6/15 conv w/ Liz afterwards: told her I'm currently in mood to move from Scribner even if the offer elsewhere is the same $200,000, to leave behind the sales history that's being cited against me.

Liz: the sales history will be known any other place I go, and she advises against leaving Scribner if I can't do better financially elsewhere. She can't think of anybody who'd do better by my books than Scribner, "they're very aggressive."

We agreed again to wait until fall and assess things then.

My current strategy for fall:

--compile list of other editors and have Liz assess or approach them; (Carol's suggestion: sound out some myself, along lines of "are you capable of an advance just under $300,000?")

--if Scribner impresses me w/ MtT handling, try some sweeteners to see if we can get the advance above $200,000:

--mix audio rts on Sky, HE, & Eng Crk (Kristin is to review those contracts, see if they've terminated)

--foreign rts on Sky & WBros (& other bks as well?)

--a cut of Sky movie rights?

--a cut of movie rights on the next book?

--60/40 split on all (or selected) secondary rights?

--escalator clauses as devised by Liz

--substitute HFAir school-based book idea for Prairie Nocturne

--stimulate 2-year delivery date, i.e. Dec. 31 2002 (on basis that I'm apt to deliver earlier, but don't want an earlier deadline)
3-way coffee call.
"unarmed" what do I hang up against? (Susan in picture)

Vas & L12 3-way 15 June '99
Julieta - newsletter mention already

Main in NPR en
working ATC

9:00

scritto: 23,000

اة

advice: start L12 - green-vidaud accys
- more loss on Bashing
- split dye

Praise: rat 30 yrs in my mind, all is good
- wave & hold: race gap

Catherine: from L12 office now to scritto

By N - Radicordy, mgo

6/25 40-45,000 print run; Nathan is good.

Notes about
Scribner seems to have insufficient enthusiasm for the book proposal, so let's withdraw it. Later in the year, after we see what they do or don't do for Mtn Time, I can present them another idea I'm working on--and we can see where we go from there. OK?

I don't like the idea of moving down in the advance, particularly on the basis of Bucking the Sun. I about worked myself to death writing that book, I complied with Becky's editing, then I went out and busted my butt on the bookstore trail for them for 2 1/2 months. If I'm remembering right, that was a year when book sales in general were down 6%--and while I wish Bucking the Sun would have sold the 8 or 10,000 they more they told me they thought they could add because they were Simon & Schuster, I don't see what more I could have done. The paperback sales, I have my own complaint on those--now that they have Dancing at the Rascal Fair, they're managing to sell about half as many copies a year as HarperCollins did on automatic pilot. That's despite the fact that it's popular with book clubs, that it's plainly my most popular book with readers and the one that sold the most on my backlist, before it came out in Scribner.

I do need to know Scribner's stance on Mtn Time. Are they going to push it any, and if so, how?

Do they not think they have a problem? An author they haven't been able to come to terms with, and a book and a booktour coming, not that long from now? If they're not even going to go through the motions for Mtn Time, why should I drag my protesting body around for nearly 2 months in 30 signings?

What's the print run?

It already has an ideal review posted on Amazon.com, and I think a hefty order from Costco--both of which have my invisible hand behind them, more or less rather than anything Scribner has done yet.

--gist of convsn: I dwelt on the highlighted portions. Liz said she doesn't think it's insufficient enthusiasm @ Scribner--Nan seemed to quite like the proposal--"it's history." Told her I didn't want to hear Bucking the Sun used as my fault, etc.

Upshot: Liz said if I don't need the advance payment (told her I don't, my pension and a couple of speaking gigs add up to what Scribner is offering), then we'll wait. She's to present my concerns about Mtn Time, and we agreed that from here on I should express concerns to her, and she'll pass them along, more promptly and fully.

--Probable complication ahead: Scribner favoring Prairie Nocturne proposal rather than the S. Fork school idea I've hit on since. I'll likely have to tell them I've changed my mind, S. Fork is the book I want to do next, PN the one after that.
Ivan -- If you decide you want to pursue a contract, you'll probably want to do what you succeeded in once before -- give your editor/publisher a reason to up the ante. One way to do this would be to cite figures on *Rascal Fair*. Herewith, ideas for a memo to Liz.

Liz

I think some of the points below may not have been fully considered yet at Scribner. Please ask them to review these, and anything else you think pertinent.

1. Susan Duff has often been cited as one of readers' favorite and most remembered characters from *Dancing at the Rascal Fair*, my best-selling book. A large constituency of core readers is therefore built into *Prairie Nocturne*. My royalty statements as of show *Rascal Fair* sales of and no doubt Scribner has better numbers than that.

2. As well, *PN* will be my first book with New York City settings, and this ought to do something extra for the marketing people.

3. My last two book contracts, at $260,000 advance each, were signed when the previous novels, in each case, had fewer sales than *Bucking* now has.
   (Give figures)

4. My books continue to sell indefinitely. All of my books are alive and well in paperback.

5. While literary prose may not stand on its own as a reason for a $260,000 advance, isn't it worth something?

6. Don't my workmanlike efforts add up to cost efficiency for the publisher? I've never missed a book deadline, and I've been early in completing a ms. more than once, including for *Mountain Time*. As well, I've been prompt with editing turnarounds. Finally, I've been led to believe I'm a pleasant professional to work with.

Maybe I'm too nice, Liz. Let's try this again. We're certainly being reasonable in arguing that $260,000 is the minimum acceptable.

I hope we can keep working with Scribner. If not, we'll just have to show more this idea around.
Options for talking with Liz on June 7

1. Press ahead with argument for $260,000 advance for Prairie Nocturne.

2. Lay out the possibility of a highly commercial spinoff from Rascal Fair, a novel about the South Fork schoolhouse and its families. (see separate memo)

3. Wish Liz a happy summer in Maine and tell her you'll talk in the Fall.

   "Improving enthusiasm" for Nocturne. 
   - got the other ideas, pulls off directly from R.
     - in-house
     - last-selling
   - potential sales figures, this is 10
   - if they see me as a money-loser, I can move on; think in all, but not on scale
   - RT are sales figures; how come their sales/figures not as good as Harper C? 

   men vs later: 
   - Dec. 2 deadline
   - start book: 100,000
   - escalator clauses
   - $ up front

   To Liz: I don't want to hear you suggest my moving down

   - book tour
   - print run: 14,500 - time orders:

   - to Liz: Do they not think they have a problem?
   - If they're not even going to go there, I'm done,
   - why did I drag my protesting body down for nearly 2 mos in 30 lost nights?

   Sandman seems to have indifferent enthusiasm for Nocturne idea, so
   let's withdraw it. This fall, after we see what they do or do for MN, I
   can present them with a new idea, i.e. strictly linked to R.

   LIT @ J SOUS.
Talking points for a novel about the South Fork schoolhouse and its families

Perhaps Scribner would like another option. (Perhaps you'd like a project that's a lot of fun and a lot less work than PN would be.)

A good argument can be made that this novel, as a spinoff from Rascal Fair, would have a large core readership potential (RF sales at ______ copies as of ______, and counting), and a natural, besides, for Christmas sales as gifts to kids, grandmothers, aunts & uncles, friends).

Since Scribner has the RF paperback, they ought to see synergies here.

You could begin by asking Liz if Nan would read a few pages of RF (ll1-121 and 131-132). That would be better than any prospectus in terms of seeing whether she'd be enthusiastic about the idea.*

If Nan doesn't respond positively, so much for that; if she does, then you could have Liz redouble arguments about sales potential, and see what Scribner would advance on this one.

I'd suggest floating this out without title or other comment, since the RF pages set the scene and the kids so well.

I wouldn't tip to Liz that you'd take less advance for this proposal. Just see what happens.

Advantages: You'd have a contract in this difficult publishing climate, and a less demanding book. And you'd have a shot at selling a lot of copies.

* If Nan doesn't have immediate access to the paperback, you could FedEx one.
Steve Taylor
Sat. 12
796-1025

June 11
Nan Graham: 13:35
- talk to you / sitting the think's not love now
  - want new life
  - idea "brilliant" / new territory
  - anything in my mind awhile, good thing
  - why we're offering less:
    - unearned
    - with splitting all / cas
- talk on Mon.
- 632-4930
  - was name
  - publicity info

June 14 - Nan /
Martin next month
- tomorrow afternoon / # after 4
Online booksellers have recognized that the more information available to online browsers, the more likely they are to buy a book. To supply retailers with information about our titles, we created an automated system designed to transfer digital files to several online booksellers, customized to their specifications. Our goal is to pass on to any online bookseller all information possible in digital format about our books. This includes basic title information (author name, title, and ISBN) and digital assets such as book covers, jacket copy, author biographies and photos, and reading group guides (where available) for each title in our catalogue.

Other than images of book covers, booksellers feel excerpts are the most valuable sales tool available to convert a book browser into a book buyer. As we know from watching readers browse in bookstores, they handle the book, flip through the pages, read several pages and then make the decision whether or not to take it home and read the rest. Here the reader can select his own excerpt, not necessarily browsing the pages that might bring him deeper into the text. Online, editors and authors can select the excerpt that best showcases a book.

We are certain that online retailing will continue to grow in importance as a sales channel for trade books. We are committed to supporting that growth. While nothing can replace actually holding a book and thumbing its pages, we hope to simulate this experience as best we can online. All of our efforts are made to enhance the browsers experience and give him the information he needs to make the decision to buy.

For this reason, providing excerpts is a key next step in the online marketing process. Excerpts enhance and enliven the consumer online experience, will boost consumer satisfaction, and lead to increased sales.

It is clear that the Internet is rapidly developing as an important sales channel for books, with pricing, convenience, and selection key factors to the online buying experience. Top online booksellers like Amazon.com continue to successfully demonstrate the potential of selling books on the Internet: Amazon, which offers 2.5 million titles for sale online, has nearly doubled its book sales revenue in each of the last four quarters, and, like its "bricks and mortar" counterparts, recently experienced an explosive Christmas season. Traditional retailers like Barnes & Noble and Borders are not far behind with their web efforts. And the demographics of Internet users is becoming more mainstream. In 1996, for example, the top-selling title online was Creating Killer Websites, a direct fit with a technical early-adopter online user. Just a year later, Into Thin Air took the top title slot, demonstrating a clear shift towards a more general consumer marketplace.
Supporting the Online Sales Channel

At Simon & Schuster, we’re taking advantage of this opportunity in online retailing in several ways; through our website, SimonSays.com, through partnership with other websites and, through the support of online retailers.

Publicity Partnership with Websites

Simon & Schuster currently works with many sites on the web which feature content targeted to specific audience segments, much like magazines do in the print world. For example, while in traditional media we might pitch a book about golf to Golf Digest and Sports Illustrated magazines, online we’d suggest the same book for review to ESPNet.com and Golfweb.com. We work with the partner site to make sure the user has as much information about the book as possible, such as book covers, jacket copy, author biographies, and more. Often, along with reviews and author interviews, excerpts are the most powerful way to reach that reader and the most requested content by partner sites.

There is an added advantage here because many of these sites can link users directly to a bookseller. So now when a user discovers a new book, he can make the decision to buy the book and immediately act on that decision.

Just take a look at a few recent press clippings:

“Intuitively, it doesn’t make sense. A Washington publisher, National Academy Press, posted 1,700 of its current titles on the Internet, thereby letting everyone read books for free, and the next year its sales increased by 17 percent.”
—The Washington Post, 9/30/97

“The rise of the Internet bookstore could produce a similar boost in book sales today experienced by record companies after the introduction of compact discs.”
—Financial Times, 11/6/97

“Nobody says or even thinks Amazon.com and its competitors on the Net are going to eventually do away with traditional bookstores. But what these electronic bookstores do is provide consumers with a means of getting books they want, even hard-to-find ones, without leaving the comfort of their homes and at a substantial savings off suggested retail prices.”
—Knight-Ridder Tribune Business News 10/14/97
November 5, 1998

Ivan Doig
17021 Tenth Avenue NW
Seattle, Washington 98177

Dear Ivan:

As you may have read, the growth of the Internet and online services over the last few years has created an exciting new sales channel for the publishing industry. We believe that Simon & Schuster is well positioned to take full advantage of this new sales opportunity. For the past year, through our Simon & Schuster Online division, we have been promoting and selling books on our website, “www.SimonSays.com.” Visitors to our website can read the book jacket and jacket copy of many of our books. In some cases, visitors can also read an excerpt from the text. In addition, Simon & Schuster titles are also available for sale on bookseller and other websites, including Amazon.com, Barnes and Noble, Salon, and Borders.* Please see the attached material which outlines our current efforts.

Research has shown that online sales would be enhanced if online consumers were able to “browse” books online, much as they would be able to flip through a book in a conventional bookstore. Simon & Schuster will therefore be expanding its online sales efforts by providing up to chapter-long excerpts from our titles to online booksellers and other sites featuring books to display on their website in connection with their promotional and sales effort. We have selected your book(s) to be included among the titles that will receive expanded promotion on websites. Please note that websites will only display excerpts authorized by Simon & Schuster and these excerpts are being provided free of charge and for promotional purposes only. Based in part on marketing considerations, different bookseller websites may display different excerpts from the same title. However, no more than one chapter of your book will be available on any individual site.

Simon & Schuster always has a vital interest in preventing copyright infringement of our titles, and will require that online book sites to whom we provide chapter-length excerpts take steps to protect us and our authors from such a possibility. If you have any questions about our expanded online sales efforts, please feel free to contact me.

