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# Feminist Bookstore News



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FIRST CLASS

FIRST CLASS

## IN THIS ISSUE

Letters	2
Defend Gay's The Word - Update	7
Announcements	9
Trivia	10
Thinking About Computers	12
Booklog: Computer Inventory System A Review	13
They Went That-A-Way	24
Bestsellers Lists	26
From Our Own Presses	28
From the Small Presses	32
On Publishers Row	34
Magazines	36
Mass Market	36
Classified Ads & Literary Personals	37

Volume 7 Number 5

Femina serial am F32978  
January 1985

2/22/85



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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. Deadline 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 \$35.00 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, P.O. Box 882554, San Francisco, California 94188. 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 U.S. and Canada, as well as a number of libraries, women's studies departments, and feminist bookstores in Great Britain, Europe, Australia, and New Zealand.

ADVERTISING RATES are \$200 per full page, \$125 per half page. Inside back cover is \$225. Camera ready copy or

layout and paste-up services available at a nominal fee. Contact FBN at P.O. Box 882554, San Francisco, California 94188 or (415) 431-2093 during regular office hours, Pacific Standard Time.

BOOKS FOR REVIEW AND BOOK ANNOUNCEMENTS may be sent to FBN at P.O. Box 882554, San Francisco, California 94188. 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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ISSN No. 0741-6555

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# NOTES FROM THE COMPUTER TABLE



**New Year's Resolution:** Agree to do no more work than is possible. In effort to achieve that lofty goal, I've resigned from my "part-time" job at Federal Express on January 25 to become a full time editor for **FBN**. Trying to do only one job at a time is a little confusing, but I'm adapting nicely. I'm having a wonderful time, my cat is delighted to have me home all day, and I get to talk to the people who call me, instead of listening to messages on my machine.

The Catch 22, of course, is that **FBN** has no funds for a full time editor. That money will come (she said confidently) from the ads that are going to be pouring in now that I have time to solicit them. I'll be sending ad rate cards and packets of information about **FBN** to mainstream publishers as well as scholarly presses, the small press, and feminist publishers. Selling ads on this scale is a new ball game for me, and I'd be glad to hear from anyone with any experience or ideas. Or ads.



This issue includes a long, detailed review of **Booklog**, a bookstore inventory program. It's the first in the projected series on computers. It's a bit lengthy and detailed. My hope in writing it was to provide enough information to be helpful to the serious shopper while keeping it simple enough to be an introductory piece on the wonders of computerized inventory systems.

This issue also includes an update on Gay's The Word's battle with Customs, and the seizure of their books. They've created a pamphlet listing all the books that were seized by Customs. I'm trying to get copies to mail out with the next issue. It is quite a document, and I would like to see it circulated widely here in the US. I think

there are writers and authors here who still don't know that their books are prohibited from entering Great Britain. I've gone to some lengths to assist in running gay and lesbian books into South Africa, but never expected to have to do it to get books into Britain.

No science fiction column from Susanna Sturgis this issue--Susanna says there's no good sf coming out this quarter. A few things by women, yes, but nothing she'd sell in her store, so she didn't see any point in writing up what she wouldn't sell.

The May issue of **FBN** will focus on feminist bookstore sidelines. July will be the annual calendar issue. Please spread the word to calendar publishers in your area, and to craftswomen, card companies, t-shirt printers, and others who would like their products listed in **FBN**.

Thanks! and my heart goes to the woman who said that the last issue was "nice enough to eat off of". A relief, since my kitchen isn't. I liked "exquisite" and "gorgeous", too. You may have been one of the several people who noticed the reduction in classic typos since my computer absorbed its spell-checking program, but a proliferation of a new, improved breed of typos in which the first typo is replaced with a word that is the close approximation of the typo, a perfectly fine word, whose only fault is that it isn't the word intended by the writer. Requires some rather creative reading on the subscriber's part. Will be working on catching those in this and future issues. I gave up the quest for perfection for Lent, so we'll have to settle for progress in this department, and another step in proof reading.

Thanks, too, to Pat Kelso for proof-reading this issue, and to Mary Collins for the lay-out and the paste-up. Yours in spreading the words,

Carol Seajay



# LETTERS



## Defend Gay's The Word Campaign

38 Mount Pleasant  
London WC1X 0AP

Dear FBN,

Many thanks for the coverage in your November issue.

I have enclosed a press release about the most recent developments. (See article for more information.)

One of the things women in the U. S. can do for us to write letters of complaint to the British Embassy-Consulate-Legation or whatever. Apparently, it is very embarrassing for the government who are obliged to reply to all letters to Embassies!

Again, many thanks for your support.

In Sisterhood,

Linda F. Semple,

GTW Manager

(Editor's note: You can write to the British Embassy at 3100 Massachusetts Ave. NW, Washington, DC 20008.)

Lodestar books

2029 11th Avenue South

Birmingham, AL 35205

November 4 1984

Hi!

I'm finally getting around to putting some money down on an FBN subscription. I've found FBN to be so useful and encouraging in the real -- sometimes too real business.

I've been in a number of businesses with my family -- new cars used cars deli, meat markets movie house (and not so respectable ones at that)... and more. Now I have

the opportunity to put my heart and soul into the things that REALLY matter and I'm working like never before to demonstrate that good honest business can work!! It's been wonderful and at times very discouraging but FBN has come just in time to give me some hope. Hope, that even in Bham Alabama there can be a feminist bookstore. Things are looking up and hopefully moving toward our ideal -- our Lodestar!

Thanks again!

Sally Engler



Sudie Rakusin in *Goddesses and Amazons*





The Kate Sheppard Women's Bookshop, Ltd.  
202A High Street  
P O Box 22-659  
Christchurch, New Zealand  
December 21, 1984

Dear FBN,

We've been open for two and a half years and have expanded our stock a great deal, and have developed our mail order service. We find our partnership of four women works well (all of us 35-55 years). Volunteers help on a weekly roster of 2-3 hours, getting 10% discount and travel costs. We serve as a meeting place and publicity centre for women also.

Maureen Penny.

Aphra Press  
HSJ Box 867  
Springfield, MO 65801

Dear FBN,

Enjoyed reading your September issue and your encouraging recognition of our efforts at Aphra Press. The response has been good to our call for manuscripts of lesbian novels and short stories and, of course, we always seek more.

We agree with you that the potential of lesbian writing and publishing has barely been touched and we want to do our part to see good writers published and treated fairly. There is no reason why authors, bookstores, and publishers cannot make a decent living writing, selling and publishing good books. Our audience is out there and they deserve the best.

The work you are doing with FBN is vital to all of us. We are always eager to see the next issue, and wish you well in your labors.

Best regards,  
Carolyn Netzer, Editor

Everyone's Books  
71 Elliot St.  
Brattleboro, VT  
November 30, 1984

Dear Carol and FBN,

I just received the latest FBN--thought I'd tell you about the series we hosted in November.

Sat Nov 10 Michael Nethercott: Legends and songs for children of all ages.

Sun Nov 11 Upper Valley Women Against Nuclear Development. Video on women's Pentagon Action. Discussion on Peace Work, particularly on upcoming New York action, "Not in Our Name

Tues Nov 13 Where Do We Go From Here? Discussions of possible directions & progressive action for the left after the 1984 election.

Wed Nov 14 Progressive Parenting How can we raise our children to be sharing, caring, responsive adults? Come begin an ongoing discussion group on such topics as non-sexist childraising: nuclear/environmental issues, sexuality, TV & kids, etc.

Fri Nov 16 Rosario Morales from **This Bridge Called My Back: Writings of Radical Women of Color** and **Cuentos**. Reading presentation and discussion.

Sat Nov 17 "Women's Voice, Women's Heart". Diane Mariechild author of **Mother Wit** will speak on the caretaking, peacekeeping voice of woman and the planet's need for our power to heal though the understanding of connection.

The programs all went well; Diane Mariechild attracted 60 or so, mostly women. That was the largest program, but all were successful and got many new faces in our door and got lots of free local press.

We will be having a publication party for the new **Our Bodies, Ourselves** in January. I've never done co-op advertising before, but I think I'll try it this time. We're trying for events many of the cold Vermont Sunday





afternoons this winter.

We are enjoying the beginning of holiday sales & hope that our reputation will spread throughout the south-central Vermont-New Hampshire area as we are the only store with much of what we carry.

Thanks for the job you do on FBN--it is very much appreciated here!

In sisterhood,  
Nancy Braus

PS Rosario Morales did a **wonderful** reading!

Calyx  
PO Box B  
Corvallis, OR 97339

Dear Carol & FBN,

Thanks for the mention of **Bearing Witness/Sobrevivendo** in the **News** -- And Congrats on the new format -- it's much nicer. We're almost out of **Bearing Witness** & trying to figure out where to get \$ to reprint.

In Sisterhood,  
Marguareta Donnally  
Editor

Lambda Rising, Inc.  
1625 Connecticut Ave NW  
Washington, DC 20009  
November 26, 1984

Dear FBN,

Congratulations on the new look - clean, crisp and well organized We continue to find FBN absolutely indispensable for our business.

We just completed our move to new quarters last week. Our new address is 1625 Connecticut Ave, NW, Washington, DC 20009. We now occupy over 4500-square-feet of space on one of Washington's busiest shopping streets. The retail store occupies 1700-square-feet and the rest of the building is devoted to our mail order operation, overstock storage and offices. Thousands of well-wishers came to our opening and

the Mayor proclaimed the day "Lambda Rising Day" in DC. Sales have been even better than expected, approximately twice what they were at our old location.

We've also opened our Baltimore store (at 241 W. Chase St. in the Gay Community Center Building) and, in spite of its small size, it is racking up good sales each day.

Keep up the good work  
Sincerely,  
L. Page Maccubbin

E. Gay Hawk  
PO Box 10054  
Bradentown FL 34282  
November 17, 1984

Dear Carol and FBN

I am sorry to report that I have been unsuccessful in trying to open a new lesbian/feminist bookstore and women's center in the Sarasota/Englewood Florida area.

LoneStar was more than just a dream. It was a good business proposal, or so I thought. I had budgets, plans, job descriptions and pieces of information all suggested by the "authorities" on establishing a small business. But, numerous public and private funding sources turned me down.

I am writing to let your readers and suppliers know I no longer exist (or at least for the time being LoneStar no longer exists). After nearly a year of work attempting to establish LoneStar, I have given up. I'm pursuing another career now.

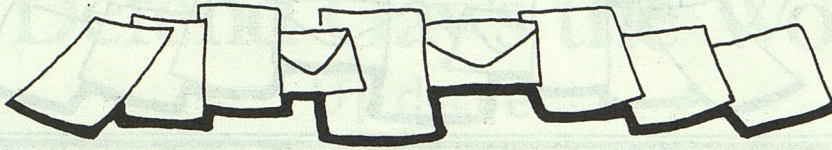
I would like to thank those who helped me by supporting me emotionally. Barbara Grier of Naiad Press for her encouragement, and all the other womyn who supported my dreams, my plans and my hopes for LoneStar.

Maybe someday, when I'm older and wiser .....

Sincerely,  
Gay,  
E. Gay Hawk

Note: The former mailing address for LoneStar was 154 W. Langsner St. Englewood, Florida 33533.





NAIAD PRESS  
PO BOX 10543  
TALLAHASSEE, FL 32302  
DECEMBER 11, 1984

DEAR FRIENDS,

THIS LETTER IS BEING WRITTEN IN A SOFTWARE CALLED WORDSTAR WHICH IS A SMALL PART OF AN ENORMOUS COMPUTER SYSTEM NAIAD PRESS NOW HAPPILY OWNS. THIS LETTER IS, IN FACT, THE FIRST THING I HAVE WRITTEN ON THE SYSTEM BY MYSELF. OUR USUAL HALF MAD EXISTENCE HAS BEEN EVEN CRAZIER FOR THE PAST TWO WEEKS. IT WILL SOON BE BACK TO NORMAL AND WE EXPECT THAT OUR LIVES WILL BE GREATLY IMPROVED BY THE EXISTENCE OF THE COMPUTER. DON'T LET ANYONE FEED YOU THE MALARKEY ABOUT MECHANICAL EXISTENCE. LIFE WILL BE MUCH SIMPLER FOR US WITH THE COMPUTER, INCLUDING PROBABLY IN WAYS I HAVE NOT YET HAD THE IMAGINATION TO ENVISION.

THE SYSTEM CONSISTS OF AN IBM-AT, 512K RAM, 1.2MB FD, 20MB HARD DISK, AN IBM MONOCHROME DISPLAY, 1 BROTHER HR-35 35 CPS PARALLEL PRINTER (LETTER QUALITY), 1 OKIDATA 93 160 CPS MATRIX

*I dream  
of giving birth  
to  
a child  
who will ask  
"Mother,  
what was war?"*

Eve Merriam, "Fantasia" in *Women in Search of Utopia*

PRINTER, A WHOLE LOT OF SILLY JUNK THAT MAKES ALL THESE THINGS WORK TOGETHER, AND A STACK OF SOFTWARE PACKAGES THAT MAKE THESE THINGS USABLE IN OUR BUSINESS, SUCH AS A DISC OPERATING SYSTEM, BMS; ORDER ENTRY, ACCOUNTS RECEIVABLE, GENERAL LEDGER, INVENTORY, AND THE ONES FOR ME, WORDSTAR PRO PAC WHICH CONTAINS SUCH DELIGHTFUL THINGS AS MAILMERGE, WORDSTAR, CORRECTSTAR (FOR THOSE OF US WHO CANNOT SPELL) AND STARINDEX.

