



NAIBA
New Atlantic Independent
Booksellers Association

NAIBAhood News

January 2, 2020



Publicity Speed Dating Registration is Open

We are privileged to be in the hub of publishing with access to publicists. NAIBA's annual **Publicity Speed Dating** will be on **Tuesday, Feb. 25 from 9:30am to 4:30pm**. It consists of 15-minute one-on-one conversations with publicists from all the major houses & imprints, as well as our treasured independent presses.

This program is available to current NAIBA members. You may [register](#) up to two people from your store. There are opportunities throughout the day for your schedules to be split up and you can see more publishers.

To prepare you for the day, our marketing consultant, Maribeth Pelly, will conduct the annual press kit webinar. This will be on Wednesday, Jan. 29 at 10am. You will be asked to register for this as you [register](#) for Publicity Speed Dating. You may [submit](#) your press kit to Ms. Pelly for review in advance. The webinar will be one hour long and will show you what you need to include and how to create a compelling marketing piece.

Publishers: [email NAIBA](#) to sign up for a speed dating spot.

Registration Closes January 10 for Special Events and Programs at Winter Institute

Booksellers can [visit BookWeb.org now to register for a range of special events](#) and programming taking place at the American Booksellers Association's [15th annual Winter Institute](#) in Baltimore. Special event registration will close on Friday, January 10, which is also the last day that [W15 Day Passes](#) will be available for purchase. See all optional programming [HERE](#).

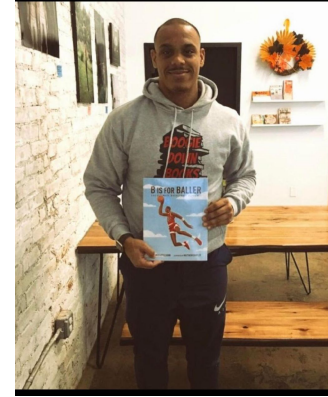


NAIBA is pleased to announce that Wesley Sanders, a bookseller with Boogie Down Books, Bronx, NY is the recipient of this year's NAIBA Diversity Scholarship to Winter Institute.

Sanders passion for books and reading had a rocky start, which often makes the best booksellers. "I struggled with reading," Sanders said. "I could not read or write. Not being able to read had a significant impact on my personal development. I could not effectively communicate, and I had low self-esteem. I made it my mission, with the help of my parents and teachers, to learn how to understand the

written word. Learning how to read, changed my life. I was confident in myself and my ability. I was finally doing well in school, and I fell in love with books. After learning how to read, I became so obsessed with reading that I snatched anything I could get my hands on.”

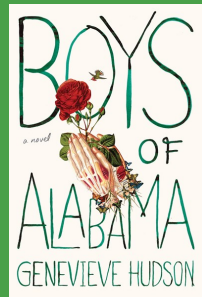
Sanders began his career as a bookseller last year, joining the team from Boogie Down Books. His own struggle with reading gives him a unique perspective for the demographic that Boogie Down Books caters to in The Bronx. He wants to attend Winter Institute to learn the art of bookselling, strategies to be more productive, and tips on how to reach more people to get them to fall in love with reading as much as he does. “I love the idea of being around like-minded people who have a passion for the written word. I also hope to gain more insight into the industry and learn from my peers.”



Let’s all welcome Wesley to Winter Institute and his new calling as a bookseller.

This year’s selection committee was NAIBA president, Bill Reilly, co-owner, the river’s end bookstore and Chelsea Villareal, program manager, We Need Diverse Books.

NAIBAhood Review



Boys of Alabama
(Liveright/W.W.
Norton)
9781631496295

Through the eyes of a conflicted and deeply confused protagonist, Genevieve Hudson brings to life a brutal yet spellbinding exploration of teenage masculinity, and the horrors that it is capable of setting loose. In her haunting debut novel - part coming-of-age, part Southern gothic, part queer lit - she highlights the fear and excitement, the love and the loss, that inevitably accompanies being a new face in a new place. On the surface, it’s a familiar story. But with layers of Hudson’s compulsive and subtle prose, vivid characterizations of the American South, and bone-chilling imagery that will leave you clenching your jaw, this novel feels as new to the literary landscape as Max is to America. It’s already one of my favorite books of 2020, and Genevieve Hudson has solidified a spot at the top of my list of favorite new writers.

Reviewed by:
Gage Tarlton
Flyleaf Books



Things That Bear Repeating

Submit nominations for the
2020 **PW Bookstore of the Year**
and **PW Sales Rep of the Year** awards to
Judith Rosen
at PWawards@publishersweekly.com by
January 6, 2020.

Read [11 Trends That Changed the Way We Read](#) by *Washington Post* critic Ron Charles.

Are you a member of the **NAIBA community**? If you are on **Edelweiss**, be sure to add NAIBA as one of your community groups! If you don't see it as an option, just email [NAIBA](#) and we'll add you.

