
Feminist Bookstore News



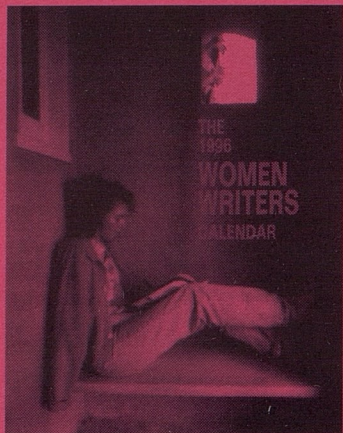


The 1995 Sidelines Issue

Femina Series am F32978

The Crossing Press presents for 1996...

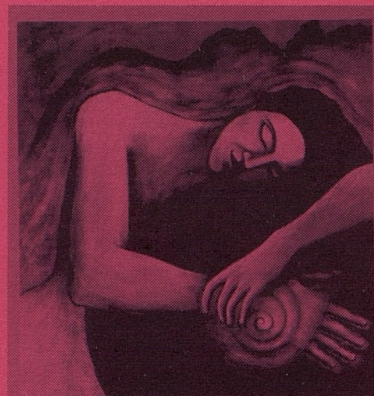
TWO ENGAGEMENT CALENDARS



Women Writers

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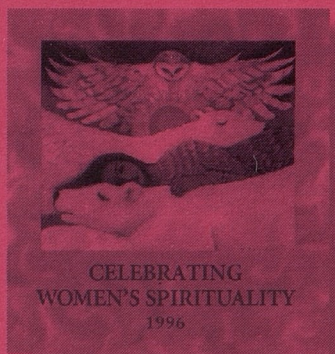
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THE 1995 *Sidelines* Issue

Welcome to the Sidelines Issue!

This issue is brimming with new, interesting and unique sidelines that will please your customers and set your store apart from the competition.

There was a time when booksellers could choose to de-emphasize sidelines, but now sidelines are an essential part of the stock mix in every successful bookstore. The chains may be able to stock the same mainstream press titles, but they don't even begin to try to provide the eclectic mix of sidelines that make our stores feel like home, that reflect our communities back to themselves, and celebrate who we are in these increasingly challenging times.

In these pages we've collected a vast range of sidelines for holiday and everyday stock. From chocolate logos to safer sex paraphernalia. From calendars to computer accessories. From menstrual products to menopausal T-shirts! It all starts with our perennial favorite column, "Faves and Raves" on page 5, so get out your highlighters and start circling the products you want to stock this year.


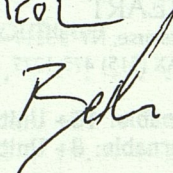
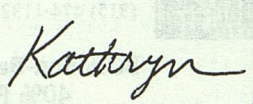
Our "Taking Care of Business" article reviews the essential card management skills. We'll also tell you what's new and what's hot in women's music.

Booksellers use our annual Sidelines Issue to order merchandise for the holidays and then keep it close at hand to use for ordering all year around. (We gave it a bright magenta cover to make it easy to find amid the paperwork!) We also print extra issues and send them to every new feminist bookstore that opens during the year so they can open with a range of sidelines that will please and intrigue their customers.

If you're new to FBN and this is the first issue you're seeing, please turn to page 54 for information on ordering sample copies and subscriptions.

Thanks to everyone who contributed articles, faves, raves, ideas, information and inspiration to this issue! When you order these products, please remember to tell our advertisers that you saw it in FBN!

Yours in spreading the words,
Carol and the FBN gang

CAROL 
 

CARRY IT ON 1996 PEACE CALENDAR

Our 25th edition of the Peace Calendar is a magical blend of inspiration, beauty and hope. This collector's edition features extra pages on the history of the Peace Calendar and progressive/feminist movements of the last 25 years. Cover by Amy E. Bartell is 15 cut paper vignettes of social movements and sacred earth symbols. Our multicultural celebration honors African American and Women's History Months; Asian American and Gay Pride months; Latina/Chicano Heritage and Native American Awareness Months.



PEACE SIGNS by Amy E. Bartell

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New!

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PO Box 882554

San Francisco CA 94188

415-626-1556 FAX: 415-626-8970

Printed in USA

FEMINIST BOOKSTORE NEWS is the communications vehicle for the informal network of feminist bookstores. FBN reaches 500 feminist and feminist-inclined bookstores in the U.S. and Canada as well as feminist book-sellers in England, Europe, Australia, New Zealand, India, Japan and Kenya. Librarians, women's studies teachers, book reviewers, publishers and feminist bibliophiles comprise the remainder of the subscribers.

Letters, articles, news items and announcements should be received the tenth of the month preceding publication. Signed articles and letters are the responsibility of the authors.

FEMINIST BOOKSTORE NEWS (ISSN: 0741-6555) is published bi-monthly in January, March, May, July, September, and November by FEMINIST BOOKSTORE NEWS at 2358 Market St., San Francisco, CA 94114. Second-Class Postage paid at San Francisco, CA. POSTMASTER: Please send address changes to FEMINIST BOOKSTORE NEWS, PO Box 882554, San Francisco, CA 94188-2554.

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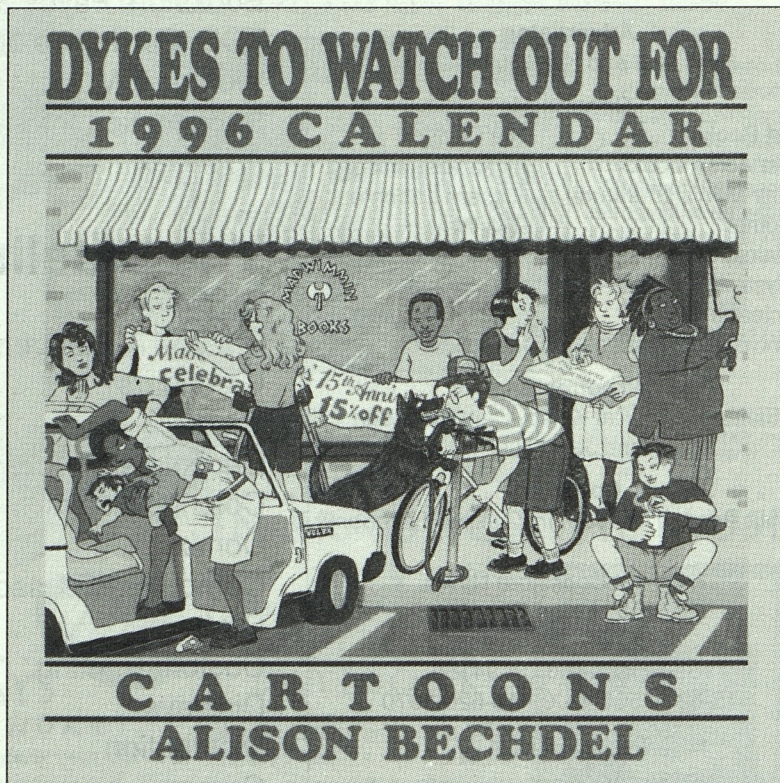
1996 Dykes to Watch Out For Calendar

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You don't have to read between the lines to laugh at the 1996 *Dykes To Watch Out For* Calendar. In the seventh edition of this multivolume work, break-out author Alison Bechdel chronicles the daily encounters and special events of contemporary lesbian life.

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Irresistible—like the women in your life.



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Bookstore Faves, Raves & Bestselling Sidelines

Compiled by Beth Morgan
with help from the booksellers

It's that wonderful time of year again — your chance to get the inside scoop on the favorite and bestselling sidelines from booksellers around the country. Whether you're after the best-of-the-bookmarks, chocolate novelties, easy to sell high-quality jewelry or beautiful, musical indoor fountains, we've got the rave that will help you make your choice. Our heartfelt thanks goes out to all those booksellers who took the time to write to us about their bestselling non-book items. And for those of you who are inspired by this column and wish you could tell other booksellers about *your* favorite sideline, send us the information and we'll print it in next year's supplement. Happy sales!

—BM



Hothead Paison/
Giant Ass Publishing

Our favorite and bestselling sidelines are:
Glass wind chimes in rainbow colors by Blue Jewel Glassworks. See ad page 37.

LuminArt's **chakra candle sets** (\$3.75 wholesale) together with Janet Taylor's Earth Mama **chakra**

candleholder (\$2.75 wholesale). We could hardly keep them stocked over Christmas! See listing page 37.

Gina's **fine friends pins** in 5, 4, 3, and 2-woman configurations cross into mainstream and are beautiful and *very* popular. So are her T-shirts. The symbols appeal to many women. See Mulberry ad page 7.

Two Sisters Candles (herbal) have added a new line of **Angel Therapy candles** and **Companion Cherub candles**. We can hardly keep stocked in their entire line! Women love them.

WaterSounds, **small indoor fountains** built for the sounds they make are beautiful and sound wonderful. They retail from \$75 to \$108. We sold six the first ten days! We couldn't believe it! She does a beautiful job.

—Suzanne Unger

Two Sisters Bookshop/Menlo Park CA

A continued bestselling sideline for me is Little Blue Woman **hand-crafted candles**. Chloe has thirteen different ceremonial scent and color combinations. They are all hand-dipped and hand-poured into a wonderful teardrop shape in two sizes. She also has tapers.

Brevans Boxes are approximately 8"x10" boxes made of poplar wood with either a dark mahogany or a light oak stain. They have many cut-out designs as lid decorations, including moon and stars, coyote howling, dolphin, goddess, and triangle. Other designs also available. They retail for \$20. This is a lesbian-owned, two-woman operation. I sold five

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boxes the first three weeks I had them in the store. See
ad page 8.

—Suzy Stone
The Purple Moon/Fredericksburg VA

It's so hard to pick just a few to write about, but
here are some of our current favorite sidelines at
Sisterspirit Bookstore:

One of our dedicated volunteers, Kelly McCoy, is
also an artisan, and she has created Partners, a line of
funky, lesbian-image pins. She handcolors each pin,
and no two are exactly alike! The quality is high and
her prices are reasonable. She also makes some very
luxurious eye pillows — silk with 100% flax filling,
nicely packaged. These products make nice gifts, and
I highly recommend carrying them.

Photo cards from Singing Stones Studio are high
quality cardstock with photographs on the front. Lots
of very lesbian-positive and Goddess/spiritual pho-
tos available, and we're selling them for \$2.50 each.

Glass bead labrys earrings and necklaces from
Amazon Earware: The earrings dangle from earhooks
and the necklaces are strung on silk cord. They come
in an assortment of colors and are packaged with a
card explaining the meaning. \$10 retail for the earrings
or the necklace. They make nice gifts or impulse pur-
chases. See listing page 44..

Gay & Out Productions has recently come out
with a line of **photo postcards** featuring African
American lesbian images. Nice photos and an impor-
tant product for a diverse clientele.

—Debbie Mancuso
Sisterspirit Bookstore/San Jose CA

An ideal sideline takes up almost no room, en-
hances the bookstore environment, and doesn't break
the bank with the initial outlay. Thus, I suggest
gay/lesbian laminated bookmarks from Style Data.
We've sold over 300 since we picked them up 16
months ago. They retail at \$1.25 to \$1.50 and come in
the usual flavors (rainbow, red ribbon, double
women's or men's symbol) with their own little stand
free with a \$25 order. See ad page 21.

—Pokey Anderson
Inklings/Houston TX

We ordered some **Rosie the Riveter T-shirts** from
Watermind for Women's History Month, and I've
been bowled over by the response. I've reordered

twice in two months. Watermind also carries **Rosie the Riveter mugs**. See ad page 51.

And Not So Subtle Tees offers some **great T-shirts**, such as "Feminism: The Radical Notion that Women are People" and "Outrageous Older Woman." See ad page 52.

Another good seller is "**Eve Was Framed**" (framed with a snake and apple border) from Featherplay. See ad page 52. —*Kate Randall*
Antigone Books/Tuscon AZ

Hilary's Comfort Beads are one of our newest, favorite sidelines. The beads are handmade from smooth colored porcelain; they fit in the palm of your hand, and most have just the right groove for your thumb. There's a whole list of words you can have etched into them (abundance, courage, dream, breathe, blessed be, etc.) and Hilary also makes commitment strands and serenity prayer strands (using "Goddess"!). See ad page 36.

My other favorite is K. Floyd's **Magnets and Pins**. They are a little pricey, but are selling well and are sweet, colorful and funny. They started doing a lesbian line just for us and are looking for other interested feminist businesses. "Gay But Moody" (my personal favorite — I wear the pin everywhere!), "We Are Family" (two women and a cat), and "Moon Child" are all very popular. See ad page 9.

—*Sara Look*
Charis Books & More/Atlanta GA

We never understood the phrase "sells itself" until we started playing Sunita's **Solo Harp** recording in the store. It is what it claims to be — harp and nothing but harp. On cassettes and CDs from Maxemilian Productions. See Goldenrod & Horizon ad page 10.

Rememberings and Celebrations is a deck of small, bookmark-sized cards from For the Little Ones Inside. Each card has a hand-colored figure and a tender affirmation for the child within. Many customers purchase multiple decks and use them as gift bookmarks or greeting card enclosures to friends and clients. Note cards and other items as well. See listing page 33.

Michigan is one of those states which only issues one license plate so we have to have **rainbow flag license plate** holders from Out Right Enterprises. We like plastic — it doesn't rust. See listing page 38.

Very unique "**Post a Story**" cards and postcards from Espresso Press: Each one is a short story in itself. Especially popular are the Goddess stories and the very nontraditional holiday cards. See ad page 26.

Our most popular calendar by far is the **August-to-August Datebook** from Mixed Role Productions, Inc. No art, no clutter, just enough calendar space, charts, graphs and personal record space in a tidy spiral-bound format for even the most compulsive. (I speak from personal experience here.) Sells well to the university community and to educators and artists. See ad page 22.