WE HAVE BEEN GOING TO SCHOOL AND DONNA IS IN SEVENTH HEAVEN. I AM BASICALLY BORED BUT I LOVE THE PROSPECT OF UNLIMITED OPPORTUNITY TO DISSEMINATE THE WORD (MY WORD THAT IS).

SHEILA TAYLOR, HARD AT WORK ON HER SECOND BOOK [SPRING FORWARD, FALL BACK], WRITES TO SAY, SHE HAS A WORD PROCESSOR WHICH, WHEN FIRST PURCHASED SPOKE ONLY JAPANESE AND IN A MEDIEVAL DIALECT AT THAT. BUT NOW, HAVING BEEN TAUGHT THE TRUE MEANING OF THE WORD "COMPATIBLE", IS CALLED APPLENAME.

LOVE TO ALL. THIS LETTER, YOU UNRECONSTRUCTED TYPES WILL BE GLAD TO LEARN, TOOK ABOUT ONE HOUR TO COMPOSE INSTEAD OF MY USUAL TEN MINUTES.

BARBARA AND DONNA

PS. I FORGOT TO TELL YOU, WE HAVE A FULL TIME PERMANENT EMPLOYEE NAMED PAT NEVILLE, WHO HAS JOINED US FROM POCATELLO, IDAHO. SHE IS 35, A LESBIAN MOTHER, DELIGHTFUL, AND A GOOD WORKER. THOSE OF YOU WHO KNOW ME WELL KNOW WHICH VIRTUE I PRIZE MOST HIGHLY.

(Later correspondence with Barbara indicates that she has learned where the shift key is on her new computer and that the book sales to Century Book Club helped to finance their computer system.)





Category Six

A Gay and Lesbian Bookstore  
909 E. Colfax Ave.  
Denver Colorado 80218  
November 6, 1984

Hi!

We're delighted that you're willing to share such an important and wonderful publication with us! We particularly appreciated the thoughtful remarks on Century Book Club and the possible ramifications to all of us.

We had an interesting experiment we put up a sign in our shop saying we would match CBC prices on any title from their catalog(s). The sigh was up for over three months and not one single person asked for the discount. We concluded that people are looking at the titles but less so at the prices. They would just as soon pick up the books at Category Six. At least they can hold them in their hands and examine the goods before choosing to buy.

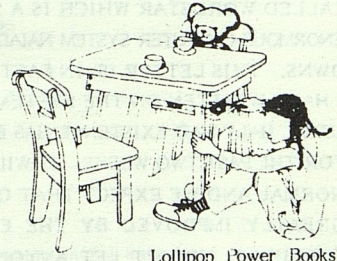
A few people mentioned ordering through CBC, so we know we lost some sales, but they were kicking themselves for having to wait days or weeks for delivery while the books were already on the shelves here. Another customer was quite angry that CBC had advertised one book as a larger trade paperback, but then received the "mass market" size edition instead. There is also some question regarding CBC's "Publisher's List Price." We have noted some discrepancies always inflated in CBC's favor.

Finally we're happy to see that we're carrying the "right" books during this time when there is no separate women's bookstore in Denver. And while we are not and never can be a women's bookstore, we do believe it is vital to try to provide books, magazines, information and services that would otherwise be unavailable to the women's communities in Denver. We're trying to do this insofar as the overlap between the very distinctly different Lesbian and gay male cultures allows, maybe along the lines of Judy Grahn's "metaculture" described in **Another Mother Tongue**.

Anyway, this is all by way of saying "thank you" for your work, and for sharing it the women in Denver will be the ones to benefit. Take care.

Neil and Dan

PS: For those who need to know --we'll be moving the shop at Thanksgiving. The new address: 1029 E. Eleventh Ave., Denver, CO 80218 (303) 832 6263



The Seal Press  
312 S. Washington  
Seattle, WA 98104  
December 10, 1984

Lollipop Power Books

Hi,

Here's a quick update on the book exhibit for NWSA '85 (June 19-23, in Seattle). As I probably mentioned to you, Miriam Vogel, the original conference coordinator, resigned for personal reasons in late summer -- along with her went the book exhibit coordinator. Since then, the new conference coordinator, Lexi Evans (actually she is co-coordinator with Sydney Kaplin) has taken charge of the book exhibit and things seem pretty much under control. I've checked out the exhibit space and it's going to be wonderful. A mailing is going out this week, to be followed by another with full info. on tables, costs, etc. in January. Contact: Lexi Evans, Women's Studies Program, GN-45, University of Washington, Seattle, WA 98195. Phone 206-543-6900. People could contact me, too, if they feel thwarted in efforts to get info!

Take care,  
Faith



# Defend Gay's the Word Update

The eight directors and one worker at Gay's The Word have been charged with conspiracy to import "indecent or obscene" material over the last three years. Seven books, including *The Joy of Lesbian Sex* and *The Joy of Gay Sex* and one gay newspaper *The New York Native* were named.

Maximum legal penalties which may be imposed on the bookworkers include fines of up to £1000 each, plus three times the value of the seized books, or approximately £30,000, as well as two years in prison.

The only break in the news is that The National Council for Civil Liberties (NCCL) have agreed to take the legal defense of Gay's The Word. They see these issues as both "gay rights, (and) as a fundamental issue of civil liberties: the right to read freely, in a free society, what one chooses to read." They have committed to fight for Gay's The Word as long and as hard as necessary.

Part of the difficulty is that imported books are subject not only to the stringent, but clearly defined laws of "obscenity", but are also subject to the much more ambiguous criterion of "indecentcy". This covers material that the "average person on the street" would find disagreeable, or "in poor taste". This leads to a Catch 22 situation in which books that have been legally published in Great Britain, are being tested as "indecent", and hence illegal to import. Good Grief! Has Customs nothing else to do with their time?

Apparently not. The original raid on Gay's The Word was followed by seizures of gay books destined for Lavender Menace, Essentially Gay, The Belham Food and Book Coop, and Houseman's, as well as stopping lesbian books destined for the First International Feminist Book Fair. Essentially Gay has been forced out of business by the seizures. A couple months later, Zipper, Britain's only gay licensed sex-shop was raided by police and much of its stock detained. Government representatives maintain that there is no campaign directed against the lesbian and gay communities.

The first hearing on the case was scheduled for

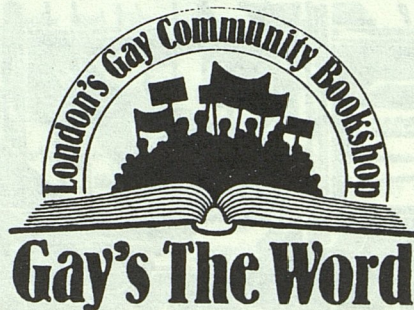
January 7. As FBN goes to print, we haven't heard if the hearing was actually held, or if it was successfully delayed or cancelled. Tune in next issue. Meanwhile, drop a line to the British Ambassador, telling him what you think of all this. The embassy is at 3100 Massachusetts Ave. NW, Washington, DC 20008.

Sample letter to the British Ambassador

Dear Sir,

I would like to draw your attention to the action on April 10, 1984 by officials of HM Customs and Excise against Gay's The Word Bookshop, 66 Marchmont Street, London, WC1. During the raid, over 800 books were seized, as well as records and personal belongings. The homes of shop directors and staff were searched. On June 6, 1984, a Seizure Notice was issued against 22 titles taken in the raid; in addition, it appears that HM Customs and Excise are withholding at port of entry all imports from America to the bookshop, as from the beginning of the year.

Gay's The Word Bookshop is a non-profit making gay community resource, with the stated aim of providing the widest and most comprehensive range of literature and information for, by and about lesbians and gay men. Books are surely the most important and fundamental source of information, enlightenment and entertainment, and therefore





# Defend Gay's the Word Directory of Gay & Lesbian Periodicals

## Update (Con'd)

a truly vital asset.

You might also identify yourself as a bookseller, you might say that you sell many of these titles and don't understand the difficulty with them. You might cite particular titles. You might state the difficulty of doing business when 1/3 of one's stock has been seized. You might question if the goal is to drive gay and lesbian booksellers out of business. Publishers might express their outrage that HM Customs are deeming their titles (or other publishers titles) as unfit reading for the British public.

You might urge immediate release of all books and documents seized, and that all charges be dropped.

You might question why imported books are subject to different restrictions than books published in the United Kingdom. You might point out the absurdity of books that were published in the UK years ago, being seized as imported books. You might stress the insult this is to US publishers.

Yours sincerely,

(Don't forget to include your address, so that the embassy has to answer your complaints.)

I am compiling a comprehensive **Directory of Gay and Lesbian Periodicals**: including magazines, journals, annuals, irregular reports, newspapers, and newsletters. It is intended to be an up-to-date, annual directory that will include a detailed description of each title. No title will be too unknown, too small, too explicit, or too controversial to be included. The directory can be used as a collection development aid for libraries and a buying guide for bookstores. It can, also, be used by members of the gay and lesbian community who want to know what publications are available, what they are about, and what their subscriptions or single issue costs may be. Finally, it can be a useful marketing tool that retailers and wholesalers can use to determine in which publications they could place an ad for their products. Detailed indexes by subject, geographical location and organization will be included.

Since it is difficult to identify the lesser known publications, I would appreciate it if you would send along the names and addresses of local publications in your area that could be contacted for inclusion in this directory and/or write for a questionnaire for your own publication(s). A copy of your entry in the directory will be sent to you after it is published.

Thanks for your time and interest.

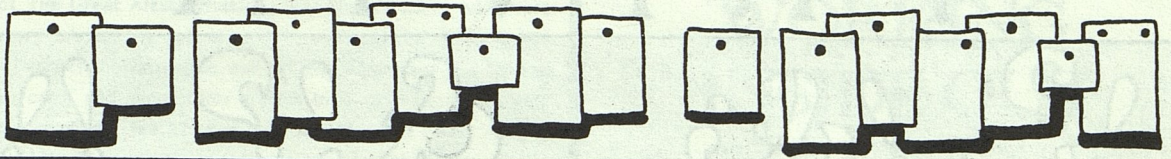
H. Robert Malinowsky  
MalCru Publications  
1151 West Kettle Ave.  
Littleton, CO 80120



Zahn Hamm/Telewoman



# ANNOUNCEMENTS



There will be a special workshop on women's radical publishing, plus special stalls and displays of writings at the Nairobi "End of the Decade" Conference to be held July 8-26 in Kenya. Funds permitting, it will be organized by the women from Kali For Women, the new Indian women's publishing house. Also, The Zimbabwe Book Fair, held annually in Harare will focus on "Women in African Literature" this year. The fair will be timed for the end of July to follow the conference being held in Nairobi and will include seminars and discussion on the position of women employed in the book industry in Africa, on the portrayal of African women by African writers, and on the particular experiences of African women writers themselves. It is hoped that women traveling to the Nairobi conference will also attend the Zimbabwe Book Fair. If you live in London, get more info by calling 01-402-8159. Or write directly to the Zimbabwe Book Fair 1985, Box BW 350, Harare, Borrowdale, Harare, Zimbabwe. Thanks to Carole Spedding, of the First International Feminist Book Fair staff for that information.

**And,** Wild Trees Press Publicist, Belvie Rooks, will be attending the International Conference of Women in Nairobi and will represent a few women's presses and authors. For information, contact: Belvie Rooks, 1315 Revere St, San Francisco, CA 94124.

**Help Wanted:** Lammas, DC's feminist bookstore is looking for a book buyer to start no later than June 1. Part time, 3+ days a week, handles all aspects of book ordering, prepares publications (correspondence, mail order reading lists, press releases, etc.) and helps with all

usual feminist bookstore stuff. For details, write or call ASAP: Lammas Bookstore, 321 7th St. SE, Washington, DC, 20003. 202-546-7292. Susanna Sturgis, currently the buyer for Lammas, will be off on her long planned for and dreamed of writing sabbatical on a small island off the coast of Massachusetts. (Susanna! What does this mean for your SF column for **FBN**?)!



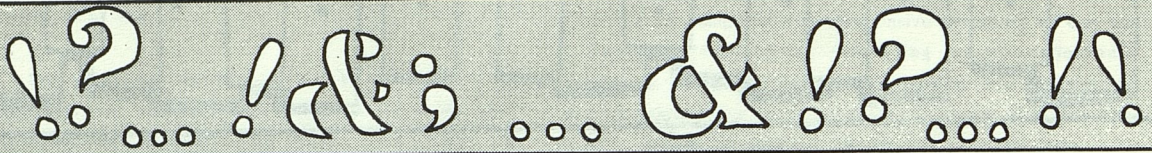
Sudie Rakusin in *Goddesses and Amazons*

Kate Dunn has returned to Crossing Press after a four and a half year absence, to take over the Crossing Press Feminist Series. Kate worked at (owned?) Smedley's Bookshop in Ithaca, a number of years ago, and more recently worked for Routledge Kegan Paul in Boston, publishing books like **This Place**.