Until this paragraph, this letter is obviously format. Nan and I are all for the online exposure. We think that the first chapter (our usual choice for any book) of Mountain Time makes for a great online excerpt.

All best,

Brant Rumble,
Assistant to Nan Graham

cc: Liz Darhansoff
8 July '99: met Dave Nelson, Harcourt sales director, @ the Alexis for a drink last night. Told him to feel free to drop word w/ Dan Farley (although since Dan is now prez instead of publisher, it'll likely be to Andre Bernard) that I'm not signed, sealed and delivered to Scribner for the next book. I couched it that I'm waiting to see how this Time Warner/S&S agglomeration shapes up, that I like working w/ Nan but who knows what her future will be...

Dave professes to like the comfy sige of Harcourt, 300 books/year, 100 of them adult trade.

He mentioned that Andre Bernard started as Nan's assistant, and Farley plays tennis w/ her. What small town. Along those lines, this fall I might watch for a chance to let drop to Nan that I've seen Dave, who referred to her as "Nanagram," the old Penguin mafia etc., as a way of tweaking her that I'm in touch w/ other publishers.

Dave would like to see Sky and Winter Bros re-packaged, w/ fresh artwork to try for new readers; I'm persuaded that that's a valid point, and the beloved Paul Bacon cover can go. Will now write a letter to Andre urging that we get this done in time for the MTN TIME p'back tour a year from now.
1 July 99. Nan Graham

Dear Ivan,

Look at this gorgeous book! Congratulations.

We're having a marketing meeting on Wednesday (7/17) to discuss all aspects of publicity, promo and marketing for M.T. We'll know then re-coop plans and much more, and will know what remains to be done. I'll call that afternoon. Torah! best, Nan
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THE SHIPPING NEWS

A Novel

ANNIE PROULX

Timed for release as a Scribner Classic with the publication of Annie Proulx's new story collection Close Range, The Shipping News is one of the most celebrated novels of the decade.

This darkly comic, wonderfully inventive novel transforms the lore of Newfoundland—including shipwrecks, nautical knot-tying, horrid weather and family legend—into a brilliant work of literature. Quoyle, a third-rate newspaper hack, is wrenched violently out of his workaday life when his two-timing wife meets her just desserts. An aunt convinces Quoyle and his two emotionally disturbed daughters to return with her to the starkly beautiful coastal landscape of their ancestral home in Newfoundland. Here, on desolate Quoyle's Point, in a house empty except for a few reminders of the family's unsavory past, the battered members of three generations try to rebuild their lives.

A vigorous, jarring, and at times magical portrait of the contemporary family, The Shipping News enlightens readers to the powers of Proulx's storytelling genius and her expert evocation of time and place. She is truly one of the most gifted and original writers working today.

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ANNIEPROULX

From one of the great writers of our time comes an extraordinary collection of award-winning stories, including the heralded "Brokeback Mountain" and "The Half-Skinned Steer," chosen by John Updike as one of the best stories of the century.

"Proulx writes a sentence like a whip; it whistles and snaps and lands right on target," New York Newsday has said. "What sets her well apart from the ruck of writers," exclaimed Time magazine, "is the lash and sting of her language." Proulx's masterful language and vast love of the West are evident in this magnificent collection of short stories about loneliness, quick violence, and wrong kinds of love.

In "The Mud Below," a rodeo rider's isolation and obsession mark the deepening fissures in family life and a culture that no longer tolerates a loner. "Brokeback Mountain," the unsettling story of a love affair between two cowboys, is collected in The O. Henry Stories, 1998; the "The Half Skinned Steer," about an embittered old man who returns to the ranch he grew up on for his brother's funeral, is included in Best American Short Stories of the Century, to be published in spring 1999.

The stories in this collection have appeared in The New Yorker, The Atlantic Monthly, and Harper's. This is work by an author writing at the peak of her craft.

ANNIE PROULX is the acclaimed author of the short story collection Heart Songs and Other Stories and three novels: Postcards, The Shipping News, and Accordion Crimes. Her books have been translated into twenty languages. Winner of a Pulitzer Prize, a National Book Award, the Irish Times International Fiction Prize, and a PEN/Faulkner Award, she lives and writes in Wyoming.

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IDENTITY'S ARCHITECT
A Biography of Erik Erikson

LAWRENCE J. FRIEDMAN
with an Introduction by Robert Coles

The first authorized biography of America's most influential postwar psychoanalyst and developmental psychologist, Erik Erikson—based on exclusive access to private materials and extensive interviews with Erik Erikson's family, students, and closest colleagues around the world.

Erik Erikson acutely reshaped our views of human development with his concept of identity and his eight-stage model of the human life cycle. Identity's Architect explains that the concept of the "identity crisis" was deeply rooted in this remarkable man's life.

As he illuminates the interaction between Erikson's personal life and the ideas and writings that have had such lasting influence on our culture, award-winning historian Lawrence Friedman focuses on Erikson's lifelong quest to find the identity of his own father. Erikson's insight that the human being progresses through eight distinct stages from infancy through maturity was intimately connected, Friedman shows, to the crisis over the birth of his developmentally handicapped son. We also learn how Erikson's influence as a teacher, most importantly at Harvard in the 1960s, reverberates through the work of his students who have gone on to prominence—Carol Gilligan, Mary Catherine Bateson, and Robert Jay Lifton, among others.

This exhaustively researched, compelling biography is indispensable for anyone who hopes to understand fully one of the most profound thinkers of the twentieth century.

ADVERTISING

PUBLICITY
- National author publicity

Lawrence J. Friedman is Professor of History at Indiana University and the author of four previous books, including the award-winning Menninger: The Family and the Clinic and Gregarious Saints, still considered the definitive book on American abolitionists. He lives in Bloomington, Indiana.
THE WIDOW DOWN BY THE BROOK

A Memoir of a Time Gone By

MARY MACNEILL

An inspirational and charming memoir—stowed away untouched for forty-five years—about the death of the author's husband, the home he insists on building with her before he dies, and her transformation into an independent woman along the way.

With their two children grown and away from home, Mary and Wilmot MacNeill led a simple life together in a tiny house in Hartford, Connecticut. But when they learned that Wilmot's cancer would soon take his life, he insisted they build Mary a home in the country, where she could learn to live on her own and take care of herself, once he was gone.

So begins the transformation of a dilapidated barn on a scrambled thicket of Connecticut countryside into a beautiful, fruitful home, along with the metamorphosis of a proper librarian and wife into a strong, independent woman who's not only making the tea but also shoveling the manure and facing the elements. The inevitable happens—Wilmot dies—but the woman he leaves behind is forever changed. With the help of many friends and neighbors, Mary finishes the house, lives there for many years, and becomes a vital and happy member of the rural community.

Written in 1952, The Widow Down by the Brook is a splendid time capsule, depicting the simplicity of rural New England life in the 1950s and offering up one woman's hands-on experience with the changing gender roles this century has witnessed. This heartwarming piece of Americana is also the perfect bridge across generations for Mother's Day.

Mary MacNeill, the granddaughter of Robert Louis Stevenson, worked as a librarian for many years. She has published articles in numerous newspapers and magazines, as well as two books about the real estate business, and was Editor and Publisher of the award-winning magazine, The Lure of the Litchfield Hills. Now ninety-three, she still lives on her own in San Diego, California.
HARD EVIDENCE

A Cat Marsala Mystery

BARBARA D’AMATO

Chicago journalist Cat Marsala’s stint as a caterer—for one of the city’s most elegant gourmet food stores—leads her from penthouse to funeral home on a dangerous search for a killer in the eighth mystery in the series Booklist hailed as “hard-hitting, gritty, witty, and wise.”

After putting in a grueling week working on a major article about Chicago’s top restaurants, freelance reporter Cat Marsala plans to kick back on Saturday for some home-cooked lasagna with her “semi-significant other,” Dr. Sam Davidian. But just as she and Sam pour themselves a glass of wine and reward Cat’s temporary house guest, a Dalmatian named Dapper, with a nice beef bone, Sam suddenly seizes the bone and tells Cat to call the police. Dapper’s treat, purchased along with some fancy appetizers from Chicago’s one and only Spenser and Angelotti, turns out to be a human leg bone. But how did a human bone get into the meat case at the city’s finest food emporium? And where is the rest of the victim?

Hailed by the critics as one of the best there is at constructing a tantalizing puzzle, Barbara D’Amato has written a gripping and timely addition to her acclaimed series that features tough, street-smart reporter/sleuth Cat Marsala, a heroine “as likable as she is clever” (Publishers Weekly).

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- Local author publicity in Chicago

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- Inner Sanctum newsletter feature


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The intensely moving story of a young black poet who marries a prisoner convicted of murder, this lyrical memoir attests to the redemptive power of love, even when it is found behind barbed wire and gun towers.

How did a beautiful, talented college student fall in love with a man serving twenty-to-life for murder? And why did she marry him? At a time when one in four black men is caught in the web of the criminal justice system, asha bandeleg shatters the myths of prisoners' wives and tells a story of the beauty of love in the ugliest of circumstances, and of people's ability to change, to do better, to grow.

Whether she is describing her restricted but romantic courtship with Rashid—when letters were like dates, like “whispers on the slow blue light dance floor”—or riding the bus upstate with the other wives and girlfriends, asha bandeleg creates haunting images and reflections so powerful and unique that they beg to be reread and savored. At the same time that she recalls the extreme ups and downs that accompany a relationship that is constantly scrutinized by guards and surveillance cameras, she confronts the secrets and sadness in her own past and comes to terms with herself as a woman, an African-American, and, finally, as a prisoner's wife. A gifted performance poet whom The Bay Guardian has called “an essential new voice in African-American literature,” asha bandeleg has written an extraordinarily candid book that resonates with poetic language and abundant insight.
A CORNER OF THE VEIL

A Novel

LAURENCE COSSÉ
Translated by Linda Asher
Introduction by Jack Miles

Already a bestseller in France where it was nominated for several literary prizes, this brilliant theological thriller asks—and answers—perhaps the most compelling question there is: “What if God’s existence was proven, undeniably and irrefutably?”

Paris. Monday, May 24, 1999, 8:32 pm:
Father Bertrand Beaulieu, member of the venerable “Society of Casuists,” holds in his trembling hands six handwritten pages that prove the existence of God. The shock of this news reverberates from the hushed offices of the church straight across town to the paneled conference rooms of the presidential palace, and instantly these hallowed institutions move separately to suppress the news, each certain it will mean nothing less than the very end of Church and State. For if surely there is a God, who needs intermediaries or earthly success? With this wry, audacious novel, Laurence Cossé playfully yet profoundly questions what might happen if the most powerful institutions on Earth discover the most extraordinary revelation of the millennium.

*L'Express* in France called this “an ironic, jubilant thriller...a breathtaking trip through the corridors of secular and spiritual power.” In his Introduction to this American edition, Jack Miles, Pulitzer Prize-winning author of *God: A Biography*, says “I was entranced...Cossé makes the language glow—as she makes the whole of this irresistible little book glow.”
FrOnT rOw AT THE wHite hOusE

My Life and Times

HELEN THOMAS

From the woman who has reported on every president from Kennedy to Clinton for United Press International: A unique glimpse into the White House—and a telling record of the ever-changing relationship between the presidency and the press.

From the earliest age, Helen Thomas wanted to be a reporter. Raised in Depression-era Detroit, she worked her way to Washington after college and, unlike other women reporters who gave up their jobs to returning veterans, parlayed her copy aide job at the Washington Daily News into a twelve-year stint as a radio news writer for UPI, covering such beats as the Department of Justice and other federal agencies.

Assigned to the White House press corps in 1961, Thomas was the first woman to close a press conference with “Thank you, Mr. President,” and has covered every administration since Kennedy’s. Along the way, she broke down barriers against women in the national media, becoming the first female president of the White House Correspondents Association, the first female officer of the National Press Club, and the first woman member and later president of the Gridiron Club.

In this revealing memoir which includes hundreds of anecdotes, Thomas evaluates the enormous changes that Watergate brought and how they have affected every president since Nixon. Providing a unique view of the last four decades of presidential history, Front Row at the White House offers a seasoned study of the relationship between the chief executive officer and the press—a relationship that is sometimes uneasy, sometimes playful, yet always integral to democracy.

ADVERTISING
•National advertising in The Washington Post and The New York Times

PUBLICITY
•National author publicity
•Confirmed appearances on “Good Morning America” and “Dateline”
•Author publicity in New York and Washington, D.C.

Helen Thomas is the Dean of the White House Press Corps. She is the recipient of more than twenty honorary degrees, and has been honored with a number of awards for outstanding journalism. In 1998, Thomas was the first recipient of one established in her name by the White House Correspondents Association: the Helen Thomas Lifetime Achievement Award. She is the author of one previous book, Dateline: White House (Macmillan, 1975), and lives in Washington, D.C.
A pathbreaking work about mothers and sons—nineteen women address the mystifying question: Who is this male child who came out of my body?

The challenge for mothers of sons is to realize that because we do not share a sexual identity, that because we have not grown up in a male body, we cannot presume to understand everything there is to know about our sons’ worlds....So explains Patricia Stevens in her Introduction to a collection of writings that will be a revelation and a comfort for every woman who has mothered a son.

