

# Feminist Bookstore News

FIRST CLASS



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**THE FEMINIST BOOKSTORE NEWS** is published six times a year, on or about the first of January, March, May, July, September, and November. Deadlining for articles, copy, letters, ads, etc., is the fifteenth of the preceding month unless other arrangements are made. Signed articles are the responsibility of the authors; no editing is done on such work. FBN is compiled and published by Carol Seajay. Subscriptions are \$30 per year. (Sliding scale available to feminist bookstores.) Make checks payable to **FEMINIST BOOKSTORE NEWS**. Send subscriptions, correspondence, news, letters, ads, and articles to FBN, 1009 Valencia, San Francisco, California, 94110. FBN may be reached by telephone during regular office hours (Pacific Standard Time) at 415-431-2093.

**THE FEMINIST BOOKSTORE NEWS** is a communications vehicle for the informal network of feminist bookstores. It reaches 110 stores in the US and Canada, as well as a number of libraries, women's studies departments, and feminist bookstores in Great Britain, Europe, Australia, and New Zealand. Combined annual sales of the US and Canadian stores is \$4 million annually.

**ADVERTISING RATES** are \$200 per full page, \$125 per half page. Inside back cover is \$225. Make space reservations by the fifteenth of the month preceding publication. Camera ready copy or lay-out and paste-up services available at a nominal fee. Contact FBN at 1009 Valencia, San Francisco, California, 94110 or 415-431-2093 during regular office hours, Pacific Standard Time.

**BOOKS FOR REVIEW** and **BOOK ANNOUNCEMENTS** may be sent to FBN at 1009 Valencia San Francisco, California, 94110. Feminist publishers are invited to write their own (short!) blurbs for listings. FBN believes that you know more clearly than we do why you choose to publish a particular book. Books published by the feminist press are listed in FBN only when FBN hears about them, so DO remember to send announcements. Pre-publication announcements facilitate early orders. All publishers should include bookstore terms. Please also include distributors who (will) carry the title for the benefit of small stores that order primarily from distributors. If you prefer that bookstores order directly from you, please include that information as well.

FBN welcomes letters, articles, announcements and trivia from publishers as well as bookstores. We are the left and right hands of the same goal.

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# NOTES FROM THE DESK TOP

Lots of changes.

Lots of changes.

In May, I resigned from my job at Old Wives Tales bookstore, nearly seven years after starting the store. My decision followed four months of frustrating and painful collective mediations. The four of us who remained had reached an impasse. The only directions left open were arbitration and/or court.

Considering as many aspects of the situation as I could see clearly, I didn't see that the store could make it financially through continued strife. I didn't want to watch this community go through another public bookstore war. And--bottom line--I couldn't see myself going through those battles with the psychic toll they take and coming out on the other side with enough energy and resilience to get the bookstore back on her feet and into a healthy place again. The four months of mediations had more than convinced me that there would be no success in any version of 'the opposition' leaving any way short of court order. And so, leaning on what I had learned ten years earlier riding the infamous trains of India--"If you don't find yourself at the destination you had in mind, you'll end-up somewhere else, and it will be an interesting and fascinating place."--I resigned. Pell resigned at the same time.

In the months since, Pell, who ran a women-oriented craft store in New England (Vibrations--New Bedford, Mass) from 1968-1976, has opened a new store--WomanCrafts West--on Valencia Street. If you know craftswomen looking for a place to sell their work, tell them to contact her at WomanCrafts West, 1007 1/2 Valencia Street, San Francisco, 94110. It is an elegant and beautiful store, featuring very fine work from women around the country.

I've spent the summer re-imagining my work. After being quite up in the air, thinking about applying for work in other stores, wondering how to next focus this passion of mine to create, promote, and distribute a feminist literature, and even wondering if I might want to pursue something else entirely, I've come to a fairly clear vision of wanting to keep publishing FBN, to engage myself in learning the skills of magazine editing, to expand it's framework to make it a more useful tool for the women-in-print movement, and to expand it's readership to include bookstores that care deeply about having a good feminist and/or lesbian section as well as continuing to serve feminist bookstores. I continue to see FBN focused on feminist bookstores. (I do see the world through bookstore-colored glasses.) And I see this



as an appropriate focus for a women-in-print centered magazine; the bookstores are heart-centers in their communities as well as being the central places where the women-in-print energy comes together and goes out into the world. In my wildest imaginings I think of creating an over-the-counter-for-public-consumption magazine for feminist bibliophiles---but that's next year's fantasy. One reality at a time is what I can reasonably expect to pull together.

I've also been imagining what it would be like to do FBN as the primary focus of my work instead of doing it after store hours in my 'spare' time. Maybe it's time in my life to try doing one thing well. Working on FBN this issue I've been able to take time to actually answer correspondence, to write for more information, for ordering terms, for details. I've been able to take time to read some of the books I annotate. As well as to pursue and finish the articles that appear in this issue. I'm finding that I like being able to do a more thorough job. I'm even dreaming of a computer to keep track of the mailing lists, do word processing, (typesetting?). They even come with a dictionary program that would reduce my typos by about 90%.

Financially, it all seems possible. The work I did at ABA pursuing ads is paying off. If FBN doubles its subscription list, I'll be able to pay myself a reasonable wage for 20 hours a week. If FBN tripled its subscriptions...well, being attached to reality I'm applying for part time jobs. At the moment I've an application out for a parttime driver/courier job that pays \$10/hour and has 'jump-seat' free flights as a benefit. Send me energy for it if you believe in that sort of thing. I'd also like to do some consulting for bookstores and use this store of knowledge I've accumulated in that way.

Part of what I've been doing this summer and will continue to do this fall is developing new information networks and channels. Now that I'm no longer working in a bookstore all day everyday soaking up the info that goes into FBN, I need to get the news, book announcements, trivia, and what-all directly from the sources and via the other bookstores.

A thousand and one other projects pop up: developing a cooperative feminist book Xmas-type catalogue that could be printed in bulk and distributed to the stores that want it? create a mail-order catalogue that stores could send out to their own customers? Do consulting for stores? For publishers that want to increase their distribution? Become a publicist for feminist books? Organize a national Women-In-Print conference? Not to mention settling into my own writing...(Maybe I don't have time for that part-time job. Now if I could quadruple FBN's subscriptions.... Oh! It feels good to be able to dream again!)

This is the last issue of the subscription year, so look forward to getting a renewal form/invoice in the mail about two weeks after this issue arrives. Please pay it promptly as FBN is broke on its wazoo and needs money to pay for the printing of the next issue and to pay back the loan that made printing this issue possible. Enclosed in the envelope will be a questionnaire for feedback re: all these ideas and changes, and a financial survey that several stores have asked for. I think it would give all of us a boost to know how strong we actually are.

I especially want to thank all the women who shared their dreams and visions with me in long phone calls, and in conversations at ABA, NWSA, Women and Words, and COSMEP and in so doing, helped me to rebuild mine.

Continuingly,  
Carol Seajay

PS If you're coming to San Francisco, give me a call. I'm almost always up for a good bookstore or feminist publishing chat. 415-431-2093. It's in the phone book.

PPS I got the job (Hooray! Wish you'd been here for the party.) I got it and started work just a couple days after typing the above: then dove into the four week 45-50 hour/week training program which slowed FBN production to a dead stop. Now (6 weeks later) the job is settling down to part time, FBN is almost off to the press. HOPEFULLY you will receive this September issue while it is still October. Apologies to all to whom the delay has mattered. Look for the November issue in early December. Deadline for it will be November 20th.

# LETTERS

## To Us/From Us

July, 17, 1983

Dear Carol and FBN,

I have noticed that there is a new edition of Gaia's Guide available at most feminist bookstores in the northeast. Seeing an '84 edition surprised me, because I was aware throughout 1982-3 that the publication was involved in litigation with the printer and typesetter for non-payment for services provided in producing the 1982 Guide. (Nor has the binder or anyone else involved in the actual production of the guide, right down to the shipper and distributor been paid.) The publisher, Sandy Horn, was in debt to the tune of \$20,000, and made no response to the regular requests for remittance, until UP Press, (Palo Alto, Ca.) the printer, started litigation in the fall of 1981. The story dragged on until May of 1983, when Sandy Horn settled out of court with the printers alone for about 3/4 of the actual printing costs, 1/4 of that sum then had to be paid out in lawyers fees.

An unfortunate situation, that apparently received little attention over the year and a half the issue was argued across the ocean with Sandy Horn, who now lives in London.

I do not support Sandy Horn's profiting from the expenditure of other women's time, energy, and work. The Guide is immensely popular for obvious reasons. But I encourage the boycott of Gaia's Guide, and suggest that women make an effort to accumulate the information therein in other publications, for the benefit of the women's community and not for the profiteering of one.

If you wish further information in this regard, please contact me and I will refer you to those who were directly involved.

Thank you,  
Penny Pollard  
163 Neal St. #3  
Portland, Me. 04102

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Dear Women

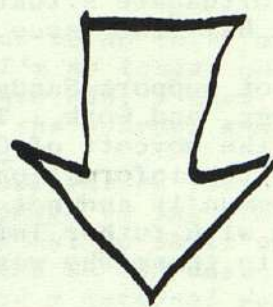
As a former member of the FanThe Flames Bookstore in Columbus, Ohio, I always had access to FBN. Now, having moved to the forsaken hills of Worcester, Massachusetts, I am faced with a deep sense of isolation--the closest bookstore really is an hour away. But more than that, I find the void of no longer working with a store, knowing what's available and how to get it, is far greater than I imagined. I would like to continue receiving the newsletter as an individual. Is this possible? I am also a poor individual. Do you have a sliding scale? Please do let me know.

Best wishes,  
Yvonne Lutter

*Ed.'s Note: Yes, ex-bookstore workers can subscribe to FBN. Many have done so in the past for exactly that sense of withdrawal/isolation. FBN does do a sliding scale for feminist bookstores but can't afford to do that for individual subscribers. It is just too expensive to publish a small circulation magazine to afford that. Bookstores, please do tell your ex's that they can subscribe to FBN. Maybe everyone could pitch in and buy a sub for leaving workers? Rates are \$35 for a 6 issue year.*

PLEASE

help



Dear FBN,

This is from a letter in the *New York Times Review of Books*. If you could publish it in your newsletter and you (stores) could post it where people likely to respond will see them, that would help a lot. I think there are a lot of women out there who'd be willing to help, and one postcard or letter can do a lot. (You can xerox it if you want to pass it around.)

Thanks,  
Deb Wallwork

"On March 1, 1983, Irina Ratushinskaya a twenty-eight-year-old writer in the USSR, was convicted of engaging in "anti-Soviet agitation and propaganda." Her crime was to have written poetry and stories for the underground literary magazine *Samizdat*, and to have distributed her verse in typescript to other writers.

Her sentence: seven years in prison, five years internal exile.

As writers and teachers, we view the treatment of our Soviet colleague as an infringement of her basic human rights. We protest the arrest, conviction, and sentencing of Ms. Ratushinskaya. We wish to register our concern for her physical and mental well-being while in confinement. We urge the authorities in the USSR to reopen her case and to secure her immediate release.

We urge readers to express their concern by writing to Ambassador M. A. Dobrynin, Ambassador of the USSR, 1125 16th Street NW, Washington, DC 20036.

Signed: Edward Hower, James McConkey, William Kennedy, Kenneth McClane, Jon Stallworth, Alison Lurie and twenty-five other signatories.

# ARSON DESTROYS TORONTO WOMENS BOOKSTORE

Early in the morning of July 29th, an arsonist broke into the Toronto Women's Bookstore and set a fire. \$65,000 of the \$75,000 inventory (wholesale) was destroyed, along with all the fixtures. Toronto Women's Bookstore is the largest women's bookstore in Canada and represents nine years of work on the part of founders Patti Kirk and Marie Prins and numerous other women. It is probably the largest collection of books by, for, and about women in Canada.

In a very painful irony, it wasn't the intention of the arsonist to destroy the bookstore. His goal was to burn up the abortion clinic that had opened above the bookstore six weeks earlier. After trying and failing to gain entry to the well secured clinic, he managed to break into the bookstore and set the fire under the stairs that lead up to the clinic, intending that the fire would burn through the stairs and then spread to the clinic that way. Apparently he didn't bother to notice that the books shelved in that room were the pregnancy and childbirth sections. Or didn't care. His strategy nearly worked. If he had been discovered as little as five minutes later, the fire department said, the entire building would have been destroyed. As it was, the clinic suffered smoke damage but was able to return to providing services fairly quickly.

At the Women And Words conference in early July, TWB founders Patti Kirk and Marie Prins talked about their concerns about the abortion clinic, Toronto's first, that had suddenly opened above them three weeks earlier. They knew that the building in which they rented the first floor for 8 years had been sold to a new owner a couple months previously, but the first word that their new owners were to open an abortion clinic directly above them came from a Canadian Broadcasting Corporation reporter operating on a tip from a Bell Canada employee that an abortion clinic had listed a phone number at that address. A few hours later, the new owner of the building, brother of the clinic founder called to tell them about the clinic opening upstairs. The clinic opened two days later. They wondered if the clinic would affect their business, if the inevitable demonstrations would affect people's willingness or even their literal ability to come into the store. They, and we all, wondered if their proximity to the clinic would put them in danger beyond the dangers that they/we all face operating feminist bookstores. They spoke of their commitment to supporting the clinic, of their sense of vulnerability, and their frustration that they hadn't been told of the coming clinic sooner, that the potential danger to the store hadn't been considered when the clinic founders bought that particular building for their clinic. There seemed to be a need to protect rather than to endanger parallel institutions in our movement that was being ignored.

The abortion clinic is a part of a long and careful strategy to make low-cost abortions available in Canada where free-standing abortion clinics are generally considered to be illegal. The two clinics that have opened, including this one have been subject to police raids, arrests, and seizure of equipment. This is a time when abortion is a very emotional issue in Canada. Still, everyone thought, or hoped that no one would go to such extremes and try to burn down a clinic. "We thought that that kind of thing only happened in the states, that people weren't quite so crazy up here. It was our worst fantasy."

What wasn't burned in the fire were the files that contained the records of the inventory and the copies of orders placed and invoices paid. "The guts" said Patti, "from which we can rebuild." They were, fortunately, stored in the basement of the building. Some of the books that had been ordered to sell in classes in the fall were also stored in the basement. They had "only" water damage.

## TWB FIRE CON'D.

Although insured, they discovered after the fire that they were under insured and so will take a \$10,000 loss on the inventory. They do have business interruption insurance, but because they were under insured, they'll receive only 75% of the costs of operating while they are closed, which means that they will lose \$2000 each month that they are closed in addition to the actual fire damage. They had hoped to re-open before the Christmas season, but finding storefront in the neighborhood they need to stay in (to keep the university course sales that make up 15-20% of their business) is being more difficult than they had first expected. While they do have an offer to finance buying a building if they can find one, the high costs of real estate and renovation are making that seem unlikely. All of which makes it look like early '84 before they will be able to reopen. Which adds to their debt.

They estimate that they will have to raise \$35,000 in order to reopen. Their community has already raised \$17,000 and they are asking if other women's stores can help raise some of the rest. If each of the 80 women's stores could raise \$100 to \$200, that would be \$8000 to \$16,000 and would put them very close to reaching their goal. And I think it would really open our eyes to what we are capable of doing. Stores could post this article and put out a donation cup...some stores have already been doing that and have collected \$30-\$40 that way. Or/and could throw a fund-raising party, maybe one with a raffle (maybe with tickets being sold in advance for a few weeks). (Inspired by hearing about Harlem rent parties in the twenties, a friend of mine threw a vet-bill party with a raffle of donated prizes and raised \$100 last weekend. Or a brunch. Or a reading.

....Least you be thinking that you are too far away, remember that two of Canada's eight feminist bookstores have been totally destroyed by fires in the last 4 years, (Vancouver Women's Bookstore was burned in a non-political arson fire in 1979) and Canadian women may well need some support with the rebuilding efforts. Insurance companies notwithstanding, bookstore loving women spread throughout the continent (world?) are probably each other's best support in increasingly reactionary times. You might include in your fundraising a ritual to protect your store from arson & other fires. And maybe an updating of your insurance policy. Insurance and mutual support may be the keys to survival for all of us in the eighties. And it may well be time to actualize plans for buying the buildings we get evicted from. A part of taking control over our lives.

Meanwhile, the Toronto Women's Bookstore is rebuilding. Fundraisers, including a one day Christmas book fair on Dec. 11 are planned. (Publishers could donate books for that sale, if they want to help out that way.) Women from the community are helping a lot with them. Patti and Marie are looking for a new location. They are looking forward to having all the insurance work settled. That, finding a new location, and setting a definite reopening date are the turning points in the hard work of rebuilding. In the meantime they're opening up a temporary office and skeleton store space at 296 Brunswick Ave. #201, Toronto, M5S 2M7. There they will be able to have a fire sale for the damaged books (the salvage company rejected them so they'll get the proceeds of the sale and still get their full insurance claim), sell a few books, coordinate book sales at benefits, readings and concerts, do a bit of mail order selling, and rebuild the store.



