



NAIBA
New Atlantic Independent
Booksellers Association

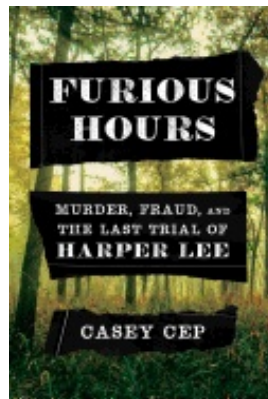
NAIBAhood News

August 22, 2019

NAIBA Books of the Year



Ask Again, Yes
9781982106980
Scribner (S&S)



Furious Hours
9781101947869
Knopf (RH)



With the Fire on High
9780062662835
HarperTeen (HC)



New Kid
9780062691200
HarperCollins



Llama Destroys the World
9781250303172
Henry Holt and Co. (Macmillan)

**These authors will be recognized at the NAIBA Awards Banquet,
Wednesday, Oct. 16 at the Crown Plaza Hotel in Cherry Hill, NJ. Come [join us](#).**

APPLY TODAY

CARLA GRAY MEMORIAL SCHOLARSHIP
**FOR EMERGING
BOOKSTORE-ACTIVISTS**

- ▶ Attend Winter Institute 2020
- ▶ Attend your regional fall show 2020
- ▶ Funding for a community project

A scholarship focused on finding new readers and ensuring access to books that improve readers' lives while integrating bookstores even more fully into their communities. Applications accepted through 10/21/2019.

APPLY TODAY

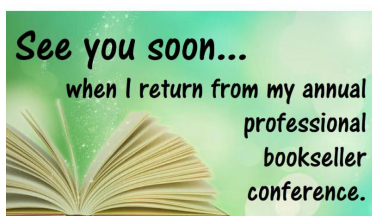


Applications open on September 1st for the Carla Gray Memorial Scholarship for Emerging Bookseller-Activists. This scholarship is focused on finding new readers and ensuring access to books that improve readers' lives while integrating bookstores even more fully into their communities. The winner will receive up to \$1,000 to cover travel and hotel for attendance to Winter Institute 2020, up to \$1,000 to cover travel and hotel for attendance to their 2020 regional tradeshow, and a stipend of up to \$1,000 to fund a community outreach project. Applications are accepted through 10/21/2019.

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

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.

AAP Files Suit Against Audible over Captions Feature

The [Association of American Publishers](#) has [filed suit against Audible](#) in response to the company's announcement of a planned feature called "Audible Captions," which would transcribe and display the text of narrated performances.

The plaintiffs--AAP member companies Chronicle Books, Hachette Book Group, HarperCollins Publishers, Macmillan Publishing Group, Penguin Random House, Scholastic and Simon & Schuster--have asked the United States District Court for the Southern District of New York to enjoin Audible, which is owned by Amazon, "from providing its audiobook customers the entire machine-generated text of literary works without any authorization from, compensation to, or quality control by the copyright owners."

Maria A. Pallante, president and CEO of the AAP, said: "In what can only be described as an effort to seek commercial advantage from literary works that it did not create and does not own, Audible is willfully pushing a product that is unauthorized, interferes and competes with established markets, and is vulnerable to grammatical and spelling inaccuracies--it is a disservice to everyone affected, including readers."

[read the full article...](#)

Macmillan/Henry Holt Announces Matching Donation Campaign for *Me* by Elton John to Binc Benefiting Independent Booksellers



To celebrate the forthcoming publication of Elton John's memoir *Me*, Macmillan/Henry Holt will donate \$10 to Binc for every independent bookstore order of 20 copies or more, up to a total maximum match amount of \$5,000. All orders placed by independent bookstores before November 15 are eligible for this program.

The Foundation has been



macmillan
Publishers

able to assist forty-four booksellers and their families and has distributed \$103,039 in emergency assistance (as reported by the Foundation at mid-year January 1st – June 30th, 2019), due to the commitment of sustaining partners, including Macmillan. This assistance has alleviated medical debt, provided a safe place to live, afforded booksellers needed medical care, and much more.



Things That Bear Repeating

Check out the list of under-the-radar [titles](#) library patrons are waiting to borrow in our region, compiled by [Panorama Picks](#).

The American Booksellers Association is launching a new annual ABA [Entrepreneurial Excellence Award](#), which will reward the achievements of two booksellers whose ideas, creativity, and execution have improved operations, fostered community relationships, inspired new efficiencies, created a more inclusive environment, saved money, or increased sales. [Nominations](#) due Oct. 21.

Are you a member of the **NAIBA community**? If you are on **Edelweiss**, be sure to add NAIBA as one of your community groups!

ABA is offering *new* members a rest-of-the-year discounted member rate of \$50, and all new IndieLite stores who had been B&T Books & More customers a three-month subscription of just \$25/mos. (Full year membership is \$199 and IndieLite is \$50/mos.) Fill out the [ABA application](#) and use the promo code of **regional19**.

