Alternative Presses-Making Decisions on Alternative Books

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Alternative Presses
by Bob Nardini (Yankeee Book Peddler)<br>rnardini@YBP.com>

NB: This was first given as a paper at the
Southeastern Library Association Annual Meeting.—KS

Most of us would probably be a little hazy if
asked to say what an “alternative publisher” is. If
pressed, I'd boil it down to two things: an alter-
native publisher's books must 1) contradict the
opinions or grate on the sensibilities of most
people; and 2) be hard to buy.

Of course, number two ensures that number
one rarely comes to pass. Publishing is the easy
thing about publishing. Marketing and distribu-
tion are the hard things.

I'd refer you to an essay entitled, “The Cul-
ture of Everyday Venality, or A Life in the Book
Industry.” It outlines four common views on
alternative publishers:
• they're in-
emptly run by visionary but incompetent people living
in former doll factories in Brooklyn or
quaint Ruskinian cottages in Oregon;
• they have no money for quality produc-
tion, promotion, or royalties;
• they owe printers a lot of money;
• you can’t find their books anywhere.

They're idealistic and poor; but there's another
reason why they fail: these presses are not able
to function adequately because they are day in
and day out screwed by the routine and hardly-
worth-mentioning venality and psychopathology
of everyday American business practices”—
which practices, all centered on book distribu-
tion, the author, Margaret Wehr, describes in
hilarious, depressing detail. I recommend the
essay. It’s in the Spring 1997 issue of the Review
of Contemporary Fiction.

Fortunately for me, her essay is about retail,
not distribution to libraries, where a book ven-
dor actually might help to put books from alter-
native publishers onto shelves.

For larger academic libraries today, the ap-
proval plan is the predominant way to acquire
new books, and approval plan sales account for
most of the business of the company I work for,
YBP. Approval plans have been criticized for
channelling libraries toward mainstream books.
So, as a kind of report card, I compared our ap-
proval plan list to the list of alternative publishers
continued on page 16

If Rumors Were Horses

Let's see! What a surprise! Who would have
guessed? RoweCom (NASDAQ: ROWE) has pur-
chased Dawson Information Services Group in-
cluding Information Quest, Faxon, Dawson
Espana, Dawson France, Dawson UK, Faxon
Canada, Ltd., Faxon Companay, Inc., and Turner
Subscriptions for a minimum of 30 million pounds
(29 million pounds cash, 1 million in shares, with
about 4.5 million pounds to come depending on per-
formance over the coming year). Dawson will
retain the book business as well as EOSI library soft-
ware as well as the right to use the IQ Internet
software. “The disposal of the Subscription
business will enable the Group to focus on its
core distribution skills in newspaper, magazine and
books activities. The Group will also be seeking new
ways to utilize and ex-

work,” said Lyndon Haddon, the Chairman of
Dawson Holdings Plc (London: DWN.L), in his
letter to shareholders. The deal is subject to approval
by Dawson's shareholders. The acquisition is ex-
pected to add more than $350 million in annual rev-
ues and significantly enhance RoweCom's gross
margins and accelerate profitability. The acquisi-
tion is being accounted for under the purchase
method of accounting. The units acquired are all
companies involved in subscription services, Web-
based electronic information delivery, and library
information management software and services. The
group employs approximately 500 people and serves
over 20,000 clients, most of which are in
RoweCom’s core vertical and academic markets.
All of Dawson’s clients will ultimately be converted to
RoweCom's Web-based kStore or kLibrary from
Dawson's current services. The Dawson ac-
ququisition includes operations in nine locations:
Folkestone, UK; Paris, France; Madrid, Spain; Lon-
don, Ontario; Montreal, Quebec; Westwood, Mas-
continued on page 6
Alternative Presses
from page 1

lishers published by Charles Willett's CRISES Press. How did we do? Approval plans normally offer coverage for a list of publishers, whose titles get screened for things like subject, price, and so on. A given library can opt for any or all of the publishers offered. The CRISES directory lists 138 publishers, of which YBP offers approval coverage for 57, or 41%, a respectable showing, I thought, for a group of publishers by definition out of the mainstream.