Women writers—including Mary Gordon, Janet Burroway, and Anne Lamott as well as such emerging voices as Deborah Galyon and Jo-Ann Mapson—explore, in a breathtaking array of styles and sensibilities, the deep and often conflicted emotions they feel in their role as mothers to their male children. From the earliest days of nursing to the goodbyes when college and adulthood appear on the threshold, from adoptive mothers to biracial, American Indian, and African-American mothers, Between Mothers and Sons covers a broad range of experience. Filling an important gap in the literature of parenting and gender development, this thought-provoking work provides astonishing and important insights into the mother-son relationship, the very foundation of all female-male connections.

PUBLICITY
• National author publicity
• On-line publicity

Patricia Stevens is a graduate of the Iowa Writers’ Workshop. Her essays have appeared in Minding the Body: Women Writers on Body and Soul and The Healing Circle: Authors Writing of Recovery. She divides her time between Taos, New Mexico, and Iowa City, Iowa.
DEATH DU JOUR

A Novel

KATHY REICHS

"Think of Patricia Cornwell’s debut, think of Minette Walters’s The Sculptress—and then file Reichs’s terrific debut alongside them," raved London’s Bookcase. Reichs’s “most valuable tool is her expertise...she’s the real thing," said New York Newsday. Now forensic anthropologist-turned-bestselling-author Kathy Reichs returns with her eagerly awaited new Dr. Temperance Brennan forensic thriller, Death du Jour.

Death du Jour opens in the bitter cold of a Montreal winter and the gothic darkness of a convent graveyard where Tempe Brennan is digging for a corpse buried more than one hundred years ago. Tempe thrives on such enigmas from the past, but it’s some contemporary deaths and disappearances that seize her attention and test her courage in this new book. People are vanishing and ultimately found dead, and Tempe’s ideally placed to make a connection among the seemingly unrelated events. Using her forensic skills—from the crime scene to the morgue to the lab—Tempe probes a mystery that begins with horrifying deaths in a fire in Quebec, leads her to some startling discoveries in the Carolinas, and culminates in Montreal with a terrifying showdown.

Rich in authentic detail, Death du Jour is a novel that could only have been written by leading forensic anthropologist and bestselling author, Kathy Reichs.

Kathy Reichs serves as forensic anthropologist for the Chief Medical Examiner of North Carolina, and as Director of Forensic Anthropology for the province of Quebec. A Professor of Anthropology at the University of North Carolina at Charlotte, she divides her time between Charlotte, and Montreal, Canada.
The Heart of a Thirsty Woman

A Novel
Lana Witt

The adventures of a mismatched couple, a woman's quest for her long-lost sister, and the secrets of life revealed in Castaneda's writings mark this quirky novel as truly special—new evidence of the author's singular voice and immense talent.

For twenty-seven-year-old Josie Tolliver—a bookworm who has taken both William Shakespeare and Carlos Castaneda to heart—her marriage and her hometown of Pick, Kentucky, have begun to feel confining. It's 1976 and disco is alive and kicking, but Josie refuses to believe this. She daydreams of going west, convinced that if she can just get to Arizona or California, she'll find people on every street corner divulging the secrets of life. In contrast, Josie's husband, Clarence, doesn't want to go anywhere. He dreams of expanding his TV repair shop into the first TV satellite-dish business in eastern Kentucky.

The Heart of a Thirsty Woman is the exuberant, rollicking, ultimately moving story of what happens when, through a series of calamities, Josie and Clarence head west. As Josie pursues her quest for her missing sister, Cheyenne, and for Castaneda's Don Juan, she comes to the hard-won realization that no one—not Cheyenne, not Clarence, not her wonderful father, and not even Carlos Castaneda—can show her the way.

Praise for Slow Dancing on Dinosaur Bones:

"Witt's storytelling voice rises like a lyrical ballad...she can make us laugh and make us cry with a single page."
—Cathie Pelletier, author of The Mattasash Trilogy

“A wacky romp through a region of colorful characters blessed with down-home, in-bred charm.”
—Entertainment Weekly

Lana Witt, the author of Slow Dancing on Dinosaur Bones, grew up among the dark green hills of eastern Kentucky. Although these days Ms. Witt very much lives on a road between different realities, she now gets her mail near a canyon in San Diego, California.
COLOR YOUR FUTURE

Using the Color Code to Strengthen Your Character

TAYLOR HARTMAN, PH.D.

The author of The Color Code—the successful book that introduced a new way to categorize our personalities—explains how to use color coding to stretch the spirit, enhance relationships, and live life to the fullest.


Based on the Red-Blue-Yellow-White categories from The Color Code, Color Your Future introduces the Hartman Character Profile: an easy-to-answer, enlightening assessment designed to reveal how "charactered" an individual is. Once readers have the results of the profile, Hartman explains how people of every hue can work through the less desirable traits of their particular colors to achieve a "charactered" life—the next step to leading an enhanced existence. Heavily revised from its original self-published edition, Color Your Future will empower readers to take control of their destiny and improve their relationships with others.

Praise for The Color Code:
"A useful tool to self-examine and identify your personality strengths and weaknesses, as well as those you love, live, and work with."

—Harold H. Bloomfield, M.D., author of Healing Anxiety with Herbs

"Every manager can benefit from The Color Code. It is an effective way to recognize potential and maximize talents....The strength of this book lies in its ability to help employees."

—Ken Blanchard, Ph.D., and Sheldon Bowles, coauthors of Raving Fans
Hermit’s Peak
A Kevin Kerney Novel
Michael McGarrity

An exhilarating mix of Southwestern lore and landscape, ingenious plotting, and unforgettable characters from the author of Serpent Gate, hailed by the Taos News as the successor to Tony Hillerman.

The New York Times Book Review noted of Serpent Gate that “what Kerney understands, and the reader comes to appreciate, is how it all comes down to the land, to the love of it...and the pure lust of those who are determined to have a piece of it.”

In Hermit’s Peak, Michael McGarrity pulls the reader into the beautiful northern New Mexico mountains with his fourth installment in the acclaimed Kevin Kerney series. When Kerney explores his windfall inheritance of prime ranch land, an abandoned dog appears carrying a discarded shoe and leads Kerney to the bones of an unidentified female.

As chief deputy of the New Mexico State Police, Kerney calls upon the resources of the department to investigate a murder that may well be unsolvable. Distractions buffet Kerney during the investigation. Will he be able to realize his dream of a ranch, or must the land be sold for taxes? And when Sara Brannon—a woman Kerney deeply cares about—unexpectedly arrives in Santa Fe, they find themselves struggling to sort out a relationship that means more to both than either is first willing to admit.

With the authenticity that comes from the author’s experience as a deputy sheriff, Hermit’s Peak weaves together breathtaking descriptions, murder, romance, and vivid characters in a story that ropes readers into Kevin Kerney’s special world.

Advertising
• National advertising in The New York Times and The Los Angeles Times

Publicity
• Local author publicity in Albuquerque, San Diego, San Francisco, Santa Fe, and in Texas

Promotion
• Inner Sanctum newsletter feature

Michael McGarrity established the first Sex Crimes Unit in the Santa Fe Sheriff’s Department. The author of Tularosa (nominated for an Anthony Award), Mexican Hat, and Serpent Gate, he lives in Santa Fe, New Mexico.
A CLEARING IN THE DISTANCE

Frederick Law Olmsted and America in the Nineteenth Century

WITOLD RYBCZYNSKI

A fascinating portrait of landscape architect Frederick Law Olmsted—a towering work that, like Stephen Ambrose’s Undaunted Courage, transcends biography and makes American history an intellectual adventure story.

Most people think of Frederick Law Olmsted (1822-1903) as the designer of America’s most spectacular parks. But as acclaimed bestselling author Witold Rybczynski makes clear, Olmsted was a major cultural figure whose life is a window on an extremely rich period of American history.

Like Melville, Olmsted went to China on a merchant ship when he was twenty. He cofounded The Nation magazine and wrote early and often against slavery. He ran the largest mine in California. He almost single-handedly and successfully lobbied to make Yosemite a national park. He created the first planned suburban community in America. He ran the United States Sanitation Commission during the Civil War, the precursor to the Red Cross. And, of course, there are the parks—Central and Prospect parks in New York City, the Boston park system, the grounds of Stanford University and the United States Capital, and more. “He was one of very few people who understood the American city, its possibilities and its limits,” Rybczynski writes. “He knew that American cities were too changeable and too volatile to be tamed. He didn’t try. Instead, his magisterial parks and parkways were large enough to hold their own. That is why his landscapes have lasted as long as they have. The ideas they epitomize about people, culture, society, civilization, are simply too powerful.”

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ADVERTISING


PUBLICITY

- National author publicity
- On-line publicity

PROMOTION

- Window display kit

JUNE
SCRIBNER

Biography/American History/Landscape Architecture
Window display kit
0-684-00897-1, N/C
6 ⅛ x 9 ⅛, 416 pages
16 pages of b/w photographs, chapter-opening photos, b/w line drawings
Carton quantity: 20

0-684-82463-9
$28.00 ($27.50)

A storm is brewing on Martha’s Vineyard, but Hurricane Elmer may be the least of the danger—in this latest in the popular mystery series which the *Minneapolis Star Tribune* calls “the next best thing to vacationing on the island yourself.”

Readers rejoiced when sleuth J. W. Jackson and wife Zee added to their adventures on beautiful Martha’s Vineyard by producing baby Joshua. Now there’s another new family member to celebrate; little Diana, whose hunger for food may present as great a challenge to her beaming parents as the destruction wrought by the hurricane season—and the Vineyard’s latest crime.

Hurricane Elmer is bent on a last-minute roar through the island, while a much more troubling disturbance threatens to disrupt the nearby African-American community of Oak Bluffs. Two beautiful, black actresses have come to the Vineyard to escape the menacing threats of a stalker only to attract the unwanted attentions of some local thugs. When a policeman is beaten nearly to death in a related incident, the women hire J.W. to watch over their house. And the wait begins to see who will hit first—Hurricane Elmer, the stalker, or the town racists.

Perfect summer reading, *A Fatal Vineyard Season* supports praise by the *Chattanooga Times* that, “Philip Craig just keeps getting better.”

**PUBLICITY**
- Local author publicity in Martha’s Vineyard and New England

**PROMOTION**
- Inner Sanctum newsletter feature

Philip R. Craig has written ten books in the series *Mystery News* calls “just the companion for a day on the beach or in the backyard hammock.” His most recent title was *A Shoot on Martha’s Vineyard*. Craig and his wife live in Hamilton, Massachusetts, and spend their summers on Martha’s Vineyard.

**June Scribner**

Mystery Fiction

5 1/4 x 8 1/4, 288 pages

Map of Martha’s Vineyard, recipes

Carton quantity: 20

0-684-85544-5

$22.00 ($21.50)

$32.50 in Canada
THE ANATOMY OF MOTIVE

The FBI's Legendary Mindhunter Explores the Key to Understanding and Catching Violent Criminals

JOHN DOUGLAS AND MARK OLSHAKER

Every crime is a mystery story. Understand the motive and you can solve the mystery. This is the theory behind profiling expert John Douglas's dramatic, insightful look at the development and evolution of the criminal mind.

Once you figure out the motivating force that is driving a perpetrator, you've got a good chance of cracking the case, explains former FBI profiling pioneer John Douglas in The Anatomy of Motive. Working again with Mark Olshaker, his collaborator on three previous international bestsellers—Mindhunter, Journey into Darkness, and Obsession—and using cases from his own fabled career as examples, Douglas takes us further than ever before into the dark corners of the minds of arsonists, hijackers, serial and spree killers, and mass murderers.

From seemingly ordinary men who suddenly kill their families or go on a rampage in the workplace, to dedicated murderers who embark on the kind of spree that resulted in the death of fashion designer Gianni Versace, John Douglas helps us understand what causes violent sociopathic behavior. He shows how criminals use and react to the media and how the motives behind hijacking and terrorism have evolved through recent history. For the first time, Douglas identifies the common building blocks contributing to the violently antisocial personality, showing the surprising similarities and differences between various types of offenders. Through riveting profiles that read like the best mystery fiction, The Anatomy of Motive analyzes such diverse killers as Lee Harvey Oswald, Theodore Kaczynski, and Timothy McVeigh—and helps us learn how to anticipate potential violent behavior before it's too late.

ADVERTISING
- National advertising in USA Today and The Washington Post

PUBLICITY
- National author publicity
- 8-city author tour: Boston, Chicago, Los Angeles, New York, Philadelphia, Portland, San Francisco, Seattle
- On-line publicity

PROMOTION
- Inner Sanctum newsletter feature

John Douglas was the pioneer and first full-time profiler and head of the FBI's Investigative Support Unit in Quantico, Virginia. He retired from the Bureau in 1995 after twenty-five years of service. Mark Olshaker is the Emmy Award®-winning writer and producer of such films as Mind of a Serial Killer and the author of four novels. Both authors live in the Washington, D.C. area.
**PASTA IMPROVVISATA**

*How to Improvise in Classic Italian Style*

**ERICA DE MANE**

For the millions of Americans who love pasta, a cookbook that provides the tools needed to approach this food the way the Italians do—with confidence and creativity!

Great tasting, versatile, and easy to prepare, pasta naturally lends itself to all kinds of culinary adventures and interpretations. Now for cooks who dream of making pasta sauces and dishes with their own personal touches, *Pasta: Improvvisata* offers a cornucopia of recipes plus suggestions for enhancing them with classic Italian seasonings.