BACK TO PRESS,

AWARDS,

AND OTHER GOOD NEWS

✓ Cheryl Clarke's *Narratives: Poems in the Tradition of Black Women*, sold out the 1000 copy first printing between December and April & has gone back to press with a 2000 copy second printing, this time from Kitchen Table. *All the Women Are White, All the Blacks are Men, But Some of Us Are Brave: Black Women's Studies* has gone into its third printing making 15,000 paperbacks and 1000 cloth. It received the 1982 Award for Feminist Literature from the National Institute for Women of Color and the 1983 Women Educators Curriculum Award. *This Bridge Called My Back* had 20,000 copies in print when it sold out this spring. The new printing from Kitchen Table will take it to 25,000-30,000 depending on the fund-raising. (Tax deductible donations can be sent to Working Women's Institute c/o Kitchen Table.) *Cuentos: Stories of Latinas*, hit the bookstores in June with a 5000 printing. *Home Girls*, Barbara Smith's long awaited anthology will start out with a 7500 print run.

Naiad Press sends news that *Curious Wine* went back to press 14 days after pub date w/ 5500 copies of the 8500 print run sold and 1300 copies out at distributors. CW is now 3/4's of the way through it's 8000 copy second printing. Barbara Grier, that infamous telephone saleswoman says "Curious Wine is selling even better than *Faultline* and I don't even have access to a Watts line these days." Naiad also reports that the combined shipment of *Toothpick House* and *Madame Aurora* was their largest shipment of books to date. Asked what is causing this success (telephone sales? pre-publication publicity?) Barbara said, "Each of the authors has her particular following. Well, we did send out that lovely poster for *Toothpick House*. Mostly, I think it's sheer growth. *Faultline* got us into a lot of new stores and we've kept them. We basically can't run fewer than 8000 copies of a book these days. And that's a delight."

## FEMINIST PUBLISHERS RISING

Here's some good news in this bleak issue: Along with Kitchen Table's beginning to publish books, and the announcement last issue that some of the women from Iowa City Women's Press were forming the Aunt Lute Book Publishing company, there are three more feminist publishers rising:

✓ Varied Voices is coming together in DC. They are three black and three white women who have done some community work together. They're planning to start with doing some distribution. Their books will focus on third world, working class, rural and southern women. They're especially interested in oral histories. PO Box 43185, Washington, DC 20010.

Blazon Books is a new women's publishing company in Chicago. Their first book, *The Winged Dancer* by Camarin Grae will be out later this fall.

Acacia Books is a group of 4 women of working class origins in their 40's and 50's. Their commitment is to publishing the works of women traditionally denied access: lesbians, women of color, women of minority classes and cultures, and women in third world countries. They're interested in fiction, biography, how-to/survival, political and social analysis and herstory. In the spring they'll publish Arlene Zimmerman's novel about an elderly Russian Jewish woman on the track of a nazi in southern California assisted by a pregnant Chicana. Later this fall (see from our own presses) they'll publish a monograph: *Taking Responsibility for Sexuality*. They're in the negotiating process for a journal by a lesbian and for a novel about growing up lesbian in the 40's and 50's. They're at PO Box 3630, Berkeley, Ca. 94703.

		<u>Available Alyson/CP</u>	<u>Available BookPeople</u>	<u>Available Inland</u>	<u>New Publisher--Date</u>
Feminist Tarot	1976	x	x	x	Alyson (probably)
14th Witch	1977				
The Wanderground	1979				Alyson (probably)
Coming Out Stories	1980	x	x	x	
Claiming An Identity		x	x		
Choices					Alyson (probably)
Women, Church & State		x			
Lesbian Poetry	1981	x		x	
Lesbian Fiction					
This Bridge					Kitchen Table--Fall
Lifetime Guarantee			x		Alyson (no date yet)
Nice Jewish Girls	1982		x		Crossing Press 4/84
*also available from Womanbooks see 'From Our Own Presses'					
Zami					Crossing Press ready now
Keeper of Accounts		x	x	x	
<i>Titles that were to have come from Persephone in 1983</i>					
Home Girls					Kitchen Table--Aug.
Law of Return					Alyson--late Sept..
Abeng					Crossing Press 1/84

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# PERSEPHONE PRESS CLOSES

The closing of Persephone Press came as a horrible, terrible shock to most of the bookstores.

Part of what is so horrible is the immense loss of the work they were doing, part of it is the suddenness with which it seemed to happen, and part of it is that they seemed to be doing so well: their books were our best-sellers. How could they have closed down--due to finances?--with successes like that? It has been one of those shocks that make a woman do a double-take, make one look again at what she presumes to be solid. It has been deeply unsettling in that way. Persephone Press' closing has been a loss that is matched only by the closing of Diana Press or of Women In Distribution. Or by the closing of the only women's bookstore for miles around. It is immense.

Persephone closed in May. Some of the dust is settling. Distribution of the titles that are still in print has been worked out. (See opposite page). Most of the titles that are out of stock are now settled with new publishers and are being reprinted or will be yet this fall. The books that were "forthcoming" seem to be finding publishers as well. A little more time seems to be what is needed to work out the permanent settling of a the books not yet placed with a new publisher. *Lesbian Fiction* is the only book not currently available that hasn't been placed with a publisher.

For all that has been hard this summer, finding the books still in print, being out of titles that are out of stock, tracking the books as they move to new publishers, the larger loss is the loss of the vision that empowered Persephone. Their ability to conceive of books that didn't yet exist and to recognize the importance of a book that existed only in proposal form, or only in someone's head. The books they conceived of and the books they empowered into print: especially *Nice Jewish Girls*, *This Bridge*, *Claiming an Identity*, and *Feminist Tarot* each expanded and reshaped the vision and consciousness of the feminist and lesbian-feminist community. Again. And again. And again. Their books raised issues, revealed racism, anti-Semitism, and at their best, gave positive images where there were precious few before. Part of the loss is the loss of what Persephone might have brought into publication in the future and now won't. What they did publish will continue to affect and influence our community for years to come.

In these terms, Persephone Press was enormously successful. They were also successful in that many of their books were "best-sellers." Only two were less than very solidly selling books. So how could they have gone under for financial reasons? Until the August 8 issue of *Gay Community News*, there was no word from Persephone as to what happened. And even that article seems very sketchy and inadequate. In the meantime, at ABA, NWSA, and wherever women-of-print gathered, there was a goodly amount of guessing, of theorizing, and rumoring in attempt to grasp and understand what had happened and how it could have happened. In effort to help stores not on the grapevine have access to the sense-making aspect the talk, I am listing here some of the theorizing that I've heard. I doubt that any of it is The Truth. Likely there will never be an ultimate explanation, a whole and complete understanding. But, in the meantime, we need to learn from our collective experience, to not repeat the same mistakes again and again. And also to remember that Persephone did what once seemed to be impossible. Even if they "failed", let's also remember their success.

Rumors, theories and guesses:

1. "That it isn't possible to create a publishing company of this size this dependent on loans."

2. "All this was sprung when Persephone didn't get a major loan that was needed to publish the new books."

## PERSEPHONE PRESS, CON'D.

3. "Their printer cut them off because they owed him money."

3A. "They always did business with their printer on credit, and he always did business on credit: This is normal and usual. But HE was in financial trouble and put the squeeze on everyone that owed him money and took Persephone down in the process." (Enter the domino theory of finances in the print world.)

4. "That this 'sudden' financial problem wasn't sudden at all." ie last fall they had asked bookstores to direct-order books whenever they could--they needed the money (the % that would go to the distributors in the books weren't DO'd.)

4A. This financial problem wasn't 'sudden', that they had stopped paying themselves salaries last fall.

5. "Phenomenonal success and rapid growth make for cash flow problems that did in Persephone." Rapid Growth makes for a cash flow problem because you have to have the goods in hand to sell them. And you have to pay for them, often before they are sold. (true of bookstores, as well.) This is especially a problem for under-capitalized businesses. Ie, the year we doubled our growth rate at OWT was the year we had the hardest time paying our bills. Because to HAVE those sales, we needed inventory that would support those sales. And often times the bills were due before the books were sold. Other publishers in the midst of great sales figures and publishing more books than ever have described this experience also.

5A. Plus larger print runs and printing more titles costs more, ties up more of the limited amount of money longer.

5B. "Cash flow is complicated by bookstores paying late." And there is a word around that stores are overall paying later now than a couple years ago. Tho whether this affected Persephone isn't a rumor that I've heard.

5C. "Cash Flow complicated by extremely fast selling titles complicated by a heavy usage of distributors." ie a book sold by a distributor isn't paid for until 90 days (at best) after the end of each reporting period. In the extreme of a book selling out in 6 months, it is possible that a significant amount

of the sales of the book wouldn't be paid to the publisher until after the printer had to be paid for the reprint.

6. Not a rumer: The article in GCN said that Persephone had lost \$22,000 per year for the last two years. Clearly this wasn't all 'sudden' even if the decision to close was sudden, and/or even if the news hit many of us suddenly.

7. Another facet of Too Rapid Growth: that "Persephone spent more money than they could afford to on publicity and on travel." That even as excellent publicity was a part of why the books sold so well and so quickly, that it would have made for a more financially sound operation to have let the books 'ripple' out and sell a bit more slowly.

8. "Persephone paid 'higher than normal' royalties...and you can't run a publishing company without reinvesting a lot of that \$\$ into the business." (In the GCN article, their royalty structure was credited with being "solely responsible" for the financial problems. Tho their success in marketing which lead to forty to fifty thousand dollars always being tied up in (re)printing costs and the contradiction between operating as they believed lesbian-feminists ought to behave and what they would have had to do to operate by the standards and practices of the publishing industry were also discussed.

9. "It is better that they quit when they did, even with owing some money and breaking some contracts, than to have gone ahead and gotten more deeply in debt, and had to leave an even bigger mess than they did." This was also said of WIND's closing: Much better to close responsibly, sooner, than irresponsibly, later.

10. "Horizontal hostility." That given what they were doing was basically 'impossible', anyway, we as a critical and demanding community don't yet have a balance and skills enough to engage in needed criticism with a clear enough distinction between the ways we oppress one another and the conditions of oppression that we live under. Or another way to say this is expecting/demanding what we need (and have always needed) faster than we can make it happen. Needing the impossible. I swear the CIA watches us at one another as a spectator sport. Makes their job easier. Damn.

## PERSEPHONE PRESS, CON'D.

11. "Over expansion, over estimation of resources. Trying to get too big, too fast. Being more flashy and big-time appearing than is financially possible." This was discussed and remembered as a theory re the closing of Diana Press.

12. "Burnout." ie, which straw broke the camel's back doesn't much matter if the camel was already exhausted. In burnout, problems that could be survived or even taken in stride break the camel's back. The question here is still learning how to work in ways that don't create burnout. Learning to work in ways that sustain, learning to sustain one another and to be sustained.

So these are the rumors that have been going around. Or at least the ones I've heard. I hope all this helps to make some sense out of it. *CAROL SENNY*

## PATIENCE AND SARAH BACK IN PRINT

It took only two trips to the new merged Fawcett/Ballentine booth at ABA and three follow-up calls from a committed sales rep to find out what happened to that best-selling lesbian classic *Patience and Sarah*. Had it been declared a too-slow seller and cancelled after all these years? Was it one of several titles "lost" in Fawcett's sale to Ballentine? Always in a corporate merger there's concern for the politics of the new management. Was it possible that *P & S* was too overtly lesbian for someone?

None of the above. Seems that there was a problem at the printers. The covers of a number of books all sent back to press at about the same time came back w/ the covers all sticking together and the whole lot of them had to be reprinted. *Patience and Sarah* was one of those titles. It should be back in print and shipping on August 25th. Order from new parent corporation Ballentine. All back orders older than 60 days are cancelled automatically, so re-order.

Wish I could remember who I was talking to about this who said, "You know, somehow it's reassuring. Sometimes I think that we're the only ones who make bloopers like that. It's sort of a relief to know that the boys blow it from time to time, too."

## WRITING WANTED

### PASS THE WORD

CREATIVE WORK BY WOMYN IN PRISON. Anthology. After a year of gathering materials they have journal entries, letters to and from our children, drawings, poetry, short fiction, essays. Because it takes so long to get work in to the prisons, they are pushing the deadline to Nov. 1. Then will compile "a big beautiful manuscript of our voices and submit it for publication." Two publishers have already expressed interest. Contact: Maggie McKenna, 332 S. Silver Lane, Sunderland, Ma. 01375.

LESBIAN HISTORY ANTHOLOGY called *Lesbian Tapestry: The Lesbian Past and Present* is looking for new and published research, personal history, fiction. Including but not limited to: Asian, Black, Indian/Native American, and Latina Lesbians, regional history, visual artists & photography, femme/butch, bars, sexuality, pre-white history, pre-1880's. contact: Frances Doughty, 192 St. John's Place, Brooklyn, NY 11217.

Wanted....selections from CONTEMPORARY SOUTHERN WOMEN'S JOURNALS for an anthology. 5-20 pages. Note at top of each selection the main focus: ie Family, work, sexuality, race, creativity, friendship, spirituality/religion, aging, politics, etc. Deadline Jan. 1, 1984. Inc. SASE Agnes McDonald, Atlantic Christian College, Wilson, NC 27893.

POSTCARD MANUSCRIPTS wanted by Helaine Victoria Press, publishers of postcards on women in history. For 5 sets of postcards: Latin American & Hispanic Women, Haymarket Riot Commemorative set focusing on the contributions to the struggle of organized labor, Women's Brigades and Auxiliaries, Political Action by Minority Women in the US, and a theme to be developed by contributions. for details send SASE to Helaine Victoria Press, 4080 Dynasty Lane, Martinsville, In. 46151.

SHERE HITE is doing a book on women's relationships. If you want to fill out a questionnaire and be a part of it, write Hite Research, PO Box 5282, NY, NY 10022.

# They Went

**WILD TYPO'S WRECK HAVOC** in Oklahoma City: Herland Sister Resources is at 1630 NW 19th, Oklahoma City, OK 73106, not at #4630 as reported in the last FBN. Sorry about that. (And even a word processor with a built-in dictionary wouldn't have saved that one.) Activities at Herland include poetry readings, book discussions, local artists space, bulletin boards and a newsletter. Herland is a major link w/ NOW and the Oklahoma Women's Political Caucus.

**NEW STORES:** Webster and Bailey Bookstore, 3023 Pandosy St., Kelowna, British Columbia, Canada. V1Y 1W3. "We're financing it by working part time and a \$10,000 bank loan. Kelowna is a more sophisticated than average community, but it also has strong pro-life groups. We're modeling ourselves after Ariel Books in Vancouver. We'll be on an open-line radio show. Basically the local media has overwhelmed us with interest." Iris Books is now open at 1100 N. Main Street, Dayton, Ohio 45405, under the TLC of Desiree L. Nickell. The Chambered Nautilus is a mail order bookstore at 12419 SE 29th, Bellevue, Wa. 98005. The Woman's Book Connection is organizing in Philadelphia. Temporary address is 1006 Pine Street, Phila, Pa. 19107. Gay Hawk (some relation to my heroine Chicken Lady?) is opening the LoneStar Bookstore, temp. address is 154 W. Langsner St., Englewood, Florida 33533. And Geneva Foster is going to be opening a store in Charleston, W. Va. Temp. add. is 1207 7th Ave., 25302.

And last, but not least is Pandora Book Peddlers opening in late September. 68 W. Palisades Ave., Englewood, NJ. They write: "My friend Vivian Scheinmann and I will be opening Pandora in about a month. Fortunately, the level of excitement is keeping pace with the tension and nervousness. By the way, we chose 'Pandora' because of the Pre-Hellenic myth which describes her as one of the original earth goddesses and a giver of wisdom. Our first ads will describe why we choose the name. //Vivian and I have been working together on New Directions For Women for about eight years now. Now we are looking forward to helping to spread the good word through Pandora! //Bread and Roses, Pamela Sheldrick."

I've also heard that there's a new Os store opening in Montreal. Any one got an address?



Dulle Griet

## That-A-Way

Never say "last" in the feminist book world: the next thing comes along and changes reality on you. That or I need enough time and patience to retype things (never!) or a word-processor. (yes! Seabird has wild dreams of a word-processor for FBN.) The Bookworks is a new bookstore in Los Angeles. 3517 Centinela Ave., LA, Ca 90066.

On the antiquarian book front: The Bookstore at 108 E. 4th Ave., Olympia, Wa. 98501 is opening an upstairs room for her specialized section for used and out of print books by and about women with chairs, coffee, and carpeting. Bolerium Books has a catalogue out of Out of Print women's studies & scholarly books. You might write for it and keep it handy to share w/ customers. 931 Judah St., San Francisco, Ca. 94122.