**Science and Gender: A Critique of Biology and its Theories on Women**, by Dr. Ruth Bleier, has been included in "notable Books of the Year" by the editors of the New York Times Book Review. Of the 210 books selected, only three others dealt with the feminist issue and/or were written by feminist authors. **Science and Gender** is one of only seven books listed in the category of Science and Social Science. Thanks to Sara Biondello at Pergamon Press for that item.



# TRIVIA



This may be the publicity coup of the year: Naiad Press authors Nancy Manahan and Rosemary Curb of **Lesbian Nuns: Breaking Silence** fame, and Barbara and Donna will break silence in style on the Phil Donahue Show Thursday, April 18th. The same crew will also be appearing on the Sally Jessie Rafael Show on Monday, April 8. Take the TV to the bookstore and tune in!

And that's just the beginning of their whirlwind tour. Between the two of them, Nancy and Rosemary will hit at least 36 stores, ABA (for a book-signing booth), NWSA. I

haven't seen anything like it since the days of Persephone. If you live in Detroit, look for Our Gang on "Kelly and Co." on Friday June 28, and cable viewers might watch for an appearance on The Sonya Show that will also be filmed June 28. When last seen on earth, Barbara was planning a 45,000 copy print run for the paperback edition and 5000 for the cloth. As they used to say in the Catholic school yards, "Mother Mary have Mercy on us all!"

About those **Ms Magazine** Ads: (For only \$1000, you can run an ad that looks like a book review, and then readers order the books from **Ms**. Volcano Press tried it with **Menopause, Naturally**. Leigh Davidson, from Volcano says "Yes, it worked, but had you asked me a week ago, I would have been very nervous. The first copies of the issue were in people's homes in mid-October; we finally received the first listing the Friday after Thanksgiving. A second listing arrived the next Tuesday. Whether they were swamped, or just not together, I don't know. We are getting a great response and will do it again. Advocacy Press ran **Choices: A Teen Woman's Journal for Self-awareness and Personal Planning**, and did real well, too.

**Ms** writes that they will run another mail order bookstore in the June issue, with an April 1 closing date. Their letter says it was a successful program, so I guess other publishers have also done well." I wonder if the various mail-order bookstores could offer a packet of their catalogues in one blurb. Would cut the price considerably, and would be another way to reach those elusive **Ms** subscribers. **Choices**, by the way, has sold 60,000 copies since June 1983. Advocacy Press, Box 236, Santa Barbara, Ca 93102.



Sadie Rakusin in Goddesses and Amazons



**Wish You Were There!** Linda Bubon, bookstore co-owner, actress and former waitress presents an oral performance of **The Great Alaska Hustle**, Linda Marie's comic adventure story about life as a tavern waitress in the Alaskan wilderness. Waitresses and former waitresses are invited to come and share their stories in a discussion following the reading. Jan 22 at Women and Children First. If you lived in Chicago, you could have spent other Tuesday nights at W&CF celebrating the first birthday of Action Bi-Women, a bi-sexual women's organization, celebrating the latest issue of **Black Maria**, Chicago's feminist literary magazine, at a slide show on the sexualization of children in the media and the child pornography industry, or, the next week, looked at the links between pornography and racism and anti-Semitism. Children's events include Saturday AM Storytime, and **Hand Painting Exhibition** by Cynthia Westbrook, of Green Tiger Press, in which hands become zebras, giraffes, elephants, skiers and more. Feb. 10th you could drop in on a discussion of Lisa Alther's **Other Women** lead by a feminist therapist and the bookstore co-owners.

It's time for the third annual Lesbian Slide Show. Categories this year are "Lesbian Sexuality" and "Lesbians in Action". For more info, write the National Lesbian Slide Show and Competition, c/o Herizon, PO Box 1082, Binghamton, NY 13902. They are also looking for sponsors for the show. Write the above or call 607-724-2582.

**Winged Dancer** is in its third printing.

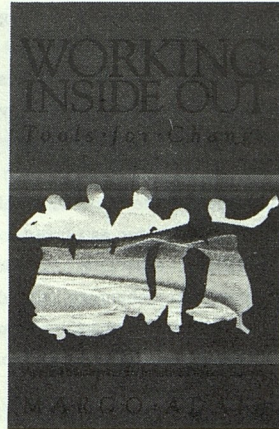
Another new publishing house! Harrington Park Press, is a spin-off of Haworth Press. Haworth is a ten year old publishers of about 70 scholarly journals and 150 academic textbook and monographs a year. Harrington Park will publish nonfiction paperback trade books focusing on homosexual and feminist issues. Prices will run \$4.95 to \$8.95. They have a list of twenty some books scheduled for publication over the next year. including Monika Kehoe and John P. DeCecco's **Lesbians in Literature and History**, Noretta Koertge's **Philosophy and Homosexuality**. Their first book **Bashers, Baiters & Bigots: Homophobia in American Society** (\$7.95) is out now. Write them at 28 East 22 St., NY, NY 10010. Watch these pages for more info

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# THINKING COMPUTER? -- A SERIES OF ARTICLES

This issue marks the beginning of a series of articles and, I hope, discussions on computers, their uses and abuses in bookstores and the software that runs the computers.

Computers are a fact of life in the eighties. A few years ago, as feminist bookstores, we could justifiably say that we weren't interested, were too small, and the classic "We can't afford it." But computers are evolving as fast as, if not faster than our politics. The answers that worked for the computer questions five or four or even three years ago, well, they're about as useful today as a 1982 Books in Print. And about as current. The progress in computer technology, especially the development of relatively cheap hard disk technology, the drop in prices, and the development of new software -- programs designed specifically for handling bookstore inventories -- have all changed the questions.

This series will talk about the developments in computer technology that affect bookstores, will review the major programs that handle bookstore inventories, will talk about equipment requirements and cost. It will talk about the process of getting a bookstore's inventory up on computer. And it will talk about the impact of computerizing on work-styles, about when and where computerizing can enhance the functioning of a store. And when not to computerize. And financing the transition and the equipment. And will, hopefully, leave FBN's readers in a knowledgeable position to make computer decisions relevant to the technology of 1985.

This issue will look at **Booklog**, a relatively new program that handles bookstore inventories. Next issue will look at **Ibid**, the program sold by Baker and Taylor. And Susanna Sturgis will write about Lammas' experience with their Radio Shack program and decision not to put

their inventory on computer, as well as their satisfaction with their word-processing and accounting packages. Future issues will look at other programs, at Charis and Womanbooks' experiences with computers, and will compare the different programs and strategies. And how computerizing changes your work and your expectations.

And finally, though hardly least, all the articles will have this thread of a question running through them: What if a number of feminist bookstores (say 20) decide to go computer over the next few years (say 5), can we save time, money and hassles by buying the same, or compatible, software and equipment? Can we eliminate the work of each bookstore entering all the information about each title by jointly developing and sharing a data-base? Clearly we can. And the time to begin exploring those ideas is now. And to begin preparing for some working discussions at Women In Print in June.

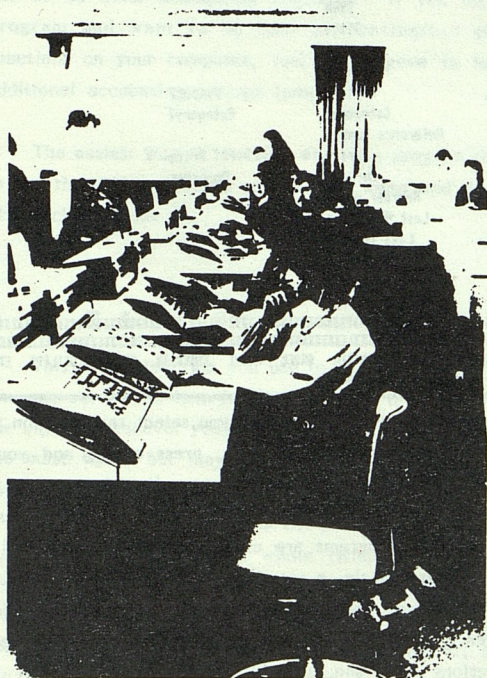
Where does all this energy come from? I have to admit that I've turned into something of a computer-freak over the last year or so. Not having had a bookstore, I've had the time and energy to explore this new frontier. I rather like it out here. And, now that I've got the computer skills, I'm itching to put a bookstore up on computer. Unfortunately, I don't have a bookstore. So I'm looking around for a chance to do it in someone else's bookstore. This seems to be leading to something of a career as a computer consultant for bookstores. At the moment, I'm learning all I can about inventory programs for bookstores. The spin-off is writing up what I'm learning for FBN. My best fantasy is to practice my skills in the Bay Area, and then take my show on the road installing computers and teaching their usage in every feminist bookstore in the land. See you soon?



# BOOKLOG: A REVIEW

**BookLog**, A Computerized Inventory Control System for Bookstores Carrying up to 25,000 Different Titles. ComputerWorks, 2039 N. Racine, Chicago IL 60614. (312) 975-3525. Contact: Jean Fishbeck, \$1950. Demo available.

Booklog was developed by a woman who was part of the San Diego Women's Bookstore collective many years ago, who currently lives with one of the owners of Women and Children First in Chicago. "Very interesting!" I thought. Working in a bookstore, and living with a bookstore worker both seemed likely to contribute a distinct perspective on writing a program for bookstore inventories. It seemed to me that a person writing a bookstore inventory program with such a background would be likely to write a different



Photo/Amelia Productions  
From *Stepping Out of Line*

program than a person with a business background who is trying to adapt what they'd learned about inventory systems in general to the particular needs of bookstores. After looking at Booklog fairly carefully, I decided I was right. The perspective does enhance the program. I decided to start this series of articles with a review of that program.

From the minute the program goes up on the screen, it is clear and direct. The visuals are very successful. You can tell where you are, and figure out how to get where you want to go very easily.

The first time I had it "up" (as in "up and running on the computer"), I found that I had left the documentation (instruction book) at home. After thirty seconds of panic, I started pushing keys and after a few minutes of poking around, I discovered that I could move in and out of the different "menu" options and that I didn't need the documentation at all.

The "Title Page", that is, the first screen that appears, has the main menu on it. The menu lists: Sales, Display, Maintain, Print, Orders, Check-In, Returns, and Utilities. I found that I could move the lighted box from item to item with the arrow keys and that a description of what each function does appeared on the bottom line of the screen. "Maintain" adds, changes and deletes information in the book and publisher files. Then I found that if I pushed the Enter key (usually called the Return key on typewriters), I could enter the module. I.e., I moved the highlighted box to Maintain with the arrow keys, and then pushed Enter and was presented with a new menu. Did I want to work on the book or publisher files? Book. That was an easy choice. I "entered" book with the Enter, and then got to choose between adding, changing or deleting. I "entered" Add, and up popped a screen that looked for all the world like the inventory card it was. It was easy to fill out. To get out of a function, I pushed the Escape key. I hit it once to leave the screen I was on, then once again for each level of the program I had moved into







programs run a little slower. The difference, however, is in fractions of seconds. I'll take the ease in using and running the program over saving fractions of seconds, anytime. And five years from now when we're all computer maniacs and going out of our gourds over those fractions of seconds? Well, if it matters, there will be a lot of new developments in computers and computer programs, and if the seconds are the issue, we can upgrade our set-up.

## WHAT DOES IT DO?

OK, so it's easy to learn, and easy to get into. What does it do? All the things on the main menu. This program maintains your inventory. It doesn't pay your bills for you or do other accounting functions. If you buy this program and want to do your accounting/bill paying functions on your computer, too, you'll have to buy an additional accounting package (program).

The easiest way to describe what this program does is to list the different items on the main menu and describe what each one does:

### 1. SALES

This is the function you use to enter your sales info. You can enter each item as you sell it, do it at the end of the day, or whenever you want. Doing it as you sell saves the most work, but may require more equipment. (See options section, below.)

You can list books sold by title, author or ISBN. You don't have to type in the whole title, just enough to distinguish it from other titles. (i.e., type in "This Bri", instead of "This Bridge Called My Back".) The screen will then flash the whole title, author, publisher, price, etc at you, to confirm that you've got the right one. Should take 3-5 seconds per title, that's maybe a full

minute for a twelve or fifteen item sale. Is this slow or fast? Depends on how long it takes you to write up sales the way you are doing it now. Check it out. A nice man selling a system that accepts only ISBN's insisted that this was "ridiculously slow". Especially for a large volume store. Maybe it would be too slow for a supermarket style bookstore. But most of us run quality stores that move a little slower than that. Check it out. My guess is that if it's too slow for a store, the store probably runs two selling stations, and can and will afford two terminals, anyway. (See Options, below.)

Other programs I've seen will accept only ISBN numbers for recording sales data. But a lot of books still don't have ISBN #'s on them, so that requires printing ISBN # stickers and putting them on all the books that don't have them. One more step in logging in book orders, and one more job to do in the process of getting the store ready to go up on computer. Even though programs that accept only ISBN #'s run faster, I think that accessing the info by author & title is one of the features that recommends this program to feminist and specialty stores.