Any employee of an ABA member store can get behind the curtain and access all the great resources (education materials, etc). All you have to do it [sign up here](#).

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

Day Passes: Booksellers who were not able to register for the 15th annual Winter Institute before it hit capacity also have the option to [register for the new \\$75 Day Pass](#).

IBD is coming! Be Prepared! Plan by downloading the [Tips & Deadlines Sheet](#). For additional information and tools, visit and then bookmark [this page](#) for IBD Bookstores. [Independent Bookstore Day](#) merchandise can be ordered through Ingram 01/15-02/03.

Around the NAIBAhood

Plans to join us at Winter Institute 15? Take a little extra time to visit some [NAIBors](#)!

Visit our [NAIBA Jobs Bank](#) to see full listings for each position below.

[Uncle Bobbie's Coffee & Books](#) (posted 12/23/2019)

Events Manager

Seeking an ambitious, self-motivated person to fill the role of Events Manager. The Events Manager is responsible for organizing and executing all programming for Uncle Bobbie's. The Events Manager works closely with the Book and Café managers, and reports directly to the General Manager. The position is full-time, salaried, and requires weekend and evening availability. Interested applicants should send their resume & cover letter to jobs@unclebobbies.com.



[Politics and Prose](#)

Children and Teen Bookseller

Seeking a full-time bookseller, including weekend and evening shifts, for the Children and Teens Department.

Hiring for a Branch Bookseller

Politics and Prose needs a full-time (40 hours per week) Branch Bookseller at its branch at The Wharf in southwest Washington, D.C Complete and submit the online application at politics-prose.com/employment and email a resume and a brief introduction to PandPjobs@politics-prose.com.

[Old Town Books](#), Alexandria, VA **Children's Book Buyer**. This part-time position requires availability on evenings, weekends, and during the busy holiday season. Contact [Ally Kirkpatrick](#).

[MIT Press Bookstore](#), Cambridge, MA, **Senior Bookseller**

We're looking to quickly hire and install our new senior bookseller; we very much want to grow this role into a potential Assistant Manager position. Reach out to [Clarissa Murphy](#) or [David Goldberg](#) or apply [here](#)

[Kramerbooks](#) 1517 Connecticut Ave NW, Washington, DC, 20036

Position: General Manager Full-Time We're looking for an experienced General Manager to lead the bookstore team and support our future growth plans. Email your resume to rahely@kramers.com.

[Bookazine](#), a full-service book wholesaler located in Bayonne, is seeking a Sales Support Representative. To apply, please include resume with cover letter and salary requirements to alevy@bookazine.com. Bookazine, 75 Hook Road, Bayonne, NJ 07002

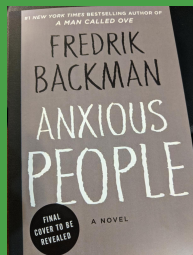
Faber Book Department Supervisor Philadelphia 30th St Station
Position: Full-Time Email your resume to Jmonchik@faber-intl.com

Some more fond memories about Linda Cannon from Lucy Kogler, Talking Leaves...Books:
Hearing about Linda Cannon's passing was one of those moments when you feel utterly at a loss, so you

look up, into the sky, for a sign that she is flying free. And given all of the astronomical events happening this month I just know that she is shining participant. Linda was funny, smart, wild, political, kind and fully engaged with the world, which made her the perfect field rep—a job that is still the best way to sell books. She most definitely was a troubadour showing up and regaling about the latest books, the world situation, other indie stores and shared friends. I haven't been able to stop thinking about how much she and Parson Weems participated in NAIBA; remembering so vividly the night she received the inaugural Kristen Keith rep of the year award. So much joy—shared with family and friends. So deserving. Her love of family, showing pictures, updating histories, etc...was always accompanied with a sincere concern in the person's family with whom she was talking. She never forgot to ask about my granddaughter, wanting the latest information. She was a friend, a colleague and a most wonderful human being. I will miss her energy and passion and I count myself lucky to have been able to hug her one last time at the NAIBA Fall Conference. On behalf of all your indie bookseller friends, Linda, I send you love and wish you rest, and thank you for your work.

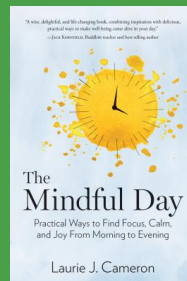
What We Are Reading

Eileen



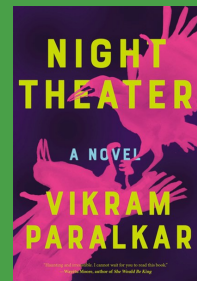
Anxious People : A Novel
Fredrik Backman
Atria September 8, 2020
9781501160837
(Loving it!)

Kathy Ellen



The Mindful Day
Laurie J. Cameron
(National Geographic)
9781426218361

Kit



Night Theater
Vikram Paralkar
(Catapult)
9781948226547

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!



BOOKSELLERS
OF
AMERICA



