Notes From the NEIBA Advisory Council

By Beth Wagner, Phoenix Books, Essex, Burlington, Rutland, Chester VT

The Ghosts of Vacuums Past

Booksellers are an opinionated lot. We talk books, we argue books, we defend books. So, really, is it any surprise that this carries over to other, less glamorous aspects of our jobs?

Try this: the next time you’re at a gathering of booksellers, ask them how they like their vacuum cleaner and marvel at how quickly factions form. Bagged or bagless? Upright or canister? $100 cheapie or $700 artisanal? The discussion will be spirited: brands will be named, and brands will be shamed. Horror stories involving broken hoses and coat hangers will be shared. Those with wood floors will wisely stand off to the side; they will receive no sympathy from this crowd.

I saw this play out recently at our weekly manager meeting. Tod, our Burlington manager, falls squarely in the bagless cheapie contingent, while Colleen, our Essex manager, is Team Upright Bagged Artisanal. Colleen was dismayed at Tod’s recent purchase of a Shop-Vac, claiming it was not suited for heavily-trafficked carpeted areas, while Tod, ever pragmatic, pointed out it would be handy when the basement inevitably floods. “The vacuum’s going to break in a year anyway,” said Tod, “So why not go cheap?” “Because it’s wasteful,” replied Colleen, “And if you get a decent vacuum, you can get it repaired.” Tod sheepishly confessed that he has a closet dedicated to the ghosts of vacuums past, currently totaling four, but he was “going to bring them in for repair one of these days!”
At a conference a few years ago, a sales director confided, “I thought there’d be a lot more conversation about all the books you’re reading. Instead, there’s a lot about office supplies, shoplifting, and cleaning the bathroom.” I like to think we often focus on the mundane because we’re so passionate about what we do. We want to put the right books in the right hands. We want our customers to feel welcome in our space. This includes keeping it tidy so we can focus on what we’re truly good at. Because buying vacuums, apparently, is not one of our talents.

**Independent Bookstore Day 2019**

Check the [searchable map](#) to make sure your store(s) information is accurate. If you need to make changes or additions, contact Zack Ruskin.

**Scholarship Application Period Opens for Winter Institute 2020**

The scholarship application period is now open for the American Booksellers Association’s 15th annual Winter Institute in Baltimore, Maryland, which will run from January 21–24, 2020.

Member stores that have not attended ABA’s Winter Institute in the past seven years are eligible for a scholarship to the 2020 event. Bookstores can have up to three applications, and owners and managers are asked to encourage staff members to apply; booksellers must have their owner or manager’s permission to submit an application.

The scholarships are open to regular ABA member bookstores in good standing, and booksellers can apply on the Wi15 [scholarship form](#) on BookWeb.org. Applications are due by 5:00 p.m. ET on Monday, June 10. Winning stores will be contacted directly if they have been selected, and the winning names will be announced in August 2019.

**NECBA Meeting**

**May 2, 2019**

Candlewick Press, Somerville MA

How are books made and how can we handsell them? Join NECBA at Candlewick HQ on May 2nd! Candlewick will present a morning intensive on how books are made, from start to finish. After a lunch break, NECBA will discuss overcoming handselling biases in a conversation led by the Windows & Mirrors team. Send your frontline booksellers or anybody interested in how books are made and sold.
NEIBA Best Sellers
for the week ended
Sunday March 24, 2019