At the end of the day, you post the sales to the inventory, the program decreases the quantity-on-hand for each item by the number sold. You push about three buttons to do it. Stores that keep a perpetual inventory, marking off each book sold on the inventory card may want to keep track of how many hours a week they spend doing it, what that means in terms of salary dollars, and may find that, over two years or so, saving this money might pay for the entire computer system.

Restocking sheets (lists of what's been sold) can be produced daily, weekly, or whenever you do restocking. You can also print them out so that the books selling the most copies are listed at the top, so that you can restock them first. Or/and you can list the books by category and best-sellers.



## 2 . DISPLAY

I call this "Look-Up". Lets you look up a book by title, author or ISBN. Or the first few letters of either. Just type a few letters, (as in "This Bri", above) and the screen flashes back all the info it has on the book (author, title, ISBN, quantity on hand, # on order, date of order, where it was ordered, publisher, distributor, sales history, and other pertinent information -- like if it is Publisher Out of Stock, OP, or on Back Order.)

DISPLAY is one place that Booklog has it over programs that retrieve information by ISBN only. Eight years in bookselling, and never once has a customer come up to me and asked "Do you have ISBN 4032-2231-1?" (Maybe I just don't look like the kind of person you could say that to?) Much more likely "Do you have a book called 'The Left Hand of Something'?" Now I can either look up Left Hands in my Books in Print, and hope I find it, and its ISBN and then call it up on my computer by the ISBN, or, with Booklog, I can key in "Left Hand", and up pops 'The Left Hand of Darkness' and a wealth of information about it. (And by skipping the step of looking the book up in BIP, I've just saved all the fractions of seconds I lost up there under Menu-Driven in one fell swoop.) Then if the customer wants to know if there's anything else in the store by LeGuin, I can key in "LeG" in the author section (takes about 6 key stokes), and scroll through all the books we carry by Leguin, including the young adult novels that aren't in the SF section where the customer (and staff?) would most likely look for LeGuin titles. ("Scrolling" is a technique that is like flipping pages, with one book on each "page". You can go forward or backward. The pages are "arranged" alphabetically or numerically by title, author, or ISBN, which every way you are using the program at the moment. It takes one key-stroke to move forward or backward.)

Display also lets you look up all the available information in your Vendor Files. ("Vendor" is MBA talk that means "publisher" and "distributor". I haven't yet met a book store inventory program that doesn't call a publishers vendors. Don't ask me why.)

## 3 . MAINTAIN

This is where you enter new titles and where you make changes in the information you've already entered. (See the illustration.) If you enter all the information about each book you carry yourselves, you'll spend a LOT of time in this section. (Look for an article in next FBN on alternative ways to get your inventory on computer.)

This information is the heart of the system. This is your primary data base. This is the information you call up in Display. This is the information you reference when making ordering decisions. These are the records that Sales deducts from to maintain a running inventory.

MAINTAIN is also used to add, change and delete information in the Vendor (publisher and distributor) files. This file includes the publisher's code, name, your account number, addresses for orders and returns (if different), two lines of discount schedule, Y or N on "Permission required for return", the number of months during which you can return, (would be nice to have the minimum number of months, too), and a phone number.

What goes in?

```

Unicorn Bookstore 28 Aug 84
=====
Select primary report order
=====
1-ISBN          4-Publisher    7-Category1
2-Title         5-Vendor1      8-Category2
3-Author        6-Vendor2      9-Reference#
=====
SALES DISPLAY MAINTAIN ORDER PRINT CHECK-IN RETURN UTILITY EXIT
Enter or process sales data
    
```



**ISBN**

**Title** The program automatically validates the ISBN on each new title and won't let you add a title already on file.

**Author** Last name first, of course.

**Publisher Code** You get three letters, i.e. Cleis Press might be "CLE".

**Vendor 1** Three letter code for publisher or distributor you prefer to purchase from.

**Vendor 2** Second choice.

**Category 1** Three letter code for section where book is shelved.

**Category 2** For cross-shelving. **Reference Number** Notes to yourself in three letter code. (I.e., "XMA" might flag items sold only at Christmas. "DO!" might tell you that the publisher wants you to order direct. "DIS" might tell you to order from distributors., etc.) (And yes, I imagine sheets of paper listing these codes taped to the wall above the computer.)

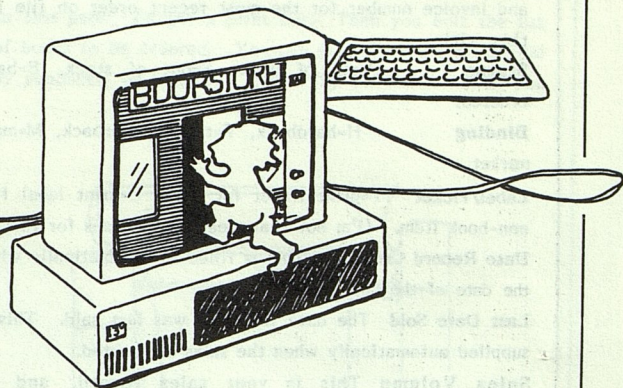
**Price** The retail or list price.

**FPT Price** Freight-Pass-Through Price, for the obsessive, or for anything else you want to fit in that wouldn't fit under Reference Number, or leave it blank.

**On-Hand** Yep, that's the exact number of books you have in stock at the moment. (Less anything you've lost to shop-lifting, of course, but you'll catch that up during your annual inventory).

**On-Order** This is automatically supplied when you order items through the Purchase Order module.

**Re-Order Point** All the systems I've seen have reorder points, that's the number the computer depends on to create lists of books that need to be ordered. It's also my biggest personal frustration with computer inventory systems, i.e., the reorder point varies tremendously during the life of a title. It's an adjustment that I make mentally, with no effort. The changes it goes through include my estimation before I've even seen the book of how many I need to keep in stock, a reality check when I actually see the book, several other reality checks based



on customer response to the book, reorder point may change as people actually HEAR about the book, and then there are the changes that go along with a standard sales curve: more books are needed when it's new, sales settle down, trail off to nearly nothing when the paperback edition comes out, and then I may want to stock one or none in the hardcover edition. All of these changes may want a change in this entry, and I'm likely to be very resistant to entering this many changes! I think that this is likely to be one of the places were I'd have to adjust to the computer. Where my style of book-store-keeping would change based on going computer. I'm sure it can and is done, but none of the manuals deals with this issue. "Human Adjustment to Computer" would be less frustrating if it was talked about more. I suspect that there are some tricks to be learned in the ordering phase of the program that would reduce the number of times this entry would need to be changed, but I haven't played with Booklog long enough to find them. I'd like to see the Reorder Point moved to the beginning to the screen, so that it would be easier to reach and to change.



**Last PO Number** Purchase order number of the most recent order for this title.

**Last Invoice Number** Vendor (3 characters), date ordered, and invoice number for the most recent order on file for this title.

**Status** P=out of print, S=out of stock, B=back ordered.

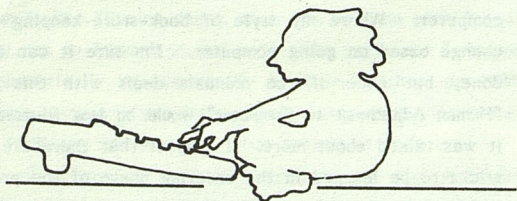
**Binding** H=hardback, T=trade paperback, M=mass market.

**Label/Ticket** T=print ticket for book, L=print label for non-book item. (I'm not real clear on the uses for this.)

**Date Record Created** This is filled in automatically with the date of the day you are working.

**Last Date Sold** The date the book was last sold. This is supplied automatically when the sales are posted.

**Sales Volume** This is your sales record, and is automatically entered as sales are posted. The first number is the total of books sold. Following that is a chart that shows the number of books sold in each month for the last 12 months. The current month is on the left, followed by each of the preceding months. This makes it easy to see that when 25 copies of a book were sold in September and 32 in January, and none in between, that it's a text book used in classes, and lets you know not to reorder based on the 32 sales in January. You also get the number of sales for each of the last thirty days. An overabundance of what computers do best: keep track of numbers.



And, of course, you use the MAINTAIN function to change any of this information as prices change, preferred distributors change, reorder point changes, etc.

#### 4 . P R I N T

I hardly know where to begin. I think I'll start with a disclaimer. My computer isn't IBM compatible, so I had to take this program to my computer store and run it on one of their machines. And they are always selling out of printers, so I never did get to play with this module. I do have a collection of different reports produced by Booklog, and this part of the review is based on the manual and those reports.

Print, basically, includes two different functions. The first is easy: it prints out reports, purchase orders, etc. Nestled within the print module is a sorting mechanism that sorts the data into useful piles. I didn't begin to test it for limits, so I'll just list some of the possibilities. I'll be glad to explore this part of the program further for anyone who is seriously interested in purchasing this program. A store considering any program is well advised to make a list of the reports they'd like to get from their computer, and then make sure the program will do those things.

Reports include:

**Inventory Tally Sheets:** Time to do a physical inventory? Print out lists of books by category (list the second category, so you know where to find the missing books), include the author if you want, the quantity-on-hand, per the computer, and a blank space to fill in the physical count.

Working on a catalogue or have a customer who wants a list of all your health books? Print out a list of books by subject.

Want to know the number of titles you have in each section of the store? Print out a Summary report by category. Lists the number of titles in each section, the total number of volumes, the retail value and the estimated wholesale value for all the books on-hand as well as the books on order, and the average retail price, the average wholesale price and the average number of volumes per title. For the fun of it, you could also print out a sales report for each section and see how your sales per section



reflect the amount of money you have invested in the stock in each section.

Want inventory detail? Order a print-out of all the information above by title. You can also get the re-order point, the date the last copy sold, and cumulative sales by each of the last three months, six month and year totals.

Maybe you want a list of your bestsellers for FBN? only takes a few minutes, just punch in the time period you're interested in, a few other specifications, and put it in the mail. Print out your re-stocking lists the same way. Or print out all the information in your vendor file. Be sanely fanatic, and keep a hard copy (print-out) of all your data. Keep it at the front desk to use when the computer is tied up writing orders.

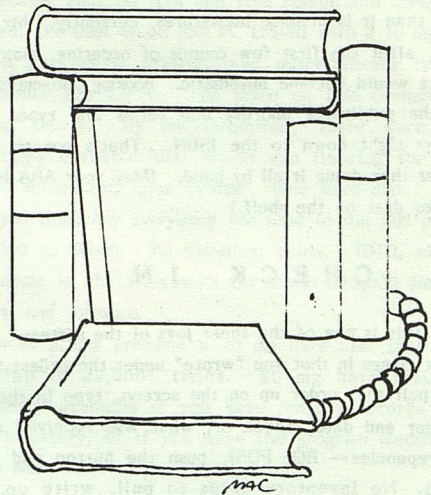
You can produce reports arranged by title, author, publisher, distributor, category or bestsellers. Sales reports can be prepared by the day, week, month, or year, organized by any of the above fields. Choose between three levels of information: Detail, Summary, & Tally. The program, as I understand it, allows you to choose a general type of report, then lets you sort the information by two different levels, i.e., an Inventory Report, sorted by publisher and sorted by section within publisher. You choose which of the three levels of information you want.

All this, I know the program can do. I've seen the reports. And there's a lot more available by arranging different combinations of information. More than enough options for most of us!

## 5 . ORDERS

How does this one work? This is how I understand the program to work, I haven't explored it deeply to verify the descriptions, or to get a feel for how easy or difficult it is to edit the purchase orders. But I'll be glad to explore these questions in detail as soon as anyone lets me know that they're seriously considering the program. Give me a call.

In a nutshell, the program first checks the data bank for books that are at or below the reorder level, and then sorts this list by the publisher, vendor 1, or vendor 2. At this point, I'd get a print out. Then you edit the list of books to be ordered. You can get print outs of the list by publisher, by vendor 1, and/or by vendor 2. Then you



can move the titles from order to order to your heart's content. For example, you might move all the Dover titles on your Bookpeople list to direct order because that's the only way you can reach the minimum for a Dover order, change all your Naiads to direct order, except for the Jane Rule you're out of, change quantities (rather than changing the reorder level again), decide to wait on some slow sellers, and to hold some orders to particular publishers until you have enough books to reach a better discount, and all the other madness that goes into order-writing. When you come to a final set of orders, push a few keys, and your printer will churn out purchase orders for each publisher and distributor. The program automatically updates the inventory listings from the purchase orders to



show the on-order quantities and the p. o. numbers and dates. All the outstanding purchase orders are kept on file until you receive the books in check-in. All you have to do is stuff the orders into windowed envelopes as they come off the printer.

Is this easy or hard? I don't know. I think that ordering is probably the function that takes the most concentration, and would take the most time to adjust to and to learn. It might make ordering a more concentrated task than it is in some bookstores, currently. My guess is that, after the first few rounds of ordering, many of the tricks would become automatic. Booklog automatically looks up the publishers address and terms and types out the orders right down to the ISBN. That's got to be a lot faster than doing it all by hand. (May your ABA Handbook gather dust on the shelf.)

