Notes From the NEIBA Advisory Council
By Megan Sullivan, Penguin Random House

The Day in the Life of a Sales Rep

One of the things I like most about being a rep is that each week can be different. Most Mondays I’m home in the office catching up on emails, writing reports, mailing out galleys, writing more reports, getting ready for any buying appointments that week, and did I mention writing reports? During the selling season, my desk tends to fill up with papers and galleys. I try to keep it under control, but sometimes it just gets messy. I should probably set aside time each Friday to clean up the desk but what do they say about good intentions?

This week, I’ve got a report due, galleys to mail, and three appointments in New Hampshire. I go over the orders in advance, make notes and mark titles to discuss. Then I assemble galleys to bring with me. All that time in the car is time I’m not answering emails and I spend a lot of time staring at my phone while on the road to make sure I don’t miss any emergencies. Books for an event haven’t arrived yet? I’m on it! So each day, sometimes each hour, I’m doing something different. It definitely keeps things entertaining.

The other question I get a lot is do you read during the work day? Is it considered work? When I first started as a rep for PRH, I had a hard time with the idea of reading during work hours but I’ve learned I do have to read for work. We’re expected to read at least parts of books that are priorities each season, generally 20-30 books. I’m a completist however so I generally read the books beginning to end. Right now I’m still reading fall 2019 books, but I’ve just gotten a list of spring 2020(!) books to read.
The life of a rep is a busy one, much like at a bookstore. But I wouldn’t trade it for anything.

Photo: Lucy, office dog extraordinaire.

NEIBA at BookExpo
Are you attending BookExpo next week? Have questions about anything and everything NEIBA? Please stop by Beth’s NEIBA “office hours” in the ABA Member Lounge (#2962, located in the back of the “Unbound” section of the trade show floor) and chat.

**Wednesday, May 29, from 1-3 p.m. and 4-5 p.m.**
Hope to see you there!

Wholesaler Information And Resources

Happy 40th Birthday, Partners Village Store!

Partners Village Store in Westport, MA is celebrating its 40th birthday this Saturday, May 25. Festivities start at 8:30 AM.

All About the Books & Education Program

**Wednesday June 12, 2019**
Fuller Conference Center, Sturbridge Village, Sturbridge MA
Recently, Maine booksellers met up for a NEIBA-sponsored ShopTalk in Bangor. We had a lively discussion—topics ranged from ABA issues (IndieCommerce, the ever-present health care initiative, IndieBound…all fielded steadfastly by ABA Board member Kenny Brechner) to staffing, the philosophy behind choosing not to sell online, the NEIBA website, and revamping NEIBA’s Shop Local grant initiative. After lunch, Gibran Graham hosted the group at The Briar Patch. These ShopTalk sessions are a wonderful way to connect with nearby stores (or in the case of the Maine group…not so nearby—thanks to Heidi from Bogan Books for coming to Bangor from Fort Kent…located on America’s First Mile on Route 1 at the Canadian border!) and share information. NEIBA is eager to continue to host these state-by-state gatherings, so if you’d like to schedule one, email beth@neba.org and we’ll get it on the calendar.
NEIBA
Best Sellers
for the week ended
Sunday May 19, 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. Normal People
   Sally Rooney, Hogarth, $26, 9781984822178
3. The Guest Book
   Sarah Blake, Flatiron Books, $27.99, 9781250110251
4. Orange World and Other Stories New!
   Karen Russell, Knopf, $26.95, 9780525656135
5. Lost Roses
   Martha Hall Kelly, Ballantine, $28, 9781524796372
6. Circe
   Madeline Miller, Little Brown, $27, 9780316556347
7. The Seven or Eight Deaths of Stella Fortuna
   Juliet Grames, Ecco, $27.99, 9780062862822
8. The Flight Portfolio
   Julie Orringer, Knopf, $28.95, 9780307959409
9. Redemption
   David Baldacci, Grand Central, $29, 9781538761410
10. A Bend in the Stars New!
    Rachel Barenbaum, Grand Central, $26, 9781538746264
11. Daisy Jones & The Six
    Taylor Jenkins Reid, Ballantine, $27, 9781524798628
12. Machines Like Me New!
    Ian McEwan, Nan A. Talese, $26.95, 9780385545112
13. The Farm New!
    Joanne Ramos, Nan A. Talese, $26.95, 9780385545112
14. Exhalation: Stories
    Ted Chiang, Knopf, $25.95, 9781101947883
15. Women Talking
    Miriam Toews, Bloomsbury, $24, 9781635572582