—*Leigh Wall and Susan Graves*
Sweet Violets/Marquette MI

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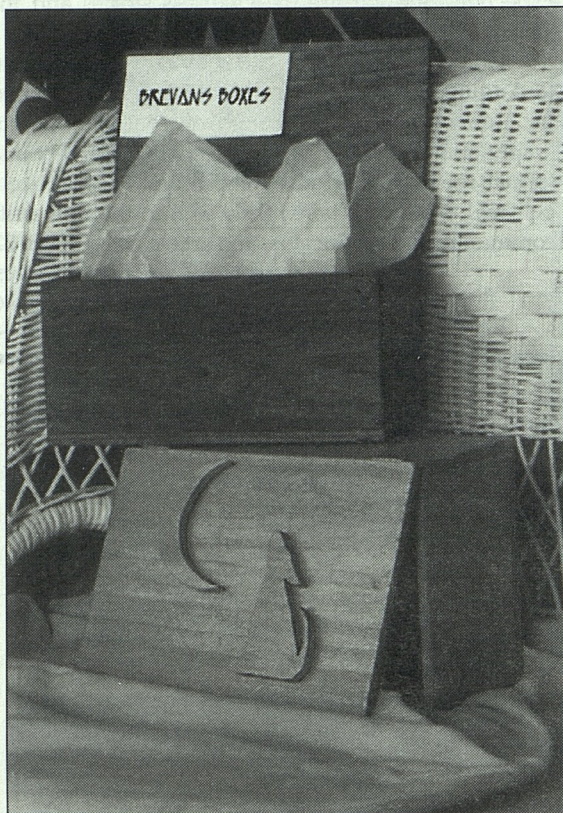
Hello from Medea Books in Santa Cruz! We are a small mail-order business which focuses on helping women educate themselves on health issues, and alternatives to the mainstream. We are now distributors for two of our bestselling sidelines — alternative menstrual products — **The Keeper menstrual cups** and **Glad Rags cloth menstrual pads**. The Keeper is a soft, flexible rubber cup (100% natural gum) and is easily inserted and worn like a tampon. Instead of absorbing fluid, it holds up to one ounce and can easily be emptied into the toilet and reinserted. Glad Rags are comfortable, colorful and easy-to-care-for cloth pads. Each Glad Rag comes in three parts so that the thickness can be adjusted as needed. Many women want to use alternative products as a step towards

personal and environmental health. Environmental awareness and recent media attention to the risks associated with dioxins in disposable tampons and pads has increased this interest in reusable menstrual products. We have found that The Keeper and Glad Rags do extremely well for us. See listing page 47.

—Teri Dowling & Sarah Edlestein
Medea Books/Santa Cruz CA

Every Spring we stock up on **Hothead Paisan** T-shirts. They are extremely popular, as is all Hothead paraphernalia. My favorite T-shirts are "No Guilt," featuring our labrys-toting heroine in a large women's symbol, and "48 Chickens," featuring Hothead's feline sidekick (I wore "48 Chickens" to the Michigan

BREVANS BOXES



Each solid wood Brevans Box is handcrafted from start to finish and is signed and numbered. Brevans Boxes come in your choice of dark or light stain with a variety of designs. (Holiday boxes are available in primary colors or stained.) Brass hinges and nails of the finest quality are used to accessorize each box. Brevans boxes are 8" w x 4 1/4" h x 5 1/2" d and can be used to hold recipes, cancelled checks, photos, love letters, even tea bags—an affordable sideline for your quality-conscious customers.

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NO MINIMUM PURCHASE REQUIRED

Women's Music Festival last summer and got my chest fondled by Tribe 8's Lynn Breedlove — but I digress...). You can get all sorts of groovy stuff from Giant Ass Publishing including T-shirts, Hothead Paisan mugs, rubber stamps, post cards, buttons and much, much more. Hothead Paisan has a cult-like following and I am constantly amazed at the diversity of her followers — from girls in combat boots to grandmothers and, surprisingly, a lot of gay men. Call Giant Ass Publishing today and order your Groovy Crapola Cat-a-log!

Last year I wrote about our rapidly growing music section. That is still going strong and although Cathy Andrews is no longer at Goldenrod/Horizon, Jennifer Einhorn is now our rep and she is doing a wonderful job keeping us updated on new releases. Some of our most popular CDs and cassettes this year have been Ani DiFranco's *Out of Range*, Lucie Blue Tremblay's *Transformations*, Ferron's *Driver*, Toshi Reagon's *Rejected Stone*, and Romanovsky & Phillips' *Brave Boys*. See ad page 10.

—Johanne Cadorette
Librairie L'Androgyne/Montreal Quebec

Style Data offers an assortment of **bookmarks with double female, double male, red ribbon, and rainbow designs** at a wonderful retail price. Along with the bookmarks, they have two **rainbow magnets** that retail at \$1.50 and \$2.00. These items are colorful and add to our sales at the counter. See ad page 21.

Gayla G Jewelry has **gold and silver hoops with rainbow rings** in sizes of 12mm to 16mm. These items are very hard to keep in stock, especially in the summer season. The prices range from \$9 to \$12 retail. Hoops come on a small individual card for display. See ad page 42.

Prerogative Graphics, Inc. makes **heavyweight outdoor rubber rainbow doormats** size 15"x22". This item is perfect for your summer house, bathroom or boat. Very colorful and ready to use. We sold out of our first shipment the first weekend we had them on sale.

And of course, from Lambda Rising Wholesale, simply the best selection, price and quality on professionally-sewn **nylon outdoor rainbow flags** in a variety of styles and designs. Perfect for the house, patio, deck or boat. Also great for pride season and display purposes in a store window. Call for a com-

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27514

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plete catalog including jewelry, the ever-popular rainbow flag, pink triangle bumper stickers, and lots of other fast-moving sidelines.

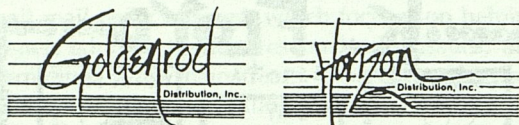
—Jim Bennet
Lambda Rising/Washington DC

One of our most popular items is candles by Laura McDougall. She produces great **campy glass candles** featuring reproductions of the covers of old lesbian pulp novels, with titles such as "69 Barrow Street" and "Two Women Share a Love That Was UNNATURAL."

Sabrina Mazzoni of Images of Us has a wonderful line of **political dyke magnets** — everything from two naked women frolicking on the grass to shots from Lesbian Avengers protests. Beautifully produced in full color. See listing page 46.

Always a hit is pride jewelry by Judy Stone, with great **enameled pink and black triangles and Jewish stars** as well as a wide variety of earrings.

—Tommi Avicolti Mecca
A Different Light/San Francisco CA



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Our favorite and bestselling sideline items are the **magnets and bookmarks** from Style Data. Gay & lesbian symbols, AIDS symbols, etc., are attractively produced on a laminated surface. They've also custom-produced a bookmark and bumpersticker that says "Asheville," with one of the letters a pink triangle. Their products look great and sell great! See ad page 21.

—Jane Voorhees
Malaprop's Bookstore Cafe/Asheville NC

We recommend **Gay Bars from Gay Goodies** — triangle shaped chocolate bars in milk and dark chocolate made by Linda Grishman. *The New York Times* recently ran an article about them!

Also, a sort of "non-book" book, *Motherlid: A Way to the Goddess Through Myth, Industrial Design and*

Caffeine, a **coffeetable book** by Patti McManamy and Amey Radcliffe.

—Kathy Bouton
Peace & Justice Store/Burlington VT

Hilary's Comfort Beads: Her stones, pendants, quotation strands, you name it, have done well for us. We've placed her "Please Touch" sign on the desk with a sample of the stones, and on a rough day, holding one comforts us! See ad page 36.

—Tania Matthews
Aquarius Books/Bloomington IN

We love **Jane Iris Jewelry** because it speaks to women and it seems like folks can always afford to buy something of hers. I wear it myself, and it does well for us in the store. See ad page 45.

Pat Pearlman Jewelry is very high-quality, earth and woman identified, and affordable.

Nancy Blair (creator of Amulets of the Goddess) of Star River Productions makes **reproductions of goddess figures** from all over the world. They are very successful in our store, as if women are "called" to them. See ad page 41.

Wellstone Jewelry's **medicine woman pieces and pieces that focus on women's power and diversity** are very popular, great quality, and affordable craftsmanship! See listing page 44.

Kiki Designs **T-shirts, bags, journals, cards and posters** are very culturally eclectic and also speak to men and children. Their colorful, reasonably priced T-shirts sell particularly well (retail \$18). See ad page 6.

Music we've been ordering from Goldenrod and doing especially well with: Ani Difranto, Susan Herrick, Lorena McKennit, Boys on the Side Soundtrack, and Annie Lennox. See ad page 10.

Donna Read's **three-video Women & Spirituality series** is pricey but so worthwhile and well done. Available from Direct Cinema, the three videos are *The Goddess Remembered*, *The Burning Time*, and *Full Circle*. The set sells for \$95 including shipping, but the copyright means you can't rent them out. We think they're so good we have a set that we show in the store, and we give info on Direct Cinema to anyone who's interested in buying them.

—Martha Ios-Baker Pascoe
Earth & Sky/Grand Rapids MI ○

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Videos

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CHOOSE
FROM!

GO FISH



SALMONBERRIES



Starring k.d. lang, superstar lesbian recording artist, in her screen debut. Directed by Percy Adlon (Bagdad Cafe) and also starring Rosel Zech. Voted "Artist of the Decade," k.d. sings the movie's theme song, the hauntingly beautiful "Barefoot." Photographed amidst the breathtaking beauty of the Arctic, *Salmonberries* is a memorable love story.

Cast away at the ends of the world, somewhere between the snowy heavens and the polar sea, two women trying to find their past lives find each other and the present instead.
94 mins. VHS. Retail \$29.95

CLAIRE OF THE MOON

A "Desert Hearts" for the '90s! Satirist Claire Jabrowski and Dr. Noel Benedict find themselves an "odd couple" sharing a cabin at a writer's retreat in the Pacific Northwest. Sensual, provocative, and deeply intimate, this is a movie where women find each other and in the process, discover a new path to themselves.
102 mins. VHS. Retail \$29.95

MOMENTS

Making "Claire," including auditions, outtakes and some sexy scenes. 85 mins. VHS only \$24.95

GO FISH

The hot lesbian ticket of the year — a sassy comer. It tells the sweetest damn love story since *Desert Hearts*. At last, both parties are true-blue lesbians from the get-go. In your store on November 7, 1995.

95 min. VHS. \$89.95

The Making of "BAR GIRLS"

You loved *Moments*, the *Making of Claire of the Moon*, you will love *The Making of Bar Girls*. A movie about the latest in a series of lesbian movies gracing the screen.

60 min. VHS. \$29.95

FORBIDDEN LOVE

Starring Ann Bannon, author of the Beebo Brinker series: *Odd Girl Out*, *I Am Woman*, *Women In The Shadows*, etc.



Compelling, often hilarious and always rebellious, the ten women interviewed in *FORBIDDEN LOVE* paint a portrait of lesbian sexuality and survival during the 1950's and '60's, when lesbian love was "the love that dare not speak its name."

85 mins. VHS. \$69.95



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
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from: Jane Evershed 

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Card Care 101

TAKE THE QUIZ!

By Rachel Pepper

As feminists, we're well aware of the lack of positive imagery of women everywhere we turn. We blame the print media. We blame advertisers. We blame TV. And we certainly blame the consumer-driven mega-corporations. Where, we ask ourselves, are the images of women of color, of fat women, of young women, dykey-looking women, and just about every other kind of woman who's not white, long-legged, and draped in expensive looking clothing?

And yet, as feminist bookstore workers, many of us are guilty of perpetuating the same lack of imagery that we abhor. How, you ask, can it be so?

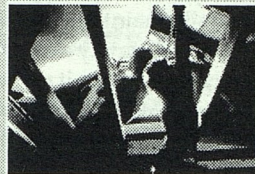
It's simple. In just about every feminist bookstore that I've ever entered, from California to New York and many points in between, the opportunity to display all kinds of wonderful imagery of women is lost. Imagery that could validate a woman's existence. Imagery that could make a woman laugh, or even cry. And imagery, quite frankly, that could be making you a profit, but is not.

The imagery I'm speaking of, if you haven't figured it out already, is the kind on postcards and notecards that could be filling your store. True, most women's bookstores do have card racks. I usually spot them first thing when I enter a store, and it'll be me who fusses over them, tidying them up, until my lover pulls me away hissing, "You're not working now!" But are your cards up to speed? There's one easy way to find out: take my simple test to see how your store rates in Card Care 101:

1. First, ponder your card racks. How many card racks does your store have? Did you know without looking? If you don't know how many racks your

store has, chances are they're neglected! A good number for small stores is probably one postcard rack and one notecard rack, with larger stores adding postcard racks first, then notecard racks. Postcards are cheaper, sell faster, and are a great impulse item.

2. Now go and have a look at the cards on your racks. Are your cards faded, dusty, or curling due to heat, sun, humidity or neglect? Are there empty pockets in your racks? Are horizontal images stuffed in



Feminist Photography

by
David Johns



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vertical slots? Are stray cards stuck in the wrong slots?

If you answered yes to any of the above, you are guilty! Cards require almost daily maintenance. Neatness — which bookstore workers generally demand in the stacks — is sometimes forgotten when it comes to card care. Customers do not want to pick through a messy rack, or pay good money for cards that are damaged from the elements or from neglect. So usually, they just won't.

My regular card-care routine includes almost daily tidying, returning orphans to their proper slots, filling holes with fresh images, and pulling images that haven't sold well and dumping them into a bin of mark-downs. This I also maintain well, much to the delight of the postcard collectors who wander in especially to search through it every few days for fresh pickings at bargain prices.

3. Now, ask yourself if the names Fotofolio and Art Unlimited mean anything to you. If they don't, they should! They are two of the best-selling postcard lines in the country, and if you aren't carrying them, you're missing out on great imagery and great sales. These big companies have reps who will call on you for orders. If

you are in a small town or cannot place big enough orders to justify a rep's time, find a larger bookstore willing to "piggy-back" your order on top of theirs, or work out some other alternative arrangement.