## 6 . CHECK - IN

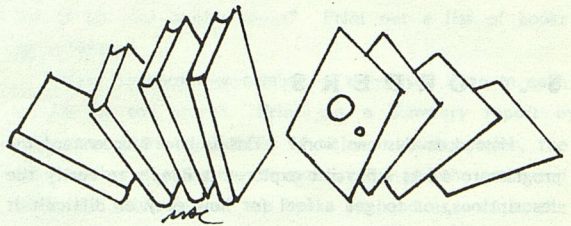
This is one of the sheer joys of the system. When an order comes in that you "wrote" under the orders function, you pull that order up on the screen, type in the invoice number and date, check off what was received and note discrepancies-- (BO, POS), push the button and shelve the books. No inventory cards to pull, write on, and alphabetize. No posting at all, it's all done automatically. Think about how much time this would save. Half your check-in time? Two-thirds? Think about the salary \$\$ that could be saved, add that to your computer budget, and consider the possibility that over a couple years time, you might be able to afford any inventory system on the market.

## 7 . RETURNS

This is, potentially, one of the most effective parts of an inventory program. Theoretically, the returns section presents you with lists of slow and non-selling titles, lets you select which books you will keep and what you will return, sorts the books by publisher and then sorts the publishers by those that require permission and

those that don't. Then it prints returns slips and "requests to return" for each publisher with the titles and quantities to be returned and invoice numbers, date, and discount where needed. All you have to do is put the books and the slip in the box and seal it up. Before you've got the first box sealed, the program has automatically deducted the books returned from the quantity-on-hand in the inventory records.

For this feature alone I would buy a computerized inventory program. I **hate** doing returns. It's one thing to try to keep my mind on what is not selling, (not the most positive thought process) and to keep abreast of pulling the books to return. But looking up invoice numbers and dates and discounts on books to return has got to be one of the least satisfying jobs in the store. I'd rather take out the garbage. A system that will pull out all that information, and print up the returns form, AND print out the address to put on the box!!!! I'd be in love. Not to mention that I'd return slow sellers faster. (Before the dust accumulated to the point of broadcasting "Return Me!") With a little help from my computer, I'd stop missing the cut-off date for returning books. Returning one book to a publisher would stop being an odious task. Etc.! And I might even go back to returning a few paperbacks now and then, a practice I gave up long





ago, for lack of time and patience. All of which leads to quite an impact on cash-flow. An impact that could do a lot toward financing the system in the first place, that would mean more money for salaries and books, and a much more pleasant use of my time.

The catch here is that, as it is currently written, Booklog keeps track of the most recent invoice number, etc. To do returns, one usually needs an invoice number from six to eleven months ago. However, Booklog is currently rewriting its retrieval system to be able to "search" through the old orders (within the timeframe you specify) to find appropriate invoice numbers and dates for books you want to return. Hopefully this feature will also allow one to choose the invoice with the lousiest discount. If I bought Booklog for my store at this point in time I'd want a written guarantee (or my money back?) that this part of the system be functional by the time I had enough information on file to begin to use it, say within 4-6 months. Booklog's procedure for writing returns includes searching the entire inventory for slow sellers from the publisher to whom you are returning. Thorough! But it's a bit slow, which may be frustrating, or may be just the thing to do at the counter on a slow Tuesday morning. How does this section compare with other programs? I don't know, but I'll let you know as I find out. At the moment, returns is one of the weaker parts of the program. The rewrite on the retrieval system may change all of this. And then again, you may care less passionately than I do about this feature.

## 8 . UTILITIES

I wonder where they get this word "utilities"? It's standard computer, and what it means, in this case, is the place where you keep your store's name and address, the ship to and bill to addresses, some directions to your printer, and other trivia.

### System Requirements and Prices

Some computer inventory systems come bundled with all the hardware and software you need. Others, like Booklog, sell separately. You purchase Booklog from Computerworks and buy your "hardware" (that's the computer) from a local computer store.

The price tag on Booklog is \$1950.

Booklog runs on IBM and IBM comptable computers. Last fall, the cost of an IBM PC (256k) with a 10 mg Hard Disk, a dot matrix printer, and miscellaneous required attachments was \$3850. The price on IBM computers is dropping slowly. By mid-December, there were IBM-compatibles available that would run Booklog for under \$3000. (Computer, plus printer, plus hard-disk.) That means you could buy everything you need to run this program for \$5000 to \$6000. An excellent price. IBID, the big brand name in the field sells for about \$15,000 for both hardware and software.

These prices presume a 10 mg hard disk that would store "up to 25,000" titles. 20 mg hard disks are increasingly available if you have lengthy records, or a larger inventory, or if you have the program modified to include more data.

### Options

Like cars, some computer programs come with options. You pick and choose which ones you want, and pay accordingly.


For hardware, you might choose an IBM XT w/ built in 10 mg hard disk for \$4274, the enhanced IBM AT w/ 20 mg hard disk (room for your mailing list, too) for \$5795. (Neither price includes monitors, etc.) I didn't price the "IBM Compatible" computers. They generally offer as much or more than IBM for less money.

If you want multiple work stations, you might consider the new IBM AT computer. It costs a bundle, but lets you add two or three terminals so that you can run different parts of the program in different parts of the store at the



same time, i.e., run Sales and Display at the front counter, check-in books at the check-in table, and write orders in the back office.

Alternately, you can buy a nice computer table on wheels for about \$50, and wheel it around the store. Don't let anyone wheel it out the door, though.



**PRICE LIST**

**Complete System—\$1950**

**Purchased Separately:**

Inventory Control & Reporting	\$1150
Purchase Order Facility	350
Book Returns Facility	350
Book Receiving Facility	350

**Hardware - designed to run on an IBM/XT system**

If you want to go to the extreme, you can buy either of two new pieces of software from Digital Research, that let you plug multiple "dumb" (and much cheaper) terminals into your main computer that will let you run different functions of the same program at different stations at the same time (Starlink) or, for a bit more money, will let you run different programs on the multitude of terminals at the same time (Concurrent). Either way, the software will run you an additional couple thousand plus the extra terminals. This may not be our league.

For \$400, you can buy a Radio Shack Model 100 and use it at the front counter to record ISBN and quantity when the main computer is being used for something else. At the end of the day you hook up a cable and "download" the information to the main computer and post the sales. (The Radio Shack 100 is the "notebook" computer that reporters have made famous. It's about 8 1/2" x 11", weighs 3 pounds, and will get taken home for the night by the writers on your staff.) ComputerWorks expects to have the program ready to run this option by late winter. I don't

know if there will be an extra charge or not.

Cash registers with a memory and an RS232 port can do the same thing. The only catch is that you don't have access to the display feature.

ComputerWorks is also working on an addition that will total sales, print out receipts and give you day-end totals like a cash register, using a little printer developed by Radio Shack that prints on adding machine tape. Again, I don't know if there will be an extra charge for the software or not. The printer runs, oh, about \$300. Cheaper than your basic cash register and saves a step in the cashing out process.

And then, of course, you can use the same computer for accounting, word-processing, mailing list maintenance and management (be sure to get a disk big enough to accommodate both your mailing list and your inventory), organizing your mail order business, learning to touch-type (faster), the possibilities expand daily.

## RESERVATIONS

I have two, basically. One is easy, the other harder.

The easy one: If I were buying this system, I might well want more than two vendors. And maybe a third category. I also might want more information in the vendor files: a second or third telephone number, perhaps. The minimum number of months that must elapse before returns are allowed. Inventory programs are written to use as little space as possible on the disk so as to fit the maximum number of titles on the disk. I might rather have the additional information, even if it means spending some extra money to get the 20 mg disk instead of the 10.. If you buy Booklog, you can likely get these kinds of adjustments for a reasonable fee.

The harder one: Booklog is a fairly new program, that hasn't been up and running anyplace for a year or more. And the problem with even the finest new programs is that they tend to have "bugs" in them. Imperfections that lead to behavioral quirks. This makes it hard for me to recommend Booklog to novice computer users and computer-



phobes. These folks should wait a while until it's been tested by greater usage. On the other hand, Booklog is new enough that the daring might be able to negotiate a good discount in exchange for an agreement to demonstrate the program to other booksellers in their area for the next two or three years.

**RECOMMENDATIONS :**

I spent \$3500 on my home computer/FBN set-up less than a year ago, and I'm here to tell you I spent the minimum possible at the time. To be able to purchase a bookstore inventory program of this capability, with hardware for \$5000 to \$6000 blows my mind. It would be cheap at twice the price. And, with a little financing, it is probably affordable for all the larger, and most of middle-range feminist bookstores, if we can solve the problem of developing a data base.

Bookstores that are still growing can easily pay for the system out of the money saved by not having to hire an additional staff person. I saw this system for the first time last September. If I had owned a bookstore at

the time, I would have done my damndest to have BookLog up and running by Xmas. Lacking a bookstore, I'm considering becoming a sales rep for this program.

Jean will be at ABA and at WIP demonstrating this program. Come with your questions, or if you have specific questions, send them to her before ABA so she can bring you the answers in detail.

**THE BIG QUESTION**

Supposing you buy all the hardware, choose a software package, learn to operate the machinery, how to you find the time to enter all that information into the computer? That would take weeks, and you have a store to run and no spare time?

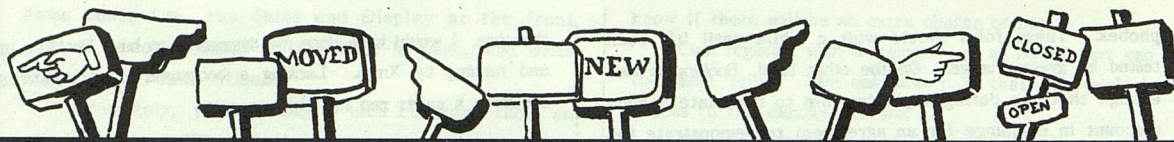
The answers? They are many and varied. There are data bases available for say five cents a title. Or, better yet, we can pool our resources and develop a comprehensive feminist bookstore data base. Tune into future FBN's for further discussions.

ORDER/RETURN ADDRESS

CODE	VENDOR NAME	ACCOUNT#	STREET	CITY	ST	ZIP	QTY/DISC	PRM REQ	RETURN LIMIT	TELEPHONE#
AVD	AVON	11AAAAAAA	123 STATE ST	PHILADELPHIA PA		44220	10 at 40% 25 at 42%	N	0 MOS	(315) 444-5555
BER	BERKELEY	1122334455	2240 DWIGHT WAY 1234 COLLEGE AVE	BERKELEY BERKELEY	CA	94210 94210	10 at 35% 20 at 40%	Y	24 MOS	(415) 234-4567
HAR	HARPER AND ROW	8823971002	100 E 53RD ST	NEW YORK	NY	10031	10 at 40% 25 at 41%	Y	3 MOS	(202) 775-3000
P-H	PRENTICE-HALL	1112223333	1020 SO STATE ST 1020 SO STATE ST	NEW YORK NEW YORK	NY	10016 10016	10 at 38% 15 at 40%	Y	12 MOS	(212) 345-5678
RAN	RANDOM HOUSE	1111222233	265 PARK AVE 265 PARK AVE	NEW YORK NEW YORK	NY	10025 10025	10 at 25% 25 at 40%	Y	24 MOS	(212) 123-4567



# THEY WENT THAT-A-WAY



Books at distributors: Wild Trees Press (Alice Walker & Co.) new book **A Piece of Mine** is at Bookpeople, Inland, & Publishers Group West. **Places of Interest** is at BP, IN, & The Distributors. Pulp Press Books (**The Promise** short stories by Wanda Campbell, see last issue) are available at Inland and Left Bank Distribution (92 Pike St., Seattle, WA 98101). Bookpeople is now carrying Inner City Books and some Doubleday cloth including **Pleasures**. **Rainbow Roun Mah Shoulder**, Linda Brown Bragg's exquisite and powerful novel portraying the life and times of a black woman healer in the South, is available from Inland, which pleases me a lot, because it's a novel that should be in every feminist bookstore in the land. Or direct order from Carolina Wren Press, 300 Barclay Road, Chapel Hill, NC 27514. \$6.00 paperback. 40% for 5+.



[Radiance, A Publication for Large Women] has a second issue out and on the stands. Terms for bookstores are 40% discount, full returns privileges. Or better yet, just tell [Radiance] how many copies you sold, and distribute any unsold copies to low income women, special projects, put them in the laundromat, or whatever. [Radiance] took delight in rejecting three potential ads for weight loss and diet products. [Jewels Graphics] also has a second issue out -- this time with images of women and books. Thanks! Jewel now has a reduced rate for non-profit groups and had reduced the bookstore rate to \$5.00 for 5+ copies, and \$8.00 for fewer.

Bookstores: Does anyone know what's up with Women's Works in Davenport Iowa? (421 Brady St.) PO is returning their mail. Mother Courage (Racine Wisconsin) is no longer a bookstore, but continues as a publisher. Their new book is **Why Me? (Help for Victims of Child Sexual Abuse, Even if They Are Adults Now)**, see From Our Own Presses for details. Also closed are The Uncommon Reader and Rainbows of Life. Thanks to Inland for that info.