Based on reporting from the independent booksellers of NEIBA and IndieBound

HARDCOVER FICTION
1. Where the Crawdads Sing
   Delia Owens, Putnam, $26, 9780735219090
2. There There
   Tommy Orange, Knopf, $25.95, 9780525520375
3. Daisy Jones & The Six
   Taylor Jenkins Reid, Ballantine, $27, 9781524798628
4. Unto Us a Son Is Given
   Donna Leon, Atlantic Monthly Press, $26, 9780802129116
5. Run Away
   New
   Harlan Coben, Grand Central Publishing, $29, 9781538748466
6. Gingerbread
   Helen Oyeyemi, Riverhead Books, $27, 9781594634659
7. Circe
   Madeline Miller, Little Brown, $27, 97803165556347
8. The Silent Patient
   Alex Michaelides, Celadon Books, $26.99, 9781250301697
9. Black Leopard, Red Wolf
   Marlon James, Riverhead Books, $30, 9780735220171
10. The Parade
    New
    Dave Eggers, Knopf, $25.95, 9780525655305
11. The Island of Sea Women
    Lisa See, Scribner, $27, 9781501154850
12. Devotions
    Mary Oliver, Penguin Press, $30, 9780399563249
13. The River
    Peter Heller, Knopf, $25.95, 9780525521877
14. The Last Romantics
    Tara Conklin, Morrow, $26.99, 9780062358202
15. Unsheltered
    New
    Barbara Kingsolver, Harper, $29.99, 9780062684561
HARDCOVER NONFICTION
1. Educated
   Tara Westover, Random House, $28, 9780399590504
2. Becoming
   Michelle Obama, Crown, $32.50, 9781524763138
3. Doing Justice: A Prosecutor's Thoughts on Crime, Punishment, and the Rule of Law
   Preet Bharara, Knopf, $27.95, 9780525521129
4. Women Rowing North
   Mary Pipher, Bloomsbury, $27, 9781632869609
5. Bad Blood
   John Carreyrou, Knopf, $27.95, 9781524731656
6. Dreyer's English
   Benjamin Dreyer, Random House, $25, 9780812995701
7. Say Nothing
   Patrick Radden Keefe, Doubleday, $28.95, 9780385521314
8. The Uninhabitable Earth
   David Wallace-Wells, Tim Duggan Books, $27, 9780525576709
9. The Source of Self-Regard
   Toni Morrison, Knopf, $28.95, 9780525521037
10. Mama's Last Hug
    Frans de Waal, Norton, $27.95, 9780393635065
11. Madame Fourcade's Secret War
    Lynne Olson, Random House, $30, 9780812994766
    William W. Li, Grand Central, $30, 9781538714621
    Vicky Ward, St. Martin's, $28.99, 9781250185945
14. The Library Book
    Susan Orlean, S&S, $28, 9781476740188
15. Inheritance
    Dani Shapiro, Knopf, $24.95, 9781524732714

TRADE PAPERBACK FICTION
1. The Lost Girls of Paris
   Pam Jenoff, Park Row, $16.99, 9780778330271
2. Eleanor Oliphant Is Completely Fine
   Gail Honeyman, Penguin, $16, 9780735220690
3. The Woman in the Window
   A.J. Finn, Morrow, $16.99, 9780062678423
4. The Tattooist of Auschwitz
   Heather Morris, Harper, $16.99, 9780062797155
5. The Huntress
   Kate Quinn, Morrow, $16.99, 9780062740373
6. An American Marriage
   Tayari Jones, Algonquin Books, $16.95, 9781616208684
7. Less
   Andrew Sean Greer, Back Bay, $15.99, 9780316316132
8. The Immortalists
   Chloe Benjamin, Putnam, $16, 9780735215092
9. Milkman
   Min Jin Lee, Grand Central, $15.99, 9781455563920
10. Milkman
    Anna Burns, Graywolf Press, $16, 9781644450000
11. The Power
    Naomi Alderman, Back Bay, $16.99, 9780316547604
12. The Friend
    Sigrid Nunez, Riverhead Books, $16, 9780735219458
13. Asymmetry
    Lisa Halliday, S&S, $16, 9781501166785
14. The Only Story
    Julian Barnes, Vintage, $16, 9780525563068
15. Conversations with Friends
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<tr>
<th>TRADE PAPERBACK NONFICTION</th>
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<tr>
<td>1. Born a Crime</td>
<td>Trevor Noah, Spiegel &amp; Grau, $18, 9780399588198</td>
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<td>2. My Own Words</td>
<td>Ruth Bader Ginsburg, S&amp;S, $18, 9781501145254</td>
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<td>4. I'll Be Gone in the Dark</td>
<td>Michelle McNamara, Harper Perennial, $17.99, 9780062319791</td>
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<td>5. White Fragility</td>
<td>Robin DiAngelo, Beacon Press, $16, 9780807047415</td>
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<td>6. Killers of the Flower Moon</td>
<td>David Grann, Vintage, $16.95, 9780307742483</td>
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<td>7. The Stranger in the Woods</td>
<td>New</td>
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<td>8. The Collected Schizophrenias</td>
<td>Michael Finkel, Vintage, $16, 9781101911532</td>
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<td>10. Drawdown New</td>
<td>Paul Hawken (Ed.), Penguin, $22, 9780143130444</td>
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<td>11. Just Mercy New</td>
<td>Bryan Stevenson, Spiegel &amp; Grau, $16, 9780812984965</td>
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<td>13. How Democracies Die New</td>
<td>Steven Levitsky, Daniel Ziblatt, Broadway, $15, 9781524762940</td>
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<td>15. Heavy New</td>
<td>Kiese Laymon, Scribner, $16, 9781501125669</td>
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<th>MASS MARKET</th>
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<tr>
<td>1. Dune</td>
<td>Frank Herbert, Ace, $9.99, 9780441172719</td>
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<td>5. Slaughterhouse-Five New</td>
<td>Kurt Vonnegut, Laurel Leaf, $7.99, 9780440180296</td>
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<td>6. The Diary of a Young Girl New</td>
<td>Anne Frank, Bantam, $7.99, 9780553577129</td>
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<td>7. The Pharaoh Key New</td>
<td>Douglas Preston, Lincoln Child, Grand Central, $8.99, 9781455525812</td>
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<td>8. The Name of the Wind</td>
<td>Patrick Rothfuss, DAW, $9.99, 9780756404741</td>
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<td>9. The Official Scrabble Players Dictionary</td>
<td>Merriam-Webster, $8.50, 9780877795964</td>
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<td>10. Go Tell It on the Mountain</td>
<td>James Baldwin, Vintage, $7.99, 9780345806543</td>
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<th>CHILDREN'S ILLUSTRATED</th>
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<tr>
<td>1. Goodnight Moon</td>
<td>Margaret Wise Brown, Clement Hurd (Illus.), Harper, $8.99, 9780694003617</td>
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<td>2. The Very Hungry Caterpillar New</td>
<td>Eric Carle, Putnam, $10.99, 9780399226908</td>
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Robert McCloskey, Puffin, $7.99, 9780140564341
4. Hello Lighthouse
Sophie Blackall, Little, Brown Books for Young Readers, $18.99, 9780316362382
5. The Good Egg
Jory John, Pete Oswald (Illus.), Harper, $17.99, 9780062866004
6. Pat the Bunny New
Dorothy Kunhardt, Golden Books, $9.99, 9780307120007
7. Say Something New
Peter H. Reynolds, Orchard Books, $17.99, 97800645865036
8. Good Night, Gorilla
Peggy Rathmann, Putnam, $7.99, 9780399230035
9. I Want My Hat Back New
Jon Klassen, Candlewick Press, $8.99, 9781536207576
10. Little Blue Truck's Springtime New
Alice Schertle, Jill McElmurry (Illus.), HMH Books for Young Readers, $12.99, 9780544938090