Other postcard lines great for women's bookstores are Pomegranate, which specializes in imagery of people of color, and Leeds, which is a British company with lots of wonderful lesbian and feminist postcards.

Notecards are more problematic. For one thing, there are hundreds, if not thousands, of manufactured lines available and probably just as many women at

Art Unlimited
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Pomegranate
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Rohnert Park CA 94927

home with their own cottage card-making industries. One of my favorites of the latter is the Oakland-based line Hannah's College Fund, which are beautiful hand made cards, adorned with charms and fabrics, that benefit a single mother's school fund for her young daughter. You may have to hunt around to find your first few hand made lines, then the rest will come to you, either through card reps, or through your front door.

Besides being able to buy up new things, it's also important to be able to say no. For example, in a hip big-city bookstore, '70s-style cards with line drawings of naked women on them do not sell at all. So I just won't buy them. If you have a more crunchy crowd, do buy a few. But be sure that's not all you buy, especially if you're in an urban center, or you'll risk alienating a huge potential market, especially among younger dykes, who find such imagery laughable at best. Better bets for bigger cities include the postcard lines mentioned above, and for notecards, try companies like Looking Out Productions, 10 Percent and Soho.

4. Now ask yourself: Who does the card buying and re-stocking at your store? Do you? Does anyone? Is it a hit-or-miss thing that happens once a year? Or are

these tasks lovingly and carefully attended to by someone on your staff?

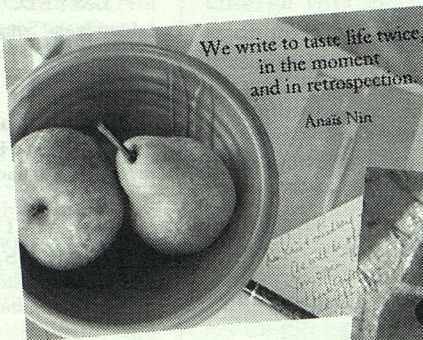
Cardbuying is an enjoyable and satisfying job for the right person. It's creative and also involves a fair bit of decision-making. If you are the owner or manager and just don't have the time, how about delegating it to someone else? It's a great way to get a less senior staff person or long-term part-timer more involved in the store. But it should be the job of someone who can do both the buying and the maintenance, so that both their interest and their card stock levels stay stable.

So, there you have it. Four questions that should give you a pretty good indication of where you and your cards are at. I don't know how many times I've walked into bookstores with beautiful and well stocked shelves, only to then find an abandoned, half empty card rack with droopy, faded images in it. Given the wide variety of wonderful imagery and card lines available today, not to mention the sales potential of this valuable sideline, there's really no excuse for this a moment longer!

Rachel Pepper is the owner of Bernal Books in San Francisco and the Book Editor at Deneuve magazine. ○

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WOMEN'S MUSIC

Hot New Releases

By Jennifer Einhorn
Goldenrod/Horizon Distribution

ShapeShifters/Ubaka Hill. Superbly produced by Kay Gardner, this debut was born to be played in a bookstore. The Brooklyn-based Hill has come out with one seriously hip, smart drumming collection that will make all of us wonder what took us so long to discover the joys of percussion! Hill's commanding vocals mesh with an unstoppable, fierce and beautiful spirit sure to stop even the most jaded listener in their tracks. Hill gave a knockout performance this past May at the National Women's Music Festival, and will be a favorite (if you play her) with both World and Women's Music fans. \$5.99 tape, \$10.19 CD, Ladyslipper Records 116.

revenge/Janis Ian. Janis Ian has always been light-years ahead of the rest of the music industry. Best known for her controversial record, *Society's Child* (depicting an interracial relationship) and her monster hit, "Seventeen," the singer/songwriter has literally reinvented herself. Two years ago she very publicly came out as a lesbian, released the aptly titled *Breaking Silence*, and reconnected with, well, the world. Produced by John Jennings (Mary Chapin Carpenter's long-time guitarist and stellar producer) **revenge** is a more down to earth, acoustic and gutsy record than *Breaking Silence*. An excellent in-store choice — there's no tune too loud or rough, and it's filled with love songs. Take note, especially those stores that carry periodicals: Ian writes a column for the gay & lesbian magazine, *The Advocate*, the cover of

which she graced this past June. \$6.10 tape, \$9.99 CD, Beacon Records 51559.

The Tide/Lucy Kaplansky. Kaplansky has one of the best voices in any current genre to date. She's been a backing vocalist for Suzanne Vega and Shawn Colvin, whose fans in particular will adore this record. In addition to producing Kaplansky's debut, Colvin is a long-time fan and collaborator. What's more, if you listen to Colvin after this record, it's obvious where she picked up her vocal style. She's admitted to being influenced by Kaplansky, but the similarities are nothing short of astounding. This is the best folk record to emerge this year. Standouts include Richard Thompson's "When I Get To the Border," David Massengill's "My Name Joe," and the title track written by the artist and her husband. Colvin's production is crisp, innovative and hipper than hip. \$5.99 tape, \$10.49 CD, Redhouse Records 65.



Relish/Joan Osborne. My favorite new discovery for this issue's column. This girl is brazenly smart, electric and has the best groove to emerge since Sheryl Crow. Recommend her to customers who are looking for someone witty, sarcastic, bluesy and musically compelling. A fabulous cross between Bonnie Raitt and Crow, Osborne has been the opening act for Melissa Etheridge and her talent is so enormous and undeniable that it's just a matter of time before she gets her due. Point out "One of Us" and "Spider's

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Web" to customers and they'll come back and actually thank you! This is a departure from singer/songwriter-with-guitar and is a nice in-store play if you're looking for something a bit more eclectic. \$7.49 tape, \$12.29 CD, Mercury 526699.

Rhythms, Rhymes and Tides/Justina and Joyce. Folk, New Age, Women's, Healing — classify this duo however you like. It doesn't matter, because once you play this album in your store, customers will gravitate to it. Produced by folk connoisseur Eric Kibum, this second release is a strong, fluid record, covering a broader musical and lyrical range than their (much beloved) debut, *So Strong*. Point out to women's music customers that stellar vocalist Susan Herrick makes a guest appearance and most importantly that the duo covers Jaime Anderson's (previously unreleased) breast cancer anthem, "One Out of Three." Its not easy to pen clear, concise songs about such difficult issues with this kind of integrity, and Anderson has scored big time. Justina and Joyce do the song tremendous justice. Not surprising. \$5.99 tape, \$9.99 CD, HSP Records 201.

Life Gets Real/Ann Reed. This is Reed's fourth and absolute best record to date. Acoustically, this record is a fabulous collection. Reed's guitar is featured prominently throughout, sounding hip, fluid and particularly clear. Reed's melodies this time 'round are at times infectious, and her sense of grounded spirit makes this a release to recommend to just about everyone. In the Midwest, Reed is known as a full fledged "folkie," while on the East coast she's not left the catch-all "women's music" arena. You'll be able to get easy access to promos of all of her stuff. \$5.99 tape, \$10.19 CD, A Major Label 4.

Dragonfly/Mae Moore. The first time I heard Canadian Moore on the radio, I had to pull over and call the station to find out who she was. I've loved her since her debut, *Bohemia*, and am thrilled that Tristar is giving her another commercial shot. You should too. The native Canadian resembles Suzanne Vega in vocal and sentiment, but with a more melodic and pop-filled, not to mention upbeat, aura. Musing about life, love and tabloid articles, Moore is a great artist to turn listeners on to who want to discover someone totally new. This won't break concentration and is a definite choice for end of the day in-store play. \$7.49 tape, \$12.29 CD, Tristar Music 35006.

Compilations

Hand in Hand — Songs of Parenthood/Featuring Joni Mitchell, Marc Cohen, Ferron, Jackson Browne, John Lennon, Sweet Honey In The Rock, Bobby McFerrin, Yoko Ono, Judy Collins, Tom Rush, Kenny Loggins, and the Pretenders. Singer/songwriter compilations don't usually do very well. This collection is, then, an anomaly, and you'll realize that the moment you read the jacket. It's a virtual who's who of serious writers, and features some of their most compelling work. Easy listening music with a brain. It'll fly during the holidays and is an obvious choice for new families of all kinds. \$6.10 tape, \$9.99 CD, Music For Little People 42570.



A Love Worth Fighting For — A Celebration of Gay and Lesbian Singers and Songwriters/Featuring Michael Callen, Ani Difrancio, Cris Williamson, Pam Hall, Janis Ian, Holly Near, Ann Reed, Jess Hawk Oakenstar, Bill McKinley, Steve Sandberg, Laura Love, Gary Bakston, Grant King, The Flirtations, Lee Lessack, Dan Martin, Marsha Malamet and Thomas Bogdan. In terms of genres, you can't get more diverse and inclusive than this one. Cabaret, classical, pop, Broadway and rock from artists who have always been out and proud to themselves and their fans. The title track was written and recorded by Michael Callen (instigator of this project) the year before his death. Fittingly it begins a record filled with self-affirmation, exploration, compassion and joy. An excellent choice for gay, straight, bi... anyone who is a music fan! Liner notes feature photos and lengthy bios of all the artists. \$5.39 tape, \$9.99 CD, Streeter Productions 1001.

GAY MEN

Medusa/Annie Lennox. Annie Lennox has been cross-dressing long before we ever heard of Ru Paul and her fierce following of gay men is solid and genuine. In addition to her fashion sensibilities, the woman happens to be a brilliant artist. *Diva*, her first solo effort after her stint in the duo Eurythmics, was an enormous commercial and critical success. This follow-up is sure to follow suit. It's a collection of ten cover songs, from artists who have nothing in common other than being beloved by the Diva herself

(including Neil Young, Bob Marley, Paul Buchanan and Paul Simon). The irresistible "No More 'I Love You's'" has hit the charts and video waves with a vengeance (the video features male ballerinas). Her icon status in the gay community is nearing Bette Midler proportions and so this record is selling well in progressive and queer venues. \$7.49 tape, \$12.99 CD, Arista 74321.

Family/Turtle Creek Chorale and The Women's Chorus of Dallas. Joining forces to celebrate the Choral's 15th Birthday (and seventh release!), these two choruses have created a special recording sure to be coveted by fans of both groups. Conductor Dr. Timothy Selig has chosen songs which have become adoptees of the gay and lesbian community over the past two decades: "Over The Rainbow," "Somewhere," a medley of Williamson and Ferron's "I Am Your Sister/Testimony," Fred Small's brilliant anthem, "Everything Possible," and Callen's, "Love Don't Need A Reason." Fourteen cuts in all, this is a particularly soothing, grounding and exhilarating collection that will appeal to classical, choral and progressive fans alike. \$5.99 tape, \$10.19 CD, TCC 7. ○

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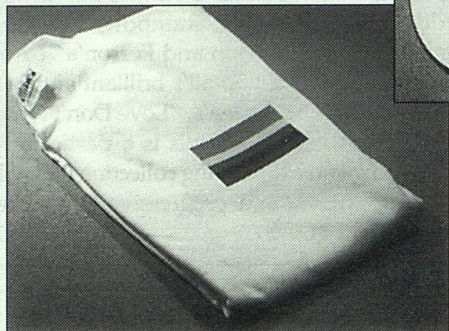
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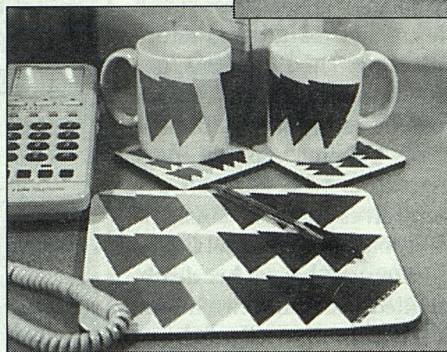
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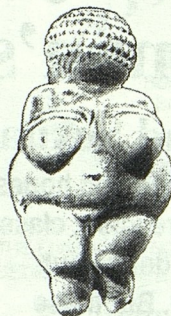
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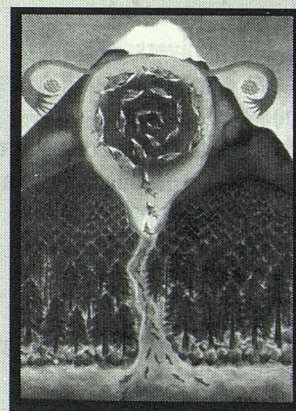
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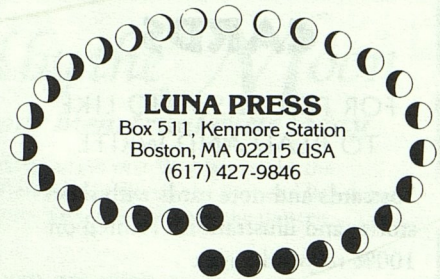
Calendars, continued

will continue through January. See for Yourself. Call Mixed Role Productions at 800-503-5036, ask for Susan or Margaret. See ad page 22.

The Crossing Press publishes the popular *Celebrating Women's Spirituality* Engagement and Wall Calendars honoring women's wisdom and spirituality from around the world. Spirituality calendars include full lunar and astrological information, affirmations, and artwork from women visionary artists. The *Women Writers* Engagement Calendar features selections from 14 writers including Annie Proulx, Ellen Gilchrist, Gloria Naylor, and Doris Lessing. The Crossing Press also has over 350 black & white post-cards of famous women, jazz musicians, and Native Americans. See ad page C1.