Author and chef Erica De Mane, who has cooked at New York's Le Madri and Florent restaurants, teaches home cooks how to think differently about pasta combinations. Authoritative yet accessible, *Pasta: Improvvisata* is a breakthrough in both its organization and content. It includes innovative recipes for cooking pasta with vegetables (Cavatelli with morels, montasio, and arugula), fish (Monkfish soup with escarole and toasted orzo, Ravioli with scallop mousse and red pepper sauce), and meat (Veal and roasted artichoke lasagna), and encourages home cooks to improvise by varying techniques and ingredients. From understanding the basics of food chemistry to discovering the flavors of Italy and how they work together, this all-inclusive reference will enable novice and experienced chefs alike to have more fun—and freedom—in the kitchen than ever before.

**PUBLICITY**
- National author publicity
- National radio phoner campaign

**PROMOTION**

**JUNE SCRIBNER**
Cooking and Wine
7 1/8 x 9 1/4, 320 pages
Line drawings throughout
Carton quantity: 20

0-684-82972-X
$25.00 ($24.50)
$37.00 in Canada

Erica De Mane writes on Italian cooking for *Food & Wine*, *Fine Cooking*, *Saveur*, and *The Journal of Italian Food and Wine*, and is a contributing author in the *Food & Wine* Books publications, *Pasta, Soups and Stews*, and *Simply Elegant*. A member of the New York Culinary Historians and the Italian-based International Slow Food Movement, she lives in New York City.
Farewell

A Memoir of a Texas Childhood

HORTON FOOTE

The Academy Award®-winning screenwriter and playwright, known as “the Chekhov of the small town,” turns his hand to prose, painting an intimate portrait of America as seen through the eyes of an idiosyncratic old Southern family—his own.

In 1917, when Horton Foote was one year old, his family moved into a house on his grandparents’ property in Wharton, Texas. Seventy years later, he returned to that house where he still lives. And while the years between took this acclaimed writer many literal and figurative miles, he remained forever tied to the Texas roots that he explores in Farewell. Foote reveals memories of a complex Southern family full of secrets, an aspiring young actor shaped by the storytellers around him, and a world changing at a frenetic pace.

Foote, the author of A Trip to Bountiful, remembers a time in which black and white children played together until school age, when segregation forced them apart. But by drawing on the experiences of those around him, he transforms his memoir into something else entirely: a glimpse into history, and a heartfelt tribute to the passions, ideals, and complexities of small-town American life in the early part of this century. It is also a testimony to the power of storytelling. There is a frank simplicity in Foote’s telling that makes Farewell a profoundly moving and illuminating reading experience, one that will long be remembered.

ADVERTISING

• National advertising in The New York Times Book Review

PUBLICITY

• National author publicity
• 6-city author tour: Austin, Houston, Los Angeles, New York, San Francisco, Washington, D.C.
• Confirmed appearance at “San Francisco City Arts and Lectures”

Horton Foote has written many scripts and plays, among them, A Trip to Bountiful, The Young Man from Atlanta, for which he won a Pulitzer Prize, and Tender Mercies and To Kill a Mockingbird (screenplay adaptation), both of which won him Academy Awards. Most recently, he was hired to write the script for Little House on the Prairie, coming from Universal Pictures. He lives in Wharton, Texas.
CLASSICS BY 
ERNEST HEMINGWAY

To coincide with the publication of *True at First Light*—Hemingway’s last unpublished novel—Scribner Classics presents three new editions of Hemingway’s work that epitomize his spare, stark prose, and striking, nuanced stories.

Ernest Hemingway typically explored such trademark subjects as boxing, hunting, and war, as well as how men confront the fear of death and the emptiness of life. In the title story of *The Snows of Kilimanjaro and Other Stories*, a hard-drinking, ruthless adventurer comes face-to-face with the one antagonist he cannot conquer—his own ignoble and imminent death.

*Death in the Afternoon*, a lavishly illustrated and fascinating look at the history and grandeur of bullfighting, is still considered one of the best books ever written about the subject. As Hemingway describes and explains the technical aspects of this dangerous ritual, he elevates bullfighting beyond mere sport—it becomes an art—a choreographed ballet with performers who range from awkward amateurs to masters of great grace and cunning.

First published in 1937, *To Have and Have Not* is one of Hemingway’s most entertaining novels. This realistic adventure tale and subtle portrait of an unlikely love affair demonstrates “Hemingway’s gift for dialogue, for effective understatement, and for communicating such emotions as the tough allow themselves” (*Times Literary Supplement*).

### The Snows of Kilimanjaro and Other Stories
- **Fiction**
- **6 1/4 x 9 1/4, 160 pages**
- **Carton quantity:** 20
- **0-684-86221-2**
- **$25.00 ($24.50)**
  - **$37.00 in Canada**

### Death in the Afternoon
- **Literary Non-fiction**
- **6 1/4 x 9 1/4, 400 pages**
- **Carton quantity:** 20
- **100 pages of b/w photos**
- **0-684-85922-X**
- **$35.00 ($34.50)**
  - **$52.00 in Canada**

### To Have and Have Not
- **Fiction**
- **6 1/4 x 9 1/4, 176 pages**
- **Carton quantity:** 20
- **0-684-85923-8**
- **$25.00 ($24.50)**
  - **$37.00 in Canada**

Also available from Touchstone

*Ernest Hemingway on Writing*
- **0-684-85429-5, $12.00**
TRUE AT FIRST LIGHT

A Fictional Memoir

ERNEST HEMINGWAY

With an Introduction by Patrick Hemingway

Both revealing self-portrait and dramatic fictional chronicle of his final African safari, Hemingway's last unpublished work recounts the splendor of daily life in Kenya and tells of a love affair with a young African woman.

Written when he returned from his 1953 safari, Ernest Hemingway's long-awaited last posthumous work, edited by his son Patrick, will be published in celebration of the legendary writer's centennial anniversary. A blend of autobiography and fiction, True at First Light offers last-chance insights into the man behind such classics as The Sun Also Rises and Green Hills of Africa, as he becomes more and more enchanted by the local African culture.

The book opens on the day his close friend, Pop, a legendary hunter, leaves Hemingway in charge of the camp and news arrives of a potential attack from a hostile tribe. Drama continues to build as his wife, Mary, pursues the great lion she is determined to kill. Meanwhile Hemingway is torn between the rituals of his camp and life in the neighboring village, home to the character Debba, an African girl whom he supposedly plans to take as a second bride. In the ensuing tale, Hemingway chronicles his exploits among the African men with whom he has become very close, reminisces about writing and his days in Paris and Spain, and satirizes, among other things, the role of organized religion in Africa. Equally adept at evoking the singular textures of the landscape, the thrill of the hunt, and the complexities of married life, Hemingway weaves a tale that is rich in laughter, beauty, and profound insight.

True at First Light is an extraordinary publishing event—a breathtaking final work from one of this nation's most beloved and important writers.

ADVERTISING

PUBLICITY
• National publicity by editor and Hemingway's son, Patrick Hemingway
• National publicity to tie-in with the centennial of Hemingway's birth July 21, 1999
• On-line publicity

PROMOTION
• Advance reader's editions
• Centennial poster
• Reading group guide (on-line)

SUBSIDIARY RIGHTS
• First serial in The New Yorker
• A Main Selection of the Book-of-the-Month Club
• An Alternate Selection of the Quality Paperback Book Club

One hundred years after his birth, Ernest Hemingway—author of such classics as The Old Man and the Sea and A Farewell to Arms—remains one of the most influential American writers of the twentieth century.

JULY
SCRIBNER

Fiction

Also available from Simon & Schuster Audio
Centennial poster
0-684-00896-3, NC
6 1/4 x 9 1/4, 320 pages
Carton quantity: 20
Large print edition
0-684-86448-7, $26.00 ($25.50)

0-684-84921-6
$26.00 ($25.50)
$38.50 in Canada

For additional titles by Ernest Hemingway, see page 41.
WATER MARKED

A Novel

HELEN ELAINE LEE

From the gifted author of The Serpent's Gift, which The Washington Post called "staggeringly accomplished," comes a richly textured novel about two estranged African-American sisters who reunite in a search to understand their father.

A note in the mail announcing "He's been alive. He died last week," summons painter Sunday Owens from Chicago to her native town. It has been five years since she has been back to see her sister, Delta. But more draws her to their childhood home than a desire for reconciliation with Delta; Sunday returns to claim her story, to unearth the secrets that have shaped her since her father, Mercury, disappeared before she was born.

Now in their late thirties, with their troubled mother and matriarchal grandmother both buried, Sunday and Delta learn that Mercury did not commit suicide as believed; he had lived another life—as someone other than their father. They must delve into the past to find the clues to their father's life, as they struggle to repair their own tattered relationship.

A novel about how family can both heal and hurt, about how the past reaches out and grabs you no matter where you are, Water Marked resonates with powerful imagery and deep emotion. As the Los Angeles Times said of The Serpent's Gift, "its colors will linger behind the eyes long after you read the final page." Lee's newest effort will immediately enfold readers into the many layers of its mesmerizing story.

ADVERTISING
• National advertising in The New York Times Book Review

PUBLICITY
• Local author publicity in Boston

PROMOTION
• Choice Fiction promotion

Helen Elaine Lee, an Assistant Professor of Creative Writing at MIT, won rave reviews and a BCALA First Novel Award for The Serpent's Gift. She lives in Jamaica Plain, Massachusetts.
A USEFUL WOMAN
The Early Life of Jane Addams
GIOIA DILIBERTO

The first biography in twenty-six years of Jane Addams—founder of the Hull House settlement and winner of the 1931 Nobel Peace Prize—written with access to hundreds of new family documents.

Frequently recognized as one of the most influential women of this century—and considered a heroine by nurses and social workers around the globe—Jane Addams had to struggle long and hard to earn her place in history. Born in 1860 on the eve of the Civil War, she lived during pivotal times when women were only beginning to create new roles for themselves (ironically building on Victorian ideals of the female sex as ministering angels).

Focusing on her metamorphosis from a frail, small-town girl into a woman who inspired hundreds of others to join her movement to serve the poor, A Useful Woman delves into the mysterious ailments and other troubles young Jane faced. Examining for the first time her medical and mental health and the effect of her father’s remarriage after her mother’s death, biographer Gioia Diliberto directly links Addams’s proneness to depression to her inability to conform to the mores of her time. Also, for the first time, she examines in detail Addams’s two marriage-like relationships with women.

With hundreds of previously unavailable documents at her disposal, Diliberto has written a fascinating study of one of the most intriguing and important women in history, concentrating on her difficult formative years with compelling—and groundbreaking—results.
MY DATE WITH SATAN

Stories

STACEY RICHTER

From a talented, young Pushcart Prize winner comes a stunningly imaginative collection of short stories with wickedly funny—but always forgiving—takes on all facets of personal life and popular culture.

Expect the unexpected from Stacey Richter. In “Sally’s Story” a family’s decline parallels their dog Sally’s rise to fame in the art world; in “The Beauty Treatment” a girl has her face slashed by her best friend who doesn’t approve of her choice in records; and in “Rats Eat Cats,” a depressive woman tries to find sanctuary in a living art project in which she becomes a reclusive Cat Lady (“an old woman who lives ‘by herself’ with as many as seventy-five cats in a one-bedroom apartment”) only to fall in love with her neighbor and arch enemy, the Rat Boy.

Richter spares no aspect of our popular culture, tackling everything from Internet dating to heavy metal music. But her strength as a writer lies not only in her extraordinary narratives, but in her eloquent and compassionate voice. Both tender and edgy, these stories chronicle loss and loneliness everywhere in American life.

ADVERTISING

• National advertising in
  The New York Times
  Book Review

PUBLICITY

• Local author publicity in
  the Southwest

Stacey Richter, who received her MFA from Brown University, has sold stories to GQ and Granta. “The Beauty Treatment,” previously published in Mississippi Review, won her a Pushcart Prize. She lives in Tucson, Arizona, and writes regularly for The Tucson Weekly.
LUCKY
A Rape
ALICE H. SEBOLD

An acclaimed journalist shares the gripping story of her rape as a college freshman, achieving justice in the courtroom, and triumphing in the face of violence.

In the tunnel where I was raped... a girl had been murdered and dismembered. I was told this story by the police. In comparison, they said, I was lucky.

With Lucky, Alice Sebold fulfills a promise she made to herself at the time of her attack as an eighteen-year-old college freshman in Syracuse, New York. She swore to herself and those around her that she would someday write a book about her experience. Sebold recounts her fifteen-year struggle through emotional denial, heroin addiction, and post-traumatic stress disorder in visceral detail and with natural wit and humor.

When Oprah Winfrey read the author's article on rape in The New York Times Sunday Magazine, she invited Sebold to appear on her show to discuss the question of whether to fight back when a rapist attacks. Lucky will shed light on the reality of violence in our society—and make accessible an experience that has largely remained cloaked in mystery and taboo. This moving story is sure to win praise for its narrative suspense as well as for its outstanding literary quality.

AUGUST
SCRIBNER

Biography/Autobiography/Women's Studies/Inspiration
5 1/2 x 8 1/2, 240 pages
Carton quantity: 20

0-684-85782-0
$22.00 ($21.50)
$32.50 in Canada

Alice H. Sebold has written for The New York Times Sunday Magazine and The New York Times Travel Section. She is currently a teacher and lives in California, where she is at work on her first novel, Monsters.
Ringing for You
A Novel
Anouchka Forrester

In this witty and imaginative first novel about an overeducated receptionist, Anouchka Forrester—a new writing talent and ex-office worker—reveals what's really going on between phone calls.

