have a really nice table full of all of the staff’s recommendations (below left). Today I went to Harvard Book Store, also full of customers, and browsed their tables and shelves (below right). So many books to read and it’s wonderful to see so many people shopping locally!

My plans for the rest of the month include cleaning out my galleys to prepare for the next season, finalizing markups, visiting more stores, and reading as much as I can. Happy holidays to everyone, and I hope you all are busy with customers.

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**Congratulations**

**NEIBA bookseller winners of a 2018 Patterson Holiday Bonus!**

- Alice Ahn, Water Street Bookstore (Exeter, NH)
- Claire Benedict, Bear Pond Books (Montpelier, VT)
- Caleb Bollenbacher, Porter Square Books (Cambridge, MA)
- Clea Boone, Everyone’s Books (Brattleboro, VT)
- William Carl, An Unlikely Story (Plainville, MA)
- Josh Caudil, Belmont Books (Belmont, MA)
- Josh Christie, Print: A Book Store (Portland, ME)
- Nichole Cousins, White Birch Books (North Conway, NH)
- Lori Dalesio, Brown University Bookstore (Providence, RI)
- Linda Delrio, Linda Story Time (Mensa, CT)
Complete List

NEIBA

Holiday Catalog Displays
Island Books, Middletown RI
Water Street Bookstore, Exeter NH
Hickory Stick Bookshop, Washington Depot CT
Broadside Bookshop, Northampton MA
Village Square Booksellers, Bellows Falls VT
White Birch Books, N. Conway NH
Best Sellers
for the week ended
Sunday December 16, 2018

Based on reporting from the independent booksellers of NEIBA and IndieBound

HARDCOVER FICTION
1. Unsheltered
Barbara Kingsolver, Harper, $29.99, 9780062684561
2. Kingdom of the Blind
Louise Penny, Minotaur, $28.99, 9781250066206
3. There There
Tommy Orange, Knopf, $25.95, 9780525520375
4. The Reckoning
John Grisham, Doubleday, $29.95, 9780385544153
5. Where the Crawdads Sing
Delia Owens, Putnam, $26, 9780735219090
6. Fire & Blood
George R.R. Martin, Doug Wheatley (Illus.), Bantam, $35, 9781524796280
7. Nine Perfect Strangers
Liane Moriarty, Flatiron Books, $28.99, 9781250069825
8. The Travelling Cat Chronicles
Hiro Arikawa, Berkley, $20, 9780451491336
9. The Witch Elm
Tana French, Viking, $28, 9780735224629
10. Transcription
Kate Atkinson, Little Brown, $28, 9780316176637
11. The Overstory
Richard Powers, Norton, $27.95, 9780393635522
12. The Friend
Sigrid Nunez, Riverhead, $25, 9780735219441
13. Circe New
Madeline Miller, Little Brown, $27, 9780316556347
14. Warlight New
Michael Ondaatje, Knopf, $26.95, 9780525521198
15. Washington Black
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. How to Be a Good Creature
Sy Montgomery, Rebecca Green (Illus.), Houghton Mifflin Harcourt, $20, 9780544938328
4. Leadership: In Turbulent Times
Doris Kearns Goodwin, S&S, $30, 9781476795928
5. The Point of It All: A Lifetime of Great Loves and Endeavors
Charles Krauthammer, Crown Forum, $28, 9781984825483
6. The Fifth Risk
Michael Lewis, Norton, $26.95, 9781324002642
7. Gmorning, Gnight!: Little Pep Talks for Me & You
Lin-Manuel Miranda, Jonny Sun (Illus.), Random House, $22, 9781984854278
8. Cook Like a Pro
Ina Garten, Clarkson Potter, $35, 9780804187046
Nathaniel Philbrick, Viking, $30, 9780525426769
10. These Truths: A History of the United States
Jill Lepore, Norton, $39.95, 9780393635249
11. Almost Everything
Anne Lamott, Riverhead, $20, 9780525537441
12. Salt, Fat, Acid, Heat: Mastering the Elements of Good Cooking
Samin Nosrat, Wendy MacNaughton (Illus.), S&S, $35, 9781476753836
13. The Library Book
Susan Orlean, S&S, $28, 9781476740188
14. Brief Answers to the Big Questions
Stephen Hawking, Bantam, $25, 9781984819192
15. Ottolenghi Simple: A Cookbook
Yotam Ottolenghi, Ten Speed Press, $35, 9781607749165

TRADE PAPERBACK FICTION
1. Milkman
Anna Burns, Graywolf Press, $16, 9781644450000
2. The Tattooist of Auschwitz
Heather Morris, Harper, $16.99, 9780062797155
3. Eleanor Oliphant Is Completely Fine
Gail Honeyman, Penguin, $16, 9780735220690
4. Less
Andrew Sean Greer, Back Bay, $15.99, 9780316316132
5. The Best American Short Stories 2018
Roxane Gay, Heidi Pitlor (Eds.), Mariner, $15.99, 9780544582941
6. Pachinko
Min Jin Lee, Grand Central, $15.99, 9781455563920
7. My Brilliant Friend
Elena Ferrante, Europa Editions, $17, 9781609455064
8. The Perfect Nanny
Leila Slimani, Penguin, $16, 9780143132172
9. Crazy Rich Asians
Kevin Kwan, Anchor, $16, 9780525563761
10. Hope Never Dies
Andrew Shaffer, Quirk Books, $14.99, 9781683690399
11. Alternate Side
Anna Quindlen, Random House, $17, 9780525509875
12. Beartown
Fredrik Backman, Washington Square Press, $17, 9781501160776
13. Asymmetry
Lisa Halliday, S&S, $16, 9781501166785
14. In the Midst of Winter
Isabel Allende, Atria, $17, 9781501178146
15. The Wife Between Us
Greer Hendricks, St. Martin's Griffin, $16.99, 9781250130945