This next finding made me even happier. Beyond the 138, CRISES lists 16 publishers that "did not respond" to its questionnaire. (Now there's a sign of an alternative publisher, one who doesn't respond to questionnaires about alternative publishers!) YBP's approval program covers three of the non-respondents. (Sometimes they don't respond to us, either.)

Now approval plans ship books automatically, without the need for libraries to place orders or to locate titles to order in the first place. This frees librarians for other work. We never advocate entirely relying upon approval plans, and ideally that "other work" would include searching for the alternative titles not covered by the approval plan. We'll cheerfully supply these titles too, by filling the firm orders sent to us. In fact, during our last fiscal year, we recorded at least a few sales for nearly all publishers on the CRISES list. Our figures for some individual publishers are difficult to dig out of our system, since the ones selling to us through distributors are buried within overall sales to the distributor. (These missing figures would include such prominent publishers as Alyson, City Lights, Coffee House, Common Courage, Four Walls Eight Windows, and Zed Books.) But, for those publishers selling to us directly, YBP's ten best-selling CRISES publishers last year were Island Press (3402 volumes sold), Prometheus Books (2190), Africa World (1748), Orbis Books (1626), Crossroad (1185), Arte Publico (998), Amnesty International (896), Human Rights Watch (751), Monthly Review (548), and Dalkey Archive (427). (To give perspective to these figures and to give the mainstream its due—our customers bought nearly 84,000 Oxford University Press volumes from YBP during the fiscal year.)

It's hard to be an alternative publisher! You have to take on Oxford University Press. One day you'll probably go out of business. If you don't, if you prosper or even just stick around, are you still "alternative?" Next to failure, there's another trap fatal to alternative publishers, success.

Despite what happens to most, as recorded by Wehr, it's more possible today then ever before, thanks in part to desktop publishing technologies, to the availability of marketing and financial advice, to new distribution and publicity methods, and to the fragmentation of interests and tastes among readers, for some small, alternative publishers to make a real go of it.

A few years ago, Publisher's Weekly came out with its fourth annual list of the fastest-growing "Small Publisher Standouts" (11/17/97). PW listed 21 publishers and referred to its "most eclectic list to date." A couple could vaguely be considered "alternative," but most were examples of "niche publishing." Their lists are targeted toward very specific interest areas and groups of readers. The number one growth publisher was Wisconsin's Willow Creek Press, which grew 875%, with $3.9 million in 1996 sales on 15 titles about hunting, fishing, pets, bird-watching, and gardening.

Most publishers listed, in fact, were one way or another about self-help or personal fulfillment, focused on recreation, health, or spirituality. Today self-help books of every kind are so common that it's easy to forget that the genre was largely born in the early 1960s of alternative publishing, the 1960s and 1970s, when bypassing all "establishment" ways was considered a subversive act. Some of our more successful small presses got their start this way. Lawyers were purely establishment, of course, and How to Do Your Own Divorce in California gave us Nolo Press. Boycotting the chain supermarket was a good thing, and Backyard Livestock launched Countryman Press. Somehow Volkswagens came to stand for all this, and How to Keep Your Volkswagen Alive, kept John Muir Books alive for years.

It's hard to dissent the point of all this. If you get no one's attention, you're out of business. If you do get people's attention, before long you're part of a crowd and not dissenting anymore.

What if you develop a successful author, or authors? One thing I did in preparing these remarks was to talk to a special collections librarian who has devoted her career to alternative publishers. Her name is Anne Tracy. She has worked at Michigan State University for 25 years and by now, she has the cycles figured out. A press, she finds, begets writers, writers begget circles and networks, which begget formal workshops, which begget MFA programs ... which beget university presses. One trend today, she reports, is that the larger publishers "scout" the alternative publishers, like baseball teams scout the minor leagues.

I'm sure we all agree that paying attention to publishers who somehow succeed in their dissent is an important thing for librarians. It's important that diverse points of view be reflected in collections; a corollary of this, it's important that diversity among library patrons be reflected in collections; it's important for future historians that we document today's America as fully as budgets and space and staffing will allow; and it's important that librarians support the heroic work of those who take on the odds and launch alternative publishing houses.

