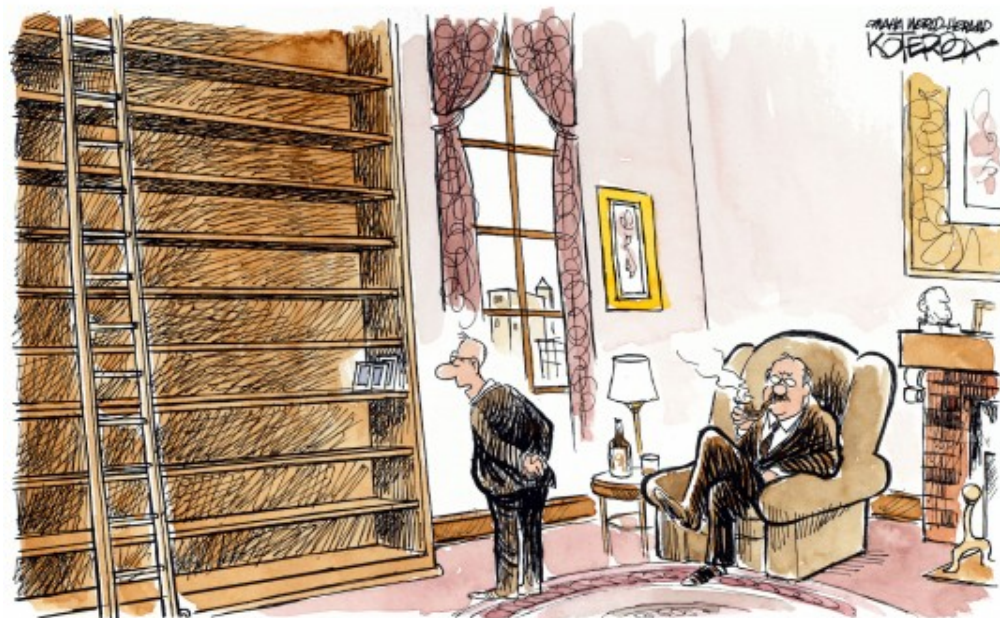


Notes from the NEIBA Advisory Council

Keeping Perspective on Technology in a Physical Book World

By Cindy Raiton, Bookazine



"KINDLE, NOOK, SONY READER...I SAY, HARDWICK, THIS SURE IS AN IMPRESSIVE LIBRARY."

July 30, 2010

Cartoon by [Jeffrey Koterba](#)

Just a few years ago, almost every electronics company had an e-reader or some device that could download books. Everyone started to panic that the physical book would disappear and put brick-and-mortar retail out of business. Publishers were trying to figure out how to involve bookstores to generate revenue. Now, there's talk of drones making book deliveries. Next, perhaps spaceships will deliver to unknown civilizations with the next product after e-books.

How many actual e-book readers are still around today? Were they all really being used for reading books or were many of them ultimately just for games? Walk into a superstore that previously had displays of e-readers as their central focus— now that display is replaced by hot-selling title displays or Lego.

We have seemingly come full circle and back to basics regarding what people want and

how they go about obtaining it. People are the mainstay of the publishing industry and so is the physical book. Books get in to the hands of readers through the good old fashioned methodology of handselling. Sure, the internet plays a role through social media, blogs, etc. but people are all behind what is posted on these sites. Folks come into our stores looking for assistance (who among us doesn't have a plethora of "Um, I heard this book mentioned on television/radio/at work – what is it?" stories?) and rely on booksellers to point them in the right direction. Listening to customers' conversations about what we sell and how much they value our selections is a unique bookselling reward.

For those of us that spent our entire careers in the industry and weathered many storms, the bright side is that we always return to basics of books and bookselling: people.

Action Items for June

ABACUS Survey due **June 26*** (Deadline extended!)

Publisher Contracts for 2019 Holiday Catalog due **June 26**

NEIBA 2019-2020 Membership Registration due **June 30**

June's Indie Playlist Promotions due **July 1**

Binc & Macmillan Scholarship Applications due **July 15**



Wholesaler Information & Resources

Scholarships to Fall Trade Shows

Sending a bookseller from an underrepresented community to each fall trade show.

Apply by July 15th, 2019

macmillan
Publishers

binc

The graphic features a colorful, abstract background with overlapping geometric shapes in shades of blue, green, and yellow. The text is overlaid on this background. The Macmillan logo is on the right side, and the Binc logo is at the bottom right.

