



**NAIBA**  
New Atlantic Independent  
Booksellers Association

## NAIBAhood News

August 15, 2019

### Jennifer Egan: NAIBA Legacy Award Winner

**NAIBA is proud to present the 2019 Legacy Award to Jennifer Egan.**

Jennifer Egan is the author of five previous books of fiction: *A Visit from the Goon Squad*, which won the Pulitzer Prize and the National Book Critics Circle Award; *Manhattan Beach*, *The Keep*; the story collection *Emerald City*; *Look at Me*, a National Book Award Finalist; and *The Invisible Circus*. Her work has appeared in *The New Yorker*, *Harper's Magazine*, *Granta*, *McSweeney's*, and *The New York Times Magazine*.



“I owe my career to early and consistent support from independent booksellers and will forever be grateful and indebted to them. I’ve watched with delight their recent surge in health, strength and numbers. Being honored by NAIBA is a welcome chance to honor and celebrate independent bookstores—the lifeblood of a healthy publishing industry, healthy communities, and a healthy democracy.”

Join NAIBA in celebrating the career of bestselling author, Jennifer Egan at the [NAIBA Fall Conference Awards Banquet](#) on Wednesday, Oct. 16 to receive her award.



### Book of the Year

One day left to vote for our **books of the year**.  
Access our survey [HERE](#) before tomorrow!  
(Open only to NAIBA booksellers.)

**The NAIBA Fall Conference is the time to discover. Discover new books, new colleagues, new authors, new ideas...**

**Join us for three days of education, events, networking, and camaraderie. Renew your passion and refresh your motivation!**

**[REGISTER NOW!](#)**

October 15, 2019 - October 17, 2019

Crowne Plaza

2349 Marlton Pike W , Cherry Hill, NJ 08002

The Fall Conference is FREE to all NAIBA bookstore members & staff.

## *Fall Conference: The time to work on your business, not in your store*

REGISTER NOW ▶

**PUBLISHERS!** Don't miss out on this opportunity to network with the largest group of key persons in our NAIBA region! This year we have extended our Publisher Marketplace hours to 2PM-7PM on October 16th. Secure your space NOW by completing and returning the [exhibit form](#) to [naibabooksellers@gmail.com](mailto:naibabooksellers@gmail.com).



The Escape Room  
by Megan Goldin  
(St. Martin's Press)  
9781250219657

### Kit Lit

Thrilling, creepy story of consequence, this tale weaves an intricate mystery surrounding a high-powered wall street investment team and the evils they perpetrate to further their own financial gains. Enter the escape room (elevator) with them and figure out the clues before they do...and you will still be guessing as to whom the mastermind is behind the volatile situation the team finds themselves in. How far can you push a group of professionals who present a polished, confident front to the world around them before they snap?

Find out in the Escape Room.



## Things That Bear Repeating

The very first [Bookstore Romance Day](#) celebration on Saturday, August 17, will bring together independent bookstores, readers, and writers to celebrate the romance book genre nationwide with in-store parties, author events and readings, and exclusive merchandise.

Bookmark the [ABA Book Buyers Handbook](#) page for the new terms being offered by

NAIBA Board of Directors votes must be submitted by September 10, 2019 by mail, [email](#), or [online voting form](#).

[Read](#) the recap of ABA's Marketing Meetup on organizing multi-store promotions & events (ie: Independent Bookstore Day)

Submit to be featured in Bookweb's [Bookstore Showcase](#).

Be a Libro.fm bookstore. Libro.fm's [Bookseller Hub](#) is the place for all important links, tips, and assets. Libro.fm is fully integrated with [IndieCommerce](#), and a co-branded storefront is fast, free, and easy to set up. For

publishers in light of B&T closing of their retail bookstore business.

Find valuable resources at:  
[BookWeb's Education Resources page](#)

Utilize ABA's [Pre-orders Calendar](#).  
Tips and Tricks for [maximizing pre-orders](#).  
[Read](#) how some small stores are making this work for them.

**Power Up:** Businesses established in Philadelphia are eligible for a 12-week free business boot camp program.  
**Entrepreneur Works:** Program operates in the Tri-State Area. They provide small business instruction and are also a lender.

more information about creating a storefront, contact [bookstores@libro.fm](mailto:bookstores@libro.fm).

Author James Patterson's 2019 Holiday Bookstore Bonus Program is underway, and booksellers are encouraged to remind fellow employees, publishing professionals, authors, and bookstore shoppers to [nominate](#) any current indie bookstore employee of an American Booksellers Association member store for a bonus.

### CHILD CARE AT WI

ABA is looking to provide [child care](#) at Winter Institute in Baltimore. But they need to gauge interest and needs, so fill out this [survey](#).

## Around the NAIBAhood



[Novel Books](#) needs your help. Owner Patrick Darby has encountered medical issues on top of unexpected business expenses and is finding it harder to get out from under while trying to have his condition diagnosed and treated. A [GoFundMe page](#) has been set up to help Darby through this difficult time. **Help out a NAIBor!**

[The Ivy Bookshop](#) in MD is expanding and purchasing a new location at 5928 Falls Road in Baltimore.

[One More Page Books](#) in Arlington, VA, was hit with an onerous tax bill after reassessments were made to their building and the landlord passed it along to the tenants. They started a media campaign about their plight, receiving good press and support from customers and the community. To offset the tax bill, they have a [silent auction](#) with incredible merchandise and experiences, all donated by authors, local businesses and customers. **It ends August 18, so place your bid now! Help out a NAIBor!**

Congratulations to Bennard Fajardo from [Politics and Prose](#) in DC for being awarded the 2019 Macmillan Booksellers Professional Development Scholarship provided by [Macmillan Publishers](#) through the [Book Industry Charitable \(Binc\) Foundation](#).