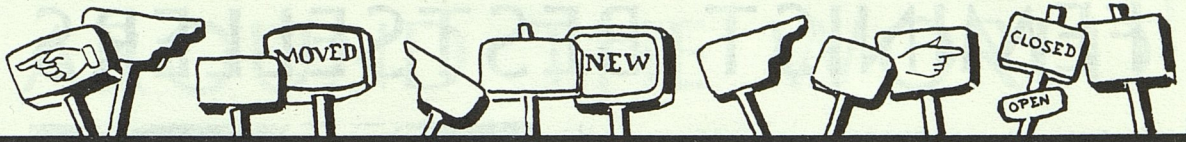


New Bookstores et al: The Athena Book Express is a new mail-order book business focusing on literature by, about, and for women. Linda Salmon and Dorothy Riddle, Athena Book Express, 104 W. Geneva, Tempe, AZ 85282. Meanwhile, also in Tempe, Mooneyan sold Womansplace, which has become Humanspace in the transition, and continues on at the same address. Debbie Trent and Barbara Anshutz are planning to open a women's bookstore in Denver. Hooray! Write them at 381 S. Franklin St. Denver CO 80209. Excellent Records ("Where women wax eloquently in recorded music and song.") opened November 25 at 108 East Fourth Ave., Olympia, WA. Sisterspirit, mentioned at length in the last issue, can be reached at 408-377-2007, PO Box 3045, San Jose, CA 95156.



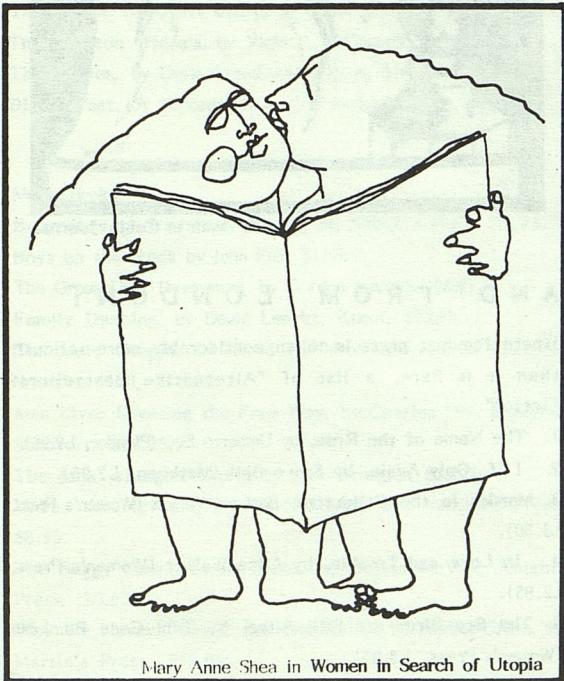
Moving Bookstores: Category Six is now at 1029 E. Eleventh Ave. in Denver, 80218.





Variations on a theme: **Women's Words** is a newsletter for "working women, single mothers and students who often don't have time to visit bookstores or libraries to keep current on books by women for women. It reviews the books briefly, then lists price and publisher's address, and encourages the subscribers to order directly from the publisher. The first issue reviewed 25 books on subjects ranging from birth, menopause, abortion, pregnancy, and childrearing to education, work, history, writers, and literary short fiction. Publishers included Crossing, Volcano, Aunt Lute, several university and academic presses and a few self publisher books, and, interestingly enough, no mainstream publishers. **WW** intends to cover front list and back list books. Looks like an overwhelming task to me, but I think it addresses a clear need. There's

been a long-standing complaint that it is difficult to market books for heterosexual feminists via the women-in-print movement channels. This periodical appears to be aimed at that market and is a welcome move toward filling that gap. I think it will do very well. Bookstores that pursue mail order may want to see if arrangements can be made to include a list of bookstores that carry the books, so that her readership can do one-stop shopping. Maybe she'd review mail-order catalogues? Publishers will want to keep her informed of new and back-list books, as well. Four to six pages, ten issues a year. Subs are \$12 for individuals, \$18 for institutions. +\$2 for out of USA. Order from Kathy McLaughlin, 8 Fort Point Street #12, East Norwalk, CT 06855.



Mary Anne Shea in *Women in Search of Utopia*

Books: **Open Minds to Equality: Learning Activities to Promote Race, Sex, Class and Age Equity**, originally classified as a text book has been reclassified as a trade book with a standard discount by Prentice Hall. It pays to complain and demand! **Ancient Mirrors of Womanhood**, originally by New Sybilline Books in a two volume edition, is now being published by Beacon Books in a single volume edition.

Oops! Department: I listed all those exciting new chapbooks from WIM press in the last issue and failed to include the address. Sorry about that. WIM moved in the meantime, though, so contact WIM and SDiane Bogus at 3775 25th Street, San Francisco, CA 94110. 415-648-5586. And The Syracuse Cultural Workers Project is at PO Box 6367, Syracuse, NY 13217, not PO Box 5357! Now that's my worst fear in a typo! Their color cards are beautiful, by the way. And confusion in the paste-up department: All three cassette tapes listed in the Toys section, **We Are Among You, But the Dreams They Come**, and **Twenty Plus**, are from Radical Rose Recordings (PO Box 8122, Minneapolis, MN 55408).



# FEMINIST BESTSELLERS

Again and again FBN has been asked to run a "Bestsellers List". Publishers and writers want the status and the blurb to put on the back of the reprints ("Seven months on the Feminist Bestsellers List!"), bookstores want to know what's selling elsewhere, so as to be sure they aren't missing an important book, mainstream publishers want to know what kind of books are selling, and some readers (like me) just like this kind of trivia. I'm always predicting this and that as a feminist bestseller and I'd like to know how accurate I am.

In a few more years, when most of us have computers, it will be easier to develop a list...but in the meantime, FBN is reprinting the Best Seller lists from around the country. Keep those lists and clippings coming!

## 31st Street Bookstore Best Seller List

as published in The Baltimore Gay Paper

12-84

### Fiction

1. **Amateur City**, by Katherine Forrest, \$7.95.
2. **The Young in One Another's Arms**, by Jane Rule, \$7.95.
3. **The Catch Trap**, by Marion Zimmer Bradley, \$8.95.
4. **Baby Cakes**, by Armistead Maupin, \$8.95.
5. **The Sophie Horowitz Story**, By Sarah Schulman, \$7.95.

### Non-Fiction

1. **Positively Gay**, edited by Betty Berzon, Ph.D, \$7.95.
2. **Out From Under**, edited by Jean Swallow, \$8.95.
3. **New Lesbian Writing**, edited by Margaret Cruikshank, \$7.95
4. **Now That You Know**, by Fairchild & Hayward, \$6.95.
5. **The Gay Engagement Calendar 1985**, \$6.95.

### Albums

1. **A Rainbow Path**, music by Kay Gardner.
2. **From the Heart**, music by Meg Christian.



Yvonne Pepin in *Cabin Journal*

## AND FROM LONDON:

Where feminist press is taken considerably more seriously than it is here, a list of "Alternative Bestsellers-Fiction":

1. **The Name of the Rose**, by Umberto Eco (Picador, L2.95).
2. **I If...Only Again**, by Steve Bell (Methuen, L2.95).
3. **Murder in the Collective**, Barbara Wilson (Women's Press, L3.50).
4. **In Love and Trouble**, by Alice Walker (Women's Press, L2.95).
5. **The Sea Birds are Still Alive**, by Toni Cade Bambara (Women's Press, L3.95).



# AROUND THE WORLD

## AND FROM DENVER:

The "New and Bestselling Gay and Lesbian Books" as published in the November **Guide**, Denver's slick mixed gender mag, reflecting sales at Category Six, a store run by gay men serving Denver's gay and lesbian communities. This list sent in by Barbara Grier. (See note below.) (No one ever said that best-seller lists were unbiased.)

### Women's Books

- Babycakes** by Armistead Maupin, St. Martin's Press, \$8.95.  
**Curious Wine** by Katherine Forrest, Naiad, \$7.50  
**Another Mother Tongue**, by Judy Grahn, Beacon, \$19.95.  
**Amateur City** by Katherine Forrest, Naiad, \$7.95.  
**New Lesbian Writing**, edited by Margaret Cruikshank, Grey Fox, \$7.95.  
**Valley of the Amazons**, by Noretta Koertge, St. Martin's Press, \$6.95.  
**The Sophie Horowitz Story**, by Sarah Schulman, Naiad, \$7.95.  
**The Burnton Widows**, by Vicki P. McConnell, Naiad, \$7.95.  
**The Ladies**, by Doris Grumbach, Dutton, \$14.95.  
**Bittersweet**, by Nevada Barr, St. Martin's Press, \$15.95.

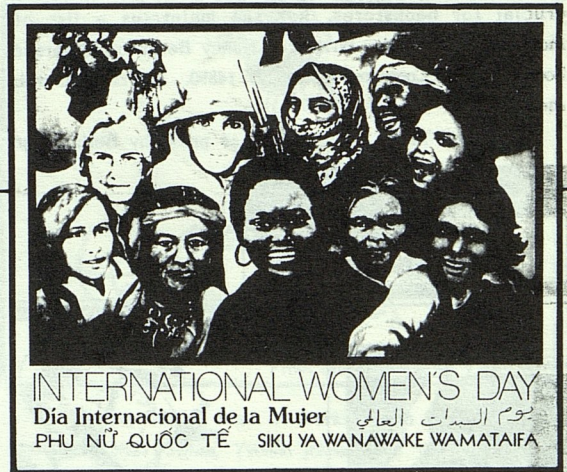
### Men's Books

- Babycakes** by Armistead Maupin, St. Martin's Press, \$8.95.  
**Boys on the Rock** by John Fox, \$11.95.  
**The Great Urge Downward**, by Gordon Merrick, \$4.95.  
**Family Dancing**, by David Leavitt, Knopf, \$13.95.  
**The Male Couple**, by David McWhirter and Andrew Mattison, Prentice-Hall, \$16.95.  
**Man Live: Dressing the Free Way**, by Charles Hix, Simon & Schuster, \$17.95.  
**The Jack Wrangler Story**, by Jack Wrangler, \$13.95.  
**Urban Aboriginals**, by Geoff Mains, Gay Sunshine Press, \$8.95.  
**The Baggy Kneed Camel Blues**, by Daniel McVay, Knights Press, \$6.95.  
**Why We Never Danced the Charleston**, by Harlan Green, St. Martin's Press, \$12.95.

12/10/84 Dear Carol, What is striking about this list from the Denver mixed gender store is that it reflects three clear points...

1. That books advertised by the Century Book Club sell well in stores.
2. Naiad Press Books (ahem) continue to backbone stores.
3. Local authors always do well. (Vicki is a Denver woman.)

--Barbara  
 Naiad Press.



poster by Jane Norling and Gail Dolgin

### Let your walls sing

with visions of feminist culture! Celebrate International Women's Day (March 8) and the Spring Equinox (March 20) with a gift for yourself and one for a friend. "International Women's Day" poster, above, full color, 22x17, \$5.50, 3/\$12 (incl. shpng.)

Bulk rates for women's centers, bookstores and coops.  
 Send 25¢ for a catalog of 25 posters (many featuring women's themes) Syracuse Cultural Workers Project, Box 6367 W, Syracuse, NY 13217 phone (315) 474-1132.

"Can't Kill the Spirit" 1985 Peace Calendar now 25% off-\$6.50, 3/\$16.25, 5/\$25 (post paid).

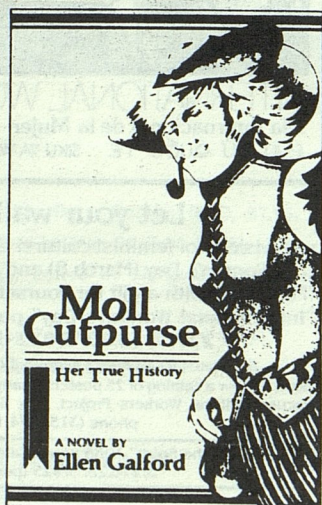


# FROM OUR OWN PRESSES



Our newest, hottest feminist publisher, Firebrand Books will have its first three books out in May. Actually, the plan is that the books will be at Inland and Bookpeople by April 22, so be sure your orders are in for prompt shipping. Nancy requests that bookstores order from BP and Inland, rather than from her. If you haven't yet received a mailing from Firebrand, send her your name and address to get on her mailing list. This is especially crucial for bookstores, but she maintains a list of individuals, as well. Write to: Nancy Bereano, Firebrand Books, 141 The Commons, Ithaca, NY 14850. And now, on with the books!

**Mohawk Trail**, a collection of prose by Beth Brant



(Degonwadonti), editor of the special issue of **Sinister Wisdom** by/about Native American women, **A Gathering of Spirit**. Everything I've read by Brant makes me want more. "Both side-splittingly funny and deadly serious, with a marvelous eye for the detail that makes people come alive on the page, Brant explores her several families -- families connected by blood, by gayness, and by their working class lives." I can't wait! \$6.95 paper.