HARDCOVER NONFICTION
1. The Pioneers
   David McCullough, S&S, $30, 9781501168680
2. Howard Stern Comes Again New!
   Howard Stern, S&S, $35, 9781501194290
3. Educated
   Tara Westover, Random House, $28, 9780399590504
4. The Second Mountain
   David Brooks, Random House, $28, 9780812993264
5. Becoming
   Michelle Obama, Crown, $32.50, 9781524763138
6. The British Are Coming: The War for America, Lexington to Princeton, 1775-1777 New!
7. Falter
Bill McKibben, Holt, $28, 9781250178268
8. Our Man: Richard Holbrooke and the End of the American Century New!
George Packer, Knopf, $30, 9780307958020
9. Furious Hours
Casey Cep, Knopf, $26.95, 9781101947869
10. Save Me the Plums
Ruth Reichl, Random House, $27, 9781400069996
11. Upheaval
Jared Diamond, Little Brown, $35, 9780316409131
12. The Moment of Lift
Melinda Gates, Flatiron Books, $26.99, 9781250313577
13. Women Rowing North New!
Mary Pipher, Bloomsbury, $27, 9781632869609
14. Everything in Its Place
Oliver Sacks, Knopf, $26.95, 9780451492890
15. Working
Robert A. Caro, Knopf, $25, 9780525656340

TRADE PAPERBACK FICTION
1. The Overstory
Richard Powers, Norton, $18.95, 9780393356687
2. Little Fires Everywhere
Celeste Ng, Penguin, $17, 9780735224315
3. There There
Tommy Orange, Vintage, $16, 9780525436140
4. Washington Black
Esi Edugyan, Vintage, $16.95, 9780525563242
5. A Gentleman in Moscow
Amor Towles, Penguin, $17, 980143110439
6. Warlight
Michael Ondaatje, Vintage, $16, 9780525562962
7. The Lost Girls of Paris
Pam Jenoff, Park Row, $16.99, 98077830271
8. Eleanor Oliphant Is Completely Fine
Gail Honeyman, Penguin, $16, 9780735220690
9. The Tattooist of Auschwitz
Heather Morris, Harper, $16.99, 9780062797155
10. Transcription
Kate Atkinson, Back Bay, $16.99, 9780316176668
11. The Woman in the Window
A.J. Finn, Morrow, $16.99, 9780062678423
12. The Death of Mrs. Westaway
Ruth Ware, Gallery/Scout Press, $16.99, 9781501156250
13. Clock Dance New!
Anne Tyler, Vintage, $16.95, 9780525563020
14. The Immortalists
Chloe Benjamin, Putnam, $16, 9780735215092
15. Conversations with Friends
Sally Rooney, Hogarth, $17, 9780451499066

TRADE PAPERBACK NONFICTION
1. The Mueller Report
The Washington Post, Scribner, $15, 9781982129736
2. Born a Crime
Trevor Noah, Spiegel & Grau, $18, 9780399588198
3. Sapiens
Yuval Noah Harari, Harper Perennial, $22.99, 9780062316110
4. How to Change Your Mind New!
Michael Pollan, Penguin, $18, 9780735224155
5. White Fragility
Robin DiAngelo, Beacon Press. $16. 9780807047415
10. *Blueberries for Sal*
Robert McCloskey, Puffin, $7.99, 9780140501698

**CHILDREN’S INTEREST**

1. *Diary of an Awesome Friendly Kid: Rowley Jefferson’s Journal*
Jeff Kinney, Amulet Books, $13.99, 9781419740275
2. *Camp New!*
Kayla Miller, HMH Books for Young Readers, $10.99, 9781328530820
3. *Shouting at the Rain*
Lynda Mullaly Hunt, Nancy Paulsen Books, $16.99, 9780399175152
4. *A Wolf Called Wander New!*
Rosanne Parry, Monica Armino (Illus.), Greenwillow Books, $16.99, 9780062895936
5. *The Sun Is Also a Star New!*
Nicola Yoon, Ember, $12.99, 9781984849397
Raina Telgemeier, Graphix, $12.99, 9781338353846
7. *With the Fire on High*
Elizabeth Acevedo, HarperTeen, $17.99, 97800626662835
8. *On the Come Up*
Angie Thomas, Balzer + Bray, $18.99, 9780062498564
9. *Astrophysics for Young People in a Hurry*
Neil DeGrasse Tyson, Norton Young Readers, $11.95, 9780393356502
10. *Stepsister New!*
Jennifer Donnelly, Scholastic Press, $17.99, 9781338268461

**CHILDREN’S SERIES TITLES**

1. *Just Jaime (Emmie & Friends)*
Terri Libenson, Balzer + Bray, $12.99, 9780062851062
2. *Spy School British Invasion*
Stuart Gibbs, Simon & Schuster Books for Young Readers, $17.99, 9781534424708
3. *Dog Man: Brawl of the Wild*
Dav Pilkey, Graphix, $9.99, 9781338236576
4. *Dog Man and Cat Kid New!*
Dav Pilkey, Graphix, $9.99, 9780545935180
5. *Dog Man*
Dav Pilkey, Graphix, $9.99, 9780545581608
Shannon Hale, Dean Hale, LeUyen Pham (Illus.), Candlewick, $6.99, 9780763678883
7. *Big Nate: Payback Time!*
Lincoln Peirce, Andrews McMeel, $9.99, 9781449497743
8. *Aru Shah and the Song of Death (Pandava Series, #2) New!*
Roshani Chokshi, Rick Riordan Presents, $16.99, 9781368013840
9. *Dog Man: Lord of the Fleas*
Dav Pilkey, Graphix, $9.99, 9780545935173
10. *The Dragonet Prophecy (Wings of Fire, Book One) New!*
Tui T. Sutherland, Scholastic, $6.99, 9780545349239