The [Annapolis Bookstore](#) in MD will be closing on September 1st.

### General Manager

1517 Connecticut Ave NW, Washington, DC, 20036

**Position:** Full-Time

[Kramerbooks](#) is a vibrant, iconic independent bookstore in the heart of Dupont Circle. For more than 40 years, Kramers has provided locals and visitors to DC with a carefully curated selection of books and sidelines. We're looking for an experienced General Manager to lead the bookstore team and support our future growth plans.

**In particular, we're looking for the following attributes:**

- 2-3 years of experience as General Manager of a bookstore is required
- A broad knowledge of books, with deeper knowledge in at least 1-2 genres
- Advanced knowledge and experience with inventory management including receiving and returns, and experience training others in inventory management
- High levels of proactivity and problem-solving
- Display management, merchandising and book placement experience
- Skilled at training, motivating and developing team members
- Comfortable with high levels of delegation and follow-up



- Knowledge of sideline buying and placement
- Comfortable using data to drive decision-making
- Experience and/or familiarity with book buying would be great, but not essential.

**Knowledge, Skills and Abilities Required:**

- Strong knowledge of IBID
- Ability to develop and maintain loss prevention
- Skilled in budget preparation and fiscal management

**Distinguishing Characteristics:**

- Position requires: a) independent oversight of all day-to-day bookstore operations, to include customer service, in-store merchandising and stock management, and cash management; b) coordination of purchasing, receiving, inventory management, shipping, and returns for the store; c) preparation and coordination of store budgets, invoicing, and accounts payable; d) participation the development of operating policies and procedures for the store; e) full day-to-day supervision of four or more lower level staff engaged in bookstore activities.

**In return we offer:**

- The opportunity to be part of some very exciting plans for the bookstore
- Significant opportunities for growth and advancement
- Competitive salary
- A generous and expanding benefits package including paid time off, paid holidays, 401k, generous contributions towards medical, dental and vision insurance, 100% employer-paid life and long-term disability insurance

**Kramerbooks is an equal opportunity employer. Email your resume to [rahely@kramers.com](mailto:rahely@kramers.com).**

**Sales Support Representative**

Full Time

**Bookazine**, a full-service book wholesaler located in Bayonne is seeking a Sales Support Representative with the responsibilities of:

- Responding promptly to customer inquiries, facilitating orders and returns and fulfilling customer needs to ensure satisfaction.
- Exhibiting a positive, empathetic and professional attitude toward customers at all times
- Process customer orders and provide tracking/shipping information
- Support business development and client referral goals by actively cross-selling and referring customers
- Analyzing sales data and creating sales support materials
- Coordinating and communicating with colleagues as necessary
- Providing overall administrative and sales support to sales team
- Keeping strong records of customer interactions, transactions, comments and complaints
- Creating sales support materials as necessary
- Following the Company's communication procedures, guidelines and policies
- Using web-based and internal computer systems to maintain important daily/weekly/monthly sales tasks

Required skills include

- Minimum of three (3) years of successful experience in customer service.
- Strong proficiency in general internet & computer skills including Word, Excel and database software
- Field and send business correspondence
- Ability to work well under pressure and proactively solve problems
- Must be extremely organized, detail-oriented, and have the ability to multi-task and prioritize.

What we offer

- Competitive compensation package
- Benefits including medical, dental, vision
- 401K
- Casual Dress Code

To apply, please include resume with cover letter and salary requirements to [alevy@bookazine.com](mailto:alevy@bookazine.com). Bookazine,75 Hook Road, Bayonne, NJ 07002

**Store Manager**

**Greenlight Bookstore** has an opening for Store Manager at their Prospect Lefferts Gardens location. For full description and requirements, click [HERE](#). Interested, qualified

applicants apply to [jobs@greenlightbookstore.com](mailto:jobs@greenlightbookstore.com).

### Faber Book Department Supervisor

2955 Market St, Philadelphia, PA, United States, 19104

Position: Full-Time

Philadelphia 30<sup>th</sup> St Station

In particular, we're looking for the following attributes:

- 2-3 years of bookstore experience is required
- A broad knowledge of books.
- Experience with inventory management including receiving and returns.
- Display management, merchandising and book placement experience
- Comfortable using data to drive decision-making

#### Knowledge, Skills and Abilities Required:

- Knowledge of IBID Preferred but not mandatory.

#### Distinguishing Characteristics:

- Position requires:

Independent oversight of all day-to-day book department operations, to include customer service, in-store merchandising and stock management.

Purchasing, receiving, invoicing, inventory management, shipments, and returns for the store

#### In return we offer:

- Competitive salary
- Medical, Dental, 401k, Paid Vacation and Sick Time, Paid Holidays, 100% employer-paid life and additional insurance options thru AFLAC.

Email your resume to [Jmonchik@faber-intl.com](mailto:Jmonchik@faber-intl.com)

### What we are reading...



Exquisite Mariposa  
Fiona Alison Duncan  
October 1, 2019  
Soft Skull Press  
9781593765781

Hello Neighbor (Book 1)  
Missing Pieces  
by Carly Anne West  
(Scholastic)  
9781338280074



Eileen Dengler  
Executive Director

Kit Little  
Executive Administrator

### Keep Your Staff In The Know!

Encourage everyone on your staff to [sign up](#) for our NAIBAhood News as well as our Booksellers newsletters. They will be up to date on industry developments, upcoming events, and new/future release titles and programs that the publishers are excited about!



Mark Your Calendars:

The Love Your Bookstore  
Challenge November 8-17, 2019!

BOOKSELLERS  
OF  
AMERICA



New Atlantic Independent Booksellers Association  
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