Binc Foundation & Macmillan Scholarships Return

Binc and Macmillan will be offering the Macmillan Booksellers Professional Development Scholarship for the third year in a row! Nine scholarships in total will be awarded to booksellers from underrepresented groups to cover the cost of travel, lodging, and meals (up to a maximum of \$500) to attend a regional fall show.

[Booksellers can find out more details \(and apply\) online.](#)

Applications open June 15 and are due July 15.



Looking for opportunities in New England? Check out the NEIBA Exchange!

To add a listing, e-mail Ali@NEBA.org

Holiday Catalog Order Forms Now Available

Bookstore order forms due August 9

As unbelievable as it seems, we're half-way through the year! With only 6 months left to go, it's time to start thinking about the holidays — especially the 2019 Holiday Catalog.



[The editable PDF order form is linked here for your use.](#)

Per the document, all order forms should be submitted to Sharon Kozy at Book Page.

Additional information is also available [on the NEIBA website](#) with updates to follow.

2019-2020 NEIBA Membership

Register or renew today!

It's that time again! July 1 marks the start of NEIBA's 2019-2020 membership year.

What benefits do NEIBA members receive? To name a few...

- Free admission to the Fall trade show for booksellers (4 free tickets for sales reps)
- A vote on all matters of business brought to the general membership
- A subscription to NEIBA News (*That's this, right here!*)
- A subscription to the members-only list serve
- A quantity of **our Holiday Catalog** free of charge (and imprinted for a small fee!)
- A listing of your independent bookstore on the NEIBA website
- Posting of your industry classifieds on the NEIBA website
- Reduced fees for NEIBA-sponsored educational seminars
- Free consultation and mentoring from professional booksellers
- Promotional materials for the New England Book Awards

Get a head start by [submitting your membership form and payment.](#)

Want to be friends? [Friends of NEIBA](#) can find registration information [here!](#)



Join us for a cocktail party at Northshire!

NEIBA members are invited to mingle at the [Northshire Bookstore](#) in Manchester, VT! Join us Thursday, July 18 from 5 - 7 PM for beverages and snacks, all provided by NEIBA. [Admission is free and RSVPs are appreciated.](#) Hope to see you

there!

Social Media Spotlight *Barett Bookstore*

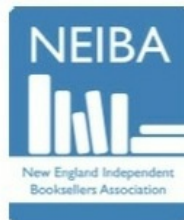


@barrettbookstore_: *Our booksellers are ready for Thursday night - are you?? We still have some tickets left for our Ladies of Summer Event...*

Want to be featured? Use [#NEIBA](#) in social media posts (or tag [@neibabooks](#)) so we can see & share your photos!

NEIBA Best Sellers

for the week ended
Sunday June 16, 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. City of Girls **New!**
Elizabeth Gilbert, Riverhead Books, \$28, 9781594634734
3. On Earth We're Briefly Gorgeous **New!**
Ocean Vuong, Penguin Press, \$26, 9780525562023
4. Normal People
Sally Rooney, Hogarth, \$26, 9781984822178
5. The Guest Book
Sarah Blake, Flatiron Books, \$27.99, 9781250110251
6. Circe
Madeline Miller, Little Brown, \$27, 9780316556347
7. Mrs. Everything **New!**
Jennifer Weiner, Atria, \$28, 9781501133480
8. The Sentence Is Death **New!**
Anthony Horowitz, Harper, \$27.99, 9780062676832
9. Fall; or, Dodge in Hell **New!**
Neal Stephenson, Morrow, \$35, 9780062458711
10. Disappearing Earth
Julia Phillips, Knopf, \$26.95, 9780525520412
11. Daisy Jones & The Six
Taylor Jenkins Reid, Ballantine, \$27, 9781524798628
12. Exhalation: Stories
Ted Chiang, Knopf, \$25.95, 9781101947883
13. Mistress of the Ritz
Melanie Benjamin, Delacorte Press, \$28, 9780399182242
14. Unsolved **New!**
James Patterson, David Ellis, Little Brown, \$28, 9780316419826
15. The Flight Portfolio **New!**
Julie Orringer, Knopf, \$28.95, 9780307959409

HARDCOVER NONFICTION

1. The Pioneers
David McCullough, S&S, \$30, 9781501168680
2. Educated
Tara Westover, Random House, \$28, 9780399590504
3. The British Are Coming
Rick Atkinson, Holt, \$40, 9781627790437
4. The Second Mountain
David Brooks, Random House, \$28, 9780812993264
5. Howard Stern Comes Again
Howard Stern, S&S, \$35, 9781501194290
6. Spying on the South

