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President's Message

Nancy Frater



Lust and Longing

"BookLovers never go to bed alone"

– Daniel J. Boorstin

Lust: Book Lust that is! In his book, *The Yellow-Lighted Bookshop, A Memoir, A History*, author Lewis Buzbee paints a picture of the ultimate book lover: "I am promiscuous when it comes to bookstores. Every bookstore from the most opulent Parisian emporium to the anonymous strip-mall shop in Tucson, offers its own surprises. Since the bookstore first beckoned me thirty years ago, I have been in thousands, as a customer, employee, sales rep, tourist. Each one

an option. Connecting with our community via Shop Local programs, managing inventory, reducing expenses, improving productivity, merchandising creatively, increasing sidelines and encouraging the use of buying incentives can all be used to improve the bottom line.

The Face of the Future

At the recent Winter Institute in Salt Lake City, I had an opportunity to spend some time with Gayle Shanks, the President of

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has freely divulged its delights."

And throughout the world, what a diversity of delights! From the venerable Shakespeare & Company in Paris to the birthplace of the beat writers, City Lights, in San Francisco, independent bookstores rule. Surf the internet and you'll find endless lists of the most beautiful, the most interesting and the most iconic bookshops in the world.

And in Canada, we should wave the flag and beat the drum for our quality bookstores: establishments that are distinctive in size, genre, selection, service, age and community. Author Jeanette Winterson has the right idea when she talks about bookshops having a special place in our culture: "We need books and books are best browsed in the energetic peace of a small store, where the owner loves reading as we do."

Keeping the Faith!

In our turbulent times, though, is the passion of the bookseller enough to sustain our outlook, balance our books and keep our customers? The challenges just keep coming and while we try to live by the thought that "tough times never last, but tough people do," there are times when it is just not that easy. To do otherwise, however, is simply not

American Booksellers Association (ABA). We shared our mutual concerns—a changing marketplace, bookstore closures, the precarious future of both of our tradeshow, a weakened economy—and explored opportunities to work together on issues such as e-books and educational programs. I was proud to present her with our quality materials from both *Independent Matters* and the *Canadianbookseller*. What is clear to me is that CBA must mobilize every opportunity to foster positive alliances with as many groups as possible.

Since that discussion, Reed Exhibitions has cancelled our tradeshow. We now need to work on a new initiative which connects booksellers, authors, publishers and others in our book industry. Please stay tuned, folks ... for the next chapter!

So, in this ever-changing world, keep indulging your lust for bookstores and your passion for bookselling!

Yours in bookselling,

Nancy Frater
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