**Jonestown and Other Madness**, poetry by Black lesbian writer Pat Parker. Parker is one of the most powerful poets I've had the privilege to hear. I've braved winter storms and neglected work and lovers to hear her read new work. Now the rest of the country gets to hear what she's been writing over the last few years. \$5.95 paper.

**Moll Cutpurse, Her True History**, a novel by British writer Ellen Galford. Published in England, the US publication is a spin-off of the International Women's Bookfair in London. I haven't yet laid my hands upon a copy. Nancy says it's "A delightful Patience-and-Sarah-type lesbian romp set in Elizabethan England. The adventures of Moll, a swashbuckling lesbian heroine, as she pits her wits against Puritans and tricksters, travels with gypsies, rescues a near-victim of the anti-witchcraft hysteria, and cheats the wealth out of their ill-gotten gains -- with help from her lifelong friend and lover, Bridget, the apothecary." \$7.95 paper.

And if this isn't exciting enough, Firebrand's fall list will include **The Land of Look Behind**, poetry and prose by Michelle Cliff, **The Sun Is Not Merciful**, Short Stories by Navajo writer Anna Lee Walters (anthologized in **A Gathering of Spirit**), and a collection of essays by Southern lesbian activist and critic Mab Segrest, with an introduction by Adrienne Rich. It is clear that Nancy has a genius for publishing!



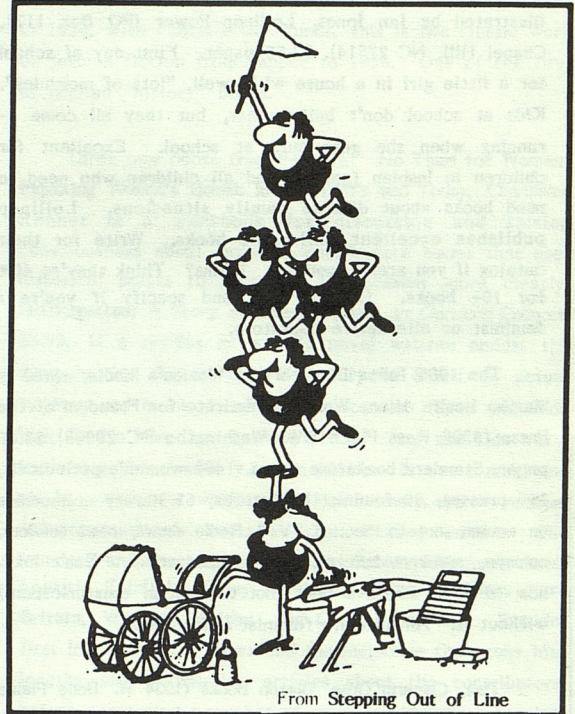


If you've had a book in mind that you've wanted to see re-printed, or have an idea for a book that needs to be on your shelves, but hasn't yet been published or written, but your customers keep wanting to buy, or just some ideas about trends and what you'd like to see published over the next few years, drop Nancy a line.

**Talking It Out: A Guide to Groups for Abused Women**, Ginny NiCarthy, Karen Merriam, & Sandra Coffman. Seal Press (312 Washington, Seattle, WA 98104) \$9.95 paper., (BP, IN, Pacific Pipeline, Bookslinger, and Publishers Group West). A Handbook for counselors, mental health workers, and shelter activists and unpaid workers on starting and sustaining groups for abused women. Feminist theories of battering and practical details. Particular focus on the needs of women of color, disabled women, recovering alcoholics, teenagers, religious women and lesbians. By the women who wrote **Getting Free: A Handbook for Women in Abusive Relationships** (32,000 copies in print).



**Amazon Mothers**, Miriam Saphira, Papers and Books (PO Box 47-398, Ponsonby, Auckland 1, New Zealand) \$6.00 paper. (40% discount to bookstores, freight free to the US, US checks quite acceptable. Also available from Giovanni's Room, 1145 Pine St, Philadelphia, PA 19107.) A great contribution to the literature on lesbian parenting. Intended to give visibility and affirmation to lesbian mothers and their families, while providing information to social workers, judges, doctors and other professionals whose ignorance often affects our lives. Very readable and will be of interest here, despite slightly different legal situations. Good news of some successful custody cases.



From *Stepping Out of Line*

**Stepping Out of Line: A Workbook on Lesbianism and Feminism**, Nym Hughes, Yvonne Johnson and Yvette Perreault, Press Gang (603 Powell St., Vancouver, BC V6A 1H2) \$12.95 paper. (BP & IN). At last! I've announced this book several times over the last couple years, but this time it's actually in print. Well worth the wait, the book reflects the care and attention that many women contributed. It's the book form of a two day consciousness raising workshop that reads like a lesbian version of **Our Bodies, Our Selves**. Much more fun than those grade school workbooks that featured Dick (sic) and Jane. Makes Canadian lesbians visible as nothing else has begun to do in lesbian literature.





**Lots of Mommies** written by Jane Severance and illustrated by Jan Jones, Lollipop Power (PO Box 1171, Chapel Hill, NC 27514). \$3.50 paper. First day of school for a little girl in a house with, well, "lots of mommies". Kids at school don't believe her, but they all come a-running when she gets hurt at school. Excellent for children in lesbian families and all children who need to read books about diverse family situations. Lollipop publishes excellent children's books. Write for their catalog if you aren't familiar. Terms? Think they're 40% for 10+ books. Confirm that and specify if you're a feminist or alternative bookstore.

**The 1985 Index Directory of Women's Media**, edited by Martha Leslie Allen, Women's Institute for Freedom of the Press (3306 Ross Place NW, Washington DC 20008) \$8.00 paper. Standard bookstore terms. 462 women's periodicals, 116 presses, 80 feminist bookstores, 61 library collections on women, not to mention TV & Radio shows, news services, columns, speakers bureaus, media organizations. Don't know how to be a woman-in-print (not to mention communications) without it. An ultimate feminist source book.

**Paz**, Camarin Grae, Blazon Books (1934 W. Belle Plaine, Chicago, IL 60613). \$8.95 paper. (IN & BP) Good, solid (325 pgs), suspenseful adventure story. All the high drama of a murder mystery without the murder. Stayed up til 1:30 to finish it when I had to be at work at 6:00 the next morning. Books like that are troublesome! **Paz** takes what should be a boring theme by now (a feminist w/ the power to make others think exactly what she wants) and turns it into a high drama story. **Paz** continues to explore the themes of power and sexuality that Grae began exploring in **Winged Dancer**, but seems to me to have left a few questions hanging. Specifically, clear as it was that Paz found the lawyer to be a turn-on, I never did get it. More mind control? High intensity lesbian erotic writing, though. Comments?



Yvonne Pepin in *Cabin Journal*

**Cabin Journal**, Yvonne Pepin, Shameless Hussy, (PO Box 3092, Berkeley, CA 94703) \$4.95 paper. (BP, Bookslinger, and The Distributors). Ummm. A warm, readable account of an 18 year old Minnesota woman, orphaned a few years back, who sets out for Oregon to build herself a cabin. And does. Eleven years later, Pepin edited her own journals and offers this journal of her own coming of age, of her explorations in sexual identity, and finding the right tools for her own unique self. Pepin is also an artist (you may remember her drawings in **Country Women** magazine), and includes her drawings, self-portraits, and detail sketches on cabin building. A unique account of a young woman coming to terms with her love of women.





**Stage V: A Journey Through Illness**, Sonny Wainwright, Acacia Books (P O Box 3630, Berkeley, CA 94703), \$6.95 paper. (BP & IN). Warm, intimate, and gutsy. And the best of women supporting each other through illness. And knowing how to receive it. Sonny writes of being a lesbian, a Jew, a single mother, a woman aging and ill: of her third bout with cancer (Stage IV: cancer reappearing in another place in the body) and her invention of Stage V: choosing to live with it all. It is a gift.

**Remembering A Time I Will Be My Own Beginning**, Jeffner Allen, Acacia Books, paper \$3.00. Second in Acacia's women's pamphlet series.



Naiad Press has five new titles this spring. Order by March 15 for shipment on March 25. Number One on the list is **Lesbian Nuns: Breaking Silence** edited by Rosemary Curb and Nancy Manahan. \$16.95 cloth, \$9.95 paper. Naiad expects this title to sell more copies than all the rest of their titles combined. Century Book Club selection for April (in hardcover at discount) and TV spots. It will be curious to see how TV spots, et al. affect feminist bookstore sales. **The Swashbuckler**, Lee Lynch, 7.95 paper. "Greenwich Village, Provincetown, travel with Frenchy Tonneau through these gay meccas during the '60s and '70s when Lesbian life changed forever." Lee writes some of the finest "long-time-lesbian" fiction around. **Misfortune's Friend**, Sarah Aldridge, \$7.95 paper. This is her seventh novel. Naiad has also reprinted two of her earlier novels: **All True Lovers** and **Tottie**. **A Studio of One's Own**, Ann Stokes (edited by Dolores Klaich), \$7.95 paper. This is quite a departure for Naiad. It's the true tale of a lesbian artists and writers colony in New Hampshire, from idea through building to use. Forty photos. And last, but not least, a new (third?) edition of Jeanette Foster's **Sex**

**Variant Women in Literature**, \$8.95 paper. First published in 1956, with Foster's own funds, this is the classic work on lesbian fiction from Sappho to 1956. One of the first of lesbian "history" books.

Three new books from Pandora: **No Time for Women: Exploring Women's Health in the 1930's and Today**, Charmaine Kenner is a workbook for discussing and raising consciousness about women's health care issues that uses historical points to illustrate the present more clearly. **Suffragettes: A Story of Three Women**, by Gertrude Colmore, \$8.95, is a reprint of a 1911 novel written amidst the struggle for the vote. The story is based on actual incidents and is introduced by Dale Spender. **Time and Tide Wait for No Man**, Dale Spender, \$10.95. **Time and Tide** was a feminist political weekly in the 1920's. It was a magazine run by women, for women, that kept a sharp eye on national and international events as the affected women. The founders and contributors included Rebecca West, her sister Laetitia Fairfield, Cicey Hamilton, Emma Goldman, Vera Britain, Winifred Holtby, and Crystal Eastman. Spender first introduces the times and the magazine then goes into lengthy and informative articles about the contributors, before excerpting a number of articles from the magazine. Should be very interesting to all of us who work on the current wave of feminist magazines. Pandora Press, 9 Park Street, Boston MA 02108. Standard bookstore terms.

**Sex & Love: New Thoughts on old contradictions** edited by Sue Cartledge & Joanna Ryan. The Women's Press-Canada, \$7.95 paper. (Distributed by Merrimack Publishers' Circle, 47 Pelham Road, Salem, NH 03079.) A good collection of articles on the subject(s). Theory, personal stories, falling in love, lesbian utopian vision and practice, sex and childbirth, sensuality, the heterosexual delima ("Is Feminist Heterosexuality Possible?) and more.



# FROM THE SMALL PRESSES



**Dancer Dawkins and the California Kid**, Willyce Kim, Alyson Publications (40 Plympton St, Boston, MA 02118) \$5.95 paper. Pub date: March 1985. (IN & EP) I read this novel, pre-pub, in early January and panicked. I thought: "I'm going to have to give this book my Novel of the year award, and it's still January!" Can't help it. I'll just have to make up new compliments for anything else that comes along. **Dancer** is superb. You may remember Kim from her two books of poetry, **Eating Artichokes** and **Under the Rolling Sky**. I always get nervous when poets start writing novels. I wonder if they'll be all wordy with no plots, or something. **Dancer** is written in short snippets that turn into plot, and then turn into irresistible plot. True to Life adventures of young dykes moving to San Francisco in the high days of the Haight-Ashbury. I read it back to back with **Bittersweet**, and Kim's writing certainly made clear the difference between merely describing lesbian relationships and delighting in them. Get ready to expand your life to include **Dancer**, **The Kid**, **Jessica Riggins**, **Ta Jan the Korean** and **Killer Shep**, the aging and highly astute German shepherd who's the only one who really understands it all.

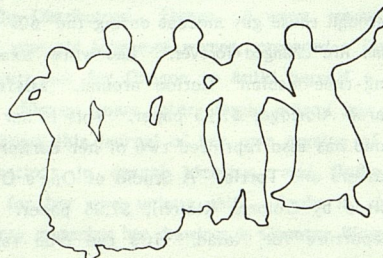


**See No Evil**, Ntozake Shange, Momo's Press (45 Sheridan St., San Francisco, CA 94103), 5.95 paper, \$10.95 cloth. (BP & IN). A short and rich collection of essays, prefaces, and accounts including histories of her plays, provocative essays on poetry, politics, and an account of her recent trip to Nicaragua.

**Working Inside Out: Tools for Change**, Margo Adair, Wingbow Press, \$9.95 paper. (BP & IN) Adair has spent years learning, teaching, and developing applied meditation and intuitive problem solving. In **Working Inside Out**, Adair teaches her techniques then applies them to personal and political problems, presenting meditations and exercises for clearing one's self, for self-empowerment, for fighting racism, sexism, and more. Pragmatic and visionary. FBN predicts that it will be the best-selling book in the spirituality section by the end of the month.