CHILDREN'S INTEREST
1. The Hate U Give
Angie Thomas, Balzer + Bray, $18.99, 9780062871350
2. On the Come Up
Angie Thomas, Balzer + Bray, $18.99, 9780062498564
3. SHOUT
Laurie Halse Anderson, Viking Books for Young Readers, $17.99, 9780670012107
4. Max and the Midknights
Lincoln Peirce, Crown Books for Young Readers, $13.99, 9781101931080
5. The Iliad
Gareth Hinds, Gareth Hinds (Illus.), Candlewick Press, $16.99, 9780763696634
6. Five Feet Apart
Rachael Lippincott, Simon & Schuster Books for Young Readers, $18.99, 9781534451568
7. New Kid
Jerry Craft, Harper, $12.99, 9780062691194
8. Meg, Jo, Beth, and Amy
Rey Terciero, Bre Indigo (Illus.), Little, Brown Books for Young Readers, $12.99, 9780316522885
9. The Sun Is Also a Star New
Nicola Yoon, Ember, $12.99, 9780553496710
10. Merci Suárez Changes Gears New
Meg Medina, Candlewick Press, $16.99, 9780763690496

CHILDREN'S SERIES TITLES
1. Dog Man: Brawl of the Wild
Dav Pilkey, Graphix, $9.99, 9781338236576
2. The 104-Story Treehouse: Dental Dramas & Jokes Galore! (The Treehouse Books, #8)
Andy Griffiths, Terry Denton (Illus.), Feiwel & Friends, $13.99, 9781250301499
3. Big Nate: Payback Time! New
Lincoln Peirce, Andrews McMeel, $9.99, 9781449497743
4. Diary of a Wimpy Kid: The Meltdown
Jeff Kinney, Abrams, $13.95, 9781419727436
5. The Lost Heir Graphic Novel (Wings of Fire)
Tui T. Sutherland, Mike Holmes (Illus.), Graphix, $12.99, 9780545942201
6. Dog Man: Lord of the Fleas
Dav Pilkey, Graphix, $9.99, 9780545935173
7. Dog Man Unleashed
Dav Pilkey, Graphix, $9.99, 9780545935203
8. The Land of Stories: The Wishing Spell New
Chris Colfer, Little Brown, $9.99, 9780316201568 New
9. A Crystal of Time (The School for Good and Evil, #5)
Soman Chainani, Harper, $17.99, 9780062695178
10. Harry Potter and the Prisoner of Azkaban New
J.K. Rowling, Scholastic, $10.99, 9780439136365