Anguishing in her job as a receptionist at the Academy of Material Science in London, our narrator saves herself from dying of boredom by writing a novel about her tumultuous love life. But she's thwarted at every turn by phone calls, packages she has to sign for, and visitors she must attend to (all of which are noted in the book with special artistic icons).

Then there's the fact that her new lover has insisted she keep their affair a secret. Still, she persists in trying to tell their story—referring to him only as "the man who mustn't be mentioned." Before long, the characters in her office begin to fascinate her and she finds herself considering all sorts of vital topics such as: Who are her colleagues, really? What are the effects of a lunch break on the brain? Can she be trusted with the personal safety of the Queen's husband? The future of her new romance (not to mention the fate of her current live-in boyfriend) and the course of her novel stand in the balance as she is consumed by the bizarre workings of the Academy.

Mining the reciprocal relationship between fiction and daily life, Ringing for You is a fantastically entertaining read that will delight fans of contemporary fiction and anyone who has ever been overqualified for a job.
From one of our greatest writers of the American West, an evocative novel about a man who must uncover the secrets of his father’s past before he can live—and love—in the present.

In his latest novel, Ivan Doig contrasts mountain time with human time—and constantly reminds us of the briefer existences that are our human fate. Set in Seattle, Montana, and Alaska, *Mountain Time* is the story of three intense relationships: between father and son, between sisters, and between lovers. At once complex and subtle, these bonds are all dramatically in need of resolution.

With the vivid descriptions of landscape for which he is celebrated, Doig exquisitely renders the natural beauty of the West. He is masterful when it comes to connecting human and geographical vulnerability, and throughout *Mountain Time* we sense Doig's concern whether those lands—both breathtaking and essential—will continue to be protected.

*Mountain Time* is about a generation that has reached its time of reckoning. Doig's story brings to light the necessity of settling family issues in order to move on to more satisfying relationships. His universal themes will resonate with readers across the country.

Praise for Ivan Doig:

“The rugged, elemental highlands of northern Montana belong to Ivan Doig as surely as did Wessex to Thomas Hardy and Yoknapatawpha County to Faulkner.”

—Christian Science Monitor

ADVERTISING

• National advertising in *The New York Times Book Review*, *San Francisco Chronicle Book Review*, and *The Seattle Times/Post Intelligencer*

PUBLICITY

• 7-city author tour: Chicago, Denver, Iowa City, New York, Portland, San Francisco, Seattle

PROMOTION


Ivan Doig's works include *This House of Sky*, about his upbringing in a family of Montana sheep ranchers in the 1940s and fifties, his "Montana trilogy," and, most recently, *Bucking the Sun*. He lives in Seattle, Washington, with his wife.
SHALLOW GRAVE
An Inspector Bill Slider Mystery
CYNTHIA HARROD-EAGLES

In the seventh mystery in this stylish, witty series that Publishers Weekly calls “highly literate,” Inspector Bill Slider investigates a woman’s murder—and her husband’s possible guilt.

Further fueling her growing international reputation as one of the most talented of the new generation of crime writers, Cynthia Harrod-Eagles offers a Bill Slider mystery set in an exclusive West London neighborhood.

When a body is discovered in a trench by the Old Rectory on Cyril Dacre’s estate, Slider gets the call and goes to the famous historian’s home. There, amid Slider’s much-loved grand architecture, he learns that the victim’s husband, builder Edward Andrews, had been hired by Dacre’s daughter to do some work on the Old Rectory terrace. Did Andrews kill his wife and try to bury her under the repaired stonework? Everyone seems to think so. But Slider knows firsthand that, troubled as the Andrews’s marriage was, it’s a long way from quarrels to murder.

Filled with characters Slider fans have come to know and love—the ever-witty Atherton, the colorful London police force, and Slider’s complicated lover Joanna—Shallow Grave is a complex and immensely satisfying mystery.

Praise for Cynthia Harrod-Eagles:

“Harrod-Eagles’s Bill Slider series has quietly worked its way to the top of the heap.”

—Booklist

PUBLICITY
• On-line publicity

PROMOTION
• Inner Sanctum
  newsletter feature
• SimonSays Web site feature:
  http://www.SimonSays.com

Cynthia Harrod-Eagles was born in London and has held positions ranging from junior cashier at Woolworth’s to pensions officer at the BBC. She is the author of six previous Inspector Bill Slider mysteries, most recently Killing Time and Blood Lines, and lives in London, England.

AUGUST
SCRIBNER
Fiction/Mystery
5 1/2 x 8 1/4, 320 pages
Carton quantity: 20
0-684-83777-3
$22.00 ($21.50)
HOME COMFORTS

The Only Book That Shows You How to Create and Care For Your Ideal Home

CHERYL MENDELSON, PH.D., J.D.

This warmly personal, prodigiously wise, and indispensable volume will be to housekeeping what Miss Manners is to etiquette, Dr. Spock is to child-rearing, and Joy of Cooking is to the kitchen.

A philosopher and a lawyer, Cheryl Mendelson is a professional woman with a secret passion: she enjoys keeping house. At a time when domesticity is devalued, she launders and cleans expertly, is a relaxed, creative cook, and invests considerable time and energy in keeping a well-functioning, cheerful, and welcoming home. Now she shares the knowledge she has amassed about every aspect of home life—from germ consciousness to the finer points of cleaning and laundering (and deciphering garment labels). Wonderfully instructive chapters cover such topics as care for books and musical instruments, the role of the domestic animal, home safety, and even keeping a home office.

Mendelson applies her investigative skills, logic, and intuition to the traditional methods of housekeeping that she learned in her rural girlhood. The result is a contemporary interpretation of the arts of housekeeping that strikes a happy balance between the values of the old and the ease of the new. She now passes along priceless advice, updated for a new generation, explaining, historically and philosophically not only how but why to keep order at home. Writing in a warm, lucid, and authoritative voice, she restores the dignity of this traditionally female realm, without excluding the many men who also enjoy domestic activities. Home Comforts is one volume that no one will want to be without.
Dear Bookseller:

Last year at this time Scribner declared September “Stephen King Month,” and you all responded so enthusiastically that your customers indeed made Bag of Bones the #1 book in the country. In September ’99, Scribner will publish a full complement of titles, but that doesn’t mean we are one bit less excited about Stephen King’s extraordinary offering for this year, Hearts in Atlantis.

While there are four stories in this book, to call it a collection is to miss the point entirely. “Low Men in Yellow Coats,” “Hearts in Atlantis,” “Blind Willie,” and “Why We’re in Vietnam” are four mesmerizing variations on themes which present both the ages of a man’s life and a frightening group portrait of a generation still struggling to recognize what it has become.

Thanks to your efforts, many new readers discovered Stephen King with Bag of Bones. Hearts in Atlantis will make them dedicated fans. And many reviewers paid overdue respect to an author previously overlooked for his visibility. For them, too, Hearts in Atlantis will be a revelation.

Sincerely yours,

[Signature]
HEARTS IN ATLANTIS

New Fiction

STEPHEN KING

In his strongest collection since *Different Seasons*—which contained “Apt Pupil,” “Rita Hayworth and the Shawshank Redemption,” and “The Body”—Stephen King confirms the power of his storytelling with four brilliant, disturbing tales of an America shadowed by Vietnam.

*Bag of Bones* has been a resounding critical and popular success: “in a high literary sense,” says Terrence Rafferty in *GQ*, “probably King’s most ambitious book since the extraordinary *The Dead Zone*.” “Blending philosophy with a plot that moves at supersonic speed while showcasing deeply imagined characters, *Bag of Bones*...is all about an impressive sensitivity to what has often loosely been called the human condition” says Ruth Coughlin in *New York Newsday*. And Mordecai Richler writing in *The Vancouver Sun* says, “To my mind, King is one of the most underestimated novelists of our time, punished for being too accessible.”

Now Stephen King turns to our national nightmare, the Vietnam War, in four unsettling tales—“Low Men in Yellow Coats,” “Hearts in Atlantis,” “Blind Willie,” and “Why We’re in Vietnam”—that linger in our imagination and allow King to explore in unexpected and profound new ways his eternal themes of innocence and experience, truth and deception, loss and recovery.

King’s fans—new and old—will welcome these searing tales. *Hearts in Atlantis* is perhaps the author’s best collection to date—further evidence of King’s inexhaustible imagination and incredible talent as a writer.

**ADVERTISING**
- National television advertising campaign
- National radio giveaway promotion

**PUBLICITY**
- National author publicity

**PROMOTION**
- Advance reader’s editions
- 15-copy floor display
- 18-copy mixed floor display, including 3 audiobooks

**SUBSIDIARY RIGHTS**
- A Full Main Selection of the Book-of-the-Month Club and an Alternate Selection of the Quality Paperback Book Club

*Stephen King* is the O. Henry award-winning author of more than thirty books, including *Bag of Bones, The Shining, The Stand,* and *The Green Mile.*
Apoologizing to Dogs

A Novel

Joe Coomer

From the author of Beachcombing for a Shipwrecked God—an off-beat story about a street full of eccentric antique dealers and the storm that turns them upside down before setting things right.

Combining the strengths of literary fiction and fast-paced, popular novels, the critically acclaimed and wildly popular Joe Coomer tells a heartwarming, hilarious, and utterly human tale—his best work yet.

The Fort Worth antique market may be struggling, but that’s not to say things are quiet for the twelve shop owners on Worth Row. Their lives have become inextricably linked—and undeniably complicated. Aura’s nine months pregnant and doesn’t know it. Carl is secretly building a sailboat out of (and inside of) his historic house to prove his love for Nadine. And Mazelle and Mr. Haygood are carrying on a thirty-year affair in a cistern under the garden their spouses tend religiously. When a violent storm strikes, wreaking havoc as well as causing fire, a heart attack, and grand theft, they must finally face the task of cleaning up the mess they’re in.

Coomer, “a marvelously creative comic writer” (The Washington Times), who is “blessed with a rich, Southern voice” (Susan Isaacs), has done it again. Apologizing to Dogs spawns a splendid cast of characters and, in a typical Coomer twist, one of the most cleverly developed canines in literature!

Advertising

• National advertising in The New York Times Book Review

Publicity

• 4-city author tour: Boston, Madison (CT), New York, Northshire (VT)

Promotion

• Choice Fiction promotion

Joe Coomer’s works include The Loop, Beachcombing for a Shipwrecked God (optioned by Jodie Foster), A Flatland Fable (optioned for Bill Murray), and the award-winning, non-fiction book Dream House: On Building a House by a Pond. He lives in Azle, Texas, where he runs two antique malls, and he spends summers in Eliot, Maine.

September

Scribner

Fiction

5 1/8 x 8 7/16, 288 pages
Carton quantity: 20

0-684-85946-7
$22.00 ($21.50)
$32.50 in Canada

Also available by Joe Coomer

The Loop
0-684-85904-1, $11.00

Beachcombing for a Shipwrecked God
0-684-82440-X, $11.00
LADY BIRD

A Biography of Mrs. Johnson

JAN JARBOE RUSSELL

A revealing biography of Lady Bird Johnson with startling new insights into her marriage to Lyndon Baines Johnson and her unexpectedly strong impact on his presidency.

Long obscured by her husband’s shadow, Claudia “Lady Bird” Johnson emerges in this comprehensive biography as a figure of surprising influence and the centering force for LBJ, a man who bordered on manic depression and desperately needed someone to help control his whims.

Expertly researched and written by Jan Jarboe Russell, a Texas native who has covered Texas politics and culture for twenty-five years, Lady Bird draws not only on rare conversations with the former First Lady but also on in-depth interviews that shed new light on the central role Lady Bird played in her husband’s life and political career. A vital link to the Kennedys during LBJ’s uneasy tenure as vice president, a voice of conscience on civil rights, Lady Bird is depicted here as strikingly different from the somewhat pitiable figure Robert Caro described in his multivolume work on Lyndon Baines Johnson.

Especially fascinating today, in light of the scandals that surround Bill Clinton and the enormous attention we now focus on the private lives of our leaders, are the personal details about her marriage to a man whose extramarital affairs were widely discussed. In this intimate portrait, Jarboe shows us the private Lady Bird—not only the passionate conservationist but a remarkable woman who greatly influenced her husband and his administration.
Angela's Ashes

A Memoir

FRANK MCCOURT

Now a major motion picture to be released by Paramount in 1999, this poignant memoir of growing up in a poverty-stricken Irish family is the magical, gritty, and inspiring story that has topped national bestseller lists for over two years and has captured the hearts of critics—and a nation.

"Stunning....Mr. McCourt does for the town of Limerick what the young Joyce did for Dublin."

—Michiko Kakutani,
The New York Times

"An instant classic."

—Nina King,
The Washington Post

"A spellbinding memoir of childhood that swerves flawlessly between aching sadness and desperate humor."

—Peter Finn,
The Philadelphia Inquirer

"Astonishingly vivid....Frank McCourt's life, and his searing telling of it, reveals all we need to know about being human."

—Linnea Lannon,
The Detroit Free Press

"A story so immediate...that you want to thank God young Frankie McCourt survived it in part so that he could write the book."