## WORKING INSIDE OUT

*Tools for Change*







**The Visionary: The Life Story of Flicker of the Serventine**, Ursula K. LeGuin, Capra Press (PO Box 2068, Santa Barbara, CA 93120), \$7.50 paper. (BP & IN). LeGuin's 45 page story shares the book with Scott R. Sanders' *Wonders Hidden*, the first book in the Capra Back-to-Back series that pairs up collections of short fiction.

**Jericho**, Pat Arrowsmith, Heretic Books (distributed in the US by Carrier Pigeon/Alyson), \$7.50 paper. This is a reissue of a novel written twenty years ago by British lesbian writer Pat Arrowsmith about the lives and times of the anti-nuke movement of the sixties. The structures of the actions may have changed in the meantime, but the action was strikingly current. Right down the to questions of when, and how much to come out on the demonstration. Written in Holloway prison while Arrowsmith was serving time for "political offenses". A good read between actions.



**Our Stunning Harvest**, poetry by Ellen Bass, New Society Press (4722 Baltimore Ave., Philadelphia, PA 19143), \$6.95 paper, \$19.95 cloth. (IN & BP). Bass has been publishing for years and keeps a steady readership. Included in this book are "Our Stunning Harvest", which has been performed around the country by anti-nuclear activists, and "Tampons".

**The Eye of the Child**, Ruth Mueller, New Society Press, \$7.95 paper, \$19.95 cloth. "Ecological speculative fantasy fiction." "A luminous and holistic feminist vision." Too far out for my reality based mind, I lack the patience to read fantasy, but here it is. Others will be more interested than I.

**Woman at Point Zero**, Nawal El Saadawi, Zed Press, \$6.25 paper. (Inland). Superb fiction(?). Dr. Saadawi has written several books and novels on women in the Arab



Aditi is the Indian goddess of whatever defies measurement — the infinite universe. Aditi, also called Mother Space, is believed to have given birth to a large egg that drifted into the heavens and transformed into the sun

Sudie Rakusin in *Goddesses and Amazons*

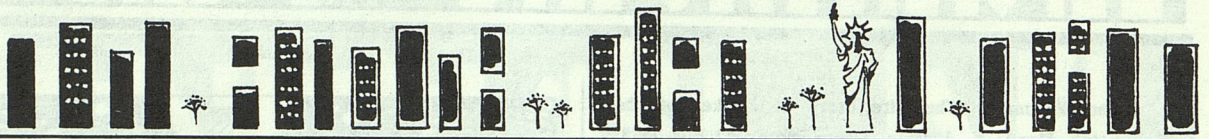
world, including **The Hidden Face of Eve**. She was Egypt's Minister of Health, until she was removed from her position for her feminist views. This is the story of a woman she met in the Qanatir prison, Firdaus, who was condemned to death for killing a pimp. Several years after it was written, Saadawi was incarcerated in the same prison by the Sadat regime. I couldn't put it down.

Also from Zed: **In Search of Answers: Indian Women's Voices**, edited by Madhu Kishwar and Ruth Vanita, \$10.75 paper, \$29.95 cloth. A collection of the most exciting articles from **Manushi**, India's daring feminist journal. Includes letters and editorials. Zed has a list of twenty-some books about women in third world countries. All of them are available from Inland.

**Peace and World Order Studies: A Curriculum Guide**, Barbara J. Wien, editor, World Policy Institute (777 United Nations Plaza, NY, NY 10017), \$14.95. 750 pp. Includes 100+ course outlines, reviews 40 major and minor academic programs, features an annotated list of 70+ sources of seed money for peace and social justice programs. Bookstore terms not sent.



# AND ON PUBLISHER'S ROW



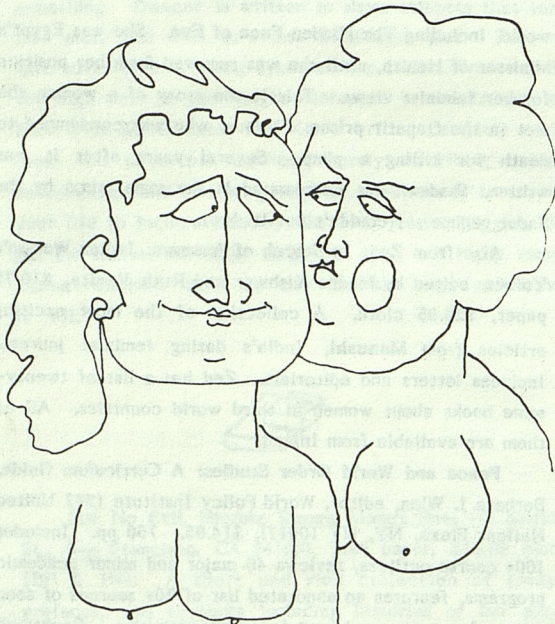
**Love Medicine**, a novel by Louise Erdrich, Holt Rinehart Winston, cloth. Erdrich, a member of the Turtle Mountain Band of Chippewa writes about the survival, tenacity, and the supreme power of the heart in **Love Medicine**, the story of the intertwined fates of the Kashpaws and the Lamartines on and around a North Dakota reservation between 1934 and 1984. Says the publisher, "Rarely has a writer created a world that matters so much to the reader who meets it for the first time." Or even the second or third time. Says Rose Katz of *A Room of*

*One's Own*, "I think she's a superb writer -- which, if I had to define it, I'd say meant a combination of ease (elegance?) of expression combined with the truth." Don't miss it.

**Children of Alcoholism: A Survivor's Manual**, Judith Selxas and Geraldine Youcha, Crown, \$14.95 cloth. Also suggested by Rose Katz: "Ann read it and says it's very good. -- Doesn't duplicate the other children of alcoholics books (refers you to them where appropriate but focuses more on coping with alcoholic family members **now**. Highly recommended: The chapter called "Merry Christmas and Other Disasters."

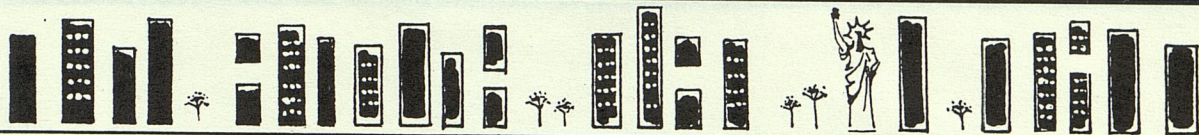
**The Autobiography of Eleanor Roosevelt**, G.K. Hall (70 Lincoln St., Boston, MA 02111. Distributed by Ingram and B & T. Direct Order Discount: 1=net price, 5=40%, 25=42%, 50=43%, 100=44%, 200=46%. GK Hall has been consciously building a women's studies list over the last several years. You might take a look at their catalogue or write for their women's studies list and consider doing some order building. Their books tend to be on the academic and expensive side, and fill some important gaps in women's literature. Also on the new list from GK Hall is **Contemporary Feminist Thought** by Hester Eisenstein.

**Women In Search of Utopia: Mavericks and Myth Makers**, edited by Ruby Rohrlich and Elaine Hoffman Baruch, Schocken Books, \$12.95 paper. A very exciting book in an exceedingly dull cover. Who'd know it was there? Short articles look at the utopian quest among women amid the Hopi, the Celts, the Sumerians. Hmm. I never thought of Sojourner Truth as a utopian, nor had I ever thought of the Settlement houses as feminist living collectives, with, likely, a lot of lesbian affections going around. Nor did I even know that *Mujeres Libres*, a feminist separatist



Mary Anne Shea in *Women in Search of Utopia*





organization in anarchist Spain existed, much less that it had 20,000 members! Who's been hiding the info?! One of the last chapters looks at contemporary feminist and lesbian utopian fiction. I hope that feminist writers look to this book for inspiration. I could do with a new crop of feminist fiction encompassing these experiments in utopia.

**A House Full of Kids: Running a Successful Day Care Business in Your Own Home**, Karen Murphy, Beacon Press \$9.95. One of the best books on setting up and running a home child care center. One thing that I liked about the book was the assumption that taking care of kids is a job and a profession worthy of respect and a decent wage. Her experience proves that it's possible.

**Other Women**, Lisa Alther, Knopf, \$15.95 cloth. At last! A Lisa Alther novel that you can sell out of the lesbian section. It's a solid, meaty novel of the ins and outs of lovership (oh, the trials of non-monogamy!), lesbian mothering, and most of all, of therapy, and going through changes.

**Horses Make a Landscape Look More Beautiful**, Poems by Alice Walker, Harcourt Brace Jovanovich, \$10.95 cloth. Poetry by Alice Walker. That's enough said. Enjoy.

**Bittersweet**, a novel by Nevada Barr, St. Martin's Press, \$15.95 cloth. Made famous, perhaps, by the Century Book Club ads. I guess I missed the point. I'm delighted to have a novel about a woman of the wild west who passed as a man. This novel reads to me like someone asking "Why in the world would a woman do that!", and then made up this story. But I was very uncomfortable with parts of it, i.e., the sex between the two women, until the older one starts passing as a man, is always described from the perspective of people who found it appalling. Sexuality between the two women only becomes tender in the last third of the book, when one of the women is passing as a man. Further, the younger of the two women never seemed to have a choice in being in the relationship. More like she was set up by circumstances, then kidnapped. Somehow, I don't think that's a very likely representation of lesbian

history. I couldn't start enjoying the relationship until the last third of the book. Is the moral of the story that some women make better "men" than women? The author's sympathies seemed to lie with the younger women, who seemed to be more at ease when her lover "turned into" a man. It would be an easy novel to ignore, except for the CBC publicity.

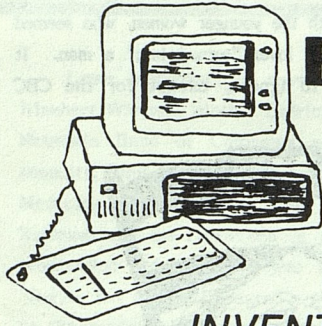


Mary Anne Shea in *Women in Search of Utopia*

**On Top of the World: Five Women Explorers in Tibet**, Luree Miller, Mountaineers Books (715 Pike St., Seattle, WA 98101), \$8.95 paper. (BP). In the late 1800's, when women were bound by cumbersome clothing and Victorian morals, at least five women, whose stories are told here, broke all rules and explored Tibet. Annie Taylor, a reckless, romantic missionary, Isabella Bird Bishop, sickly while at home, and robust on her adventures was nearly 60 when she reached Tibet. Fanny Bullock Workman climbed mountains saying that any women could. Alexandra David-Neel, at 56, trekked for eight months with only a backpack and a begging bowl. High adventure and awesome role models. You might also look at **Hiking Light** by Marlyn Doan, and **Tatoosh**, Martha Hardy's account of her 1943 summer as a lookout for the U. S. Forest service, one of the first women lookouts in the country.



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## MAGAZINES



**Women's Works** is a new review periodical. Focused on subscriptions, rather than bookstore sales. No bookstore terms sent. See "They Went That-A-Way" for more info.

**Signs** did a special issue on lesbians and lesbian culture. It's Volume 9, Number 4, dated Summer 1984. Order from University of Chicago Press.

**Radiance: A Publication for Large Women** has issue number two out and on the stands. Bookstore terms: 40% discount, pay for the copies sold when the next issue arrives. Please pass unsold copies to low-income women, drop them off in laundromats or where ever women gather. In keeping with **Radiance's** promotion of self acceptance, ads that focus on dieting or weight loss will not be accepted. **Radiance**, PO Box 31703, Oakland, CA 94604.

## Mass Market

**Rosie**, one of my favorite novels, is now out in paperback from Dell. Sells out of both fiction and women and alcoholism sections. Author is Ann Lamott.

Jennifer Levin's **Snow**, a tale of international intrigue, anthropology, and lesbian love, "a feminist myth and a political meditation", is out from Pocket. I liked her **Water Dancer** a bit better, myself, but that reflects my interests more than her writing.

**Here Today**, is a tale of two temp agency workers finding their own lives and fighting sexual harrasment in the office. Zoe Fairbairns. Avon also published the US editions of her other books, **Stand We At Last** and **Benefits**.



# CLASSIFIED ADS

## And Literary Personals

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**Frontiers** bridges the gap between feminist academic journals and "slicks" by presenting interesting, accessible articles and personal essays, reviews, photographs, poetry, and short fiction in each issue. Outreach to community, non-university feminists is our goal, along with publishing a journal of substance. Past theme issues still available are: Mothers and Daughters; Chicanas; Women's Oral History Two; Women, Alcohol, and Drugs; Lesbian History; Feminism in the Non-Western World; Women and Peace; Women on the Western Frontier. \$8.00. Forty percent discount to bookstores (no returns, please). **Frontiers**, Women's Studies, University of Colorado, Boulder, CO 80309.

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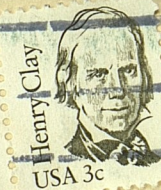
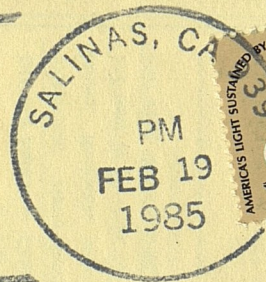
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