The Magic Speller, of Newport Beach has been bought and revitalized by Pamela Roberts. She's re-named it Three Guineas, so add it back into your lists if you've dropped it: 506 31st St., Newport Beach Ca. 92663.

**MOVED:** Half the Sky: Women's Books & Provisions is at 2018 Greenville Ave. Dallas, Tx. 75206. Pandora-A Womyn's Bookstore has moved to a downtown location, 226 W. Lovell, Kalamazoo, Mi. 49007. And the Toronto Women's Bookstore will use 296 Brunswick Ave. #201, Toronto, Ontario, M5S 2M7 until they find a new permanent location.

## THAT-A-WAY, CON'D.

CLOSED: Endless Horizons in Denton, Texas. And Woman-to-Woman in Denver. (Anyone know what happened there?) Also Djuna Books, in NYC. For all the pain of the losses, and for all our many fears & concerns about the recessions, the 80's and what-all, we're opening far more stores than are closing.

BOOKSTORES AREN'T THE ONLY MOVERS: Diaspora Distribution (distributors of lesbian-only books) are now at PO Box 19224, Oakland, Ca. 94619. Kitchen Table is now at Box 2753, Rockefeller Center Station, New York, NY 10185. Sinister Wisdom has new editors, Melanie Kaye/Kantrowitz and Michael Uccella and may now be reached at PO Box 1023, Rockland Maine, 04841. Cleis Press, amoeba-like has split itself and gone in two directions. (I'd like to be able to do that.) Cleis West is a PO Box 14684, San Francisco, Ca 94114. Cleis East is PO Box 8933, Pittsburgh, Penn. 15221. Order books from whichever is closer to you. The Third World Women's Archives is now at PO Box 159, Bush Terminal Station, Brooklyn, NY 11232. (212) 308-5389. You need an appointment before you go.

Guess I should also mention that FBN has a new address: PO Box 882554, San Francisco, Ca. 94188. New phone is (415) 431-2093.

NOW ON TO THE BOOKS: This column's original goal was to keep track of books as they moved from distributor to new publisher to new editions. Over time the books seem to have become more stable and more organized while the stores and the institutions seem to be moving around more. Either we're moving more, or more likely, there are a lot more of us to hold still.

✓ Anyhow: Holding Her Own, the anthology of young women's writings can now be reached at 4527 N. Malden, Chicago, Ill. 60640. If you ordered from the Wilson St. address and haven't received your order, please reorder at the new address.

Keep on keeping on,

Carol Seajay.

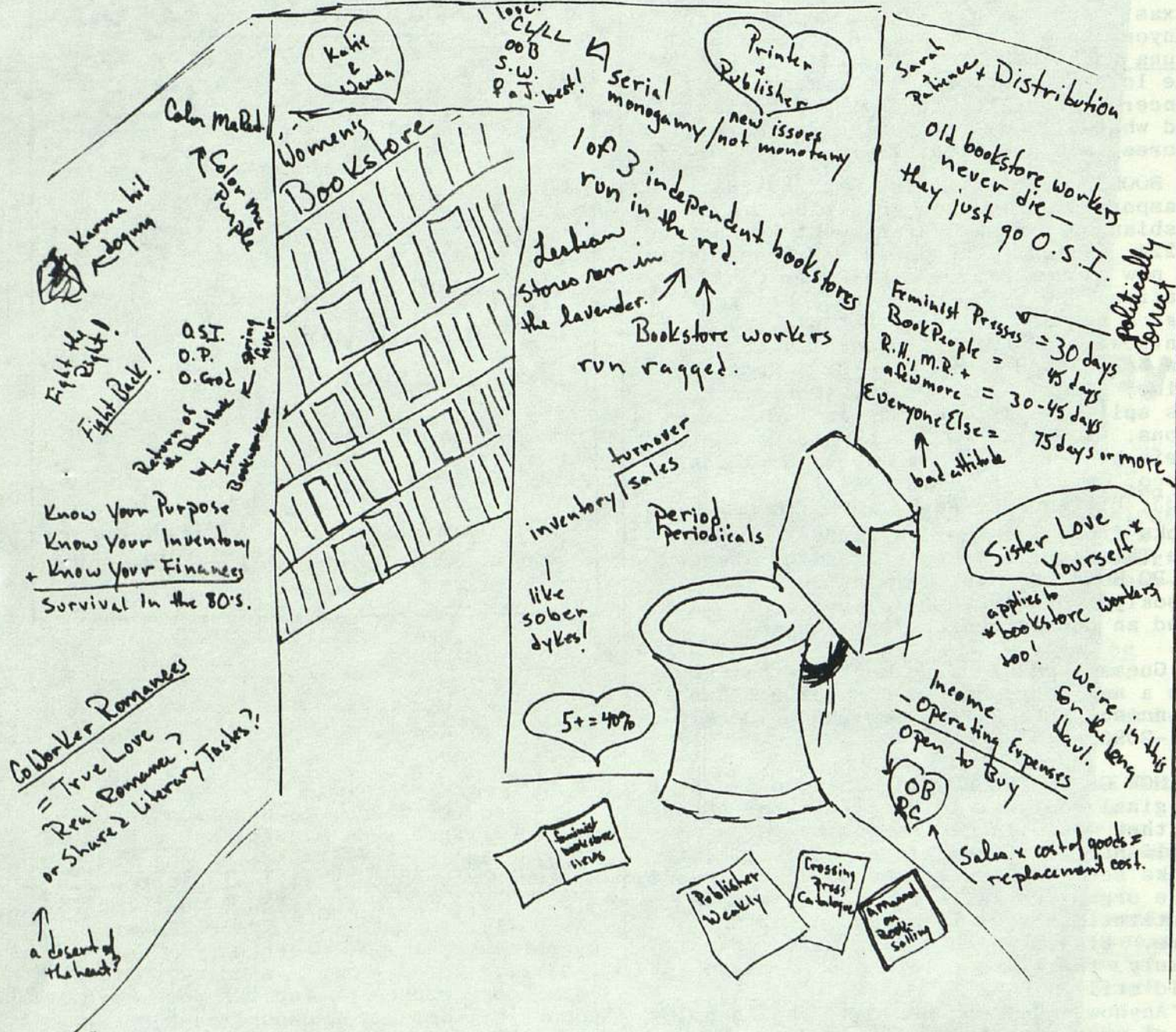
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A Room Of One's Own has twenty copies of the Virago trade paperback One Hand Tied Behind Us: The Rise of the Women's Suffrage Movement by Jill Liddington and Jill Norris (1978, 304 pgs.) that they would like to pass on. The books are overstock that were ordered from England last year for a women's studies course. This book focuses on English working class women and uses "much unpublished material --from diaries, newspaper accounts and interviews with the last surviving descendant of these suffragists". Retail for \$7.95. 40% free postage if prepaid, 10+ gets 50%, prepaid, free postage. ARO<sup>3</sup> 317 W. Johnson St., Madison, Wisc. 53703.





# ECONOMICS FOR HEALTH AND SURVIVAL

The workshop on economic survival at the NW-WIP conference was the clearest, most concise, most USEFUL presentation on the how and why of bookstore finances that I've ever heard, so I wrote it up for the newsletter. The workshop was presented by Judy Bierman and S. "Red" Reddick of Red and Black Books, a non-sectarian leftist store in Seattle. The workshop not only described what you have to know and do to be financially healthy, it described how you get out of trouble once you're in it and described their experience to date of climbing out of deep trouble. Pell, of Old Wives' Tales said that it was the first time in her life that she had enjoyed talking about finances, which struck me as a pretty tall compliment to the presentation. I left the presentation wondering how 'They' ever mystified finances in the first place.

THE MOTHER OF INVENTION. I asked Judy how she had put all this together and she told me that she had broken her ankle. (?) Then she explained that she had recently returned to the bookstore collective after several years absence when it was in dire financial straits and had been determined not to let it close. So she spent several days with their bookkeeper, and having a broken ankle, she sat still and thought about it all until she had a workable plan of action. Rather than breaking an ankle, you might dip into A MANUAL ON BOOKSELLING (How to Open & Run Your Own Bookstore, Am. Booksellers Assn. Pub. by Harmony/Crown 8.95 paper) and the ABA Bookstore Financial Profile 1981. (\$6.00 prepaid from ABA, 122 East 42nd St., NY, NY 10168). You may still need to talk with your bookkeeper and you'll certainly need to sit still for a while.

What follows is a summary of

the workshop taken from my notes and reviewed by Judy and Red.

## THE SCENE

RED AND BLACK BOOKS is a multi-faceted non-sectarian leftist bookstore that started about 10 years ago. For 8 years they enjoyed a "good" location on the main drag by the university. It all just "worked". 20-25% of their sales came from off the street traffic, they had a solid steady clientele from the political and movement books they sold, they had a solid group of "university lefties" to buy the esoteric and hardcore political theory books. Rent was low and the cash flowed. They never even took an inventory for 8 years.

Then they complained to the landlord about the leaks in the roof and were evicted.

So they moved. The first move was a disaster. Bad location, no foot-traffic, and not a neighborhood that was likely to support a lefty bookstore. In this location they lost \$10,000 in six months.

In an effort to save the store, they moved again to an upstairs location above a well-known political coffee house in a significantly gay and somewhat lesbian neighborhood. The cast is Red, full time, paid worker, coordinator, and book-orderer, 25 volunteers, a steering committee of 5, and Judy, a recently returned collective member from the good old days who has a broken ankle, has been thinking deeply and is determined that the store isn't going to close if there's any way to save it.

This article is in two parts:

- I. What you need to know to insure your survival; and
- II. Getting out of Financial Trouble.

## PART I: TO INSURE SURVIVAL

If you want to survive, not to mention prosper, Judy said, you need to do three things: 1) Know your purpose. 2) Know your inventory. 3) Know your finances. Though the workshop focused on the third point, the first two are also mandatory. Briefly:

### 1. KNOW YOUR PURPOSE

Know your purpose and who you're serving. Who do you stock for? Who do you want to bring in? You need to be (or get) clear about your purpose. What is your intention? What are your politics? The politics of your bookstore staff? Who do you want to be serving? Who do you want to bring in? (only when you know that can you figure out how to bring them in.)

Notice what you're actually selling and who is buying it. Pay attention to how that's similar to and different from your intentions. Who you are serving, and who else you want to be serving-- is that who you're stocking for? Does your location facilitate your purpose? All this affects your advertising and marketing. Red and Black ("Out of the Red and into the Black") found that in asking and answering these questions they became more of who they are politically.

### 2. KNOW YOUR INVENTORY

You need to know what you have (i.e. the titles you carry) and how much of that you have (number of copies per title) as well as the value of your entire inventory.

You also need to know what is selling and if you have sections or titles that are "dead". If there is a difference between "slow moving" but politically important titles and "dead" titles, you need to know exactly what that is. It is part of knowing your purpose and will affect your financial decisions.

You also need a good inventory system for keeping track of titles.

### 3. KNOW YOUR FINANCES.

A. You need to know what money comes in, where it comes from, and what money goes out and to where.

To find out where the money comes from you keep a daily Cash Received Journal on a "spread sheet" (accountants paper with 10-14 columns or however many you need.) Make it as detailed as is possible and useful to you. I.E., categories might be books, magazines, records, tax collected, other income, including what it is for, and total for the day. You can also jot down the number of sales that day and the average amount of each sale. Also, (and too often glossed over), keep track of any money you pay out of your cashbox in the same way. Run totals at the end of the month.

To find out where the money goes you keep a "Cash Dispersement Journal" Several stores suggested using "The Economic Checkbooks System" which acts like a checkbook on the right side and gives you columns on the left for organizing your expenses into categories (purchases, utilities & rent, taxes paid, salaries & salary expenses, supplies, etc.) This system gives you alot of information with a minimum of work and little duplication of work. Ask at your bank or office supply store. Again, run totals at the end of the month and be sure to add into the appropriate category any money you paid out in cash from your cash box.

B. Learn to use and compute: Turnover, Operating expenses, Average Sale, Cash Forecasting, Cost of Goods, & Replacement Cost.

**TURNOVER:** Your annual sales (say, \$60,000) divided by the retail value of your inventory (say, \$15,000) equals your turnover (4), the number of times you sell your inventory per year. Turnover is the single most important factor in measuring a bookstore's financial health. (See A MANUAL ON BOOK-SELLING & THE

$$\begin{array}{r} \text{Average} \\ \text{Inventory} \end{array} \frac{\text{turnover}}{\text{Annual Sales}} \\ \$15,000 \frac{4}{\$60,000}$$

ABA FINANCIAL PROFILE). The 'experts' say turnover should be 3-5 times a year. Low turnover equals poor cash flow. High turnover is equated with the best use of financial resources. Your turnover is TOO high when you reach the point of turning your stock over so fast that you are out of books that women want when they want them (today). Then you are losing sales and hurting the store.

If your turnover is 4, then you sell your entire inventory (or at least the monetary value of your inventory, not literally every book) every 3 months. (12 months divided by 4 turns is 3.) Every month, then, you sell 1/3 of your inventory, or \$5,000. (1/3 x \$15,000 = \$5,000.)

OPERATING EXPENSES. Overhead = all those regular monthly expenses (rent, utilities, supplies, salaries, etc.) that don't fluctuate with the sale of books.

Get this info from your cash disbursement journal (see 3A above). Alternately, you can take your total income from last year, subtract your book purchases (and any major expenses you've discontinued since then - like a loan paid off) and divide that figure by 12 and you have your monthly overhead. Overhead usually runs 25-40% of the gross. In our healthy store model, monthly overhead is \$1200 or 24% of the gross sales. This is the first place most financial consultants look to cut costs to increase profitability - Can you get supplies cheaper? Recycle paper?

Wash cups instead of using paper? If you are out of balance, look here first.

Average Sale. Divide the total dollar value of the sales in a day (or month) by the total number of sales in that day (or month) to get your average sale. Judy found that over four months their average sale varied by only 5¢. It is \$5.80/sale. I was quite surprised to connect with that bit of info. At O.W.T. our average sale on Saturdays in December (the only time I'd paid any attention to it) was about \$5.50. Very close to the same as R & B despite the differences in store size, location, communities served... The variable was the number of sales, not the average size of the sale. That's interest-

ing. I'm not real clear on what to do with this figure, except notice it. Basically, what I got from Judy is that if you want your sales to go up, you have to figure out how to get more people into the store. Unless you've been in a bad way for a long time, you can't assume you'll increase the monetary sales to your customers. But maybe you can win back some of the people who've gone away discouraged.

### CASH FORECASTING

(Also known as "figuring your 'Open to Buy'")

Cash forecasting tells you how much money you have available to spend on books, how much you need to spend on books to keep your inventory at the level you want, and if your financial situation has your inventory growing or shrinking.

The Month's Income (\$5,000) minus the monthly operating expenses (\$1200) =

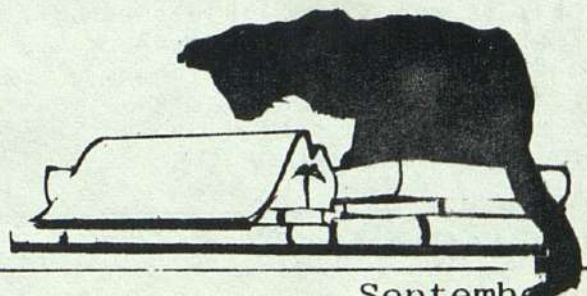
Income  
- Operating Expenses  
-----  
Open to Buy

\$5000  
- 1200  
-----  
\$3800

the amount you have left to spend on books (and other merchandise). (\$3800). Your open to buy varies with sales. It is probably high during the winter gift-spree and low in the summer.

### COST OF GOODS

This is where retail income meets wholesale cost. Bookstores buy books at a discount (Usually 40%, sometimes 20%) What we pay (60%-80%) is the cost of goods. For this article, we're taking 65% as our average cost of goods. (For more detailed discussion on figuring cost of goods, see A Manual).



## REPLACEMENT COST

The month's sales times the cost of goods percentage is how much it will cost the store to replace the stock and keep the inventory stable.

Month's Sales  
x Cost of Goods  
Replacement Cost

\$5000  
x 65%  
\$3250

In this case,  
 $\$5000 \times 65\% =$   
 $\$3250$ . Our sample  
fantasy store, our  
open to buy was  
 $\$3800$ , so the store  
has  $\$550$  to spend  
on increasing stock  
(Keep inflation in

mind), building bookcases, additional salaries, or whatever.

That's  $\$3800$  at wholesale.

That equals  $\$5000$  retail. As we should have learned in third grade, if you add apples and oranges you get fruits but not wholesale or retail.

## ANALYSIS OF CASH FORECASTING

In brief, if your open to buy is bigger than your replacement cost and you're spending that on stock, you're in the black and growing. If it is smaller, you're operating in the red and are heading for trouble, if you aren't there already.

This varies just a little by season and special occasion, i.e. in October or November what you spend on books will probably be bigger than your October/November open to buy because you are laying in stock for Christmas sales. If you did it perfectly, your December income pays off the remaining bills from October and November and you go into January in balance again.