Tony Horwitz, Penguin Press, \$30, 9781101980286

7. Becoming

Michelle Obama, Crown, \$32.50, 9781524763138

8. Sea Stories

William H. McRaven, Grand Central, \$30, 9781538729748

9. Songs of America: Patriotism, Protest, and the Music That Made a Nation **New!**

Jon Meacham, Tim McGraw, Random House, \$30, 9780593132951

10. Say Nothing

Patrick Radden Keefe, Doubleday, \$28.95, 9780385521314

11. This America

Jill Lepore, Liveright Publishing, \$16.95, 9781631496417

12. Furious Hours

Casey Cep, Knopf, \$26.95, 9781101947869

13. A Woman of No Importance

Sonia Purnell, Viking, \$28, 9780735225299

14. Siege **New!**

Michael Wolff, Holt, \$30, 9781250253828

15. Underland: A Deep Time Journey **New!**

Robert MacFarlane, Norton, \$27.95, 9780393242140

TRADE PAPERBACK FICTION

1. The Overstory

Richard Powers, Norton, \$18.95, 9780393356687

2. Little Fires Everywhere

Celeste Ng, Penguin, \$17, 9780735224315

3. A Gentleman in Moscow

Amor Towles, Penguin, \$17, 9780143110439

4. There There

Tommy Orange, Vintage, \$16, 9780525436140

5. The Tattooist of Auschwitz

Heather Morris, Harper, \$16.99, 9780062797155

6. Washington Black

Esi Edugyan, Vintage, \$16.95, 9780525563242

7. Eleanor Oliphant Is Completely Fine

Gail Honeyman, Penguin, \$16, 9780735220690

8. Before We Were Yours

Lisa Wingate, Ballantine, \$17, 9780425284704

9. The Great Believers **New!**

Rebecca Makkai, Penguin, \$16, 9780735223530

10. The Woman in the Window

A.J. Finn, Morrow, \$16.99, 9780062678423

11. The President Is Missing **New!**

James Patterson, Bill Clinton, Grand Central, \$17.99, 9781538713839

12. The Immortalists

Chloe Benjamin, Putnam, \$16, 9780735215092

13. Conversations with Friends

Sally Rooney, Hogarth, \$17, 9780451499066

14. The Word Is Murder

Anthony Horowitz, Harper Perennial, \$16.99, 9780062676801

15. Warlight

Michael Ondaatje, Vintage, \$16, 9780525562962

TRADE PAPERBACK NONFICTION

1. The Mueller Report

- The Washington Post, Scribner, \$15, 9781982129736
2. Calypso **New!**
David Sedaris, Back Bay, \$17.99, 9780316392426
3. Born a Crime **New!**
Trevor Noah, Spiegel & Grau, \$18, 9780399588198
4. Sapiens
Yuval Noah Harari, Harper Perennial, \$22.99, 9780062316110
5. Into the Raging Sea **New!**
Rachel Slade, Ecco, \$17.99, 9780062699879
6. How to Change Your Mind
Michael Pollan, Penguin, \$18, 9780735224155
7. In the Hurricane's Eye: The Genius of George Washington and the Victory at Yorktown **New!**
Nathaniel Philbrick, Penguin, \$18, 9780143111450
8. White Fragility
Robin DiAngelo, Beacon Press, \$16, 9780807047415
9. Killers of the Flower Moon
David Grann, Vintage, \$16.95, 9780307742483
10. The Soul of America
Jon Meacham, Random House, \$20, 9780399589829
11. Life in the Garden **New!**
Penelope Lively, Penguin, \$16, 9780525558392
12. Indianapolis **New!**
Lynn Vincent, Sara Vlastic, S&S, \$18, 9781501135958
13. The Field Guide to Dumb Birds of North America **New!**
Matt Kracht, Chronicle Books, \$15.95, 9781452174037
14. Red Notice **New!**
Bill Browder, S&S, \$16, 9781476755748
15. Tip of the Iceberg: My 3,000-Mile Journey Around Wild Alaska, the Last Great American Frontier **New!**
Mark Adams, Dutton, \$16, 9781101985120