—Gail Caldwell,
The Boston Globe Books

WINNER
Pulitzer Prize for Biography
National Book Critics Circle Award
Los Angeles Times Book Award
The Abby Award

September
Scribner
Autobiography
6 1/8 x 9 1/4, 368 pages
Carton quantity: 20
0-684-87435-0
$25.00 ($24.50)
$34.50 in Canada

*Newsweek
Frank McCourt’s glowing memoir of his Irish-American childhood, *Angela’s Ashes*, has won the Pulitzer Prize, the National Book Critics Circle Award, and was selected the number-one non-fiction book of 1996 by *Time* and *Newsweek*. It left readers and critics alike wanting to hear more about this author’s incredible, poignant life.

*Tis* is the story of Frank’s American journey from impoverished immigrant with rotten teeth, infected eyes, and no formal education to brilliant raconteur and schoolteacher. Saved first by a straying priest, then by the Democratic party, then by the United States Army, then by New York University—which admitted him on a trial basis though he had no high school diploma—Frank had the same vulnerable but invincible spirit at nineteen that he had at eight and still has today. And *Tis* is a tale of survival as vivid, harrowing, and often hilarious as *Angela’s Ashes*. Yet again, it is through the power of storytelling that Frank finds a life for himself.

“It is only the best storyteller who can so beguile his readers that he leaves them wanting more when he’s done....McCourt proves himself one of the very best” (*Newsweek*). *Tis* blesses readers with another chapter of McCourt’s story, but as it closes, they will want still more.

**ADVERTISING**

- National radio advertising campaign

**PUBLICITY**

- National author publicity
- 20-city author tour
- National on-line publicity

**PROMOTION**

- Advance reader’s editions

Frank McCourt was for many years a writing teacher at Stuyvesant High School and performed with his brother Malachy in a musical review about their Irish youth. The sequel to *Angela’s Ashes*, *Tis*, will be published by Scribner in September. McCourt lives in New York City.
Sales have tripled for *The Best American Poetry* since the debut volume in 1988. And what has become a “must for poetry lovers” (*Tampa Tribune-News*), should stir even more excitement with Robert Bly as this year’s guest editor. An award-winning poet and translator—famous, too, for his leadership role in the men’s movement and his bestselling book, *Iron John*—Bly offers a fresh perspective on American poetry.

Bly has chosen the seventy-five best poems of the year from a host of contenders culled from a wide range of literary magazines and journals. He has selected the work of celebrated poets John Ashbery, Anne Carson, Henri Cole, Louise Glück, Phillip Levine, and Richard Wilbur, as well as poems from innovative newcomers. With comments from the poets elucidating their work, and with a Foreword by Series Editor David Lehman, *The Best American Poetry 1999* is a stunning addition to the series *People* magazine called, “a year’s worth of the very best.”

Robert Bly, one of America’s most influential poets, won the National Book Award in poetry for *The Light Around the Body*. His latest book, written jointly with Marion Woodman, is *The Maiden King: The Reunion of Masculine and Feminine*. He lives in Minneapolis and Moose Lake, Minnesota. Series Editor David Lehman is on the core faculty of the writing programs at Bennington College and the New School. In 1988 he launched *The Best American Poetry*, which is credited with playing “a major role in the increased media attention to poetry in the last ten years” (*Publishers Weekly*). He divides his time between Ithaca, New York, and New York City.
VALPARAISO

A Play

DON DELILLO

A magnificent play, with echoes of Beckett and the classical Greeks, about the confluence of the random, mundane, and epic in our culture—by the National Book Award-winning author of White Noise and Underworld.

A man sets out on an ordinary business trip to Valparaiso, Indiana. It turns out to be a mock-heroic journey toward identity and transcendence.

Don DeLillo's second play is funny, sharp, and deep-reaching. Its characters have needs and desires shaped by the forces of broadcast technology. They talk the way we do today, telling each other things in public, before listening millions, that we don't dare to say privately. In the world of Michael and Livia, and the people who interview them incessantly, nothing is allowed to be unseen. Nothing remains unsaid. And everything melts repeatedly into something else, as if driven by the finger on the TV remote.

Hyper-present and mythically true, Valparaiso makes poetry out of the language of routine airline announcements and the flow of endless information.

Valparaiso will have its premiere at the American Repertory Theater in Cambridge, Massachusetts, in early 1999.

PUBLICITY

• National author publicity

ADVERTISING

• Advertising in The New York Time Book Review

Don DeLillo, author of eleven novels, has won the National Book Award, the PEN/Faulkner, and the Irish Times Prize. His first play, The Day Room, was produced at the American Repertory Theater in Cambridge and the Manhattan Theater Club in New York. He is a member of the American Academy of Arts and Letters.

FEBRUARY
Scribner

Drama
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SEX OVER 50

JOEL BLOCK, PH.D., AND SUSAN CRAIN BAKOS

A frank, confident guide to the uninhibited pleasures of sex that shows how to overcome the common problems mature couples experience and bring fulfillment and intimacy back into any love life.

The trend-inspiring baby-boom generation—78 million of whom are now crossing the fifty-year mark—are redefining middle age and creating a new realism of what a fulfilling sex life means. As they did in their youth, boomers will not go quietly into the sexual experiences of their mature years. Sex Over 50 speaks to this legion of gracefully aging Americans who are looking for practical advice on how to make the transition to deeper, richer, more sophisticated sexual relationships.

Opening the way to a fuller, more intimate way of being together, Sex Over 50 debunks the myths of the youth-beauty obsession and our stereotypes of sexuality and aging, showing what it takes to be a mature lover and recapture the passion once believed to be the exclusive province of our youth.

PUBLICITY
• National print publicity
• National radio campaign
• On-line publicity

Dr. Joel Block is a nationally renowned and highly respected psychotherapist, working extensively with couples and individuals in his private practice on Long Island, New York. The author of five books, including Secrets of Better Sex, he is also a diplomate of the American Board of Professional Psychology and a supervisor on the staff of the Human Sexuality Center of Long Island Jewish Medical Center. He lives in Dix Hills, New York.

Susan Crain Bakos is the author of seven books, including the best-selling What Men Really Want, and a journalist whose work has appeared in such popular consumer magazines as Cosmopolitan, Ladies' Home Journal, and New Woman. She lives in New York City.

APRIL
PARKER PUBLISHING
Relationships/Sexuality
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Index
Carton quantity: 20
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0-13-621442-8, $14.95, paper
A rich anthology of quotations, uniquely drawn from the greatest minds over the ages, that speak to the relevant issues of today.

"A man loses contact with reality if he is not surrounded by his books."
—François Mitterand, former President of France, Times (London), May 10, 1982

Collected in this book are mankind's thoughts and feelings from the earliest times to the most recent past. This collection includes more than 2,500 thought-provoking quotes from the social sciences to the natural sciences, from poetry to philosophy, from theism to agnosticism, and from rationalism to mysticism.

Scrupulously researched by the author, an historian well acquainted with all cultures and civilizations, this collection is unparalleled for its superior collection of quotations. Contrasting and complementary ideas are presented from such philosophers and pundits as Oscar Wilde, Thomas Jefferson, Sophocles, and Margaret Mead. This elegant compilation of fresh, compelling, and well-turned sayings on such issues as ambition, character, society, and wisdom will make an indispensable resource for speechmakers, speechwriters, and other professionals as well as all lovers of the written word.

The late Wesley D. Camp, noted as a dedicated educator and historian, taught Western Civilization and European History at Adelphi University for more than twenty years. A translator of several works from French-to-English, he authored two widely used history texts, Roots of Western Civilization, Volumes I and II.

PUBLICITY
• National print publicity
• On-line publicity

OVER 1500 UNIQUE QUOTATIONS
DRAWN FROM THE WISDOM OF THE AGES
WESLEY D. CAMP

APRIL
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Prentice Hall Press’s “Start Your Own” series is the best in the business in helping entrepreneurs and small business owners turn their talents into profits. Each of these one-of-a-kind business guides offers a proven blueprint for launching and building a unique and successful small business. Whether part-time or full-time, home-based or storefront, anyone with a dream of becoming his or her own boss can learn what it takes to succeed. Every title is packed with practical tips on everything from how to identify the best markets, advertise effectively, and secure adequate financing, to anticipating legal issues, following simple bookkeeping procedures, and managing day-to-day operations.

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The Lump Sum Advisor

Anthony Gallea

A noted financial professional explains all you need to know about lump-sum distributions to better plan for and build your financial future.

From the downsized and active job-changers to those about to realize their dreams of retirement, hundreds of thousands of American workers each year face one of the most difficult financial decisions of their lives: how and when to take a lump-sum distribution from their 401(k), pension, or profit-sharing plan. In The Lump Sum Advisor, written by a well-known author and successful financial consultant Anthony Gallea provides the latest guide on how to help you set and achieve personal financial goals through a lump-sum distribution. Gallea shares his investment wisdom and strategies—culled from his nearly twenty years of managing his clients investments—about what works and what doesn’t to address investment problems, plan a consistent investment strategy, and reduce the tax bite. With IRS rulings and forms, financial planning tools, and a library of additional resources, this complete guide shows how to plan and implement a clear course of action for seeking to sustain a future of wealth, security, and a sustaining family legacy.

Advertising
• National advertising in
  The Wall Street Journal,
  The New York Times, and
  USA Today

Publicity
• National author publicity

Anthony Gallea, author of Contrarian Investing, is Vice President and Senior Portfolio Management Director with Salomon Smith Barney where he oversees the management of over $700 million for clients in the United States and abroad. He has received numerous industry awards and recognition, and is in constant demand by the business media on various financial matters. He lives in Pittsford, New York.

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GROWING RICH WITH GROWTH STOCKS

Wall Street's Top Money Managers Reveal the 12 Rules for Investment Success

KIRK KAZANJIAN

Foreword by Don Phillips, President and CEO, Morningstar, Inc.

Growing Rich with Growth Stocks is the ultimate guide to uncovering winning investments for the twenty-first century.

When Donald Yacktman, Shelby Davis, Elizabeth Bramwell, L. Roy Papp, and Robert Stovall talk, investors the world over listen. These experts collectively not only manage billions of dollars, they also posted some of the best performance results of any money managers on Wall Street today. Now noted investment analyst and author Kirk Kazanjian takes readers behind-the-scenes with these luminaries and reveals their most successful investment secrets. As an added bonus, each "guru" offers his or her top ten growth stock picks for the next millennium.

Complete with candid, personal biographies that paint both an informative portrait of these money managers and offer an insight into what makes them tick, Kazanjian provides twelve easy-to-follow rules that get right to the heart of knowing how to spot tomorrow's most promising investments today:

- Rule 1: Forget About the Market
- Rule 2: Invest Like a Tortoise, Profit Like a Hare
- Rule 3: Buy the Best When It's on Sale
- Rule 4: Take a Good Look Around You
- Rule 5: Get to Know Your Partners
- Rule 6: Avoid Unnecessary Risk
- Rule 7: Travel Around the Globe, but Stay at Home
- Rule 8: Be Willing to Change
- Rule 9: Never Underestimate the Power of Technology
- Rule 10: Read the Fine Print
- Rule 11: Don't Spread Yourself Too Thin
- Rule 12: Know When to Say Goodbye

Kirk Kazanjian is an internationally recognized investment expert, stock and mutual fund analyst, and business and financial writer. Author of Buying Mutual Funds for Free and the two bestselling annuals, New York Institute of Finance Guide to Mutual Funds and Wall Street's Picks, he is founding editor of Wall Street Insider and frequently offers investment advice on CNBC, CNN, and other radio and TV stations across the country. He lives in Santa Barbara, California. Don Phillips is President and Chief Executive Officer of Morningstar, Inc., the nation's leading publisher of mutual fund research. He is often quoted in such publications as The Wall Street Journal, The New York Times, Forbes, and Money magazine.

ADVERTISING


PUBLICITY

- National campaign to business and finance editors and broadcast media
- Author publicity from Los Angeles

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ALSO AVAILABLE BY KIRK KAZANJIAN

New York Institute of Finance Guide to Mutual Funds 1999
0-7352-0074-2, $20.00, paper
THE BEST LETTERS FOR ALL OCCASIONS

ROSALIE MAGGIO

The bestselling author of How to Say It brings wisdom, inspiration, and fun to the art of letter writing.

Drawing from the author's personal collection of persuasive, moving, and humorous letters, this unique resource stresses the rules of form, tone, and word choice—and shows when to break them. Aimed at a general audience whose letter-writing needs may range from simple to sophisticated, The Best Letters for All Occasions combines the advantages of a model-letter book with guidelines that help tailor letters to one's specific needs.

Drawing on years of feedback from readers of How to Say It, Rosalie Maggio has included chapters on the items that people have most requested: e-mail, faxes, and memos; to how to address sensitive issues from sexual harassment to the return of a borrowed item. Here are real letters from real people, as well as suggested quotations to open or close a letter.

The Best Letters for All Occasions begins with a brief user's guide and a table of contents, and provides simple, successful formulas for writing the basic forty-seven types of letters. Throughout, bulleted checklists of do's and don'ts make fundamental principles clear and easy to practice. This refreshing guide is sure to inspire even the most reluctant letter writer.

ADVERTISING

PUBLICITY
• National print publicity

Rosalie Maggio edited books for twenty-five years before she decided to write one. Now a popular speaker and bestselling author, her books include How to Say It and An Impulse to Soar: Quotations by Women on Leadership, both published by Prentice Hall. She lives in St. Paul, Minnesota.

