February 1993

Deadlines

Edna Laughrey
Against the Grain

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Letters

Those who hesitate [to write] are lost... And you even have the Internet now...

In the rush of summing up and saying goodbye at the Charleston Conference, we forgot to take note of the record attendance by publishers this year. We think that's due in large part to the fine write-up we got last year in *Publishers Weekly* by Mark Sexton and the promotion letter he wrote to his publisher friends this fall. This came quite naturally to Mark who has long been an ardent missionary in the cause of improving communication between publishers and libraries. (Right on, Mark!) He's been detailing the sales opportunities for publishers in libraries for several years through seminars, articles in *Publishers Weekly*, *Scholarly Publishing* and elsewhere, and through consulting help for many individual publishers.

We would also like to thank Lyman Newlin, whose constant support and help with the location of speakers and publishers is greatly appreciated.

Dear Editor:

Congratulations to *ATG* and Dora Biblarz for the excellent three-part interview with Richard Abel. Most of us don't realize that the way libraries purchased books changed dramatically in the 1960's. There is a real need for more articles and interviews with booksellers and librarians who led this change. I fear that we know more about bookselling in 18th century England than we do about the topic in post-World War II America.

Dora's interviews begin to change that; I hope you will promote more such oral histories.

Bill Schenck
(Library of Congress)

Dear Editor:

It has been almost five years since you began publishing *ATG*, and I have eagerly looked forward to reading each issue with great anticipation.

Over the course of this past year,

Dora Biblarz and *ATG* have published an in-depth interview with Richard Abel. I took these interviews for what they were worth, some parts interesting, mostly humorous, and found few issues with which I agreed. Mr. Abel's opinions are his own and he is certainly entitled to state them as he sees fits.

The final question that Ms. Biblarz asks Mr. Abel is: "At this point do you see anybody who could be in that position, to make that analysis and continue this work?" To which Mr. Abel simply and in a rather condescending manner discounts all other library wholesalers by calling us "bean counters", "their principal concern is the bottom line" and today's crop will not do things that "can't make money", and finally "library booksellers are simply pedaling in place."

I am not one of Richard Abel's disciples, never worked with him, but I have been in library bookselling for over 34 years. In addition to myself, there are at least a half dozen entrepreneurs and CEO's of library bookselling operations that I truly admire and respect, several with more years of service than myself. For Mr. Abel to simply categorize this entire group of professionals, whose knowledge of libraries, knowledge of publishers, and real knowledge of how libraries think and operate, as simply being "bean counters" is truly offensive.

Leonard Schrift
(Pres., Ballen Booksellers)

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Deadlines for 1993

(can you believe it?)

Courtesy of Edna Laughrey
(Laughrey Associates) and
Ads Manager for *ATG* !!

Issue #	Month	Deadline
2	Apr.	Mar. 17
3	Jun.	May 19
4	Sep.	Aug. 11
5	Nov.	Sep. 29

Against the Grain

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