The ideal situation for feminist stores is a growing inventory (that is, an open-to-buy that is larger than replacement cost) because 1) our communities seem to be constantly growing and 2) more and more books of interest to our communities are being published and we want to make them available.

At times bookstores may make a decision to channel excess open-to-buy funds (that is money available that is greater than replacement cost and inflation\*) into other directions: most notably into paying salaries (or cost of living raises), into moving to a larger/better location.

There is also a point (though no one seems to know where this point is) when a given space is holding all the inventory it can take and jamming more books in makes the good books less accessible and harder to find, resulting in a declining sales to inventory ratio. If moving to a larger store is undesirable, then the store might need to limit its purchases and donate its surplus income to another feminist organization. I have to admit that I've never heard of this happening, but I'm still hoping.

\*Whatever % that is in the book trade. Does anyone know?)



## PART II: GETTING OUT OF TROUBLE

At the beginning of this article, B&R Bookstore had recently moved for the second time to a better location, had lost  $\$10,000$  in the last 6 months (they owed  $\$10,000$  more in bills due than they had owed 6 months previously) had an inventory and sales too small to pay the operating expenses and replace the stock, Red was working full time with a crew of 25 volunteers and Judy was sitting with a broken ankle, thinking. Here's what she came up with and being determined that the store shouldn't close. (Keep in mind that B&R had already done everything possible on the non-financial side: moving

to a better location, advertising, changing stock emphasis to reflect changing demand from customers.) And that they had already returned to the publishers all the dead stock that was returnable, had done sales on the rest and were clear of the "junk" that had accumulated, leaving them with a "clean" functional inventory. None of this is covered in this article.

These are all proposals for getting out of serious trouble, not for regular operating realities. Some of these proposals work only on a long term carefully planned basis. To put them into effect without a well-thought out long-range plan would be to put your store in an even worse position and to possibly do serious harm to our publishing and distribution networks, which is to hurt every other store around the country. My tone in the writing is light. The responsibility isn't. Your first approach should be to cut your overhead expenses wherever possible and clean up your inventory. Only after accomplishing this should you consider the following.

#### INCREASING YOUR INVENTORY

If you are in the position where your inventory can't generate sales that will cover your replacement cost and your operating expenses (and they're already as low as you can make them) AND you have a community that will buy more books if they are available, and/or more of your community will come in and buy books if you have a larger (more complete, more up-to-date) inventory, then you need to find a way to increase your inventory. Figure out how much inventory you need, at what rate of turnover, to support yourself. If you always wanted to go to salary, include that, too. Figure how much money you need to increase the inventory to that level and get it.

#### Sleep Well at Night Methods:

1) Get a major donation, with no strings attached, from your fairy-dyke mother (it has been known to happen, but not often).

2) Fundraisers. Dances, parties, picnics, concerts anything that creates enough more money than it costs in time and energy to be worthwhile, keeping in mind the amount you need to raise. (i.e. a bake sale that nets \$150

won't do it. A Cris Williamson concert that nets \$6000 would be worth it. Everywoman's Bookstore in San Rafael did this 2-3 times before they closed).

3) Memberships. Sell "memberships" to your community. If a benefit of the membership is a discount (10%) on books, the price of the membership has to be as much or more than 10% of the average annual purchase of a member, keeping in mind that members getting a discount may buy more of their books from you than previously which increases your sales. Membership discounts will also affect your cost of goods. What memberships get you is cash up front with which to buy stock. R&B hasn't yet implemented a membership program. Charis Books/Atlanta, A Room of One's Own/Madison and Modern Times/SF have memberships w/ discounts. Look for an article in the next FBN.

4) Loans. R&B borrowed \$11,000 to move and buy inventory. They borrowed from individuals at 12% to be paid back, that they found by printing a brochure (write them for copies. R&B, 524 15th Ave. East, Seattle 98112) and circulating to their community and by making alot of phone calls. Judy pointed out that this would be harder for feminist stores than for them. (women generally have less money, etc.)

They recently renegotiated most of these loans to an additional year, with a plan to make interest payments only for the first and second years, with principals to be paid in the third year.

#### THIS IS NOT A STOP GAP MEASURE.

5) Donations. You have more likelihood of success if you can make a deal with a non-profit umbrella organization that can give you the option of accepting tax-deductible donations. Again, a brochure, to their mailing list and alot of phone calls. This raised \$2000.

If you don't have the woman power to do this kind of fundraising, it is ethical and common practice in the world to "hire" someone else to represent you, make the calls, go door-to-door, whatever, and pay them a percentage of what they collect.

### Deficit Buying

Or how to stay awake at night without No-Doz.

Usually this happens accidentally and/or without any planning. You just wake up one day and discover that you're on hold with half or more of your creditors and have no money to pay them and given average daily sales, there isn't going to be money to pay them any time soon. A lot of stores realize this just before they start getting put on hold, but in either case, you've been engaging in deficit buying without planning and the suggestions above and below will help get you out.

Theoretically a store could choose to do deficit buying to a scale that would give a functional inventory at which level they could replace their inventory and pay off their debt load over a 6-12 month period of time. On a much smaller scale, healthy expanding stores are regularly buying more stock than their open to buy would allow for, because they know they can sell it by the time the invoice is due. In this way, they expand their stock in a way that is healthy and satisfactory for them, for their publishers and their distributors. But Deficit Buying, intentionally or "accidentally" is a major commitment and requires a lot of planning and energy to get out of. In many situations it can be done. In the short run, it can be harmful to publishers. In the long run, it is better to pay a feminist press little by little over time than never at all. (i.e. you declare bankruptcy and close) that much is clear. If you are planning deficit buying, do it at the expense of the corporations, not feminist and movement presses.

### Getting Out of Deficit Buying.

#### 1) Juggling the Holds:

First and foremost you must stay alive if you are going to pay off your debts. Staying alive means both being open and having stock on your shelves. Good Stock. Current stock. The new titles and the books women want to read. Dead stock isn't going to do it.

So you have to keep your access to books open:

a) Distributors give the most access to the widest variety of books, so get those accounts clear, first and keep them open. (i.e. you can get a Dell title from a distributor, but you cannot ever get H&R from Dell.)

b) Rotate who you're on hold with: i.e., pay off RH. Buy a supply of books from RH, let that account go on hold while you pay off H&R, then lay in a stock of H&R titles. Then let H&R go back on hold while you pay off Norton, etc. Some stores have rotated distributors this way. Sadly, too many straight stores function on this system all the time.

#### 2) Make a Re-Payment Plan.

Spread it out over a year or more, if you have to.

Sort your "outstandings" and your "holds" into different classes. For example, distributors that you use often and well go in the first group. Second are publishers whose books you need and want but aren't sold through distributors. Third are publishers who have some titles you want that aren't available from your distributors. Last, obscure publishers whose titles you can get along without for a time.

Include your politics in your plan. I.e., major corporate publishers aren't going to live or die on what you owe them. But what you owe and pay feminist and movement presses can make a lot of difference.

#### 3) Develop a Relationship with your Creditors.

One phone call is worth a lot of letters and worth the price. Tell your creditors your situation and that you have created a plan for how to get out of it. Tell them what you can pay them AND PAY IT. Never promise what you can't pay. That destroys credibility you are re-creating.

If you call up with a repayment plan to offer, you may be able to work out a better plan to mutual satisfaction. Your creditor much prefers you to be open and repaying than closed and defaulting. They may have useful suggestions and/or alternative plans born of much experience. Maybe you can work out an arrangement with a distributor in which you can buy \$200 of books monthly if you pay \$300 a month, the \$100 to go against your accumulated balance.

Talk to the same person every time. In corporations, stores are usually assigned alphabetically or geographically. Find out who your person is and talk to them each time. Mail payments to their attention. (Send them an invitation to your store's birthday party?) Keep them informed and up to date. If you can't make a scheduled payment, let them know before it is due.

4) Once your credibility is re-established, you may be able to change your status, i.e. after making regular payments for 4 months following all the guidelines in #3, R&B phoned up all their creditors and asked that, given their regularity in making payments and their proven commitment to re-payment, could they place an order for Christmas stock. Half the companies said "yes". And they were off "hold" with them and continuing to make payments on past balances.

THE SUPPORTED BOOKSTORE

Even after all your best efforts, it may just be that your community can't support a feminist bookstore (replacement cost of books and overhead) for any number of good reasons: the community is too small, the price of rent for commercial property is inflated or has too much demand on it. But you and your community still want a bookstore. Then you have to create a regular, on-going support system for the store and include that work in the work of the store. Memberships might do it. Regular fundraisers are more likely. Do the annual Halloween dance, let the solstice crafts fair or spring flea market be an annual event that the whole community looks forward to and saves their "fleas" to contribute to it. Create good will and make it an event that everyone comes to and wants to support.

Part III: Continuing.

Keeping a financially troubled bookstore afloat is a long and hard task. To succeed, that is to get back onto the black, you need a good plan, perseverance, and a lot of recognition of the small successes that come along the way. But it is possible. This article was written in February. Red and I talked in July, and she said, "It's working." In August, R&B broke even! And that is their first books-in-the-black month since December of 1980. They are back to being on 30 days with most of the publishers and are almost entirely finished with their repayment plan. Quite an awesome accomplishment! Not that they are finished with all this.... They are still paying interest on the loans. And have to pay those loans back over the next two years. And they'll be able to do that.



## LAMMAS SUMMER SALE A SUCCESS

Inspired by New Word's (Boston) talk of their annual anniversary sale at the 1981 Women In Print Conference, Lammas (Washington, DC) decided to try it. Last year they held a sale at 10% off on all books and records and they were pleased and decided to do it again. This year they combined the sale with their tenth anniversary bash (always a good weekend in terms of sales and good will and good times for Lammas) and did \$5600 in sales in two days. Their gross sales last year were about \$85,000, which is a monthly average of about \$7000, which gives a good picture of the value of a \$5600 boost in the middle of what the trade refers to as "a generally slow season". More good news is that they watched for sales to drop off before and after the sale both years and found that sales stayed pretty steady up to and after the sale, so the sale seems to have created book sales rather than rearranged them into a lower profit margin category. Last year, the two separate events (the sale and the anniversary party) combined to total of \$4600, so this year's sale was an even bigger success than last year.

More good news from Lammas is that their bills are basically paid up, thanks to the influx of \$\$ into the cash flow via the sale, unheard of in mid-summer.

And even more exciting, Lammas has increased their inventory in the last 12 months by 100% (AND has their bills paid up!) and expects their growth to put them "in the six-figure category" this year. The key to all this, Mary Farmer says is financial planning. Last summer, in a too-short talk Mary told me "even when you think you know what's going on in your store...and you really are accurate, there's more to know." That she had hired a financial consultant and they were just beginning to work. This growth seems to be the result of that work. Now the task seems to be to get Mary, or Susanna or their consultant to write up the details of WHAT they are doing differently that is working so well for the rest of us.

--Info from Susanna Sturgis and Mary Farmer/ Lammas Women's Shop.

## THREE YEARS AT SHEBA PRESS

"Sheba Feminist Publishers is a women-only collective, who formed three years ago (April-1980) to publish new work by women in this country (England) and overseas, and to produce books which look interesting and lively, as well as being innovative reading.

To date we have published seventeen books, including an anthology of short stories, many of which are by writers breaking into print for the first time, various children's books, as well as theoretical works on sex and sexuality, such as *Rocking the Cradle: Lesbian Mothers*, and *For Ourselves, A Handbook on Female Sexuality*. We like to vary our output, so that feminist cartoon books stand alongside rather more serious studies on women in other countries, with visual appeal a strong element throughout.

There are seven of us on the collective. Only one of us is black. We are currently engaged in encouraging more black women to join us on the collective, and in paying more attention to black women's creativity. Future books will reflect this.

We are all part of the women's liberation movement in this country, and we hope our books both reflect the ideas of the movement, whilst reaching out to women who would not consider themselves feminists. One aim is to sell our books on supermarket shelves...But the main one is keep challenging the dominant male publishing ideology which says women cannot and should not get themselves into print. Our publishing house, and others like it, prove just how wrong that is.

-Info from Sigrid Nielsen  
Lavender Menace Books  
Edinburgh, Scotland

In the US, Sheba Press books are available at Bookpeople.

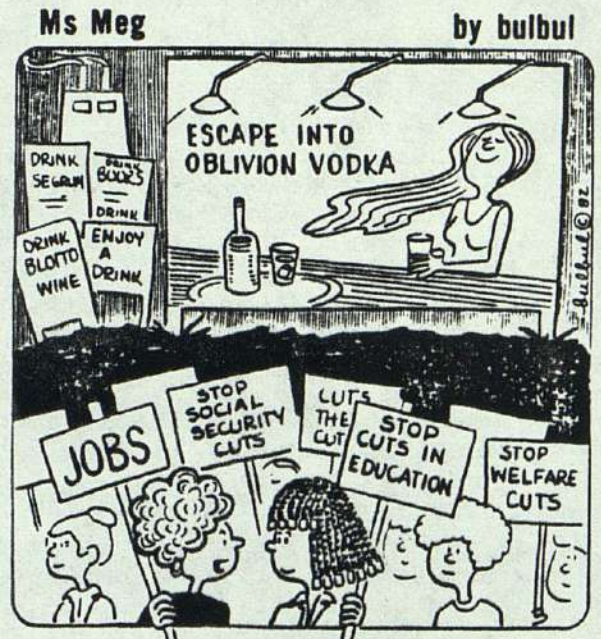
## MID-WEST WOMEN-IN-PRINT CONF.

Preliminary planning has begun for the next Midwest Women-In-Print conference to be held in Madison in Spring of 1984. FBN will have info, or write to ARO<sup>3</sup>, above. Maybe with some urging, they'd let the rest of us come, too?



## BOOKLIST:

# WOMEN AND DRUG/ ALCOHOL ABUSE



EVER GET THE FEELING SOMEBODY WANTS US POOR, IGNORANT AND DRUNK !!

If you don't already have a section on women and drug/alcohol abuse, you might want to start one. Methinks this will be one of the major issues of the next couple years in our communities. There are a number of good books available from small and mainstream presses. Women's presses are just beginning to attend to the need for women-centered, women-identified books.

Least you think this isn't really very important, or that alcohol isn't really a problem in your community, keep these facts in mind: That alcoholism affects just as many women as men--it's just that treatment programs for women don't get funded and the studies almost always exclude women. That only 4% of alcoholics look like the skid row stereotypes. That 30% of lesbian women will identify a drinking problem in themselves at some point in their lives. That every alcoholic affects the lives of 4 or 5 other people. That these figures don't include women addicted to or abusing street and prescription drugs. That co-alcoholism (enabling) is as dangerous a disease as alcoholism. And that people who grew up in alcoholic homes are increasingly looking to see how the family/relationship models learned there are affecting their adult relationships.

Comments are included on the books where the title isn't self-explanatory.

Invisible Alcoholics: Women and Alcohol Abuse in America. Marian Sandmaeir. McGraw-Hill. 4.95.

The Female Fix. Muriel Nellis. Viking. 3.95

Shaman Woman, Mainline Lady. Cynthia Palmer & Michael Horowitz, eds. Morrow 12.50  
oversize paperback.

Lesbian Health Matters! O'Donnell, et al. Santa Cruz Women's Health Collective.  
Chapter on alcoholism/co-alcoholism. Avail. BP 3.75

The Way Back: Stories of Gay and Lesbian Alcoholics. Whitman Walker Clinic. 2335-  
18th Street, NW, Washington, DC. \$5.40

End of the Rainbow. Mary Crenshaw. Bantam. 2.95. (Valium addiction.)

I'm Dancing As Fast As I Can. Barbara Gordon. Bantam. 3.50. (Prescription drug  
addiction.)

Lady Sings the Blues. Billie Holiday. Avon. 2.25.

Buried Alive: The Biography of Janis Joplin. Myra Friedman. Bantam. 3.95.

A True Story of a Drunken Mother. Nancy Hall. Daughters. 3.50. (Daedalus may still  
have some left, otherwise unavailable at the moment.)