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. Get the Pre-Order Badge.

Has your store created merchandise that could be sold in other stores? Unique wares, art, etc? List it on [Maker Marketplace](#).

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 more information about creating a storefront, contact 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](#).

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.

Around the NAIBAhood



[Book & Puppet Co.](#) has [expanded](#) to a third location.

[Penn Book Center](#) in PA has new owners Matt Duques and Diana Bellonby.

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

Congratulations to [BookTowne](#), [Recycled Reading](#), [River Road Books](#), and [Sun Rose Words and Music](#) - our member stores featured in New Jersey Monthly's [16 Great Bookstores Along the Jersey Shore!](#)

[Greedy Reads](#) in MD plans to open a second location at 320 W. 29th Street in Remington, in time for the holiday season.

[Hooray for Books!](#) in VA was mentioned in a [Bookstore Romance Day](#) article by [Forbes](#).

General Manager

NEW STORE: The Chestnut Hill Bookshop
8614 Germantown Ave, Philadelphia, PA 19118
Position: Full Time



This is a unique opportunity to help start up and launch a brand new independent bookstore in the Chestnut Hill neighborhood of Philadelphia. We are looking for an experienced general manager to collaborate with the store owners, build out and organize inventory, design floor displays and store operations, work with local contractor and marketing company, and hire sales staff.

The following attributes are a must:

- 2 years of experience as General Manager of a bookstore is required
- Knowledge and experience with inventory management including ordering, receiving, and returns
- Expertise with budget preparation, retail reporting
- Display management, merchandising and book placement experience
- Comfortable with high levels of delegation and follow-up
- Knowledge of sideline buying and placement
- Comfortable using data to drive decision-making

The Chestnut Hill Bookshop is an equal-opportunity employer, offering a competitive salary, benefits, and health insurance. Please send an email with your resume attached to duquesme@gmail.com.

Marketing & Events Manager

[Bards Alley](#), Vienna, VA

Bards Alley, an independent bookstore and café located on historic Church Street in Vienna, VA, is now hiring a part-time Marketing & Events Manager (20 hours a week). The Marketing & Events Manager reports to the store owner, with several tasks completed remotely.

The Marketing & Events Manager is responsible for:

- Developing, implementing, and executing a strategic marketing and events schedule for the store to attract customers and maintain customer loyalty;
- Leading outreach to publicists, authors, illustrators and others in the literary community to establish a dynamic events schedule.
- Building brand awareness by crafting compelling content for the store's website, social media, and other marketing materials;
- Managing brand identity, ensuring that all marketing materials and events are aligned with the store's style guidelines and business objectives;
- Researching and analyzing potential strategic partner relationships for cross-promotion opportunities;
- Maintaining list of off-site event locations;
- Collaborating with local libraries and schools for off site events;
- Measuring and reporting on the performance of marketing campaigns and events, and extracting key insights for future campaign and event development and strategies;
- Overseeing and adhering to the store's annual marketing and events budget;
- Developing and sharing quarterly and annual marketing and events reports and goals with the store owner; and
- Monitoring the work of the Marketing Assistant, while providing constructive feedback and coaching.

Requirements:

- 2 years of demonstrable experience with marketing management, preferably for a small business or nonprofit organization;
 - 2 years of experience with managing and coordinating events;
 - Excellent communication, written, and interpersonal skills;
 - Outstanding organizational and leadership skills;
 - Numerically literate, comfortable working with numbers, making sense of metrics and processing figures with spreadsheets;
 - Strong analytical and project management skills; and
 - Strong creative outlook.
- This position also involves occasional shifts in the bookstore, which requires extensive periods of time on your feet and the need to lift up to 40 pounds.

To apply, please send a short cover letter outlining your previous marketing and events management experience with a current resume and writing sample to jobs@bardsalley.com.

About Bards Alley:

Bards Alley is a woman-owned independent bookstore and wine bar in Vienna, VA that promotes literacy, supports local authors, engages the community, and encourages localism. Bards Alley also donates to schools and nonprofits and partners with businesses for locally sourced light fare, strengthening the local economy.

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.

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. 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.

Faber Book Department Supervisor

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

Position: Full-Time

Philadelphia 30th 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.

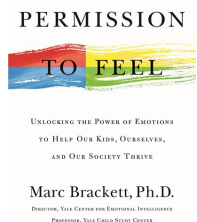
Purchasing, receiving, invoicing, inventory management, shipments, and returns for the store

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

What we are reading...



Permission to Feel
by Marc Brackett Ph.D.
On Sale Date: Sept 3
(Celadon/Macmillan)
9781250212849

War Girls
by Tochi Onyebuchi
(Razorbill/Penguin)
9780451481672



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!

sourcebooks

BOOKSELLERS
OF
AMERICA



Wi15
Winter Institute
2020

New Atlantic Independent Booksellers Association
516-333-0681 | 2667 Hyacinth Street, Westbury, NY 11590 | NAIBA.com