MAY

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MINDING YOUR OWN BUSINESS

Arthur Andersen Answers the 101 Toughest Questions About Family Business

BARBARA B. BUCHHOLZ, MARGARET CRANE, AND ROSS W. NAGER

Foreword by Dr. Leon A. Danco

Three experts in the field provide the answers for starting, running, and maintaining a successful family business.

With so many questions about how to balance family and business needs, but precious little time to seek advice, Minding Your Own Business offers an invaluable, easy-to-use Q&A guidebook to plan for continuity, growth, and family leadership. Armed with firsthand experience, in-depth interviews, and a wealth of collective research from Arthur Andersen's leading family business consultants, the authors ferret out fact from fiction to help owners, heirs, and employees alike forge a path to success in any family-owned enterprise:

• How to turn an entrepreneur into a family business
• What are the benefits and risks of buy-sell agreements and what they should contain
• What should be considered when promoting family members to new positions within the company
• How to compensate other family members who do not actively participate
• How to prepare a female heir to take over the business in a male-dominated industry
• How to deal with performance issues that involve a family member

PUBLICITY
• National print publicity
• 20-city radio phoner campaign
• On-line publicity

Barbara B. Buchholz, a business journalist who has written extensively on family business issues, is coauthor of Corporate Bloodlines: The Future of the Family Firm. She lives in Ladue, Missouri. Margaret Crane is a business journalist and author with firsthand knowledge of family businesses. She also lives in Ladue, Missouri. Ross W. Nager is Executive Director of the Arthur Andersen Center for Family Business and National Director of Arthur Andersen's Family Wealth Planning Practice. He lives in Houston, Texas. Dr. Leon A. Danco is cofounder and Chief Executive Officer of The Center for Family Business, a national consulting organization for business owners and their families. Dr. Danco also serves as Senior Adviser to the Small Business Administration's Task Force on Family Business Continuity.
EAT YOUR WAY TO A HEALTHY HEART

LIZ APPLEGATE, PH.D.
Foreword by Paul Thompson, M.D.

One of the foremost nutritional experts in the United States cuts through the fads about how to prevent and reverse the leading causes of cardiovascular disease with a Simple Six Eating Plan for anyone who wants to take control of his or her health and life.

Demystifying the current science and hype surrounding food and heart health, nutrition expert Liz Applegate offers a practical, commonsense Simple Six Eating Plan to control high blood pressure and prevent—and even reverse—heart disease. From abalone to zucchini, over 100 everyday foods are profiled in an “open anywhere” A-to-Z style, featuring the most recently discovered scientific secrets that every smart eater needs to know, including:

• How our favorite foods—even chocolate—can help keep us healthy
• The best cheese for a healthy heart
• The secrets about red wine

Eating strategies for coping with everyday situations—from eating on the run to ethnic cuisine that heals the heart—food preparation tips, easy-to-follow recipes, supermarket shopping checklists, and important nutrition facts and eating-plan worksheets make this the ultimate guide to healthy heart living.

Liz Applegate, Ph.D., the international spokesperson for Sunkist Oranges, is a renowned health, nutrition, and fitness expert with more than twelve years experience as a writer, educator, author, and consultant to Olympic athletes, and NBA and NFL teams. A columnist for Runner’s World, she has appeared on more than 200 radio and television shows, including “Good Morning America” and CNN. She is also the author of Power Foods—the “bible” for nutritional fitness—and teaches the most widely attended nutritional course in the country at the University of California, Davis. She lives in Davis, California. Paul Thompson, M.D., is the President of the American College of Sports Medicine.
A comprehensive and in-depth resource that defines, clarifies, compares, and illuminates more than 500 subjects vital to today's wide and diverse world of business.

This single volume—more than an encyclopedia, more than a dictionary, provides comprehensive information about business language and phraseology, e-mail addresses of popular associations, and tips on usage and grammar of common business words and phrases. Sweeping in scope yet detailed in coverage, this unique resource gives the user insights to communicate in a clear, confident, and effective manner with professionals beyond their own specialty.

Arranged alphabetically, categories span more than 500 business areas—including banking, computers, insurance, investment, marketing, management, law, real estate, and taxes. Within each, users will find authoritative, up-to-date information on business language—from historical terms and traditional concepts to state-of-the-art technical jargon and buzz words. Throughout, cross-referencing makes it easy to find synonyms, analogues, and related subject matter. Additional tips on usage, grammar, and style are included.

Complete lists of trade associations and periodicals, and helpful facts on demographic, financial, and legal issues, Dictionary of Business Terms is as handy as a dictionary or thesaurus.

**PUBLICITY**
- National publicity
- On-line publicity

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Wilbur Cross is an entrepreneur and former editor for Time magazine. He has written many works of non-fiction and reference, including the Prentice Hall Small Business Model Letter Book. He lives in Hilton Head, South Carolina.

JUNE
PRENTICE HALL PRESS
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WHEN GIANTS STUMBLE

Classic Business Blunders and How to Avoid Them

ROBERT SOBEL

A noted business historian presents captivating profiles of corporate blunders, with illuminating insights into the misguided motives that make promising concepts fail and industry giants crumble.

Packard, E.J. Korvette, RCA, Drexel Burnham Lambert, Pabst, and Schwinn. Once industry leaders, these companies all suffered devastating and, in some cases, fatal setbacks because of one pivotal mistake. A renowned writer and speaker who has traced the missteps of corporate America, Robert Sobel offers a fascinating look at fifteen glaring and enlightening product flops and management foibles. Rather than call attention to corporate greed or foolishness, the author reveals sound reasoning behind some of the worst moves in modern business history.

Capturing tragic mistakes in the making, each chapter spotlights a key blunder committed by a onetime mover and shaker. Critical errors include: tinkering with winning products or marketing “downscale” versions; getting blindsided by rivals or government regulations; striving to outdo a famed predecessor; fighting technology—or sheepishly following every innovation; and mistaking temporary industry changes for permanent ones—or vice versa.

Lively and eye-opening, When Giants Stumble explores a side of business history too seldom discussed, with valuable lessons for both thriving and floundering companies.

PUBLICITY
• National print publicity
• National radio campaign
• On-line publicity

Robert Sobel is a Lawrence Stessin Distinguished Professor of Business History at Hofstra University. The author of more than forty books, including Dangerous Dreamers: The Financial Innovators from Charles Merrill to Michael Milken, he writes a monthly column on financial history for Barron's. He lives in Long Beach, New York.

JUNE
PRENTICE HALL PRESS
Business
6 x 9, 256 pages
Index
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$26.00, cloth
**Acupuncture Without Needles**

*Do It Yourself Acupressure, the Simple—At Home Treatment for Lasting Relief from Pain*

**Revised and Updated**

**Dr. J. V. Cerney**

A practical, contemporary guide to the ancient Chinese healing art of acupuncture without needles.

Revised and updated with new detailed illustrations for a contemporary look, this book presents acupressure in terms that anyone can understand and use in the privacy of his or her own home. The author demonstrates step by step how to apply this ancient Chinese healing art of finger-pressure techniques to treat a wide variety of ailments such as fatigue, migraine, colds, tension, loss of hearing, eye problems, blood pressure problems, and many more. With new illustrations, this book lets the reader see where pain or discomfort begins, how it may show up in other parts of the body, and how to use this needle-less technique to eliminate it.

This is the original book on the subject and a popular alternative medicine classic that has sold successfully for more than twenty years. With over 100 clear, useful illustrations, it is the most user-friendly book on the market.

**PUBLICITY**

- National print campaign
- On-line publicity

The late Dr. J. V. Cerney was President of Professional Research and a specialist in podiatric medicine and physical therapeutics. He was the winner of a national award for his research in skin disease and received several commendations for his work in physical fitness. He was a member of the National Athletic Trainers Association and The American College of Sports Medicine.
MANAGING CORPORATE LIFECYCLES

How to Get and Stay at the Top

ICHAK ADIZES, PH.D.

The premier authority on organizational transformation takes his classic work to the next level, showing managers how to prevent a company from falling into a period of decline.

For three decades, Ichak Adizes, Ph.D., has studied the patterns of organizational growth and change in businesses worldwide, from Bank of America to Domino’s Pizza to small start-ups. In his breakthrough book Managing Corporate Lifecycles, Dr. Adizes traced the typical corporate path from inception to decline. Now, in this long-awaited follow-up, he guides companies on the optimal path—and reveals how to sustain peak vitality.

Courtship, Infancy, the heady Go-Go years, and turbulent Adolescence, these are the stages every company goes through to reach what Dr. Adizes calls PRIME—the ideal stage of balanced creativity and discipline. At every stage, he shows how to anticipate and handle “normal” problems—whether with goal setting or managing employees—then quickly move on and up. Once in the PRIME stage, the author presents proactive measures for maintaining focus and vision, nurturing cohesion, and achieving “predictable excellence.” He also offers strategies for avoiding the typical downhill path—starting with the Signs of Aging, such as risk avoidance; moving on to Aristocracy, where power and protocol dominate; and culminating in the final stages of decay: Recrimination, Bureaucracy, and Death.

Easing the pains of growing, Managing Corporate Lifecycles opens the way for every organization to thrive—indefinately.
THE MAGIC POWER OF WHITE WITCHCRAFT

Revised

GAVIN FROST AND YVONNE FROST

Revised for a new generation of “good witches,” the classic guide to putting witchcraft to work in everyday life to achieve the goals mortals covet: wealth, success, influence, and happiness.

Forget newt’s eyes and bubbling cauldrons. Witchcraft has come out of the dark ages. Grounded in an ancient religion that celebrates the natural world, this benevolent occult art taps into the forces of the human spirit and will. Now thoroughly revised, the definitive guide from pioneering witches Gavin and Yvonne Frost is certain to thrill and motivate today’s mortals.

Making the wondrous ways of witchcraft easy to grasp and practice, this unique resource reveals hundreds of effective mystical techniques. Step by step, the Frosts take readers through spells, rituals, affirmations, telepathy, and the art of divining—with real-life examples documenting the remarkable results. Aspiring “witches” will unlock secret powers to: define goals, seize opportunities, improve memory, work smarter, influence others, gain insight, control emotions, develop empathy, find the right mate, boost energy, feel great, achieve serenity, and fulfill dreams.

For anyone who has ever been passed over for a promotion, rejected by a lover, or missed that perfect chance for something wonderful... and wondered why, this fun and empowering guide just might have the answer.

PUBLICITY

• 6-city radio campaign:
  Chicago, Cleveland,
  Detroit, Jacksonville,
  New York, Tampa
• On-line publicity

PROMOTION

• Author Web site:
  www.churchofwicca.org

Gavin Frost, Ph.D., D.D., and Yvonne Frost, D.D., remain the world’s most acclaimed witches. As husband and wife, they founded the Church and School of Wicca in 1968. They have written more than a dozen books on the occult. They are frequent guests on national television and radio, speaking out on behalf of their craft. Both descended from long lines of witches, they would like to be remembered as humble teachers.

P R E N T I C E   H A L L   P R E S S
The Scholarship Book 2000
The Complete Guide to Private Sector Scholarships, Grants, and Loans for Undergraduates
Daniel J. Cassidy

The ultimate directory to thousands of scholarships for undergraduates has sold more than 1 million copies. No student or parent can afford to overlook these financial opportunities.

To offset staggering education costs, nearly all students today need assistance. Over half of college financial aid comes from the private sector. From the world's largest private-sector financial aid database, Cassidy identifies 2,500 of the best scholarships, loans, grants, and internships—including 1,000 new to this edition.

In competing for valuable college aid, this granddaddy of all scholarship books provides a distinct advantage. Not padded with information easily found elsewhere, it offers solid data on applying for private-sector scholarships, grants, and aid—identifying which are renewable, and how to win multiple scholarships.

Giving complete application guidelines, deadlines, and sample letters, Cassidy outlines qualifications, award amounts, areas of study, contact names, and demonstrates how a wide range of incomes, ages, and students without financial need or superior grades can qualify and secure aid.

Daniel J. Cassidy, known as "Mr. Scholarship," has appeared on "The Larry King Show," "ABC News" and "Good Morning America," and over 3,500 radio and TV shows nationwide. He hosts a weekly show on FNN, and often appears on CNN's "Your Money." President of National Scholarship Research Service, he's the author of The Graduate Scholarship Book and The International Scholarship Book. He lives in San Rafael, California.

ADVERTISING
• National advertising in USA Today

PUBLICITY
• 4-city author tour:
  Los Angeles, New York,
  San Francisco,
  Washington, D.C.
• Major print campaign
• National radio campaign

JULY
PRENTICE HALL PRESS
Reference
8 1/2 x 11, 523 pages
Cross-index, index
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Fit for Sex

A Man's Guide to Creating and Maintaining Peak Sexual Fitness

John Knutila

A unique guide for men covering all the requirements—physical, mental, and emotional—for consistent sexual prowess and satisfying intimacy.

Any man who thinks with his brain knows that sex happens between people, not just bodies—and that truly great sex demands both an emotional and physical investment and the right attitude. At last there's a sexual fitness guide for every man, whether single or married, in his twenties or in his fifties, who wants the best from each sexual experience—body, mind, heart, and soul.

Written with a winning blend of frankness, sensitivity, and humor, this fact-packed resource covers every conceivable subject that impacts male sexuality. Arranged in a browsable, A-to-Z format, topics instructing men how to be "on-call" ready include: aphrodisiacs, body language, contraception, desire, foreplay, impotence, fertility, kissing, massage, myths about sex, prostrate health, STD's, tenderness, and the benefits of yoga. Guided by self-tests, checklists, and illustrations, men will learn how to overcome anxiety and limiting beliefs; boost sexual stamina through exercise; discover foods and herbs to nourish sexuality; rekindle erotic fires with fantasy; give—and get—increasingly intense orgasms...and much more.