- The Cracker Factory. Joyce Rebeta-Burditt. Bantam. 2.95. Novel. Alcoholism.
- I'm Black and I'm Sober. Chaney Allen. CompCare. 6.95. PO Box 27777, Minneapolis, Minn. 55427.
- Sober, Clean, and Gay and Gay Drinking Problem. John Michael. CompCare Publications PO Box 27777, Minneapolis, Minn. 55427 or 2415 Annapolis Lane, Suite 140, Minneapolis, Minn. 55441. Both 6.95.
- Out From Under: Sober Dykes and Our Friends. Jean Swallow. Spinsters. 7.95.
- Another Chance: Hope and Health for the Alcoholic Family. Sharon Wegscheider. Science and Behavior Books. 701 Welch Rd. Palo Alto, Ca. 94306. \$12.95 cloth. (One of the few books that deals with co-alcoholism in a significant way. Also excellent for women who grew up in alcoholic homes.)
- It Will Never Happen to Me. Claudia Black. M.A.C. Publications, 1850 High Street, Denver, Co. 80218. Or can be ordered from ACT, PO Box 8536, Newport Beach, Ca. 92660. Don't know which is doing bookstore distribution. An excellent book for adult children of alcoholics who marry alcoholics, become alcoholics, or neither.
- My Dad Loves Me, My Dad Has A Disease: A Workbook for Children of Alcoholics. Claudia Black. \$7.95. MAC Publications. (See It Will Never Happen To Me.)
- Each Day A New Beginning. About 6.95. Pub. by Hazelden, PO Box 176, Center City, MN. 55012 or order from CompCare. This is a day book, modeled after the day books used by AA, Al-Anon, et al, but it is oriented to women and all the quotations are from women...everyone from Margaret Sanger to Ursula LeGuin to Laura Z. Hobson to Billie Holiday.
- The Twelve Steps for Everyone...Who Really Wants Them. CompCare. 4.95. Takes the 12 steps of the Alcoholics Anonymous program and re-writes them in anti-sexist language. Dumps the assumption that God has anything to do with "male".
- The Forgotten Children R. Margaret Cork. 2.95 Paperjacks, 330 Steelcase Rd., Markham Ontario, L3R 2M1. The pioneering work that insisted that a parent's alcoholism affected children in the home. Order after It Will Never Happen To Me and Another Chance.
- A Craving. Emily Arnold. Avon. 2.95. Novel detailing a woman's struggle and success re alcohol.
- Empowering Women Alcoholics To Help Themselves and Their Sisters In The Workplace. Robin J. Milstead. Kendall/Hunt. 2460 Kerper Blvd. 12.95 paper.
- Alcoholism in Women. Cristen C. Eddy. Kendall/Hunt (see above.) 9.95 paper. Includes a chapter on the Alcoholism Center for Women in LA.
- The Comfortable Corner. Vincent Virga. Avon. 3.50 Gay men's novel. The main character is in a long-term relationship w/ a drinking alcoholic. Focus is on the co-alcoholic. One of the very few books focusing on co-alcoholism.
- Stopping Valium. Eye Bargmann. Warner. 5.95.
- Women on Heroine. Marsha Rosenbaum. Rutgers University Press. 8.95.
- Substance Abuse: Pharmacologic, Developmental, and Clinical Perspectives. Gerald Bennett, Christine Vourakis, and Donna S. Wolf, eds, Wiley and Sons. 24.95
- No Laughing Matter: Chalk Talks on Alcohol. Father Joseph C. Martin. Harper & Row 11.95 Cloth.

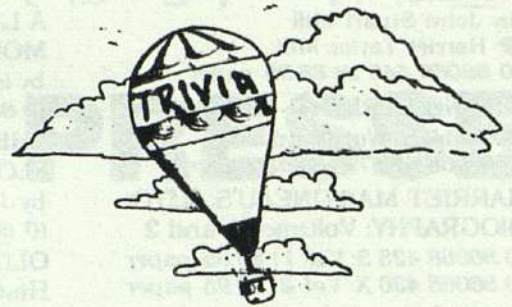
#### BOOKS RE: ALCOHOLISM FOR YOUNG ADULTS:

- High and Outside. Linnea Due. Bantam. 1.95
- The Late Great Me. Sandra Scoppottone. Bantam. 2.25 \*\*\*excellent!
- The Boy Who Drank Too Much. Shep Greene. Dell. 1.50
- My Name Is Davy, I'm an Alcoholic. Anne Snyder. NAL 1.50.
- Sarah T. Portrait of a Teen-Age Alcoholic. Robin Wagner. Ballantine 1.50.
- Living With A Parent Who Drinks Too Much. Judith Seixas. Morrow. 9.25 cloth.
- Alcohol--What It Is, What It Does. Judith Seixas. Morrow 2.95.

Compiled by Ede Rosen/Antigone Books  
Tucson and Carol Seajay.

note: CompCare and Hazelden books can be ordered at 2415 Annapolis Lane, Minneapolis, Minn. 55441. 1-5 books, 25%, 6-24 40%, 25-49 42%, 49+ 44%.

# TRIVIA Trivia? Trivia?



## TRIVIA

The Gertrude Stein Memorial Bookstore is organizing in Pittsburg. They are looking for stores that have succeeded at becoming non-profit tax exempt. If you have and can share your 'statement of purpose' and/or copies of your 501 (c)(3) application and/or share any other help or advice, contact Paulette Balogh at 214 Dewey St, Pittsburgh, Pa 15218.

Sad news is that *Womanspirit Magazine* has decided to suspend publication at the end of their tenth volume, choosing to put their energy into *Blatent Image*, an annual photography magazine.

REMAINDERS: Outlet Book Co, One Park Ave, NYC 10016 has *Diana Nyad's Basic Training for Women* (544555) HB \$4.98  
*Alaska Mary Mackey* (388847) HB \$2.98  
*Joy of Lesbian Sex* (531593) HB \$3.98  
*So Long As There Are Women* Perrin (395118) HB \$2.98. Thanx to Darlene at A Woman's Place/ Oakland, Ca.

FIRST BIBLIOGRAPHIC DATABASE ON WOMEN AND EMPLOYMENT. A database, should you not yet know, is a the library of the future, and will be a primary way of accessing information in the well before women are ready for it. To contact a data base--anywhere, what you need is a computer w/ a telephone hook-up and access. Access is rented (like a magazine subscription.) This data base, Catalyst Resources for Women (CRFW) is accessed through Bibliographic retrieval Services (BSR) (ask your library) and contains 3,000 published documents on women and work. Royalty fees for CRFW are \$15/hr, 25¢ for offline citations, 15¢ for on-line.

What is significant to the emergence of database technology is the significant absence of information about women. Since database info tends to be hi-tech, women are seeming to be even more invisible/absent than in print literature.

How will feminists get themselves in the positions to alter this? How will we use this technology? How will feminist literature/work be using this technology? How will we include it in the future of feminist bookstores?

Should you have missed it in PW, *The Burning Bed* by Faith McNulty, a true story about an abused woman who killed her husband by setting fire to his bed became a bestseller in Norway after the prosecuting attorney in a similar case there tried to prove that the woman got the idea from reading the book. Turned out that she didn't read the book until after the murder. She was acquitted and the book, due to the front-page news publicity became a best-seller. PW doesn't comment, but I'll bet it all makes Norwegian men think more than twice before they abuse women.



# THE BEST BOOKS FROM THE BRITISH FEMINIST PRESSES



## VIRAGO PRESS NEW TITLES:

- BELLY DANCING**  
by Wendy Buonaventura  
(0 86068 279 X) \$10.95/paper
- THE SUBJECTION OF WOMEN  
& ENFRANCHISEMENT OF  
WOMEN**  
by John Stuart Mill  
& Harriet Taylor Mill  
(0 86068 445 8) \$6.95/paper
- JIPPING STREET**  
by Kathleen Woodward  
(0 86068 390 7) \$5.95/paper
- HARRIET MARTINEAU'S AUTO-  
BIOGRAPHY: Volumes 1 and 2**  
(0 86068 425 3: Vol. 1) \$9.95/paper  
(0 86068 430 X: Vol. 2) \$9.95/paper
- APPEAL**  
by William Thompson  
(0 86068 450 4) \$5.95/paper
- LETTERS FROM EGYPT**  
by Lucie Duff Gordon  
(0 86068 455 5) \$9.95/paper
- UP THE COUNTRY:**  
Letters from India  
by Emily Eden  
(0 86068 440 7) \$9.95/paper

## VIRAGO PRESS BACKLIST:

- ACCOUNT RENDERED**  
by Vera Brittain  
(0 86068 268 4) \$7.95/paper
- ADA NIELD CHEW**  
by Doris Nield Chew  
(0 86068 294 3) \$8.95/paper
- BORN 1925**  
by Vera Brittain  
(0 86068 270 6) \$7.95/paper
- BREAD AND ROSES**  
by Diana Scott  
(0 86068 235 8) \$10.95/paper
- BREAST CANCER:**  
A Guide to Its Early Detection  
by Carolyn Faulder  
(0 86068 287 0) \$5.95/paper
- THE CAUSE: A Short History  
of the Women's Movement**  
by Ray Strachey  
(0 86068 042 8) \$8.95/paper

**CHARLOTTE MEW: Collected  
Poems & Prose**  
by Val Warner  
(0 86068 223 4) \$10.95/paper

**THE HOUND AND THE FALCON**  
by Antonia White  
(0 86068 172 6) \$5.95/paper

**A LADY'S LIFE IN THE ROCKY  
MOUNTAINS**  
by Isabella Bird  
(0 86068 267 6) \$8.95/paper

**THE LONDON JOURNAL OF  
FLORA TRISTAN**  
by Jean Hawkes  
(0 86068 214 5) \$7.95/paper

**OLD WIVES' TALES: Their  
History, Remedies, and Spells**  
by Mary Chamberlain  
(0 86068 016 9) \$7.95/paper

**SCARS UPON MY HEART:  
Women's Poetry and Verse of the  
First World War**  
by Catherine Reilly  
(0 86068 226 9) \$7.50/paper

**THE TAMARISK TREE: Vol I, My  
Quest for Liberty and Love**  
by Dora Russell  
(0 86068 001 0) \$7.50/paper

**TICKLE MY FANCY & COLOUR  
ME PINK**  
(0 86068 334 6) \$3.95/paper

**TRAVELS IN WEST AFRICA:  
Congo Francais, Corsico and  
Cameroon**  
by Mary Kingsley  
(0 86068 266 8) \$10.95/paper

**WHY SUFFER? Periods and Their  
Problems**  
by Lynda Birke & Katy Gardner  
(0 86068 284 6) \$3.95/paper

## WOMEN'S PRESS NEW TITLES:

**LONE THOUGHTS FROM  
A BROAD**  
by Paula Youens  
(0 7043 3881 5) \$4.95/paper

**KEEPING THE PEACE: Women's  
Peace Handbook 1**  
(0 7043 3901 3) \$5.95/paper

## WOMEN'S PRESS BACKLIST:

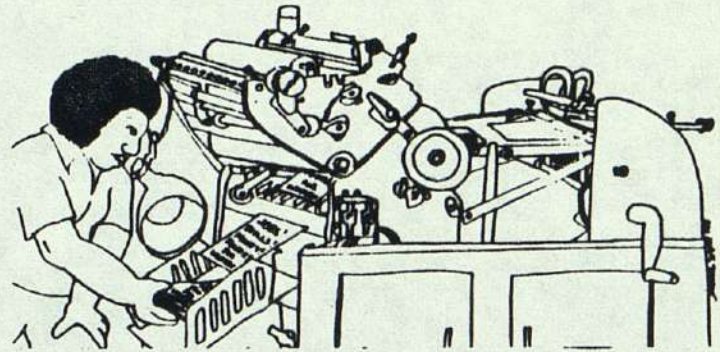
- THE ALBATROS MUFF**  
by Barbara Hanrahan  
(0 7043 3827 0) \$2.95/paper
- AURORA LEIGH & OTHER POEMS**  
by Elizabeth Barrett Browning  
(0 7043 3820 3) \$9.95/paper
- THE AWAKENING**  
by Kate Chopin  
(0 7043 3822 X) \$3.95/paper
- FENWOMEN**  
by Mary Chamberlain  
(0 7043 3806 8) \$3.95/paper
- THE GIRL WITH THE  
SWANSDOWN SEAT: Aspects of  
Mid-Victorian Morality**  
by Cyril Pearl  
(0 8607 2043 8) \$6.95/paper
- HARD FEELINGS: Fiction and  
Poetry from Spare Rib**  
by Alison Fell  
(0 7043 3838 6) \$4.95/paper
- LEARNING TO LOSE: Sexism and  
Education**  
Dale Spender & Elizabeth Sarah  
(0 7043 3863 7) \$5.95/paper
- LOLLY WILLOWS**  
by Sylvia Townsend Warner  
(0 7043 3824 6) \$3.95/paper
- MARRIAGE AS A TRADE**  
by Cicely Hamilton  
(0 7043 3870 X) \$5.95/paper
- NO TURNING BACK: Writing from  
the Women's Liberation  
Movement 1975-1980**  
(0 7043 3873 4) \$9.95/paper
- THE PEARL BASTARD**  
by Lillian Halegua  
(0 7043 3828 9) \$2.50/paper
- A PIECE OF THE NIGHT**  
by Michele Roberts  
(0 7043 3830 0) \$5.95/paper
- PORTRAITS**  
by Kate Chopin  
(0 7043 3844 0) \$4.95/paper
- A WOMAN IN YOUR OWN RIGHT:  
Assertiveness and You**  
by Anne Dickson  
(0 7043 3420 8) \$5.95/paper

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# FROM OUR

# OWN PRESSES

Just because we're bookstores doesn't mean we won't publish something if we think we need it. Womanbooks in New York City and The Common Woman in Edmonton, Alberta have both published major booklists this summer:

**Womanbooks Lesbian Booklist.** This complete resource to in-print lesbian literature and music has just been revised and updated by Judith McDaniel for Womanbooks. The 4th edition of this annotated catalogue sells for \$1.00 and is available once again for resale at other women's & gay stores at a 40% discount. They'll pay postage if you prepay. Order from Qbooks, 201 W. 92 St., NYC 10025. Qbooks also has a supply of out-of-print titles A Weave of Women by Esther Broner (Bantam \$3.50) and Nice Jewish Girls edited by Evie Beck (Persephone Press \$8.95) that they are wanting to share and keep available to other women's stores as long as possible. 40% discount, free postage if you prepay.

Common Woman Books has put together a beautiful catalogue. 88 pages of annotated book listings arranged by subject. I've just been enjoying reading it. I love listening to other booksellers recommend books, enjoy the synopses & comments. (ie My Mortal Enemy-1926 \$2.50 Willa Cather. A fascinating and furious character study written during a dark transitional period in the author's life.") They put the

books in a context and often make me want to sit down and read books I've skipped over for years. They've also marked with a ● books that are written by Canadian writers and so have provided a good place to begin for US stores that want to add to (begin to carry) books by Canadian women. Books of interest to lesbians are listed in the lesbian section or are marked with an inverted triangle. Probably you'll want at least one just to look at and enjoy. You may also want to find a way to make it available to customers to peruse and maybe order extra copies to sell to traveling customers. The Common Woman women didn't send ordering terms w/ the copy they sent me but they would probably send you a copy if you sent them \$2.00 + 50¢ for postage. US stores might send cash as that's probably easier to exchange than a check for \$2.50. Common Woman Books, 8208-104 Street, Edmonton, Alberta, T6E 4E6.

And while we're on booklists, you'll likely want to order Becky BIRTHA's list of books: Literature by Black Women. She sells it for \$3.00 @, 40¢ for 2+. Prepay would help. Order from Becky BIRTHA, 619 S. 18th Street, Philadelphia, Pa 19146.

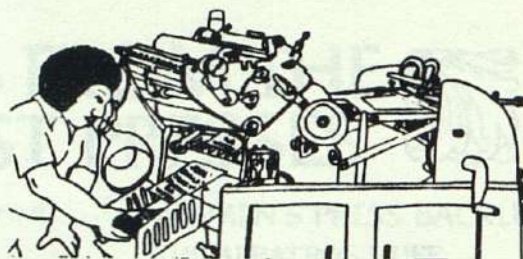
## MORE BOOKS FROM OUR OWN PRESSES

After two years of doing the ground-work, Kitchen Table Women of Color press is in bloom! This summer sees their first book Cuentos: Stories by Latinas in print. And sees Kitchen Table able to pick up Home Girls: A Black Feminist Anthology which Persephone wasn't able to publish this spring, and also able to pick up This Bridge Called My Back and Narratives which will give them 4 books in print by fall in addition to their distribution service. If you're looking for an excuse to throw a party, you could throw a Kitchen Table success-celebration party for your customers. Show off KT's books, the books they distribute, do readings of favorite pieces, raffle off some autographed copies of their books (maybe KT could provide those at regular store discount--I don't know, this is off the top of my head) and you could send the proceeds to Kitchen Table toward the cost of printing This Bridge and your customers could feel a part of KT's support system. KT is a publisher that exists with the support of a lot of women and wouldn't exist without it.

The books: Cuentos: Stories by Latinas ed. by Alma Gómez, Cherríe Moraga, and Mariana Romo-Carmona, a collection of 30 stories by Latinas from the US & Latin America which breaks "la cultura de silencio" by depicting the myriad unrecognized ways Latinas have resisted colonization both in the flesh and in the spirit. The stories are fresh--quiet--painfully written--scratched out--daring. Exciting. released in June. \$7.95 paper. Includes writing in both Spanish and English.