If you believe those things to be true, then it's important to think hard about what we mean by "alternative." The introduction to the CRISES guide refers to "marginalized feminists, environmentalists, anarchists, socialists, racial minorities, gays, lesbians, poor people" as examples of those with alternative points of view. That's a good list. But one thing common to nearly all library discussions of alternative publishing is a focus on the left. Could our list include, maybe, survivalists, fundamentalists, libertarians, anarchists, separatists, mercenar- ies, and Scientologyists? The left has no monopoly on alternative points of view, and librarians should ask themselves if they would try as hard to select on the right as on the left, or if all religious points of view in their community, say, are represented in a library collection. What about points of view that don't fit on a left-right axis? What about those points-of-view to which a librarian isn't personally sympathetic?

Here's an example, one included on the CRISES list by the way, Loompanics Unlimited, of Port Townsend, Washington, which publishes, as it says here, "the best book catalog in the world." It's a catalog, according to the introduction, for the "lunatic fringe of the libertarian movement." Loompanics professes not to believe in laws or regulations, or censorship or secrecy, or respectability. "We don't care about anything," says Loompanics, "except having fun and your right to find out anything you want to know. Nothing is sacred to us, not even skepticism and self-reliance." Loompanics, as you will see if you spend even a minute with their catalog, has figured out how to grate on everyone's sensibilities.

The Loompanics catalog is indeed amazing. Sometimes it's more than a little scary—there are sections on "revenge," "war," and "guerrilla warfare." But there are also sections on "head for the hills," "underground economy," "self-publishing," "fake I.D.,”—a form of self-publishing, I guess—and "reality creation." Two sample titles from the "self-sufficiency" section, one of the catalog's more harmless areas, are: The $1.98 Cookbook: How to Eat Like a Gourmet and Save $6,000 a Year, and, The Art & Science of Dumpster Diving. In the "Miscellaneous" section, The Tattoo Buyers Guide is on the page facing continued on page 20

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SoftBook Reader by SoftBook Press, (http://www.softbook.com) is currently the only e-book device that can obtain content without the use of a PC and is fully OEB compliant. It weighs in at 2.9 lbs., and currently has about 100 digital books. Rocket eBook by NuvoMedia Inc, (http://www.rocketbook.com) has excellent ergonomic features but its downloading process is a bit cumbersome. It offers some 700 titles and weighs 22 oz. It also offers eRocket software that allows users to read unencrypted RockEditions on PCs. Everybook Dedicated Reader by Everybook Inc, (http://www.everybook.net) is currently the only e-book in the market offering two color hinged screens (at 450 dpi) that look like hardcopy books. Its primary target is textbook and reference publishers because of its capacity to reproduce complete graphic material, such as simple video and animation. Everybook’s three models are due to debut in late 1999, 2000, and 2001 respectively.


In the End

At the end of the day, the decision to venture into the e-book frenzy will be a highly personal one for the consumer. Among the criteria will be gadget preference, assessment of improvements in online reading technology, cost, ease of use, and practical applicability to work or play.

In the academic field, some libraries will want to take advantage of the student population as formal or informal focus groups. In addition to product cost, service, and user-friendliness, assessing student interest and usage levels will become part of the equation in defining how, when, or if universities and colleges will embrace the e-book realm. Will e-books on campus become the next technological movement and become as popular as the now-hi-lum Web?

Publishers will want to keep eyes and ears close to the ground, particularly in terms of standardization initiatives to ensure their intellectual property is viewed as the publisher intended regardless of hardware. Will the standardization of e-book file and format structure cause a temporary flurry of direct sales by academic and professional publishers instead of using digital booksellers?

What role will the serial and book vendor play in this new territory? Will they be able to strategically jockey into position between publisher and e-book content seller to service the needs of thousands of library customers?

If e-book content sellers such as alternative presses and device vendors intend to stay in the e-book game, they will want to pay special attention to the demands of the market and heed their preferences. Otherwise, they run the risk of finding themselves in the print pages of historical discussions.


Endnotes