The 1996 SageWoman Calendar, *A Year of Goddess Celebrations*, is an eclectic look at the divine feminine from many cultures. This calendar is a care-free and loving interpretation adapted for modern

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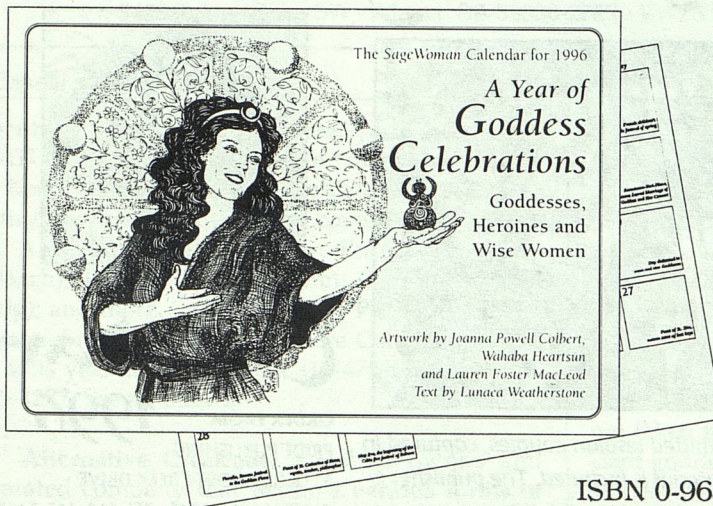
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A Year of Goddess Celebrations: The SageWoman Calendar for 1996



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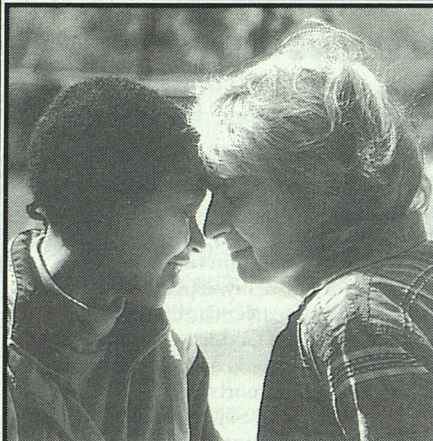
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Calendars, continued

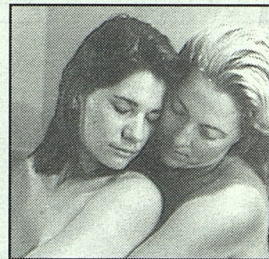
use, with an emphasis on ritual, everyday magic and finding joy and comfort in the daily presence of the Goddess. Seasonal lore, festivals and SageWoman's beautiful all-original artwork fill this perennial favorite. The low \$8.95 cover price will also help make this a best seller! See ad page 25.

The '96 Lunar Calendar: Dedicated to the Goddess in Her Many Guises. The 20th anniversary edition features fresh work from 25 artists, poets, and writers! Each lunar month is depicted in a unique spiral format, including all the phases, definitive moon data, the lunar year-at-a-glance, complete instructions, and bibliography. 32 pages, opening to wall-hanging 11"x17", 1-877920-06-1, retail \$20, Nancy FW Passmore, Editor. Luna Press, PO Box 511, Kenmore Station, Boston MA 02215; 617-427-9846. See ad page 25.

1996 Women Artists Datebook (\$12.95) — nicer than ever with work by Amy E. Bartell, Durga



Loving Women



Loving Women is a 12 month calendar, beautifully designed with rich duotone prints on fine matte paper stock. All photographs are of committed lesbian couples, captured in lovingly shared moments. No explicit material is included. The publisher is donating 10% of profits to AIDS Services. PRIDE PUBLISHING ISBN 0-9646732-0-7

Calendar 1996

ORDER FROM:
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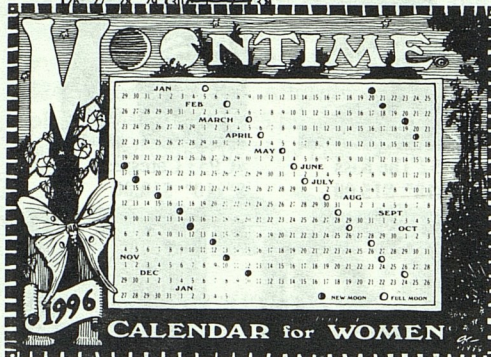
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5"x7" card w/bordered envelope printed
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\$48 per dozen retail 5PCMCW

THE MOONTIME CALENDAR FOR WOMEN tracks the natural rhythm of your body. Circle the first and last day of your menses. Join with a line. Watch the pattern emerge!

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Calendars, continued

Bernhard, Grace Braithwaite, Jane Evershed, MATUSCHKA, Elly Simmons and many more. Cover by Kendrick Wronski. **1996 Peace Calendar** (\$12.95) — 25th Anniversary edition! Hot cover — Peace Signs by Amy E. Bartell. Others: Emma Goldman (March); Rainbow Pride (June); Disabled Rights (July); and more. Special Days — Perpetual Calendar celebrating 25 years of Peace Calendars (\$7.95 — sells year round). Phone 315-474-1132, fax 315-475-1277. See ad page 2.

Alternative Creations, a lesbian-owned and operated company that features various forms of lesbian art. Exclusive producer of prints from the movie *Claire of the Moon*. Also featured are two new

prints & the 1996 calendar by photographer Judy Francesconi. No minimums on wholesale. Check our variety of Lesbian & Gay party invitations and more by writing or calling Alternative Creations, PO Box 70848, Reno NV 89570-0848. 24 Hour Voice Mail 800-963-0004. See ad page 28.

The Goddess Speaks 1996 Datebook, Festivals & Sacred Days by Dee Poth celebrates sacred days and festivals in honor of goddesses around the world. The datebook is based on *The Goddess Speaks: Myths & Meditations* by the same author. Illustrations are taken from museum replicas of twenty-five ancient goddesses. Through their related symbols and stories, the feminine spirit becomes present in our daily lives. Gorgeous cover. \$14.95 paper, 0-9638327-6-X. Available through wholesalers or order from



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These hot lesbian shots are from the movie

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They were especially selected and printed in full color on glossy paper.



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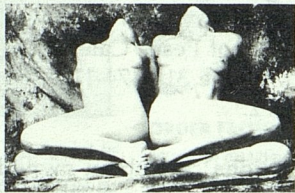
1996 CALENDAR

12 Beautifully Photographed Women in a 12"x12" format. Black & White photos printed on high quality recycled paper. Individually packaged. Calendar has important dates in women's history noted. **\$15**

DON'T BE LEFT OUT! Judy's calendar sold out last year. Reserve your calendar now! Prepay by July 1, 1995, and we will pay all shipping & handling charges. Approximate ship date September 1995.



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Calendars, continued

Sibyl Publications, 600 SE Powell Blvd, Portland OR 97202; 800-240-8566. See ad page 23.

Moontime Calendar For Women. New! A simple way for women to record their monthly cycle. Card-size calendar enables women to visually track their menstrual pattern and compare menses with moon phases. Exquisite drawings on card and bordered envelope highlight feminist aspects of receptivity and introspection. Small enough for bedside drawer, journal or traveling bag. Inexpensive gift for daughters, sisters, friends. \$24/dozen wholesale. Attractive easel/wall mount display \$5. Moontime, 425 Euclid Terrace NE, Atlanta GA 30307. Distributed by New Leaf. See ad page 27.



You don't have to read between the lines to laugh at the **1996 Dykes To Watch Out For Calendar**, Cartoons by Alison Bechdel. In the 7th edition of this

multi-volume work, breakout author Alison Bechdel chronicles the daily encounters and special events of contemporary lesbian life. Both bookworms and those who think that bookstores are only for meeting girls will find keeping track of who's who and what's happening a hot-off-the-presses experience. \$11.95, 1-56341-054-0, Firebrand Books. Distributed by InBook. See ad page 4.

Cards

The Goddess Speaks blank notecards, gift enclosure cards and bookmarks depict six beautiful images of the goddesses and their symbols as featured in *The Goddess Speaks: Myths & Meditations*. Stunning colors. Goddess story on the back of the notecard. Serves to keep goddess images and the sacred feminine present in today's busy world. Order from Sibyl Publications, 600 SE Powell Blvd, Portland OR 97202; 800-240-8566. See ad page 23.

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Daughters of the Moon Tarot

"This deck truly captures the feminist spirit. Working with it, one cannot help but feel a joyous celebration in being a woman." – Merlin Stone

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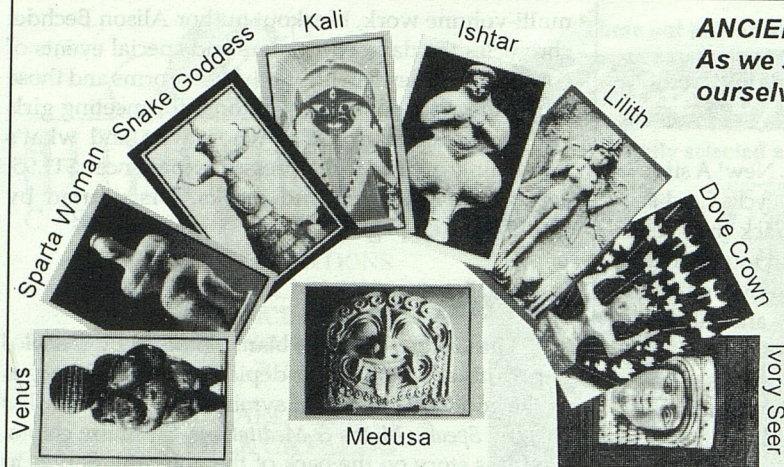
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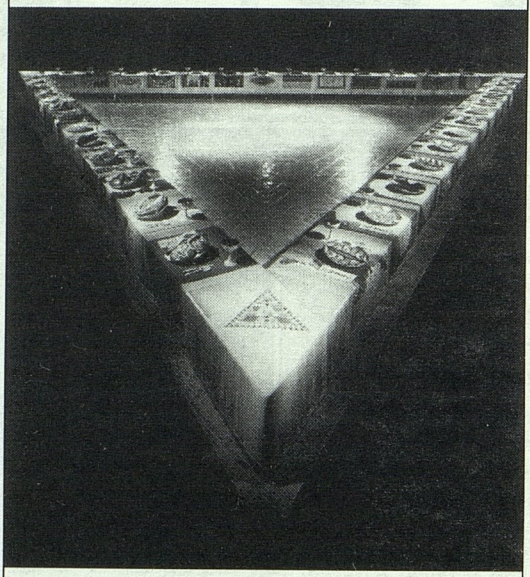


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Cards, continued

colorful folk-art style, Kiki honors the greatness of the everyday life of a woman, especially women's friendships. Kiki's artwork is produced on greeting cards, T-shirts, sweatshirts, posters, canvas bags, a Women's Solidarity Recipe Book, a Many Strong and Beautiful Women Address Book, a *Reflections on Sisterhood and Friendship* gift book, and many other products. The Kiki Collection, 500 North Robert Street, St. Paul MN 55101; 800-945-5454, fax 612-290-0919. See ad page 6.

Images from **THE DINNER PARTY**, the monumental work of art created by Judy Chicago, are now available on notecards and inexpensive jewelry. For free samples call 800-497-0572. **THE DINNER PARTY** will be exhibited starting April 23rd at the Armand Hammer Museum at UCLA. See ad page 30.

Espresso Press features postcards and note cards with short stories and illustrations. Printed on 100% recycled paper. Stories involve women, nylons, ties, offices, vegetables, marketing, God, cats and other issues. For friends who like to read and write. Free catalog available. PO Box 2042, Madison WI 53701-2042. See ad page 26.

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Cards, continued

Bridges Visuals, 1 Parsons Street, Goodwood SA 5034, Australia. See ad page 30.

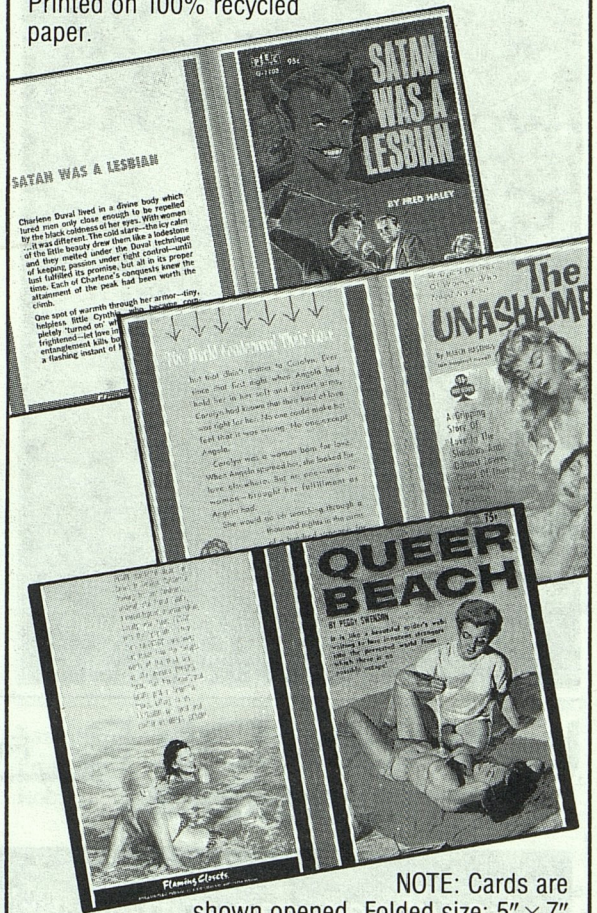
Looking Out Productions manufactures a diverse collection of uncommonly beautiful blank notecards by photographer Ruth Rabinowitz. Romantic lesbian imagery, friendship themes, timeless nudes, and a new antique garden series. Expertly printed in full color on recycled card stock. See for yourself why we are so popular! For more information or to order, please call 800-988-2688 or write to us at PO Box 66433, Scotts Valley CA 95067. See ad page 32.