Narratives: Poems in the Tradition of Black Women was self-published by Cheryl Clarke in December and sold-out by April. Kitchen Table did the distribution and has now become it's publisher. It is a collection of specific portraits. I'm waiting for this bit to show up as a poster: "In 1943, Althea was a welder/very dark/ very butch/and very proud/ loved to cook, sew, and drive a car/ and did not care who knew /she kept company with a woman." 4.95

Home Girls: A Black Feminist Anthology is Barbara Smith's book that you likely ordered from Persephone (or Bookpeople) & couldn't understand why it didn't come. God nose the customers were waiting for it. 42 articles by 35 contributors in four



sections: The Blood--Yes, the Blood/Artists without Art Forms/Black Lesbians--who will Fight For Our Lives But Us?/A Hell of a Place to Ferment a Revolution. Late Aug. 10.95 paper. 7500 first printing due to the large number of prepublication orders received.

This Bridge Called My Back: Writings by Radical Women of Color (co-edited by Cherríe Moraga and Barbara Smith) sold 20,000 copies in the Persephone edition and will be brought back into print by KT this fall. They're trying to raise enough to print 10,000 copies but may only be able to do 5000. Tax deductible donations can be made payable to the Working Women's Institute.

All of these books are or will be available from Kitchen Table (new address) Box 2753, Rockefeller Center Station, NY, NY 10185. 40% for 5+ of one title.

Kitchen Table also distributes the following titles to bookstores: She Had Some Horses by Native American writer Joy Harjo (publisher: Thunder's Mouth Press) 6.95. And two books by Fay Chiang: In the City of Contradictions (about her life as the daughter of Chinese immigrants in New York--"the city of contradictions") and Miwa's Song ('evokes a journey to Mexico, relationships with friends, and the death of her father.') both 4.50 and both published by Sunbury Press. Min order for 40% is 5 each title.

Lollipop Power announces a new addition to their list: Lots Of Mommies by Jane Sererance, illus. by Jan Jones. "Emily and her mother live in a big house with three other women. Each woman helps take care of Emily. Each does special things with her. But the children at Emily's school laugh when she says she has lots of mommies. Then an accident on the playground brings all of Emily's mommies to school and the children see another kind of family." \$3.25. paper. Lollipop Power, PO Box 1171, Chapel Hill, NC 27514. Write for their list if you don't have it. No distributors. 1-14 books, 30%. 15+ 40%.

## MORE BOOKS FROM OUR OWN PRESSES

For Nights Like This One: Stories of Loving Women by Becky Birtha. First books come slow: the stories in this one are all at least three years old and leave me wanting to find what Birtha has written and published in the meantime. These stories are glimpses into lesbian lives and relationships, they look into interracial relationships, they go home to family where a white lover doesn't fit and reconsider the idea of home, they validate lesbian manogamy and basically add up to a book to reread. 4.75, paper, Frog in the Well Publishing, 430 Oakdale Rd, East Palo Alto, Ca 94303. Also dist. BP and Inland.

Walking on the Moon, a collection of six short stories and a novella by Barbara Wilson. Her third collection of short stories, this one, like the other two remind me that I like short stories, that they are to be saved and savored in those times when my life is too full, too frantic, too busy to indulge in a novel. In those times, a couple good short stories sneaked into the madness open my world. I indulge myself for a few minutes and remind me that I choose all this. These stories do that for me, perhaps because I know that Wilson is also a publisher, a translator and a novelist (Ambitious Women/Spinsters) and probably squeezes in the writing the same way I squeeze in the reading. I always find myself wishing her stories were *more* lesbian as I read them, then find myself wondering what happened with the woman who joined the circus, with the 12 year old who...and am glad that they are characters in my mind. What I like best in this collection is Wilson's ability to look at how seriously we take ourselves and to laugh at it a bit. \$5.95 paper, Seal Press, Box 13, Seattle, Wash. 98111. Also BP and Inland.

New Editions: Sapphistry's second & revised edition will be available Sept. 10, at \$7.95, tho god nose what in this book has been revised/replaced/deleted with what. Naiad Press.

✓ I am Annie Mae: An Extraordinary Woman in Her Own Words, collected and edited by Ruthe Winegarten. If finding this book had been the only benefit of going to ABA it would have made it worth the trip. Published by the editor when it was turned down by one too many publishers, she designed and created such a beautiful book that I'm almost glad that she had to do it herself. A beautiful cover, hundreds of photos inside, and a format that should become a model for oral histories--one that leaves the speakers words intact in the main body of the book, yet allows for notes in the margin to explain words or places that may not be familiar to the reader as well as more detailed notes in the back. None of which is nearly as important as the content of the book: the life story of Annie Mae McDade Prosper Hunt, and the stories of her mother and grandmother as she recalls them. Together they span 120 years of the lives of black women living, working, growing up, surviving in Texas from slavery times to the present. It is exactly the experience of women, of black people, or poor people, of the heartwomen that so rarely get told. I hope that this book gets picked up by distributors, by a publisher that gets it wide distribution, and makes it into every library in the country. But in the meantime, order it from Rosegarden Press, P. O. Box 49084, Austin, Texas 78765. Give one to a friend when you get it. \$12.50 paper. Bookstore terms.

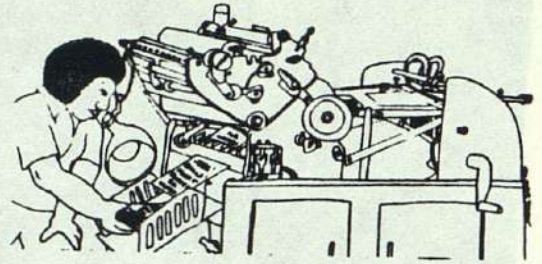
✓ Taking Responsibility for Sexuality. Joyce Trebilcot (Mothering: Essays in Feminist Theory/Littlefield-Adams 1973) Trebilcot is a feminist philosopher. Her work has appeared in QSpirit, Sinister Wisdom & J. of Social Philosophy. "For lesbians, this process of discovery/creation is known as 'coming out'. But this essay argues that all women should come out, all women need to define our own sexuality, rather than assume that sexuality is something given by nature or culture. Taking responsibility for our own sexuality not only gives us strength, independence and understanding, it can also lessen the heterosexim, lesbophobia, and lesbian hating that separate us." Acacia Books, PO Box 3630, Berkeley, Ca 94703. \$2.50 5+ 40%

## MORE BOOKS FROM OUR OWN PRESSES

Eat Thunder and Drink Rain is a new collection of work by Southern Californian Black poet Doris Davenport. The work is brilliant, outrageous, demanding, sometimes giving, often sexual. Not scheduled for a reading at NWSA, Davenport arranged her own the the women's lounge across from the book exhibits. She's not willing to be missed. \$7.00 40% discount (She'll take 30%--this is self-publishing,says she.) PO Box 20452 Los Angeles, Ca 90006.

For all that I claim to hate, not understand, be overwhelmed by poetry, this issue is full of poetry that has moved me deeply. Magazine editors keep telling me that what lesbians are writing is poetry. That in poetry we are first-saying what is unsayable. Fiction and essay come later. The Women Who Hate Me strikes me as exactly that kind of poetry. The content is learning to speak back to these women, learning to claim self, what one is, refusing to pretty up oneself to be more acceptable--even to/especially to other women. A more accurate title might be "The Woman Who Is Hated Survives." The message of this book is: who we are comes from somewhere...and a movement that refuses any woman her culture/her childhood/her family is going to find itself abandoned in favor of something better. This is not an easy book of poems. I think it is a gift to every woman who has been trashed. I look forward to the prose that surely will follow. \$4.50. Long Haul Press, P.O. Box 592, Van Brunt Station, Brooklyn, NY 11215. Oops. The author is Dorothy Allison. Her work is also found in Lesbian Fiction, Lesbian Poetry & her editing in Quest and Conditions. Her work always reminds me that truth is a better bargain than passing. 5+ = 40% Probably at Inland.

Never Said I Was a Lady. Poetry and illustrations by O. Rosenthal. "She was born and bread, educated, graduated, married, and so on." A collection of humorous poetry in short pieces. Wry more than radical. Starchand Press, Box 468, Wainscott, NY 11975. Standard bookstore terms. \$4.

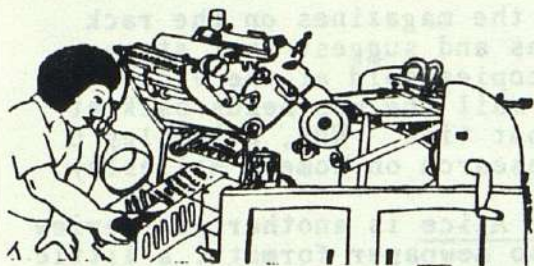


Piecing It Together: Feminism & Nonviolence by the Feminism and nonviolence Study Group in Great Britain. Originally published in 1978, this is a revised US edition, including US contact addresses. It looks at various forms of violence, including nuclear wapons, explores the ideas of non-violence and feminism and suggests feminist approaches to more traditional theories of non-violence and looks at the experience of the women's liberation movement in confronting violence. It ends with a vision of the society we want. \$3.00, 60 pages. Order from Jennifer Tiffany, 525 S. Danby Road, Spencer, NY 14883. Also available Inland (?).

The Women of Skid Row, a pen and ink sketchbook with commentary by Ann Alexandra Wolken. At the Downtown Women's Center (provider of services to women on Skid Row), in Los Angeles, is an 80 foot mural created by Ann Wolken and the women who use these services. This sketchbook includes a collection of drawings/ interpretations she did on the way to doing the mural. You might want to pick up one at Bookpeople. 6.95

The Scholar in Hot Pursuit, Essays from WomanSpirit by Caroline Overman. NOT AVAIL. IN BOOKSTORES, but I mention it here for her fans and because it represents a genre that I think we're going to be seeing more of: Self-published collections of short stories,essays, articles or/and even brief anthologies published in short-run editions on hi-quality Xerox machines...the same way FBN is published/printed. With the disadvantages of staple-binding, they won't sell well in bookstores, except for short-term very-current topics. This used to be the domain of poetry books & I see this changing. Also a good way to get out research on a topic of general interest. Anyway, The Scholar in Hot Pursuit is available for \$6 postpaid from Pearlchild, 1199 Sunny Valley Loop, Sunny Valley, Ore. 97497.





#### FORTHCOMING BOOKS DEPARTMENT:

Cleis Press is still awaiting the arrival of the manuscript for Woman-Centered Pregnancy & Birth still being written by Ginny Cassidy-Brinn, Francie Hornstein, Carol Downer and the Federation of Feminist Women's Health Centers. This will be a self-help approach to pregnancy and birth, info on choosing the birth situation, "high risk" births and pregnancy self-help clinics. The writers are the authors of How to Stay Out of the Gynecologist's Office (Peace Press) and A New View of a Woman's Body (Simon & Schuster). In the far distant future is a disabled women's anthology, so pass the word to anyone you know who might be interested in writing for it.

Naiad has just signed all the papers to do a reprint of The Price of Salt by Claire Morgan. They are ecstatic and should be. Price of Salt is a 1952 novel about the love affair between two women, one married and upper middle class, the other young single and a waif, is the first positive realistic portrait of lesbian lives. It deals with marriage, divorce, child custody in a lesbian household, entrapment, the rights of women, all set in the post WW II era...the classic of classics. Early 1984? About \$7.95. Look for Barbara Demings Book of Travel and Kathleen Flemings Lovers in the Present Afternoon about the same time.

Coming almost immediately (Sept.) is Loving in the War Years/Lo Que Nunca Pasó Por Sus Labios, poems, stories and essays by Cherrie Moraga. Everything that Moraga writes interests me. She's a cutting edge. This book will be no less. \$7. South End Press. Order from them direct at 302 Columbus Ave./Boston Ma 02116 (& get their catalogue if you don't already) Should be at BP & Inland as well.

#### MORE BOOKS FROM OUR OWN PRESSES

Stage Four: The journey of an illness and a surrounding women's supportive network. Sonny Wainwright. You may remember her article in the OOB disability issue. This is the journal she kept while fighting breast cancer. Very much woven with the fabric of lesbian-feminist life in NYC, this is a strong, powerful & beautiful book. It will come out in the spring from Acacia books. Ordering info, et al, later.

## PERIODICALS

#### SPECIAL ISSUES: WOMEN OF COLOR

Sinister Wisdom's last issue is a double issue titled A GATHERING OF SPIRIT, featuring writing, artwork voices and images of women from 40 Indian Nations. Edited by Beth Brant (of Turtle-Grandmother Books/Detroit). One of the many exciting aspects of this collection is that all the women writing in it knew that SW is primarily a lesbian journal, making this issue a document of lesbians supporting Indian women supporting lesbians. And all of us far richer for the coalition. And those of us who are both, saner, for having two such vital parts of ourselves in one place. Includes work by Paula Gunn Allen, Joy Harjo, Wendy Rose Carol Lee Sanchez//Some of the most moving work is by women not well read--especially the letters from prisons. If you don't already have a standing order of SW, you can start that when you order this issue. \$6.50/224 pages. 40% SW, Box 1023, Rockland Maine, 04841.

Fireweed #16 is edited by and features work of radical women of colour. Articles include: We appear silent to people who are deaf to what we say: Race, Class and the Limits of Sisterhood," "Lesbians of Colour: Loving and Struggling," "Profiles of Working Class East Indian Women". and "Black Women's Studies: Help or Hindrance to Universal Sisterhood?" plus poetry, short stories, reviews & visual arts. \$3.75. Fireweed, if you aren't familiar with it's a feminist journal from Canada, voice of Canadian

## MORE BOOKS FROM OUR OWN PRESSES

women in the way that SW or CL/LL is in the states. Should be more widely read down here. Think they do a standard 40%. PO Box 279, Station B, Toronto, Ont.

In the works: Backbone's special issue on women of color has turned into a book called Gathering Ground. More details when it's closer to publication.

The new Connexions theme is Outrageous Women. Connexions, tho not a 'special issue on women of color' is a collective effort by women of diverse nationalities and political perspectives committed to contributing to an international women's movement. It features work in translation from the international women's press and always has many articles by/about third world women. This issue leads off with an article about Fatma Ahmed Ibrahim, owner of a bookstore in Sudan and former publisher of the independent women's newspaper Sudanese Women's Voice. The Global Lesbians issue should be back in print by now, and is an awesome document of lesbian history/present/ and diversity. \$3, 40% to bookstores.

Connexions, People's Translation Service, 4228 Telegraph Ave, Oakland, Ca. 94609.

Vol 4 #2 of Canadian Woman Studies/ les cahiers de la femme is a special multicultural issue looking at the diversity of cultural experiences of Canadian women. Included are many articles about immigrant women--from Viet Nam, Greece, Europe,--as well as the diversity of cultures that is Canada. A very interesting and readable issue. About half the articles are in French, but they have long synopsis in English at the beginning of each one. \$4.00 Canadian CWS/CF, 204 Founders College, York University, 4700 Kneele St, Downsview, Ontario M3J 1P3

### NEW MAGAZINES:

The Women's Review of Books. Likely you've already received the pilot issue by now, so you know that it's handsome and thoughtful and intends to be a serious review magazine. If you don't have a copy, write for one. After the pilot issue, the price will be \$1.50. 40% discount to bookstores. It's a quarterly and they'd

like to keep the magazines on the rack for 3-4 months and suggest that stores pay for the copies sold at the end of each month & mail the mastheads back at the end of that time. WRB, Wellesley C Center for Research on Women, Wellesley, Ma. 02181.

Hurricane Alice is another new review journal. Also newspaper format...a little more academically inclined than WRP? Write to Hurricane Alice, 207 Lind Hall, 207 Church Street SE, Minneapolis, MN 55455 for terms.

Pink Ink is a new gay and lesbian journal out of Toronto, partly as an alternative to Body Politic, partly in protest of some of BP's stances....this movement is nothing if not diverse. PI is a well put together, enjoyable wander thru events and experiences in gay and lesbian Canada. The first issue is worth the price for the centerfold article on Florence Wyle and Frances Loring, two of Canada's finest sculptors, who lived, loved, and sculpted together for 60 years. \$1.50, monthly. Write PO Box 287, Station H, Toronto, Ontario M4C 5J2. 36 pages..a lot of mag. for the money. Cover is "moderately punk"...First time I've ever felt cozy with punkishness...progress for me, or a wild success for them. Try it.

Everything is an anarchist feminist magazine from Australia. One of the few anarcha-feminist mags around, I think. Write to them at Box 131 Holme Building, Sydney University, NSW, Australia 2066.

### RENEWED:

Broomstick is the only national feminist journal by, for, and about women over 40. Circulation is about 3000 & they would like to distribute through more bookstores. Each issue has stories, articles & poetry, some issues have themes. Also book reviews, health notes, a legal column, comments on media & commercial agism & sexism, biographies & letters. Bimonthly. \$2.50. 40% to bookstores. No minimum order but no returns. (tho you can sell back issues out of your aging section...) If in doubt, write to them & they'll send your store a 6 month subscription free so that you can get a sense of what number of copies would be right for you. 3543 18th St, San Francisco, Ca. 94110.