MASS MARKET

1. The Mueller Report
Robert S. Mueller, et al., Melville House, \$9.99, 9781612197814
2. Good Omens
Neil Gaiman, Terry Pratchett, Morrow, \$9.99, 9780062836977
3. A Game of Thrones
George R.R. Martin, Bantam, \$9.99, 9780553593716
4. 1984
George Orwell, Signet, \$9.99, 9780451524935
5. Dune
Frank Herbert, Ace, \$9.99, 9780441172719
6. Ender's Game
Orson Scott Card, Tor, \$7.99, 9780812550702
7. The Catcher in the Rye **New!**
J.D. Salinger, Little Brown, \$8.99, 9780316769488
8. The Shining **New!**
Stephen King, Anchor, \$8.99, 9780307743657
9. The Left Hand of Darkness **New!**
Ursula K. Le Guin, Ace, \$9.99, 9780441478125
10. A Clash of Kings
George R.R. Martin, Bantam, \$9.99, 9780345535429

CHILDREN'S ILLUSTRATED

1. Oh, the Places You'll Go!
Dr. Seuss, Random House, \$18.99, 9780679805274
2. Goodnight Moon
Margaret Wise Brown, Clement Hurd (Illus.), Harper, \$8.99, 9780694003617
3. Make Way for Ducklings
Robert McCloskey, Puffin, \$7.99, 9780140564341
4. The Very Hungry Caterpillar
Eric Carle, Putnam, \$10.99, 9780399226908
5. Little Blue Truck **New!**
Alice Schertle, Jill McElmurry (Illus.), HMH Books for Young Readers, \$7.99, 9780544568037
6. Blueberries for Sal **New!**
Robert McCloskey, Puffin, \$7.99, 9780140501698
7. Pat the Bunny **New!**
Dorothy Kunhardt, Golden Books, \$9.99, 9780307120007
8. The Day the Crayons Quit **New!**
Drew Daywalt, Oliver Jeffers (Illus.), Philomel, \$17.99, 9780399255373
9. Dr. Seuss's I Love Pop!: A Celebration of Dads **New!**
Dr. Seuss, Random House Books for Young Readers, \$8.99, 9781984848123
10. Dragons Love Tacos **New!**
Adam Rubin, Daniel Salmieri (Illus.), Dial, \$16.99, 9780803736801

CHILDREN'S INTEREST

1. Diary of an Awesome Friendly Kid: Rowley Jefferson's Journal
Jeff Kinney, Abrams, \$13.99, 9781419740275
2. The Hate U Give
Angie Thomas, Balzer + Bray, \$18.99, 9780062871350
3. New Kid **New!**
Jerry Craft, Harper, \$12.99, 9780062691194
4. Camp
Kayla Miller, HMH Books for Young Readers, \$10.99, 9781328530820
5. On the Come Up
Angie Thomas, Balzer + Bray, \$18.99, 9780062498564
6. Refugee **New!**
Alan Gratz, Scholastic Press, \$16.99, 9780545880831
7. Shouting at the Rain
Lynda Mullaly Hunt, Nancy Paulsen Books, \$16.99, 9780399175152
8. Drama
Raina Telgemeier, Graphix, \$10.99, 9780545326995
9. Breakout **New!**
Kate Messner, Bloomsbury Children's Books, \$8.99, 9781681195384
10. The Book Thief **New!**
Markus Zusak, Knopf Books for Young Readers, \$14.99, 9780385754729

CHILDREN'S SERIES TITLES

1. Just Jaime (Emmie & Friends)
Terri Libenson, Balzer + Bray, \$12.99, 9780062851062
2. Dog Man: Brawl of the Wild
Dav Pilkey, Graphix, \$9.99, 9781338236576
3. Spy School British Invasion
Stuart Gibbs, Simon & Schuster Books for Young Readers, \$17.99, 9781534424708
4. Endling #2: The First **New!**
Katherine Applegate, Harper, \$17.99, 9780062335562
5. Dog Man Unleashed **New!**

Dav Pilkey, Graphix, \$9.99, 9780545935203

6. Endling #1: The Last **New!**

Katherine Applegate, Harper, \$7.99, 9780062335548

7. Dog Man: Lord of the Fleas

Dav Pilkey, Graphix, \$9.99, 9780545935173

8. Mr. Lemoncello's All-Star Breakout Game (Mr. Lemoncello's Library, #4)

Chris Grabenstein, Random House Books for Young Readers, \$16.99, 9780525646440

9. Ghost (Track, Book 1) **New!**

Jason Reynolds, Atheneum, \$7.99, 9781481450164

10. Dog Man **New!**

Dav Pilkey, Graphix, \$9.99, 9780545581608