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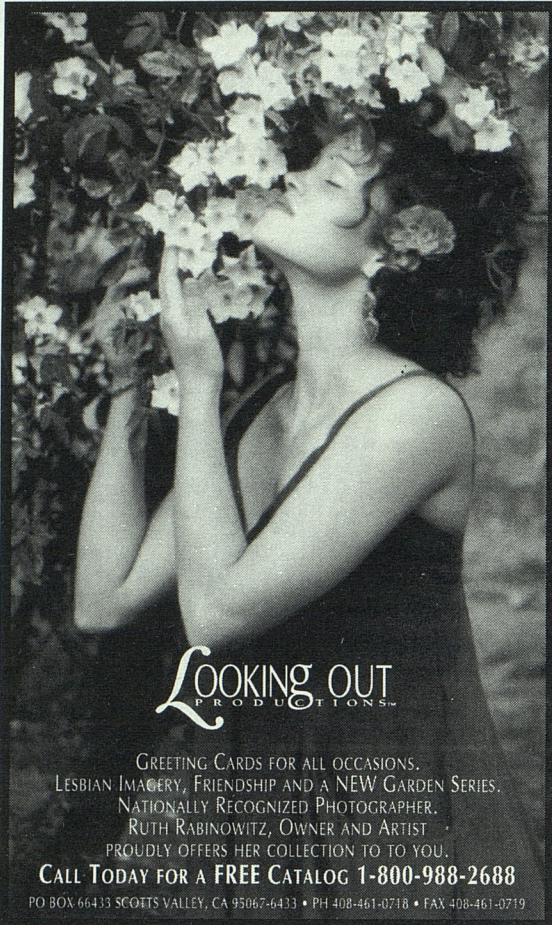
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Cards, continued

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Feminist Photographer Davida Johns offers 3 series of postcards to celebrate women's strengths and diversities. Two **Women At Work** series each contain 8 black & white images of women including: Firefighter, Welder, Judge, Plumber, 1st Mate. The **Farm Worker** series contains 12 sepia-toned images of Mexican women. A 4th series, images of Disabled Women, will be ready fall 1995. A percentage of profits promotes women's equality. Feminist Photography, PO Box 20574, Tampa FL 33622-0574; 813-521-3829. See ad page 13.

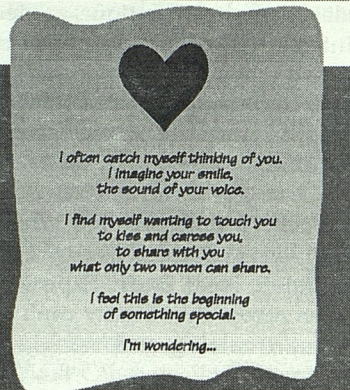
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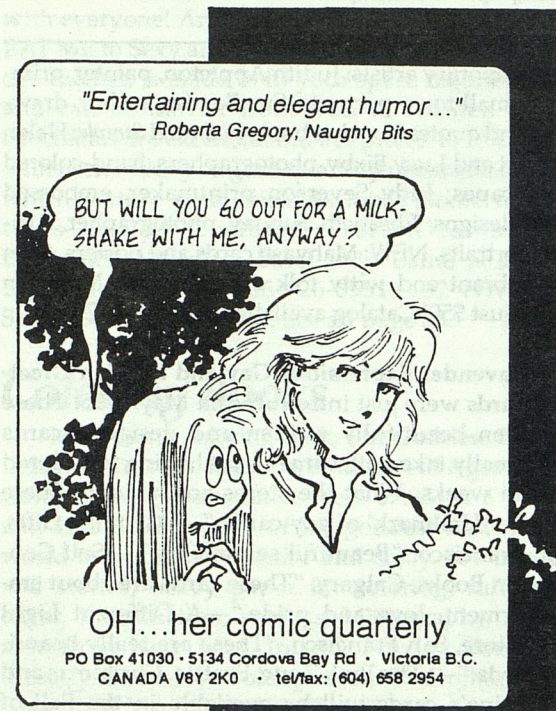


Cards, continued

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Daughters of the Moon Tarot cards, customers say, are the most beautiful they've ever seen. These cards by Fiona Morgan are a journey through Multi-cultural Goddess Herstory. Each card is a work of Art! Truly a visual joy. Tarot Deck is \$25.95 and Companion Book is \$9.95. Available through distributors or Daughters of the Moon Publishing, 9164 Mill Station Rd., Sebastopol CA 95472; 707-829-5248. The Definitive Feminist Tarot Cards. See ad page 29.

For The Little Ones Inside: bookmark-sized oracular/affirmation cards, notecards, postcards, bumper stickers, prints, posters, t-shirts and tapes celebrating the wisdom of the Great Mother's voice within us. Honoring: rest, going slowly, listening inward, being kind, loving, tender and gentle with ourselves. Powerful, brushstroke images of large, lush women. Provocative, empowering words. Many



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Spitfire Graphics is a lesbian-owned and operated graphic design and production company. The postcard being offered is the first project of this new company which began with the goal of graphically increasing the visibility of issues such as women and cancer and the environment. If shock is what it takes to wake up the world, then shock is what we'll deliver. Call for pricelist: Spitfire Graphics, 1155 Bayview Avenue, Oakland CA 94610; 510-645-3191. See ad page 14.

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Cards, continued

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Jane Evershed Card Collection. All new products printed on chlorine-free dioxin-free recycled paper with soy ink. Twelve posters, a CD, journals, notecards, prints, gift boxes, bookmarks, deck of 30 3½" X 5" cards and gift bags. To order, call 612-377-6355 and ask for Jane or Valerie or fax 612-377-0417. Write for a catalog: PO Box 8874, Minneapolis MN 55408. See ad page 12.

Lake Mills Studios, a woman-owned business, publishes an eclectic collection of blank notecards by

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Cards, continued

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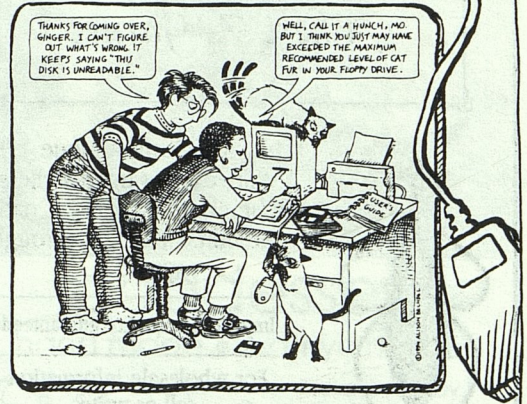
VisionWorks offers images of a changing world! Wholesale distribution of over 500 postcards and notecards, many are imported. Featuring feminist, women's art, lesbian & gay, political, spiritual, ecological, Black, American Indian and humorous themes. Including Leeds Postcards, Wildcat Cards, Cath Tate, Sally Morgan, Diana Bryer, Jennifer Berman, Betty LaDuke, Jill Posener and many more. Many new items, ask for the latest catalogs: Cards, Bumper Stickers, Calendars, Books. Display racks available, toll-free ordering. VisionWorks, PO Box 92, Greenfield MA 01302; 413-772-6569; Order line 800-933-7326. See display ad page 31.

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Coloring Books

More than a coloring book, **The Goddess Comes in Living Color: A Coloring Book for All Ages** by Jay Goldspinner (Rootwomen Press \$7.95) is a visual and verbal celebration of the goddess around the world to meditate on, color and enjoy. 40+ images and stories, heavy paper for coloring, full-color cover, introduction, sources, bibliography. Available from New Leaf, Inland, Moving Books or directly from Jay Goldspinner, 56 Orchard St., Greenfield MA 01301; 413-773-8033.

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Computer Accessories

Pride Screen Savers for lesbians, gay men, and friends. Product contains 16 colorful screen savers, 10 wallpaper images. Extremely tasteful. Appropriate for all ages. Outer box very colorful. For PC's with Windows 3.1 or greater. Retail: \$19.95. Wholesale: \$12 for 1-9, \$10 for 10 or more. We pay postage. Prepayment only. Send for free photo of outer box. **Lesbian-made.** BeProud Products, PO Box 16130, Elway Station, St. Paul MN 55116. See ad page 34.

Dykes to Watch Out For mouse pads. Call to place an order or to request a catalog of our other fine merchandise. 802-244-8339. See ad page 35.

Crafts

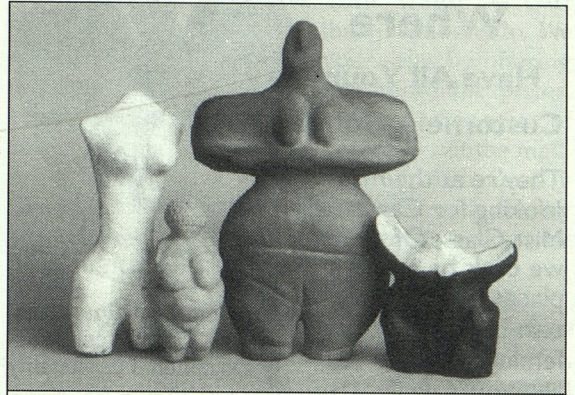
As mentioned in this issue's "Faves & Raves," **Brevans Boxes** are a must for your store! An excellent addition to your inventory, our womyn-made solid wood boxes are an exceptional value. We offer a variety of wooden designs on each lid ranging from coyotes and dolphins to lambdas, labrys, and womyn symbols. Call or write: Brevans, Lee Bracy and Anisa Evans, RR1 Box 233A, Gordonsville VA 22942; phone 540-832-7886, fax 540-832-7890. See ad page 8.

Art & Soul offers a constant reminder of feminine power with their unique line of switchplate covers. Striking images of the Goddess, Angels or Greenman

are crafted in copper with a verdigris patina or steel with various finishes. Also available is The Inner Self Manifestation Bowl. This beautiful sculpture is a heart warming gift and comes with a great little booklet on The Art of Manifesting Dreams which includes a simple yet powerful ritual. 60 Raintrail Road, Sedona AZ 86351; 520-284-1899. See ad page 35.



At LuminArt we play, sing, smudge and talk to the candles while we make them. And they respond, as will your customers! Every taper has an inner mandala, perfect for fire gazing. We cut the bottom ends, so that the display has colorful visual impact. Call for a color brochure of the complete line of affordable candles and candleholders including; chakra sets, Kwanzaa sets, remembrance, memorial candles, recycled wax candles and many candleholders. We practice this old craft infused with modern technology, and manage to achieve a synthesis of Spirit and profitability. You can too! Call 800-226-3533 for brochure.



goddesses

hand made • womyn made

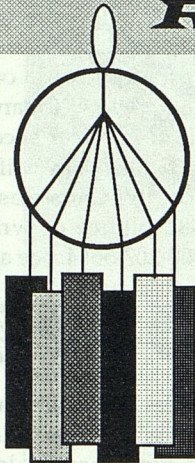
Sithern's
shamanic art

- raku fired clay goddesses
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Rainbow Wind Chimes



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with the sight and sound of fused glass wind chimes in Rainbow colors. Six glass panels move in unison to capture the light and melody of nature. Strong and sturdy, yet delicate and unique. Made for indoor and outdoor use.

Great sales item for unused over head display space.

P.O. Box 1452 Loomis, CA 95650

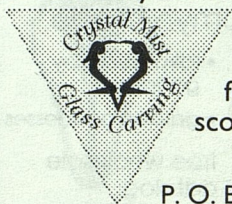
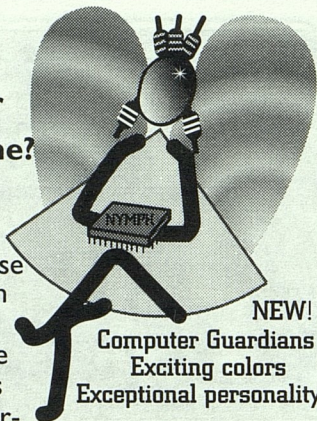
Ask for Colleen

(916) 652-9336

Blue Jewel Glassworks

Where Have All Your Customers Gone?

They're at the mall looking for Crystal Mist Glass. Of course we can't be found in places like that, we can be found at fine feminist bookstores like yours. Fully guaranteed exchange program and display advice available. Try our line - you'll like the results!



Call us at:
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for a free brochure and the scoop on all the fabulous new Crystal Mist Creations.

P. O. Box 186, Guffey, CO 80820

Crafts, continued

Rainbow Wind Chimes. Great sales item for unused overhead display space. Captures customer attention with sight and sound but never intrusive. Six handcrafted, fused glass pieces (Red, Orange, Yellow, Green, Blue and Violet) announce pride and preference as they delicately dangle from a beechwood ring augmented by glass beadwork. Chimes are sturdy for indoor or outdoor use. Never tangle. Approximately 18" long. Call Colleen at Blue Jewel Glassworks 916-652-9336 for info. See ad page 37.

Goddesses: Beautiful handmade, womyn-made raku fired clay goddesses. Also, garden goddesses lovingly made from earth colored concrete. 18 Goddess aspects available. Each signed by the artist. Retail price range: \$20 - \$80, wholesale discount is 50%. Free wholesale catalog. See photograph in **Slitherings** display ad: (from left) Goddess of Se (wholesale: \$15), Great Goddess of Willendorf (\$12.50, figurine), Aegean Goddess (\$17.50), and Crescent Moon Goddess (\$12.50). **Slitherings**, 733 Ormewood Ave., SE, Atlanta GA 30312; 404-627-2328. See ad page 37.

from **Under the Willow Moon** creates herbal pleasures for body and soul. Pillows are filled with a variety of magical herbal blends... beautiful fabrics, all refillable! Catnip pillows for kitties and one for dogs to help repel fleas! Specialty pillows for any occasion. Herbal Inspiration Cards are notecards containing a detachable herbal sachet. Available in 6 different messages plus seasonal cards: the Christmas sachet becomes an ornament! Call toll-free or write PO Box 2525, Aptos CA 95001; 800-207-5664. See ad page 38.



Out Right Enterprises offers lesbian and gay identity products: automobile license plate holders (rainbow, black triangle, pink triangle, leather community, red ribbon), key chains and refrigerator magnets. This year we will expand to include feminist and goddess images in cards, magnets, etc. Address: 295 Josephine St., Atlanta GA 30307, Phone/fax: 404-522-5623. Thanks for matronizing us over the last three

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Crafts, continued

years. Please send us suggestions for new items. Sandy, Wilj, and Wendy. Lesbian-owned and operated.