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# FROM THE SMALL PRESSES

September will be a very hot month for the Crossing Press Feminist Series. I hope they throw a party to celebrate their good work and remarkable collection of new titles: First is the CPFS reprint of Zami, Audre Lorde's biography that went OP last spring just before Persephone closed. Being unavailable just a few months after publication is hard on a book... (she understated) especially when it is still on the upswing of its sales curve... so do what you can to tell your customers that its available again... display w/ new arrivals, windows, over the counter talk, what-ever. \$7.95. Movement in Black: Collected Poetry of Pat Parker was originally published by Diana Press in 1978 and has been out of print for several years. Foreword by Audre Lorde, Intro by Judy Grahn. Living in the Bay Area, I thought that Grahn and Parker were THE feminist poets in the world. You may remember Parker's readings from a national tour of black women artists/performers four or five years ago. 5.95 paper. Also, and AT LAST, Learning Our Way, Essays in Feminist Education edited by Charlotte Bunch and Sandra Pollack is the outgrowth of the book on feminist education that was listed (but never published) in the last Daughters catalogue. Tho it was listed in Books In Print, and customers have insisted for years that it's available and why won't I just get it for them? Contributors include Paula Gunn Allen, Evelyn Torton Beck, Sally Gearhart, Barbara Smith and Gloria T Hull. 9.95 paper/19.95 cloth. I like to think of

this book being in print as one of those fruits of the last Women In Print Conference, what I remember is a bunch of us sitting at lunch telling 'customer jokes' when the demand for this book came up, and someone turned to Nancy Bereano with "why don't you publish it?" and then Charlotte walked across the cafeteria... and now we have this revised edition of that idea from years ago already to go out into the world. Also from Crossing, and yes, in September is Three Russian Women Poets, Anna Akhmatova, Bella Akmadulina, and Marina Tsvetayeva, all women who lived as exiles in their own land, all ignored or suppressed. All needed by us now. And also, A Woman's Book, a blank book for women illustrated w/ quotes by & for women and Japanese illustrations. 4.95.

Crossing Press Feminist Series also includes calendars: Seeing Women: 100 Years of Women's Photography, edited by Joan E. Biren (JEB). JEB has a following from her collection of lesbian portraits Eye to Eye and from her wonderful slide show on women photographers that has toured the country. This calendar comes out of the research that made up that show and is a small feast. Women Friends edited by Nancy K. Bereano is the other "new" calendar in this series. It considers friendships between women from a number of perspectives... older and younger women, at work, traditional and non-traditional families, and in love. Some superb photos. And back again for 1984 are the Heroines wall calendar and the ever popular Women Writers desk calendar. All 6.95.



80 pages, paperback, \$4.95

**A stunning exploration of women's sexuality in poetry/prose.**

"Women like us used to be called all kinds of names. But its OK. Now, we just tell the story and they call us writers."

—Alta

"How often do a poet's words snuggle and soothe, tease and proposition you to feel? That's High Desire."

—Ntozake Shange

Available to the trade from Bookpeople, or individual orders direct to:

Wingbow Press  
2940 Seventh Street  
Berkeley, CA 94710

## MORE BOOKS FROM SMALL PRESSES

Crossing Books and calendars are available from Bookpeople, Inland, and direct from Crossing Press, PO Box 640, Trumansburg NY 14886. Books: 5-49=40%, 50-99=42%, 100+=43%. Calendars, 50% non-returnable, free freight. 45% returnable, free freight.

Alyson Publications has Alice Bloch's (Lifetime Guarantee) The Law of Return which was previously announced by Persephone will be out in September. Novel looking at growing up Jewish in America, then exploring Israel...and one's heritage as a young adult, exploring coming to own lesbian feelings, giving up the dream of raising children, and friendship. 7.95. Will probably be an important novel. Also from Alyson is Franny, the Queen of Provincetown, by John Preston, already out, I dearly loved this novel...for the recognition and love of the place in gay history and gay pride held by the drag queens of the fifties and sixties. Now defined as Politically Incorrect by the Right On Q's Movement, it's a piece of pride & delight against-the-odds that we'd be better off—and richer and more honest—if we'd enjoy. I hope that a lot of women read it. \$3.95 Also out is China House gay male gothic/bit of romance featuring an old house, rich lovers, a father-son relationship. A pleasant bit of escape reading until the one female character is portrayed as a villain more cruel despicable than the murderer. \$4.95, But I love the cover—perfect gothic...big house on hill, moon & lovers embracing in the foreground.

High Desire. Leslie Simon. (Jazz Is for White Girls Too and I Rise/ You Riz/ We Born.) I know Simon only as a poet. This is "an autobiographical exploration and celebration of woman's sexuality. It examines sexually related topics, describes relationships and seeks to be erotic on occasion....while it arouses, it also comments on what constitutes the erotic and on how sex relates to love, death, science and politics." Wingbow Press. Dist. Bookpeople and Inland. 4.95.

The Wings, The Vines, Poems by Kathryn Machan Aal, Alice Fulton, Karen Marie Christa Minns & Sybil Smith. McBooks Press. "Contains poems of personal experience on classical themes, poems about the pain of incest and rape, and poems about love and survival. \$6.50 dist. Crossing.

## MORE BOOKS FROM SMALL PRESSES

Burning is a lesbian gothic/historical novel in which two present day women move to an old New England farmhouse haunted by two desiring-to-be lovers, women, from the past.... This was published by an obscure mass market publisher 5 or 6 years ago, got no marketing, and went OP faster than I could get my hands on a copy. It's being re-published by the publisher of the author's plays, J.H. Press. \$6.95. 40% PO Box 294, Village Station, NYC, NY 10014. Inland?

Pie-Biter is a picture book illustrating the Chinese immigrant legend about Hoi who comes to America to work on the railroad & his outwitting the oppressions and conditions faced by Chinese workers. For kids of all ages. Available in English or Chinese. cloth \$11.95. At BP & Inland or direct from Design Enterprises, PO Box 14695, San Francisco, Ca 94114. Author is Ruthanne Lum McCunn who wrote Thousand Pieces of Gold.

Dictee, Theresa Hak Kyung Cha, "is a series of free-floating narratives in nine voices tracing names, events, and histories of individual personages in history, of existing persons, & fictitious characters." Likely available at BP & Inland if you want to try one of two, or direct from Tanam Press, 40 White St., NY, NY 10013.

Sources by Adrienne Rich is a poem in 23 sections exploring the apparent contradictions in her identity: woman, Jew, white southerner, lesbian, feminist, adaptive New Englander, confronting silences and voices from childhood, memories, questions, past, and present. 40 pages. Part of what is spectacular about this book is the design and printing. It is hand-printed/letterpress by book designer/printer/papermaker Robin Heyeck. Trade edition is \$8.50, 40% for 5+. She also has a collector's edition on hand made paper, autographed for \$160. (30% discount to the trade, 40% for 5+). Heyeck Press 25 Patrol Ct, Woodside, Ca. 94062 Heyeck Press also had The Arts of Fire, poetry by Frances Mayes. "In it Mayes traces her heritage from several generations of strong Southern women and her heritage as a poet from other women writers like Woolf, Bogan, Rhys, and Hardwick. And the poetry is great." \$8.50.

November Woman, is a collection of poems by Spinsters Ink founder Judith McDaniel. As I read, I was by how vividly I

recalled the pieces she read out here a couple years ago. Especially important to me are the poems of/for her mother & grandmothers. The image she has created of her grandmothers death while trying to achieve an abortion will stay with me for a long time. "Splitting Elm" I copied out to post over my typewriter. Loft Press, 93 Grant Ave., Glens Falls, NY, 12801. \$3.00 standard bookstore terms.

Duration is Jan Clausen's (Mother, Sister, Daughter, Lover) new collection of poetry and a long true-to-our-lives prose piece. \$5.00. Lesbian/Feminist/Mothering and always insightful. Also from the same publisher is The Glass Woman, poetry by Patricia Traxler. \$5.00 Hanging Loose Press, 231 Wyckoff St., Brooklyn, NY 11217.

Positions with White Roses, Ursule Molinaro. "The style is both direct and textured by interwoven interior narratives. The prevailing vision is darkly ironic. Beneath its contemporary theme and clear story line lies a complex reinterpretation of classical mythography." Treacle Press Box 638, New Paltz, NY 12561 \$9.95 cloth.



from The Women of Skid Row  
Ann Wolken

## MORE BOOKS FROM SMALL PRESSES

**I Thought People Like That Killed Themselves: Lesbians, Gay Men and Suicide.** Eric Rofes. Definitely a needed and helpful book. Grey Fox Press, dist. Bookpeople. \$7.95. Chapters on the old myth, Lesbian & gay youth, Substance abuse, Activists and Ending Gay Suicide.

**Despair and Personal Power In The Nuclear Age.** Joanna Rogers Macy. A book--the first?--to grapple with our psychological responses to planetary perils and to provide a framework for overcoming the culture of silence, for coming to terms with the real threats, and empowering people to go on and fight back. 7.95 New Society Publishers, 4722 Baltimore Ave., Philadelphia, Pa 19143. BP & Inland. 8.95 paper, 19.95 cloth.

**The Future of Women.** Marlene Dixon. "A unique analysis of the superexploitation of women in modern capitalist society. Analytical and passionate. Addresses family life, abortion, sexuality, the women's movement, today's rising sexism, minority

women & perspectives on the gay movement. Includes a compelling, vivid history of the struggle to build a working class feminist organization. \$7.95 Synthesis Publications, PO Box 40099, San Francisco, Ca 94140, Inland & The Distributors.

From the Real Comet Press comes two books by underground cartoonist Linda Barry. *Girls and Boys* was published in 1981 and *Big Ideas* should be out by now. How to summarize Barry's cartooning for those who don't know it? Ribald, rowdy, feminist and perceptive. Twists the pain in irony into humor. She also had cards available from Maine Line Company (see last issue). Inland or DO, Real Comet Press, 932 18th Ave E, Seattle, Wa, 98112. 1-4=20%, 5-9=30%, 10+ =40%.

**I Hitchhiked Out of My Life.** Catherine Wolf. Found this at NWSA. It is an autobiographical, almost journal, rendering of the writer's experience hitchhiking across Europe for two months with her 17 year old son. Wolf is a member of the Women's Poetry Workshop. Don't have terms, \$6.95, Dickay Publishing, Box 664, Buckeye Lake, Ohio, 43008.

## THE ONLY HEALTH GUIDE NEEDED FOR THE '80s

"A practical reference book, it represents a successful union of the women's movement and the consumers' movement to enable women to exercise greater control of their bodies and their lives."

**Graduate Woman**

"It is beautifully done. . . . The warm, sincere manner in which you have approached these subjects makes it a first class women's health book. I am very happy to recommend this book to all our affiliates."

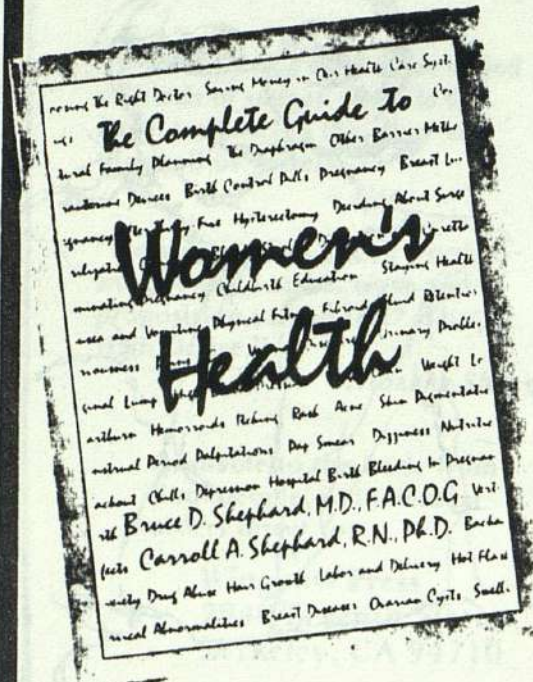
**Jean Burger**

Executive Director

United States Women's Health Coalition

### CONTACT

Ingram • Publishers Group West • Baker & Taylor  
or  
Mariner Publishing Company  
10927 N. Dale Mabry  
Tampa, FL 33618  
(813) 962-8136



## THE EUGUÉLIONNE

BY LOUKY BERSIANIK

The *Euguélonne* written by Louky Bersianik, a feminist Québécoise writer, is a feminist science fiction set in contemporary Quebec. It is a modern day novel confronting the problems of ancient established patriarchal standards of language, law, and church.

The main character, The *Euguélonne*, is a being from outer space who arrives on earth looking for her positive planet and the male of her species. She experiences many adventures of what it is like to be a woman on earth bound by men's insistence of what women want.

Bersianik does a thorough examination of women's condition through the eyes of The *Euguélonne* as an outsider and observer of the culture of "The Planet of Men". In particular, Bersianik examines the problems of the French language, its genders and implicit sexism. How are we able to change when we are bound by rules and conditions of our very means of expression?

The book is funny and as a parody on the Bible it is written in a modern version of chapter and verse. It is an exciting and innovative look at the issues of feminist examination. Published in English by Press Porcepic. \$9.95 paper. Canada: Order Fitzhenry, Whiteside. US: Order from Inland.

Donna Murray

Donna Murray is one of the translators of *The Euguélonne* and is a collective member of Everywoman's Books in Victoria, BC.

## TOYS

Now you can make speculums available in your store: Package includes a plastic speculum, storage bag & self-examination instructions by the Federation of Feminist Women's Health Centers. \$3/package, 1.75 wholesale. Min. order is 6. Also: Menstrual Sponges...Each package includes A Toxic Shock Syndrome Notice, silk sponge linen drying/storage bag, & info card. \$3, 1.75 wholesale, min order 12. Fantastic Feminist Enterprises, 5388 Hillcrest Dr., Oxford, Ohio 45056.

Helaine Victoria Press has a new catalogue celebrating their tenth anniversary. Features their collections of postcards: includes the Women Under Apartheid, quilts, Georgia O'Keeffe, historical cards, international women, women of color...if you aren't on their mailing list, write for a catalogue: Helaine Victoria Press, 4080 Dynasty Lane, Martinsville, IN 46151

The Sunstone Note Card Collection features the work of 50 Southwestern US Artists--includes some images of Indian women and the work of several women. PO Box 2321, Santa Fe, NM 87501.

Mary Tansill has Women Celebrating Women cards...lettering w/ watercolor graphic background. 35¢ @ wholesale. Will send sample on request: 1638 SE Knight #5 Portland, Or 97202

## CALENDARS 1984

SPORTSWOMEN WALL CALENDAR is a 16 mo. (Sept. 83-Dec. 84) featuring 22 B&W photos of basketball, soccer, softball, martial arts, synchronized swimming & more, with a history of women in the Olympic movement with quotes dating back to 1899. Includes lunar phases & a variety of women's collegiate and amateur sports events. 42% discount to feminist bookshops. \$5.95US/\$7.50/Canadian. Non-returnable. Brush Fire Press, c/o Laurie Usher, 2349 Indianola Ave., Columbus, OH 43202.

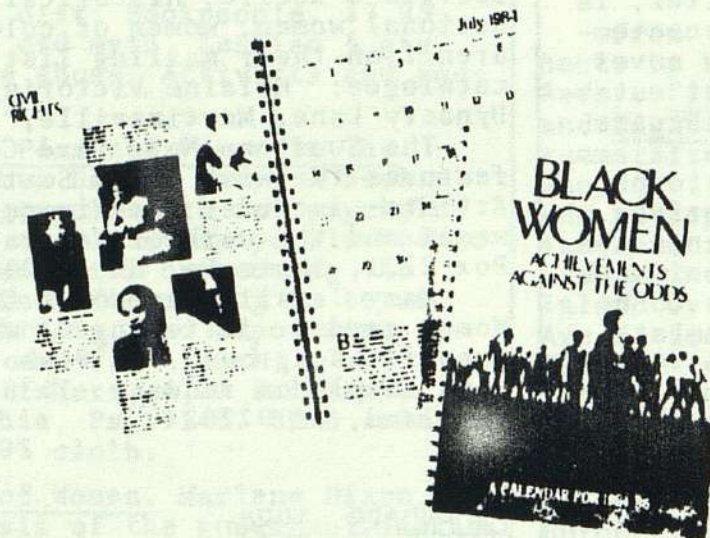
BLACK WOMEN: ACHIEVEMENTS AGAINST THE ODDS: A Calendar for 1984-1986. A three year, 6½x9" desk calendar. Research by the Smithsonian Institution Traveling Exhibition Service. The last one was wonderful. See ad for terms.

EVER'WOMAN'S CALENDAR is a 12 month chart and color poster for recording your body cycles, rhythms, and menses developed and published by the Morning Glory Collective (they also run a storefront in Tallahassee featuring handmade, womanmade gifts and clothing). The calendar may be started any time of the year. \$4.00 33% for 6-23. 24+ = 40%. Laminated wall display calendar free w/ 24+ or for \$4.00. Also dist. by BP, Inland, & New Leaf. Or DO from Morning Glory Collective, PO Box 1631, Tallahassee, FL 32302. Comes well packaged in a 9x12" envelope w/ graphic & description and price on the outside, and a sheet of suggestions/directions inside.