TRADE PAPERBACK NONFICTION
1. Sapiens
Yuval Noah Harari, Harper Perennial, $22.99, 9780062316110
2. The Old Farmer's Almanac 2019
Old Farmer's Almanac, $7.95, 9781571987730
3. Killers of the Flower Moon
David Grann, Vintage, $16.95, 9780307742483
4. My Own Words
Ruth Bader Ginsburg, S&S, $18, 9781524745254
5. Code Girls
Liza Mundy, Hachette, $16.99, 9780316352543
Sarah Janssen (Ed.), World Almanac, $14.99, 9781600572227
7. The Great Halifax Explosion
John U. Bacon, Morrow, $17.99, 9780062666543
8. Leonardo da Vinci
Walter Isaacson, S&S, $22, 9781501139161
9. Ruth Bader Ginsburg: In Her Own Words New
Helena Hunt (Ed.), Agate B2, $11.95, 9781572842496
10. Hillbilly Elegy New
J.D. Vance, Harper, $16.99, 9780062300553
11. The Best American Science and Nature Writing 2018 New
Sam Kean, Tim Folger (Eds.), Mariner, $15.99, 9781328987808
12. Homo Deus
Yuval Noah Harari, Harper Perennial, $22.99, 9780062464347
13. Grant
Ron Chernow, Penguin, $22, 9780143110637
14. Red Notice New
Bill Browder, S&S, $16, 9781476755748
15. Beautiful Boy
David Sheff, Eamon Dolan/Mariner Books, $16.99, 9781328974716

MASS MARKET
1. Dune
Frank Herbert, Ace, $9.99, 9780441172719
2. The Name of the Wind New
Patrick Rothfuss, DAW, $9.99, 9780756404741
3. The Hitchhiker's Guide to the Galaxy New
Douglas Adams, Del Rey, $7.99, 9780345391803
4. To Kill a Mockingbird New
Harper Lee, Grand Central, $9.99, 9781455538966
5. The Left Hand of Darkness
Ursula K. Le Guin, Ace, $9.99, 9780441478125
6. Good Omens
7. 1984
George Orwell, Signet, $9.99, 9780451524935
8. A Game of Thrones
George R.R. Martin, Bantam, $9.99, 9780553593716
9. The Diary of a Young Girl New
Anne Frank, Bantam, $7.99, 9780553577129
10. Outlander
Diana Gabaldon, Dell, $9.99, 9780553393699

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

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. Bridge of Clay
Markus Zusak, Knopf Books for Young Readers, $26, 9781984830159
4. Dear Evan Hansen
Val Emmich, et al., Poppy, $18.99, 9780316420235
5. Louisiana's Way Home
Kate DiCamillo, Candlewick, $16.99, 9780763694630
6. Rosie Revere and the Raucous Riveters: The Questioneers Book #1
Andrea Beaty, David Roberts (Illus.), Harry N. Abrams, $12.99, 9781419733604
7. Mac Undercover (Mac B., Kid Spy #1) New
Mac Barnett, Mike Lowery (Illus.), Orchard Books, $12.99, 9781338143591
8. Children of Blood and Bone
Tomi Adeyemi, Henry Holt and Co. (BYR), $18.99, 9781250170972
9. The Poet X New
Elizabeth Acevedo, HarperTeen, $17.99, 9780062662804
10. The One and Only Ivan New
Katherine Applegate, Patricia Castelao (Illus.), Harper, $8.99, 9780061992278

CHILDREN'S SERIES TITLES
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. Fantastic Beasts: The Crimes of Grindelwald - The Original Screenplay (Harry Potter)
4. Dog Man
Dav Pilkey, Graphix, $9.99, 9780545581608
5. The Princess in Black
Shannon Hale, Dean Hale, LeUyen Pham (Illus.), Candlewick, $6.99, 9780763678883
6. The Stonekeeper (Amulet, #1) New
Kazu Kibuishi, Graphix, $12.99, 9780439846813
7. The Bad Guys (The Bad Guys, #1) New
Aaron Blabey, Aaron Blabey (Illus.), Scholastic, $5.99, 9780545912402
8. The Tales of Beedle the Bard: The Illustrated Edition (Harry Potter) New
9. The Lightning Thief (Percy Jackson and the Olympians, Book 1) New
Rick Riordan, Hyperion, $7.99, 9781423134947
10. Dog Man Unleashed
Dav Pilkey, Graphix, $9.99, 9780545935203
New - NOT on last weeks list