Spiral Woman offers powerful, multi-colored designs celebrating women and the earth we share. Earrings, pins, pendants, wall clocks and notecards depict goddesses, lesbian images and whimsical animals. Favorite at women's bookstores and festivals across the country. Jewelry is \$7-9/piece; clocks are \$17. Cards — b/w \$6/dozen; hand-colored \$18/dozen. No minimum on first order. Call or write for catalog: PO Box 14772, San Francisco CA 94114; 415-626-7821.

Transforming Glass into Magic — Our Specialty. Making magic — that's what we do. We can also help you improve your sales by offering finely handcrafted art glass at affordable prices. Your customers will be able to find a wide array of cutting-edge art glass at your store — not the mall. Bring the Wimmin back by offering them quality Lesbian-made products. We can assist with display and advertising. Try Crystal Mist! You won't be disappointed. See ad page 38.

Try **Hilary's Comfort Stones** in your bookstore — guaranteed sales! Comfort Stones are colorful, intricately patterned porcelain stones, each imprinted

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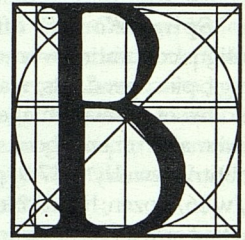
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Crafts, continued

with one of over 100 empowering words. Special words to fit your clientele can be ordered at no charge! These stones have been a best seller in Feminist Bookstores for six years! Proceeds from sales support gay and women's rights issues in Oregon. Free sample, brochure: Hilary's Comfort Beads, 1134 Van Buren, Eugene OR 97402; 503-683-7111. See ad page 36.

Bits of Glass offers artistically unique stained glass lightcatchers, celebrating life, women, and empowerment through symbols. You won't be

disappointed with the quality or price of these individually crafted treasures. Glass samples and photos available on request. Call 616-452-1125 or write PO Box 3135, Grand Rapids MI 49501. See ad page 36.



W & N Glass — stained, fused, and lampworked glass gift items and jewelry. Two women explore the possibilities of glass on a small scale. Boxes, seasonal sun-catchers, bowls, and candleholders are each handcrafted, no two alike. Sample set of 3 pair earrings, 3 suncatchers for \$50 plus shipping. Linda Williams/Rene Nickel, 901-767-8898.



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Displays

We make displays and merchandisers for books, greeting cards, audio and video media, and the best calendar display available. **Clear Solutions** are known for increasing sales by the beautiful way they present merchandise without calling attention to themselves. And they are guaranteed against breakage for a year. See ad page 39.

Pride Screen Savers for lesbians, gay men, and friends. Product contains 16 colorful screen savers, 10 wallpaper images. Extremely tasteful. Appropriate for all ages. Outer box very colorful. For PC's with Windows 3.1 or greater. Retail: \$19.95. Wholesale: \$12 for 1-9, \$10 for 10 or more. We pay postage. Prepayment only. Send for free photo of outer box. **Lesbian-made.** BeProud Products, PO Box 16130, Elway Station, St. Paul MN 55116. See ad page 34.

Distribution

Bookpeople is a full service wholesaler providing over 30,000 books, cassettes, calendars and magazines from over 3,000 publishers in both trade and independent presses. We offer in-by-noon, out-by-five shipping for the Western states, toll-free electronic ordering, free freight in California for shipments over 100 titles, and everyday discounts up to 45% on Featured Publishers. We provide monthly publications, weekly updates, specialty title listings such as the Gay and Lesbian checklist, and inventory search services through our Private I program for subjects including Lesbian/Bi/Gay/Erotica and others. In business since 1971, we celebrate our 24th year of commitment and support in the feminist book community. See ad page 40.

InBook (a division of Inland Book Company) represents 84 independent publishers and offers the best in alternative sidelines (and books) for the well-outfitted bookstore. Owners David Wilk and Stephen Hargraves have worked independently and as a team for over twenty-five years to broaden the scope and distribution of alternative presses. They made a welcoming home for women, feminist, and lesbian publishers early on in the company's formation. InBook is dedicated to promoting small presses and progressive ideas. See ad page 56.

Games

Passion Play! Beautiful, sensual, positive, exciting. At last there's a romantic board game that's enticing, imaginative, classy, high-quality, and egalitarian. It comes in three versions: lesbian, gay male, and hetero/bi-sexual. Colorful and attractive, *Passion Play!* is already selling well at Good Vibrations and other high-class stores. Why not at yours? Call 510-527-2352 for a free color brochure. Please see our display ad on page 41.

Jewelry

K. Floyd offers the most colorful and humorous gay and lesbian **Pins** and **Magnets** you've ever seen. Sentiments include: "Gay (but moody)," "I'm not gay... but my mother is," "I'll never forget the first time that we kissed," and hundreds of others. Lots of cats, too! See us in "Faves & Raves," and our ad on page 9. Call for a free catalog and sample. K. Floyd, 315 Granville Rd., Chapel Hill NC 27514; Phone/fax: 919-929-6347.

Gayla G Jewelry Design — Carries a full line of women's and lesbian and gay jewelry. The most popular items are Rainbow Pride Jewelry, silver and gold women's jewelry, and Body Jewelry for alternative piercings. We are the originators of rainbow pride hoop earrings, which are available in sterling silver, gold-filled, and 14k gold. New this season — colored aluminum pride flag necklaces. We will fill your special jewelry requests at great prices. Call or fax for free catalog: 619-293-0766. PO Box 632883, San Diego CA 92163. See ad page 42.



Lizzie Brown / Pleiades Jewelry
 P.O. Box 389, Brimfield MA 01010
 phone/fax: 413-245-9484
 pendants ▼ earrings ▼ rings



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Jewelry, continued

Sister Spirit Incorporated volunteers have resumed the Bracelet Project. We are making and selling, directly to Feminist Bookstores, leather bracelets with stone chips and beads attached by sterling silver wire: Your cost \$3.00 each; suggested retail \$6.00 each. Our work here in Mississippi at Camp Sister Spirit is important. We are currently building our Feminist Education and Cultural Retreat Center /Folk School and we have a community



"Jewelry from the Heart"

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QUALITY

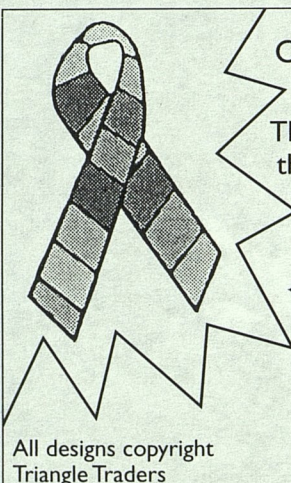
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outreach program, the Sister Spirit Foodpantry. We have successfully defended ourselves against a nuisance lawsuit and the religious right opponents are now asking the judge to reconsider. We will continue our fight. We need your help. We are a 501(c)(3) organization and any additional contributions are welcomed. Our struggle is your struggle. Camp Sister Spirit, Feminist Education Retreat/Folk School, PO Box 12, Ovett MS 39464. Phone 601-344-2005, phone & fax 601-344-1411.

Amazon Earware Beaded Labyris earrings and necklaces. Glass, ceramic and metal beads combined in a rainbow of colors. Necklaces strung on silk cords. Please see "Faves & Raves" column in this issue. Wholesale \$5 each. Suggested retail \$10. For order info write Amazon Earware, 1921 Jerrold Avenue, St. Paul MN 55112; 612-639-9763.

Wellstone is dedicated to expressing the symbols and embodiments of emerging consciousness in beautiful and finely crafted jewelry. Whether you are looking for the goddess closest to your heart, the nature "spirit helper" of your dreams and visions, or an angel to help out in your time of need, chances are that Wellstone has created an image to reflect your consciousness. Free color catalog. Call 800-544-8773, or write Wellstone, 11688 Polaris Drive, Grass Valley CA 95949. See ad page 44.



Our #1 Best Seller—**THE ORIGINAL RAINBOW RIBBON** is now available at its lowest price ever!

Thanks to record sales, and to celebrate our pin's second successful year, this high quality, hard enamel cloissone is now only \$2.50 each (min. 12).

Be sure to stock plenty of **the premier lapel pin** in support of lesbian, gay, bi and transgender rights!

◆ ASK US ABOUT OUR INFINITELY LESBIAN LINE WHEN YOU ORDER ◆

Bonus: Order by 9/15/95 to receive **free shipping.**

TRIANGLE TRADERS

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Tucson, AZ 85733-2351

(520) 795-7345



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Jewelry, continued

The Mulberry Company... feminist jewelry reps since 1982. Appealing earrings, pins, pendants, rings from Gina, K. Robins, Pleiades/Lizzie Brown, The Alchemists and other successful lines to enhance your display cases, distinguish you from superstores and boost sales. Call for catalogs and advice — we're here to help! Heidi & Elaine, PO Box 268 Dept FBN2, Cotati CA 94931. Phone/fax 800-822-6600. See ad page 7.

Nomi creates exceptional sculptural goddess artifacts, herstorical images, petroglyphs, animal shells and cowgirls in hand polished sterling, bronze with colorful and earthy patinas, sterling with vermeil, and 14k gold. Full color catalog. Call or write Nomi at PO Box 15702, Santa Fe NM 87506-5702; phone 505-989-3880, fax 505-820-7635. See display ad page 42.

"Diana Manley's popular tiny freedom rings are all the rage!" —*Deneuve Summer '95 Catalog.* **Diana Manley's** mini Pride jewelry features high quality affordable pendants, earrings and symbols in a variety of sizes and styles. Many stores currently carrying this line are especially impressed with the high volume of sales and the convenience of a small display. We look forward to hearing from you! Call or fax for a free catalog. Diana Manley Custom Design, phone 510-527-0511, fax 510-527-0511-33. PO Box 14867, Berkley CA 94712-5867. Please see our ad page 45.

The Great Goddess Collection. Sacred art sculpture & jewelry re-created by visionary artist & author of the best-selling divination set Amulets of the Goddess, Oracle of Ancient Wisdom and Goddesses For Every Season. All new 1995 goddess jewelry and miniature sculpture collection. From my hands to yours with love & magic. Call me for a free color catalog, 800-232-1733. I Am Your Sister. Together We Can Grow. See Star River ad page 41.

Lizzie Brown/Pleiades: New in 1995 — Goddesses of Old Europe. Lizzie's miniature Bronze

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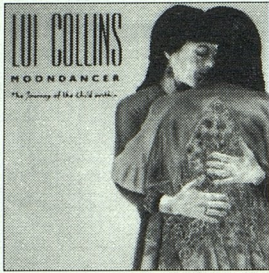
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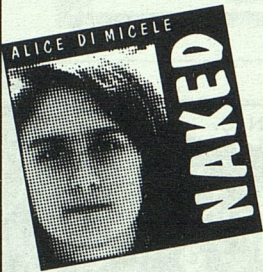
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Jewelry, continued

reproductions from the work of Maria Gimbutas and others, displayed on story books. We have lovely new sterling designs as usual, plus we want to introduce another treasure: the delightful and talented Martha Williams, who joined us this year and will be meeting you soon. Call, write or fax us at 413-245-9484, PO Box 389, Brimfield MA 01010. See ad page 43.

All of **Jane Iris Designs, Inc.** jewelry is made by women's hands at our Northern California studio. The designs give visibility to the current concerns of women's lives and make a powerful reflection of the essence of feminine spirit. Call or write for our brand new catalog featuring dozens of new designs! 707-823-5687. PO Box 608 Dept FBN95, Graton CA 95444. See ad page 45.

Triangle Traders is a lesbian-owned and operated business that is especially proud of two of their designs — the **Rainbow Ribbon** and **Infinitely Lesbian**. The Rainbow Ribbon cloisonne is an international hot seller. You won't find a finer quality pin at this price. The Infinitely Lesbian design is a proven favorite on tank tops, decals and notecards. Call or write Bobbi and Patrice today! PO Box 42351, Tucson AZ 85733-2351; 520-795-7345. See ad page 44.

Magnets

K. Floyd offers the most colorful and humorous gay and lesbian **Pins** and **Magnets** you've ever seen. Sentiments include: ("Gay (but moody)," "I'm not gay... but my mother is," "I'll never forget the first time that we kissed,") and hundreds of others. Lots of cats, too! See us in "Faves & Raves," and our ad on page 9. Write or call for a free catalog and sample. K. Floyd, 315 Granville Rd., Chapel Hill NC 27514; Phone/fax: 919-929-6347.

Images of Us... on magnets... depicting the colorful spectrum of our diversity. Finally you can decorate your fridge with handsome shots of dykes on bikes, racy topless dyke marchers, candid images of womyn kissing, loving, marching, screaming, all in our best gear (or none at all!). Plus lots of different images of our famed lesbians (kd lang, Melissa Etheridge, Sharon and Karen,

etc.) and identities (QUEER, DYKE, double womyn symbols, labrys, AMAZON, etc.). For a catalog contact **Sabrina Mazzone**, 2204 H Street Apt 4, Sacramento CA 98516; 916-448-9511, or e-mail lhooley@ups.edu.

Menstrual Products

Alternative menstrual products, a healthy choice for women and the environment. **The Keeper** is a reusable menstrual cup worn internally like a tampon, but without the dioxin risks. **Glad Rags** cloth menstrual pads have a wrap-around design which really stays in place, and have removable inserts for easy cleaning. Available through Medea Books, 849 Almar Avenue #C-285, Santa Cruz CA 95060; 408-425-0913. Call or write for product information and wholesale terms.

Mugs

The Mug Rack is proud to offer you nearly 100 different full color Lesbian, Gay and General designs on a variety of products including mugs, steins, caps, visors, coasters, mouse pads, T-shirts, etc. **Free** information pack #B109W available to stores and non-profit groups. Visa, MC, Check, Money Order accepted. We make everything we sell! Custom design work also available. **The Mug Rack**: PO Box 1231, Concord CA 94522. Phone 800-248-MUGS(6847), fax 510-686-6274. See ad page 20.