# BLACK WOMEN

## ACHIEVEMENTS AGAINST THE ODDS

### A CALENDAR FOR 1984-1986



- **BLACK WOMEN** is a 6½x9" 88-page desk calendar which can be used for the years 1984, 1985, and 1986.
- **BLACK WOMEN** features portraits and biographies of over 100 black women ranging from a slave poetess born in 1746 to a tennis player born in 1957. Research was done by the Smithsonian Institution Traveling Exhibition Service (SITES).
- **BLACK WOMEN** includes women active in education, civil rights, religion, sports, labor, journalism, dance, theater, arts, government, the military, law, music, literature, medicine and business.
- This is what's been said about **BLACK WOMEN**:  
*Essence*: "...an inspiration."  
*Bookman*: "...useful to students, especially."  
*Report From the Capitol*: "...worthy and fascinating"
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# FROM THE

# UNIVERSITY PRESSES

Women's Realities, Women's Choices: An Introduction to Women's Studies Hunter College Women's Studies Collective. "This text grows out of a faculty development seminar designed to train professors to teach women's studies from an interdisciplinary perspective. Examines the ways we learn about women as well as the social and historical conditions that have shaped women's lives. Also Addresses a wide range of controversial topics with day-to-day sexist ramifications, such as racism, fear of homosexuality, class conflict, and ethnic and age discrimination. \$14.95 paper \$22.50 cloth. Oxford University Press.

A two volume set on Contemporary Women Authors of Latin America: New Translations and Introductory Essays. NT is an anthology of previously unpublished translations by 30 translators representing 40 women's work, both well known and new. IE looks at the work of 12 of these women and includes essays by 3 authors "who testify to their experiences as women seeking an authentic language and free expression in Latin America today." IE \$9.50, NT 12.50 Brooklyn College Press, Brooklyn, NY 11210.

Travels with Zenobia: Paris to Albania by Model T Ford. Not intended for publication when it was written in 1926, this is the journal kept of their travels for their parents entertainment, when Rose Wilder Lane (daughter of Laura Ingalls Wilder) and Helen Dore Boylston (who later wrote the Sue Barton Nurses tales) set off together in their car Zenobia. Looks like fun...and perhaps another story between the lines? \$13.00 Univ. of Missouri Pr.

# WOMEN & FILM

BOTH SIDES OF  
THE CAMERA

E. Ann Kaplan

260 pages 0-416-31750-2 \$10.95 paper

In this exciting, controversial book, Ann Kaplan, Assistant Professor of English and Film at Rutgers, takes a hard look at the portrayal and productions of women in the Hollywood film industry over a 50-year period.

She begins with a discussion of recent developments in feminist film theory, and shows how women have been reduced to silence, absence and marginality by the recurring patterns in which they have been portrayed, and finally, she talks about women filmmakers' attempts to find a female voice and significant forms of expression in the art of filmmaking.

Filled with photographs from both past and contemporary films, the book also contains useful bibliographies and filmographies.

**Methuen**

733 Third Avenue, New York, 10017

# FROM THE BOYS ON PUBLISHERS ROW

Finally in paperback, *The Women of Brewster Place* is a novel no feminist bookstore should be without. Brewster Place is a deadend street, forgotten, abandoned and never intended to succeed by the city fathers that built it. In her first novel, Gloria Naylor has created the stories of the women who live there...interlocking stories of women who were childhood friends, of the middle class college girl gone politico & moved to the ghetto, of two women, lovers, finding their way as lesbians in a black community, of mothering and aging and more. This book fulfills one of my best dreams of what a feminist novel can be. I've been thinking of it as a prose form of Grahn's *The Common Woman Poems* written from another experience. I'd like to see this novel shelved in lesbian, in fiction, and in women of color sections and in working class women's sections. Penguin 4.95 cheap.

In a move that I think is a first, Routledge & Kegan Paul, has created an imprint to publish feminist books. RKP has long been a publisher of good, solid, feminist books with a bend toward the academic. They've also been on the forefront of doing outreach and distribution to feminist bookstores, an attitude very different from most US publishers who seem to think that if their books find their way into feminist bookstores, that's fine, but...RKP has a selective dis-

tribution program for feminist bookstores (the only?), that includes discount and postage incentives, as well as doing a catalogue of women's studies books that lists the feminist bookstores that carry their books that they mail directly to customers that netted us more than a few committed customers. Clearly this approach to feminist work has supported or perhaps even inspired the birth of the new publishing program. However it came to be, PANDORA PRESS is now with us. The first four books come out in September. They are:

*Elisabeth Gaskell: Four Short Stories*, Edited by Anna Walters, these are stories of 3 single and one-married, mostly working class. They read like true stories, and at least one of them will inspire that inevitable debate as to could they have been lesbians, whatever, there are some wonderful stories of women in women's lives and they're not set in the Victorian drawing room, either. \$5.95 paper.

*Intruders on the Rights of Men: Women's Unpublished Heritage* by Lynne Spender. (yes, sister to Dale Spender) ("Alas, a woman that attempts the pen, / Such an intruder on the rights of men." Anne Finch 1661-1720). Sitting down w/ this book I wondered why no one has written and published this before. As I read that got clear: we've been too busy fighting it to document it. This book reads like (and may be) an analysis of

## MORE BOOKS FROM THE BOYS

the why of the women in print movement. I wish a copy of this book onto everyone who works to get/keep/be women in print and then I wish I'd had a stack next to the cash register to put into the hands of every idiot who asked "What do you need a women's bookstore for, anyway." Much better idea to sell them a book than to spend the time answering... I do wish that it emphasized more the feminist publishing scene, but I suppose the point is all the opposites. 5.95 paper.

*There's Always Been a Women's Movement This Century* Dale Spender. Wish I'd had time to read this one before press time. The title is the response of Mary Stott when Dale Spender asked her "Why was there no women's movement between the suffragettes and the new movement of the 1970's and 1980's?" Turns out there was, and still most of us in the 'new wave' are only now hearing about it. Do you suppose that's related to the reality portrayed in *Intruders?* Dora Russell, Hazel Hunkins Hallinan, Mary Stott, Constance Rover and Rebecca West each tell a different story and provides a different part of the picture. 5.95 paper.

*Prudie Finds Out* is Pandora's first book for children... Maybe for kids from 5 to 99? Written and illustrated by Nantania and Litza Jansz, it is the tale of a cat who stumbles unto feline liberation and is never the same again. I didn't find any young one's to share it with, but all the 30 year old kids in my live like it, especially illustrations & graf-feti. Precisely the kind of book I like to read to my niece with her mother over-hearing. Especially about the all-cat band. 5.95 board book.

All from Pandora Press/Routledge & Kegan Paul, 9 Park Street, Boston, Mass. 02108. Standard bookstore discounts. Pandora books combine with other RKP titles for discount.

*In Search of Love and Beauty* is Ruth Praver Jhabvala's first novel set un the US. Cloth 12.95. Morrow. May Sartan's *A World of Light: Portraits and Celebration* is back in print. Norton, cloth 10.95

*Scotch Verdict* is Lillian Faderman's third book (*Surpassing the Love of Men*, and *Lesbian-Feminism in Turn-of-the-Century Germany*). (Interesting that Morrow lists SLM but not the Naiad book, would that publishers supported one another's books instead of competing, but dream on) *Scotch Verdict* is the fruit of Faderman's fascination with Lillian Hellman's *The Children's Hour*. The case on which the play is based took place in Scotland in 1811. This book includes excerpts from the court documents, testimonies, judges' notes as well as a first person narrative commenting on romantic friendships between women, men's attitudes, and Faderman's insights and imaginings. \$8.95 paper, \$17.95 cloth. Morrow. It is a piece of lesbian history that I have been waiting for for a long time.

*Thousand Pieces of Gold*, Ruthanne Lum McCunn's wonderful novel about a Chinese girl/woman sold into slavery and then shipped to the US and her awesome spunk and resistance and eventual freedom is now available in a Dell paperback at \$3.95. I loved it & recommend it.

Unlike the heroine of *Thousand Pieces of Gold*, Freya Stark chooses her adventures. Perhaps the foremost female adventurer-traveler of the 20th century, Stark traveled to Arabia, Syria, Persia and Afghanistan, oftentimes being the first westerner to visit entire regions. Two of her many books on her travels are: *The Southern Gates of Arabia* and *The Valleys of the Assassins*. Both 9.95 paper. Tarcher.

Susan Griffin rides again in an anthology of her work called *Made From This Earth*. A wide ranging collection of her essays, poems and inspirations. The fine print makes possible the inclusion of both *Like the Iris of an Eye*, a collection of her poetry that has been o.p. for a while and *Voices*, her much-acclaimed play that has been o.p. for years. Women regularly come in asking for it, so you might post a note in your theater section that it's in this anthology. 6.95 paper. Harper & Row.

*Poems of Gitanjali*. Very moving poems written by a 16 year old Indian (India) girl while dying of cancer. The book itself is beautifully designed and bound. Shelve in both Death and Dying sections and in Asian Women's Writings. 8.95 paperback. Routledge, Kegan and Paul.

## MORE BOOKS FROM THE BOYS

The Outdoor Woman's Guide to Sports, Fitness and Nutrition. Jackie Johnson Maughan with Kathryn Collins, MD. \$14.95 Stackpole Books. Seeing fitness as the literal application of "taking control of your own body", Maughan has created a book that should inspire women to get out of the armchair and into the woods...and will also be a good read and a reference tool to go back to for women who are already outdoors women. Specific sports explored are skiing, running, back-packing, ice climbing, and canoeing. It looks at sports in terms of lifestyle and ability, and includes a wealth of fitness and nutritional information to facilitate that approach... as well as enough anecdotes and true-life stories to keep the reader involved. The parts I read are feminist from the inside out--a relief after the rash of pseudo-feminist slick-o superficial books being published on this and that sport "for women". Looking at it I think of three women I'd like to give it to (including my sister and my best friend). If it strikes you that way, stock up on it for the Xmas season. Stackpole Books, PO Box 1831, Harrisburg, Pa. 17105. 40% for 5+ or 40% for 2+ if prepaid. Or try distributors.

Mindspell. Kay Nolte Smith. Morrow \$13.95 cloth. PR'd by the publisher as a psychological suspense thriller, they missed the feminism in this novel. Except for the standard flaws of the heroine being both rich and beautiful, I enjoyed the unraveling of mystery drama that revolves around a fundamentalist/moral-majority attack on genetic engineering explorations by the heroine's firm and on herself and her family's past...which includes a Scottish witch burned at stake, schizophrenia, analysis by Freud and 1930's style spiritualism. The action is made up of her explorations of herself and her past, and the lives of her mother and grandmother, and her defense of what she finds and her work. Made me consider several things in a different light. Consider this book if you have a market for cloth fiction. Otherwise, watch for it in paper, and send out a hope for a non-gaudy cover. If you read it, I'd like to hear your impressions....Definitely a good read.

Out for a while, but in case you missed them: *Mother Bound*, Jill Johnston's (first volume of three?) autobiography. Somehow I find it hard to believe that the most significant part of these years was father-questing. Johnston's *Lesbian Nation*, after all, informed the vision of a whole generation of lesbians. But then we all have different visions of the same events at different points in our lives. Perhaps this is a phase? Still, there may be some socially redeeming value. Cloth 12.95 Also: *Stone, Paper, Knife*, Marge Piercy's latest collection of poetry. \$12.95 cloth, 5.95 paper. Both Random House/Knopf.

*Listening to Our Bodies: The Rebirth of Feminine Wisdom*, Stephanie Demetrakoploulos. 'Reclaims women's bodies as a source of spiritual insight, a philosophical/psychological journey through the stages of a woman's life. Includes info from the fields of gerontology, visual arts, literature (Toni Morrison, Colette, and Margaret Laurence). Primarily heterosexual when describing women's experience, but not wholly ignoring lesbians. Cloth. 13.50. Beacon/dist. Harper and Row.

At last, a full length biography of *Sarah Winnemucca of the Northern Paiutes*. Winnemucca was a woman caught up by her times: she learned to speak five languages, supported herself, worked as a scout and interpreter for the US Army, turned away from such work at great personal expense to work with and against white powers to improve the living conditions and education of her people. Her autobiography is one of the first books published by American Indians. This bio attempts to separate the myth that surrounds her from the realities. \$19.95 cl. U. of Oklahoma Press.

What to Do If You or Someone You Know Is Under 18 and Pregnant? Arlene Kramer Richards and Irene Willis. Ages 12 up. \$7.50 paper Lothrop, Lee & Shepard (Morrow). Offers the standard options: abortion, adoption, parenthood, plus sections on birth control and marriage. Also resources section. I haven't seen it, but Carol Downer of Feminist Women's Health Center liked "The even-handed treatment of the various options...I appreciate that the information is given in a respectful manner that proceeds from the belief that a woman of any age has a right to make decisions about her own body."

## MORE BOOKS FROM THE BOYS

*Surviving Sexual Assault* is an 86 pg. booklet prepared by the Los Angeles Commission of Assaults Against Women. It is designed for use in crisis moments, as well as being a book to go back to, a book that discusses prevention and one that is useful (should be required) for police officers, emergency room treatment providers, etc. It is organized in a way that makes the ideas more accessible to someone who is in trauma. And has the most important information in large type and set off in boxes. Published by Congdon and Weed/ dist. by St. Martins' Press. 4.95 paper.

*Autobiography of a Spy* is Mary Bancroft's true-life adventure story. Jacket blurb indicates that she was involved w/ the 20th of July plotters against Hitler, attended the war crimes trials, and was close friends with the wife of the man who was her primary relationship. All three of which interest me in the book. 15.95. cloth. Morrow.

*Christian Feminism: Completing the Subtotal Woman.* Mary Bader Papa. "Insights about the pervasiveness of sexism in society, at home, & w/in the church. A primer for eradicating subtle & blatant sexism in the daily experience of family friends & faith." Nothing you haven't read before, except that this is written for/from a Catholic perspective. paper \$5.95. 23rd Psalm Press 221 W. Madison St, Chicago 60606. 2-4 bks = 33%, 5+ = 40% Combines w/ *The Savage Sacrament*, see FBN Vol 6 #4/5

*Our Right to Choose: Toward a New Ethic of Abortion* by theologian Beverly Wildung Harrison. "The definitive book on the ethics of procreative choice." "Passionately feminist" "Brings together ethical, historical, religious and feminist viewpoints...argues that each women's bodily self-determination and moral right of procreative choice, including access to abortion, are cornerstones of our sacred covenant of life." Beacon/ H & R, cloth \$18.95

Jenny Read. This is a collection of the letters, journals, sketch books of San Francisco sculptor Jenny Read, who was brutally murdered at the age of 30 in her warehouse-studio-apartment. Illustrated with photos of her work. This is very much about coming to terms with her self as a woman and an artist.

A book of cartoons for the housebound (formerly referred to as the housewife) by Australian feminist Mary Leunig. Somewhat surrealist (easy for me to say) and wanting to be poured over is *There's No Place Like Home*. Penguin. 6.95 paper. Also from Penguin is *9 to 5, The Working Woman's Guide to Office Survival* by Ellen Cassedy 5.95 paper. *Selected Stories*, Nadine Gordimer, now in paper 5.95 and of course *The Women of Brewster Place*.

Our Nig; or, Sketches from the Life of a Free Black, by Harriet E. Wilson. This is a facsimile of the 1859 edition (w/ intro) of the first novel published by a black woman (or man) in the US. Published w/ the goal of providing support for herself & her son, this novel, recently rediscovered will also gain its place in the long tradition of feminist women's novels. A must. \$4.95 Vintage/Random House.

A Woman In Residence, by Michelle Harrison is out in paper: Penguin 5.95. Describes her residency at a prestigious American hospital, Harrison writes of the tensions between doctors and nurses, lack of concern for poor patients, overtreatment of middle-class women and the appalling lack of respect accorded women during childbirth.

Valley of the Horses, sequel to Clan of the Cave Bear is a September Bantam Paper. \$4.50. I liked Cave Bear better, but you couldn't have talked me out of reading the sequel. After the fact I concluded that Valley is probably the best heterosexual erotica written for women that I've read. Not my plan for what Jean Auel was to do w/ volume 2 but...forgivable as long as #3 doesn't have our girl genius settling down to be wife & mother. Auel, are you there?

## CLASSIFIED ADS

In response to the many requests, FBN will henceforth (and for all time, etc. etc. etc.) reserve this space for classified ads. Especially for advertising cards, records, t-shirts, feminist and bookstore paraphernalia and backlist books ready for a new lease on life. And whatever else this community comes up with. Yes Virginia, literary personals accepted. \$5 per line, 82 spaces per line. Prepaid only.



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