Music

Alice Di Micele is a lesbian singer/songwriter with roots in the natural world. She has released five independent recordings and her latest, *Naked*, is receiving wide-spread critical and popular acclaim and distribution. Known for her relaxed performance style and five-octave vocal range, she tours extensively. For more information on recordings, distribution, and bookings call or write: Alice Otter Music, 161 Alida Street, Ashland OR 97520; 503-488-1047. See ad page 46.

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Street Sounds RR9404



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Music, continued

Call 510-524-5804 or fax 510-528-9342 for orders; call 510-843-0533 to arrange programs. 704 Gilman Street, Berkeley CA 94710 (new address, same phones). See display ad page 16.

Goldenrod Distribution/Horizon Distribution:

It all started back in 1975 with one woman taking a box of Meg Christian's *I Know You Know* from store to store in her town. Today we are celebrating 20 years as independent distributors, and are proud to bring you the best in women's and lesbian/gay music, as well as riot grrrl music (we like to call it Girls on the Edge!), Native American and Celtic music. Same day shipping, knowledgeable sales staff and 100% returns policy can make music a great sideline! Call today: 517-484-1712. See ad page 10.

Gaia's Heart is a six-woman percussion and vocal collective that weaves original drum rhythms with poetry, song and story to envision a new reality for all womyn. Their new tape, *Drumming The Dream*,

uses the universal language of the drum to celebrate the Goddess-Spirit in us all, reaching deep within to reawaken our primal connections to one another and to Gaia, our Mother Earth. Their music empowers, inspires and transforms! See display ad page 19.

Healing from incest — one woman's musical journey: **Lui Collins Moondancer**, "Nothing short of brilliant" —Sing Out! CD or tape. Also **North of Mars**, "Collins not only turns in an exquisite kid-pleasing recording, she has given us 'grown-ups' another heartfelt set of songs from her own spirit." —Dirty Linen. Plus earlier recordings formerly on Green Linnet. For Catalogue and Distributor List contact Molly Gamblin Music, PO Box 318, Goshen CT 06756; phone/fax 203-491-3091. See ad page 46.

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Posters

Syracuse Cultural Workers — the "Poster People." Bestsellers: Audre Lorde; It Takes A Whole Village To Raise A Child; This Green Earth — 75th Anniversary Woman Suffrage (8/26/95); Fabulous Feminist; Dances of the Third Age. **New:** Pray For the Dead and Fight Like Hell for the Living — Mother Jones (AIDS & Breast Cancer); Earth Blessing. **Coming:** (10/95): Emma Goldman; Rosa Parks; Peace Signs (1996 Peace Calendar cover). Phone 315-474-1132, fax 315-475-1277. See ad page 2.



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Eve's Garden — Shop by mail for books, videos, vibrators and sexual accessories carefully selected by women for women and their partners. As the first sexuality boutique of its kind, Eve's Garden has been helping women empower themselves in body, mind and spirit for over 20 years. Your satisfaction guaranteed. Your confidentiality is respected. Recommended by sex educators, therapists and counselors. Send \$3 (to be deducted from your first

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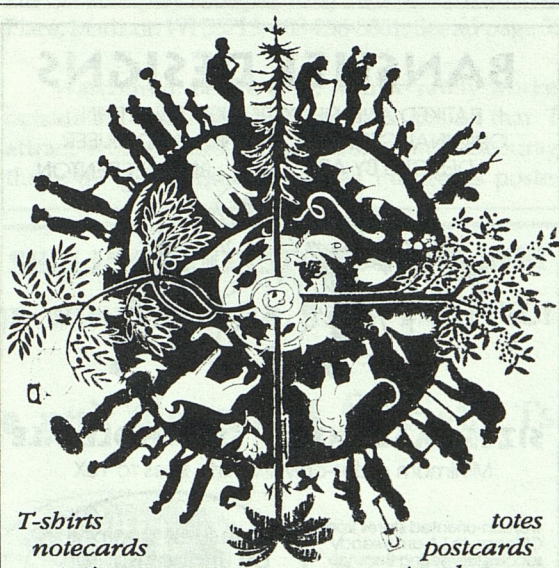
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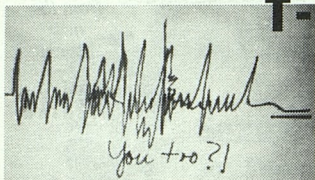
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Portland, OR
97214**

Sexuality Boutique, continued

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Nancy loves operating **Signs of Pride** from her office in the home she shares with her life-partner Susan and their 10-month-old daughter Morgan. Signs of Pride had its beginning in 1991 and now features dozens of static cling (non-adhesive) decals with new designs being offered frequently. Leather-and-glass-bead jewelry is still a hot item. Ask Susan about custom buttons. We can produce your designs in small quantities at affordable prices. See ad page 48.

T-Shirts

The Kiki Collection is the place to find **Kiki!** Kiki's artwork celebrates women! In her wonderful, colorful folk-art style, Kiki honors the greatness of the everyday life of a woman, especially women's friendships. Kiki's artwork is produced on greeting cards, T-shirts, sweatshirts, posters, canvas bags, a Women's Solidarity Recipe Book, a Many Strong and Beautiful Women Address Book, a *Reflections on Sisterhood and Friendship* gift book, and many other products. The Kiki Collection, 500 North Robert Street, St. Paul MN 55101; 800-945-5454, fax 612-290-0919. See ad page 6.

Relax, Make Love & Let Go! A beautiful image of Tantric lovers from the temples of Kujaraho. This quality 100% cotton shirt was produced to celebrate the hit song from **Maniko's** new album *If You Could See Where I've Been*. The colors on the image art are mauve and forest green. Sizes L and XL, shirts are natural and white. The lovers always invite a friendly smile from



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passersby. Available through Isness Records: PO Box 4494, Boulder CO for \$16.95. See ad page 49.

Ahimsa Graphics features calligraphic designs by Penny Jackim printed on T-shirts, tote bags, notecards, stationary, postcards. Jewelry and origami cranes also available. Native American, environmental, human potential, and women's themes. T-shirts are 100% heavyweight cotton; cards and stationary printed with soy inks on paper recycled from 100% post-consumer waste, cellulose packaging. For more information contact Ahimsa Graphics, 24 Cavanaugh Ct., Saunderstown RI 02874; 401-294-7769. See ad page 49.

Featherplay Designs offers T's and Sweats with "Eve Was Framed" set in a frame of alternating snakes and red apples. T's are 100% Cotton, \$8. Sweatshirts 50/50 blend, \$11. M-XXL. Also Red Clay 3-4" H goddess figures and 1½" Earrings, burnished and sawdust fired. \$9 each. First order: No Minimum, COD; 30 days thereafter. **Featherplay Designs**, Patty Federspiel, 2018 Irwin Place, Madison WI 53713; 608-256-8801. See ad page 52.

Watermind: Before 1945, women rarely worked outside the home. World War II changed all that. To attract women into the workforce and encourage them, the government produced numerous posters

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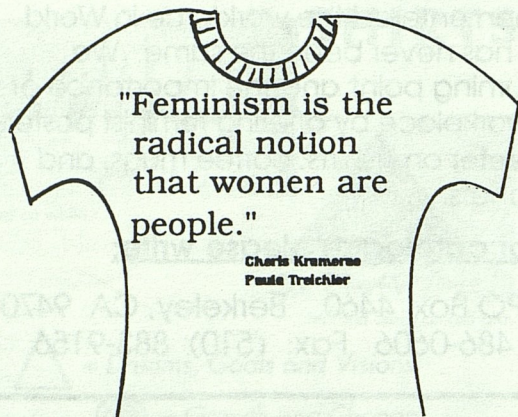


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T-Shirts, continued

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Banshee, designs by **Bridget Benton**, a woman-owned business creating beautiful hand-batiked & silkscreened clothing in sizes to 10X. Our original designs include Queer, Pagan, Feminist, and Goddess images. We are dedicated to size-positive (positive no matter the size) images of women. Tees small to XXXL are the same wholesale price: \$12@. For wholesale info contact Bridget at 503-236-6890, 923 SE 37th Ave, Portland OR 97214. See ad page 50.

Menopausal T-Shirts — designed by a 50-year-old menopausal woman. Two simple designs — one is empowering; the other is humorous. Both are a result of... well, menopausal women will know! Shirts are short-

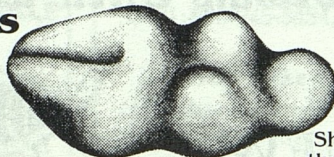
EVE WAS FRAMED

Set in a frame of mythical snakes and red apples, this shirt clearly states what women know. Everyone chuckles and agrees. Great seller! T's are 100% pre-shrunk cotton, Sweats are 50/50. Sizes M through XXL. Whlsl T's \$8, SS's \$11.

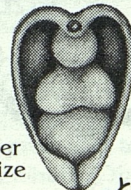
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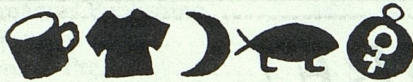


T-Shirts, continued

sleeve, pre-shrunk cotton. Sizes M-XXL. For more information call or write: Moretti Designs, PO Box 2250, El Prado NM 87529, 505-751-7141. See ad page 50.

We are three friends, feminist activists who try to give visibility and voice to the oppressions of patriarchy. A portion of our proceeds are donated to non-profit grassroots women's organizations and to individual women. We can accommodate most special orders on shirt sizes, colors, long sleeve tees, sweatshirts and designs, even if they are not listed in the catalog. We have posters and magnets and do embroidery and custom printing on T-shirts, buttons, bumperstickers and hats. **Not So Subtle Tees, Inc.**, PO Box 410 F, Lincolndale NY 10540. Phone 718-998-2305 or phone/fax 914-248-5769. See ad page 52.

Lady's Sewing Circle and Terrorist Society T-shirts, Sweatshirts and Stickers. Beautiful colors, best quality, many other designs. Dynamite in your window! Heads will turn. Men's Auxiliary also available. Rising Moon Designs, Box 60993 F, Palo Alto CA 94306. 800-739-5638. See ad page 51.



Yikes! Papier-Mache Press Has 40 New Sidelines! — Not only have we expanded our proven-selling line from the popular anthologies (*When I Am An Old Woman I Shall Wear Purple, I Love Purple*, etc.), we've also created a brand new line, *Pick More Daisies*, that offers a new look at life's priorities. Included are Read More Books, Eat More Ice Cream, Laugh More, Travel Lighter and other joys of life available on notecards, aprons, refrigerator magnets (very cool), and much, much more. Call for a free color catalog: 800-927-3915. See ad page C3.

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Naiad Press has greatly expanded its video marketing with ads in magazines and newspapers all over the U.S. targeting the lesbian market. Upcoming Naiad videos include *Go Fish*; *The Incredibly True Adventure of Two Girls in Love*; *When Night is Falling*; *I, The Worst of All*; *Thin Ice*; as well as Naiad's book/movie tie-in film, *Devotion*. As many as a dozen additional titles will be announced soon. Call 800-533-1973 today for further information. See ad page 11. ○

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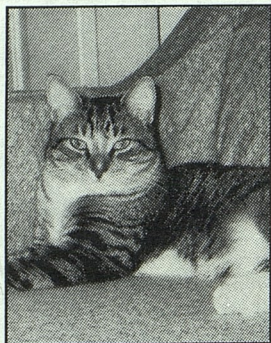
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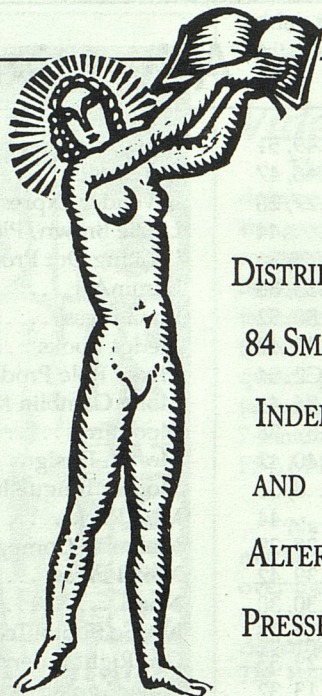
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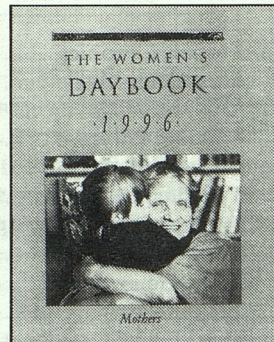


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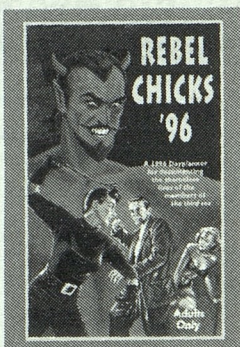


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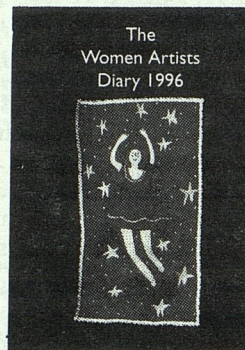


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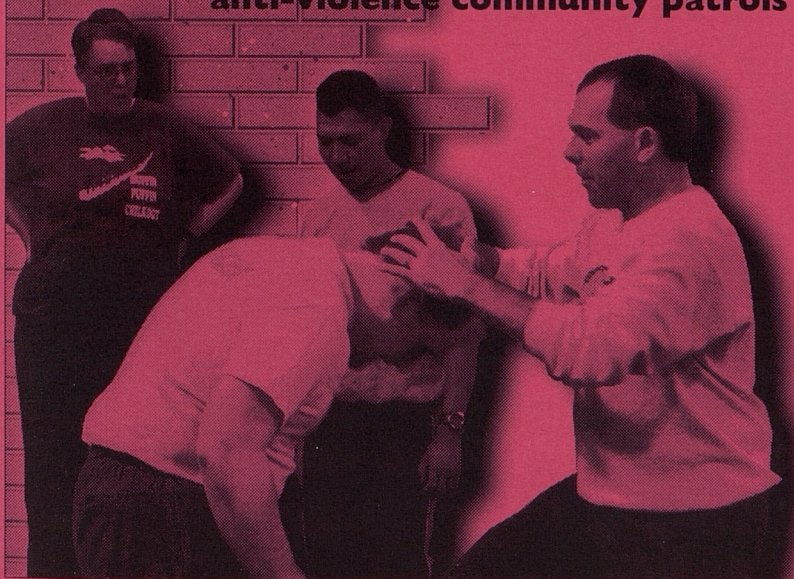


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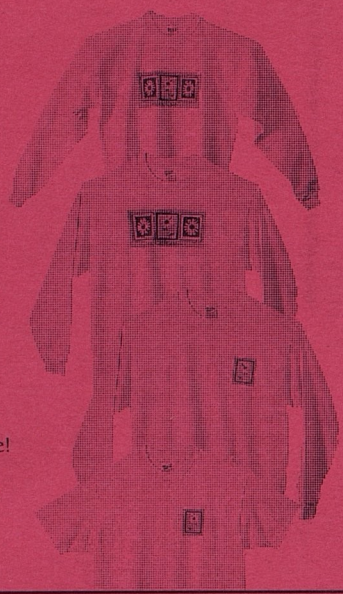


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5H01

Inland Files Chapter 11

Bankruptcy/Reorganization

By Carol Seajay
August 18, 1995

On August 1, Inland filed for Chapter 11 Bankruptcy/Reorganization after a long and difficult year of failing to regain its financial balance.

Reactions in the feminist book community ranged a certain zany elation (Naiad Press' "We are simply overjoyed by this news. It means they will become financially solvent again and will, by shedding much dead weight..., be able to move forward competitively in the tighter and tighter book market") to dismay, grief, and a various levels of panic as publishers try to plan their futures in light of the news and incomplete information and as booksellers (who were among the last to be officially notified) try to imagine how they will stock their stores with the new Fall titles from various publishers, for text book sales, and for holiday sales, and how they will get books from discontinued publishers.

As we go to press with this special supplement to the 1995 Sidelines Issue, many publishers are still making and re-making decisions about staying with Inland/InBook/WomanSource.

Initial information was terse and limited. Many publishers simply received a fax that stated that Inland had filed for reorganization under Chapter 11, that Inland had already taken steps to reorganize and return to profitable operation, and that it expected to continue operations without interruption; that under Bankruptcy Code creditors may not demand repayment of debt or interest owed to them as of the date of filing (but that the Code does allow for the timely

payment of goods and services supplied *after* filing date); that official notice would be forthcoming from the bankruptcy court re a meeting of creditors and their right to file a proof of claim; and that Inland would undertake discussions with individual publishers concerning future business over the next several weeks.

Distributed publishers (InBook & most WomanSource publishers?) seem to have received an additional letter stating that Inland intended to preserve as much of their distribution business as possible and that Inland would, subject to court approval, carry out the terms of their distribution agreements and expected distributed publishers to honor the terms of those agreements. It explained a little more about how Chapter 11 bankruptcy works, explained that since most distributed publishers' payments are not in arrears, Inland should be able to resume making timely payments fairly quickly to those publishers Inland wished to continue distributing, and outlined a bit of Inland's goal of "working diligently over the next several months to strengthen our ability to continue as your distributors and we continue to be confident that we will be more focused and more effective in selling your books than ever before." It also named Inland's counsel (James Berman, Zeisler & Zeisler, 203-368-4234).

Other publishers remain committed to staying at Inland and to keeping books in stock.

A New Plan: Focusing on Distribution

Interviews with David Wilk over the next two weeks clarified some of Inland's hopes and goals for the Chapter 11 reorganization: The current vision is

for Inland to continue to exist, primarily as a distributor for a group of publishers that aren't currently being served by other distributors — certain gay, feminist, political and literary publishers — and to continue with some of the (profitable) aspects of the wholesale book and magazine operation that round out that niche. The focus will be on sales and marketing, rather than on access.

Pre-filing Inland distributed books for about 1500 publishers. Inland will clearly cut the number of publishers significantly — possibly by 60% or more. Attention would shift to the most saleable books and unprofitable titles would, necessarily, be cut. David Wilk sees that Inland will “make a stand for feminist, outpost, poetry, and other books” that address Inland's specific niche. After Christmas Inland will take stock, make further plans and try to attract publishers back, but the goal is to be a smaller company. Chapter 11 is a way to shrink a company hard and fast. The motto through this period is “Do the least harm.”

Central to Inland's vision of its future is keeping the InBook distribution program intact, keeping some (or most?) WomanSource publishers on the distribution program, as well as keeping a (small?) number of key or profitable wholesale publishers (such as Naiad), calendars and magazines.

Another vital part of the plan, for all the polite and legal language that exists to make it sound nicer, is to dump debt from publishers whose lines aren't profitable for Inland and to cease carrying their products.

Having filed for Chapter 11, Inland's financial activities will be closely supervised by the court. Inland will also be required to file a plan for reorganization in October or November.

The Math

That Inland is in financial trouble is not news.

Last summer, after attempting to sell Inland to generate operating capital and being bilked by bust-out artist John Miller (watch for the story in the next FBN about Miller's plea bargain, which acknowledges buying 17 companies — including Inland — with intent to defraud), Inland went public with its financial problems, tried to recapitalize based on creditor loans and to reorganize. That Inland was having financial problems was not news to those publishers with whom Inland was in serious arrears and had been the heart of discussion at the ABA that spring.

Inland currently owes approximately \$5 million. It's assets are estimated at \$3-3.5 million. About \$1.3 million of the debt is “secured” and thus should, under bankruptcy law, be paid. (Last summer fifty-some publishers secured their Inland debts by performing some act of benevolence — such as loaning back a portion of last summers' debt or forgiving certain portions of it altogether.) The remaining \$3.5 million of the debt is not secured and those publishers will probably receive some low percentage of compensation.

Where did the debt come from? Miller cost Inland an estimated \$250,000 to \$300,000 between what he walked out with and the consequent expenses. Inland also claims an additional \$250,000 in bad debt from store closings in the last 18 months. (At Inland's 24% discount, the store closings would eat all the markup for \$1 million in sales; the John Miller, another \$1 million... without paying anything toward the cost of doing that \$2 million of business.) Inland also misjudged the music market for independent bookstores and invested heavily in catalogs and marketing music that didn't pay off and invested in other programs that lost, rather than made, money. Old problems also included creating a plan that grew the company too fast without creating an adequate infrastructure to sustain the larger staff and business load or evaluate the effects of the growth.

Inland's 1994-95 recovery plan ran into a number of serious problems: It presumed that sales would remain steady when, in fact, and in part a result of having fewer titles on hand when needed, sales declined. Returns, rather than remaining steady or declining, skyrocketed at Inland as they have all across the book industry, complicated perhaps, by booksellers' concern that if books were not returned now (while Inland was intact), stores would never be able to return them. Returns, since they involve both sending the books out and processing them back in while generating no income at all, are extremely expensive for any distributor. Fewer publishers were willing and able to offer Inland extended terms than Inland's plan had hoped. Shrinking a business, like growing a business, is also expensive. Books from discontinued publishers must be packed up and returned, accounts must be balanced out and debt must be agreed on if not paid off.

Inland has, over the last 27 months, distributed \$25 million to publishers.

Can It Work?

Many wonder if there's reason to believe that Inland can survive Chapter 11 reorganization when so many companies that file for Chapter 11 end up being liquidated under Chapter 7 — and when Inland has already tried, over the last year, to implement many of the changes that would make the difference.

The biggest — and ugliest — difference is that under Chapter 11 Inland simply doesn't pay most of the publishers most of what they are owed and, under Bankruptcy Code, pays current (post August 1) bills only. This is a state that Inland tried to achieve on a voluntary basis last summer.

Inland has also cut staff by 60% over the last 18 months.

But other problems remain: Sales and customer service, despite the addition of reps, has never returned to the partnership and team levels that characterized Inland's pre-distribution days and generated such strong customer loyalty and support. Granted FBN always hears dissatisfaction rather than success stories when it comes to collections departments, but Inland seems not to have solved its problems on this side, either.

And then there are a number of larger questions:

1) Inland's genius has been wholesaling: collecting and making (readily and dependably available) a wide range of books that were available nowhere else.

2) Distribution, as evidenced by a migration pattern of publishers out of InBook and on to PGW and Consortium, has never been what Inland does best. Presumably the point of focusing on distribution is that it's more profitable, if also more expensive.

3) If Inland's distribution has been shored up by booksellers' Monday morning Inland wholesale orders, how will it fare without that impetus?

4) The goal is to provide distribution to publishers that won't find it elsewhere. But many feminist bookstores are questioning whether distribution, which means a lower net profit for publishers and higher returns from sales to stores that aren't committed to the publishers' books, solves or creates problems for publishers that were successfully wholesaled in years past. Distribution, as it is currently being practiced across the country, also tends to shift sales to

publishers' frontlist (which necessarily varies in strength from season to season) and away from the more stable backlist, a practice that also blurs the distinction between chain and specialty stores.

5) For the stores committed to carrying books of the kind sold by the publishers InBook seeks to (continue to) distribute, distribution (versus wholesaling) books is of very little practical value, but it does increase the number of (competitor) stores carrying the frontlist titles and the cream of the backlist. I, for one, would like to see a crystal-ball report that balances the profit gained by publishers via the active promotion of their frontlist titles to stores that wouldn't otherwise buy them against 1) the cost of returns from these same stores and 2) the loss of outlets and support for their backlist if (when) the committed stores lose the battles against the chains and increased competition from independents trying to survive the chains by moving into increased specialty (gay/les/fem) areas as a survival strategy rather than out of ongoing commitment to the titles and publishers.

In other words, is distribution slitting our own throats as booksellers and publishers?

Generating Animosity

Regardless of other long-term outcomes of Inland's Chapter 11, it divides feminist publishers into two groups: those who (are going to) get paid and those who aren't. Clearly the former group benefits by the losses of the latter group whether it's admitted or not, and this is undoubtedly going to create a certain level of animosity among publishers and will make it very difficult for publishers on opposite sides of the divide to work together toward common goals.

The rallying cry "Pay Inland so Inland can pay publishers" also creates a similar problem for the bookstores. What this cry means, of course, is pay Inland so Inland can survive and pay certain publishers what they are due, and so that Inland can pay other, equally beloved and important publishers, a small number of cents on the dollars they are owed — or absolutely nothing at all. Many, quite accurately, see payment of debt owed to Inland as an investment essential to Inland's continued existence. Booksellers, unfortunately, have no control over who gets paid with the money they owe to Inland. Nor will feminist publishers be able to have much impact.

The Creditors Committee

In bankruptcy proceedings, the twenty largest unsecured creditors are invited to meet as a committee to negotiate in the interest of the (largest) creditors. Most of the creditors on the committee will be owed upwards of \$30,000. Ironically, there are no feminist or gay-owned publishers in the top twenty to negotiate a more fair settlement for the smaller publishers as the largest feminist publishers who might otherwise be in the top twenty are either InBook publishers (and thus are relatively current with their Inland receivables) and/or because they secured their debt last summer. Publishers who are likely to be on the creditors group include Heinemann, Fromm, Chronicle Books, Masquerade, and Consortium. This group is scheduled to meet on September 27. FBN's experience, having had a number of advertisers declare bankruptcy over the years, is that, as a small creditor, we've never received even a penny on the dollar — nor have we ever received a report on what the larger creditors received. We would like this bankruptcy proceeding to be a little more equitable.

The Importance of InBook this Fall

Regardless of whether Inland manages to reorganize and survive into the future, Inland's decision to continue operating through the Fall and Spring seasons was absolutely the right decision if the continued survival of the presses is seen as the priority. A much-worse-case-scenario would have been for Inland to simply file for Chapter 7 (liquidation) on August 1. That would have left a host of publishers with no way to distribute and sell their Fall lists — a situation that would certainly have caused many more publishers to collapse very suddenly and a scenario that is much more devastating even than the reality we are facing. Whether Inland survives past next Spring or not, the fact that it is here now to sell (and to pay for) Fall and Spring titles from Inland-dependent publishers means that these publishers (if not all publishers) have time to negotiate other alternatives. It is the wise choice in an untenable situation.

What Will Bookstores Do?

What bookstores do depends, primarily, on what the publishers decide. Obviously, as publishers are discontinued or as they withdraw their books from Inland, bookstores will have to shift

their ordering patterns. In some cases this will mean increased orders to publishers' primary distributors (i.e., Consortium or PGW — which does maintain a frontlist warehouse in the East) and/or paying shipping from Bookpeople. Sometimes it will mean increased orders to B&T or (ouch!) Ingram (the chain-store of distributors). Many books may "disappear" for a while as bookstores try to find publishers' addresses or other distributors for these books (a situation that will add further burden to publishers who are already suffering from their Inland related losses). Some titles will be direct ordered and some will be dropped as it is impossible for stores to order from so many publishers.

Some publishers may also request the bookstores do a direct order for their initial stock order.

Finding the Publishers; Finding the Bookstores

It's a given that Inland will stock fewer books from fewer publishers than in the past. One of the things Inland can do to ease this transition and reduce the damage done to the bookselling and alternate publishing communities is to provide booksellers with the addresses of discontinued publishers when the stores attempt to order these books, so that bookstores that wish to can pursue direct orders. Bookstores would also be well served if Inland would make customer lists available to publishers (perhaps in part compensation for moneys owed that will never be paid?) so that publishers can find their customers and advise them of changes in distribution and/or direct order terms.

When Women In Distribution closed fifteen years ago, FBN published the names and addresses of all of WIND's publishers along with terms and other distributors used. Given the changes in technology, there ought to be another, equally simple and economical way of providing the information to reopen communication between the publishers who lose big in the Inland bankruptcy and the bookstores who are their primary customers. It's essential for the publishers' survival and it's certainly essential for the bookstores. Inland's mailing list is big, but direct mail blitzes should be viable if several publishers join together to share the expense.

FBN will also be publishing updated distribution information as we receive it from the publishers. ○