Comprehensive, accessible, and empowering, Fit for Sex is every man's ultimate guide to total sexual health, well-being, and self-confidence.

PUBLICITY

• National print campaign
• On-line publicity

John Knutila is a freelance writer specializing in health and men's issues. He lives in Allentown, Pennsylvania.
NATURAL PROSTATE HEALERS

A Breakthrough Program for Preventing and Treating Common Prostate Problems Without Drugs or Surgery

MICHAEL FILLON

A breakthrough guide advocating an all-natural approach to the prevention and treatment of a pervasive fear among men forty-five and older—prostate disease.

One out of every five men in America suffers from prostate problems. Ignoring the symptoms can have dire consequences—including death. In fact, prostate cancer now ranks second only to lung cancer as a cause of death among men nationwide. With a positive outlook and proactive strategies, acclaimed science writer Michael Fillon points men in the right direction for optimum prostate health and ongoing sexual fitness—without surgery or drugs.

With this cutting-edge resource, men will learn to recognize the early symptoms of prostate disease—and take concrete steps to combat each specific type. Chapters cover the amazing powers of cancer-crushing nutrients, including zinc, vitamin E, and bee pollen; the many benefits of a diet rich in soy and fiber-dense fruits and vegetables, including cooked tomatoes (yes, pizza counts!)—plus 101 no-fuss, prostate-healthy recipes; and the vital role of exercise, backed by sample stress reducing moves. Throughout, quick quizzes and handy checklists help men keep on top of their health and progress.

Complete with authoritative answers to men’s most frequently asked questions about prostate problems, Natural Prostate Healers offers practical, natural alternatives to conventional medicine and the additional benefit—men will reclaim their sexuality and self-confidence while dramatically reducing their risk of prostate cancer.

PUBLICITY

• National print campaign
• National radio phoner campaign
• On-line publicity

Michael Fillon has written hundreds of articles on a variety of medical, science, and technology issues for Science Digest, Health Week, Popular Mechanics, and other publications. He also serves as a contributing technology editor for Novartis Pharmaceutical Company’s NCN News. He lives in Atlanta, Georgia.
Win Win Management
Leading People in the New Workplace
George Fuller

"This book will appeal to those who practice management rather than theorize about it."
—Booklist

With rapid changes in technology and global competition combining to reshape the corporate landscape, the role of supervisor has dramatically changed from what it was only a few years ago. Directly addressing the issues and problems facing those who manage today’s workers, this breakthrough book provides supervisors with a how-to blueprint for the twenty-first century.

Designed to help new as well as seasoned supervisors expedite often difficult and time-consuming tasks, it delivers proven solutions for a myriad of supervisory challenges, including how to:

- Manage a diverse, multicultural workforce that includes full-timers, part-timers, temporary workers, and telecommuters
- Change from an autocratic to an enlightened management style
- Introduce new technology to resistant workers
- Preserve employee loyalty through thick and thin
- Avoid the pitfalls of the team approach

Brimming with practical, accessible advice, this is an invaluable tool for helping supervisors carve out their new role within the changing organization.

PUBLICITY
- National print campaign

George Fuller is a veteran business writer with more than twenty years of management experience. The author of The Supervisor's Big Book of Lists, Supervisor's Portable Answer Book, and The Negotiator's Handbook, he has written over 500 articles on management and supervision and writes a syndicated column which appears in forty-five business newspapers and magazines. He lives in Sarasota, Florida.

September
Prentice Hall Press
Business/Management
6 x 9, 352 pages
Index
Carton quantity: 20
0-7352-0120-X
$15.00, paper
Before you spend two nickels on marketing, it is important to understand how those nickels should be spent.

Q: With all the sexy new ways to do marketing—from Web sites to publicity with radio “shock jocks”—what’s an ambitious entrepreneur to do?

A: Strip away all the hype and hoopla; get down to the basics of Naked Marketing.

Here is a handy tool for business managers and entrepreneurs who want to get market-smart quickly and painlessly. With real-life examples and effective techniques for nearly all businesses, the bare facts reveal how to: develop a marketing plan; create the marketing budget; exploit publicity; and mix mass media, personal selling, and direct mail.

Robert Grede offers lists of Dos and Don’ts. He shares winning strategies used by big-name companies and by small start-ups.

“Grede goes further than most marketing writers toward demystifying the process. He shows it doesn’t take an MBA and a year on Madison Avenue to better market your business.”

—Milwaukee Journal Sentinel

“In a compact and readable 160 pages, Naked Marketing helps today’s overworked entrepreneur achieve maximum marketing knowledge in a minimum amount of time.”

—Business Start-Ups magazine

Robert Grede is a consultant specializing in marketing and strategic planning for small and medium-sized businesses. He is also a business advice columnist for the Milwaukee Journal Sentinel. He has been a strategic planner for Union Carbide, McDonalds, Procter & Gamble, and United Airlines. He lives in Wauwatosa, a suburb of Milwaukee, Wisconsin.
LITERATURE LOVER'S
BOOK OF LISTS

Serious Trivia for the Bibliophile

JUDIE L. H. STROUF

Sure to surprise, delight, and inform anyone who loves literature, this
belongs right next to Bartlett's on anyone's shelf.

A great reference tool, but even more importantly, this fascinating compendium of hundreds of lists will delight and inform book lovers of all ages. Thousands of interesting and entertaining facts, terms and trivia about literature, related to genres, literary periods, themes, authors, characters, and awards...even lists of books and poetry available on audiocassettes, as well as computer software. Among the numerous lists:

• The whimsical and weird, rare book values, and "daffynitions"
• Long-running Broadway plays and Drama Critics' Circle Awards
• Unique lists of inventions, banned books, and horror story masters
• Fiction from around the world by decade
• Other offbeat and unusual lists include authors epitaphs, world famous writers pseudonyms, a short work by Leo Tolstoy, the books written by "anonymous," and their current value.

The broad scope of topics, combined with clear organization, make this book an excellent source, and perfect holiday gift, for any bibliophile who enjoys browsing for the sheer fun of discovery.

Compiled from material by Judie L. H. Strouf, an educator and author of numerous teacher resources, including Intermediate Teacher's Book of Instant Word Games and Hooked on Language Arts! Packaged by The Stonesong Press, editors of the national bestseller, The New York Public Library Desk Reference.

PUBLICITY
• National print campaign

SUBSIDIARY RIGHTS
• A Main Selection of the Quality Paperback Book Club

SEPTEMBER
PRENTICE HALL PRESS
Literature/Reference
7 x 9 ¼, 432 pages
Period art illustrations
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0-7352-0121-8
$14.00, paper
For individual investors, stock brokers, and fund managers, *The REIT Revolution* is the ultimate guide to making REIT decisions with confidence—to maximize profits.

Real Estate Investment Trusts—commonly known as REITs—are fast attracting investors of every level and temperament. Comprised of bundled commercial real estate properties of which investors can buy shares just as they buy stocks in companies, REITs offer a lucrative option to the investor who is in need of potential profits in a proven field. An expert on real estate and a prolific author, Jack Cummings has written the definitive guide to winning REIT strategies.

Lively and easy to read, this cutting-edge resource provides a solid foundation for every REIT investor. Demystifying REIT and real estate jargon, chapters cover how REITs differ from traditional real estate investing, and the pros and cons of each; how to pick the right REIT and broker; the common pitfalls—and how to avoid them; new opportunities created by changes in the tax code; which REITs are on the rise; and how to cash in on the REIT boom. Learn real estate investment tactics from the true "insider" of all time. The appendix features a comprehensive list of more than 200 REITs, complete with essential background information and addresses.

**PUBLICITY**
- National print campaign
- National radio phoner campaign
- On-line publicity

Jack Cummings has written many books on real estate investing, including *The Real Estate Finance and Investment Manual* (Prentice Hall). A real estate practitioner with more than thirty years experience and $750 million worth of transactions to his credit, he heads his own thriving firm, Cummings Reality. He lives in Fort Lauderdale, Florida.
CREDIT DERIVATIVES AND THE MANAGEMENT OF RISK

DR. DIMITRIS N. CHORAFAS

A world-renowned expert demystifies a rapidly growing specialty in banking and finance, complete with a detailed comparison of credit risk models.

Credit derivatives are revolutionizing the world of investment. But without a firm understanding of their mechanics and their bottom-line impact, these hot financial instruments can bring devastating losses. An international authority on risk management, Dr. Dimitris N. Chorafas draws on his own experience and the insights of seventy-six senior executives at forty-six organizations worldwide to introduce readers to the market for credit derivatives; the instruments that make trading in credit derivatives possible; the models that are applicable to the management of credit risk; and, the information needed by senior management to ensure credit derivatives don't turn into junk bonds.

The book contains many firsts: the perspectives opened by new financial instruments; new markets for selling credit derivatives; the coming derivatives of catastrophe insurance and hurricane events; the best currently available credit risk models, and; a discussion of the work done by “rocket scientists,” and the aftermath with Long Term Capital Management (LTCM)

Dr. Chorafas empowers anyone who works with derivatives to get the best possible performance, and, at the same time, alerts them to their shortcomings and dangers.

ADVERTISING
• National advertising in
  The Wall Street Journal

PUBLICITY
• National print publicity
• On-line publicity

Dr. Dimitris N. Chorafas is an international consultant for management, finance, and technology. His clients include major banks throughout Europe, as well as multinational corporations such as General Electric and Honeywell.

A Fulbright scholar who did his postgraduate studies at UCLA and received his doctorate at the Sorbonne, he has taught at Catholic University, Washington State University, and four other American universities, the University of Alberta, the Technical University of Karlsruhe, the University of Geneva, and lectures in finance and in technology around the world. The author of more than 100 books, some of which have been translated into 16 languages. He lives in Switzerland and France.
UP THE AMAZON WITHOUT A PADDLE

A Humorist’s Offbeat Adventures Around the World

DOUG LANSKY

Nationally syndicated travel writer Doug Lansky offers a travelogue of sixty humorous stories, based on his out-of-the-ordinary experiences around the world.

Lansky travels the world looking for experiences that most tourists miss and reports upon them with a wry wit. He avoids the well-beaten path of most vacation spots to record foreign cultures and traditions that Americans rarely experience.

Lansky’s exploits include:

• Blowgun hunting with the Jaguar Indians in the Amazon
• Fending off hippos with a canoe paddle on Zimbabwe’s Zambezi River
• Swimming with the dolphins off the coast of New Zealand
• Riding the Trans-Siberian Railroad from Beijing to Moscow
• Lassoing reindeer above the Arctic Circle
• Shoving tomatoes up the nose, and down the pants, of residents during a wacky festival in Bunol, Spain

“Jack Kerouac meets Dave Barry in a third world youth hostel.”

— Dave Zinczenko, Men’s Health Magazine

PUBLICITY

• Advertising campaign in airline and travel magazines
• National radio talk-show campaign
• Major market media appearances

Doug Lansky’s engaging and humorous writing style is featured in his regular column, “Vagabond,” which currently appears in twenty-eight major newspapers across the country. His current base of operations is Sweden.

JUNE
MEADOWBROOK PRESS
Travel/Reference
6 x 8, 296 pages
Photographs throughout
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THE DINNER PARTY COOKBOOK

Menus, Recipes, and Decorating Ideas for 21 Theme Parties

KAREN BROWN

Entertaining made easy with menus for twenty-one special occasion and ethnic dinner themes, including 100 recipes and dozens of ideas for decorations, table settings, music, and more.

Each dinner party includes ideas for invitations, decorations/table settings, music, beverages, a complete menu, and easy-to-follow recipes. Examples include:

- Backyard Barbecue, featuring Spare Ribs, Potato-Vegetable Salad, and Watermelon Sorbet with Lemon Squares
- Formal Dinner, featuring Pinwheels, Salmon en Croute, Wild Rice with Pine Nuts, and Cremè Brulee Pesto
- Housewarming Party, featuring Oysters with Spinach Crostini, Roast Pork Loin with Cherry Relish, and Praline Cheesecake
- New Year's Eve, featuring Lobster Bisque, Risotto with Porcini Mushrooms, and Tiramisu
- Romantic Dinner for Two, featuring Caviar with Toast Points, Cornish Hens on a Bed of Wild Rice, and Chocolate Mousse
- Chinese/Thai Evening, featuring Spring Rolls, Chicken Satay with Peanut Sauce, and Orange/Almond Salad
- Middle Eastern/Greek Party, featuring Lamb Kebabs, Couscous with Eggplant, and Baklava
- "Dr. Zhivago" Dinner, featuring Borscht, Chicken Kiev, Dill Potatoes, and Charlotte Russe

The party and menu ideas are as much fun for the host to create as they are for the guests to enjoy.

PUBLICITY

- National television and radio campaign

Karen Brown has a degree in home economics and is the author of Kids Are Cookin' and The Joy of Sisters. She lives in Dallas, Texas.

JULY

MEADOWBROOK PRESS

Cookbooks
7 x 9 1/4, 120 pages
Carton quantity: 60

0-671-31727-X
$12.00
Here is a book to share with anyone who prefers a purr over a bark. Every cat aficionado will appreciate the warm and witty words displaying the furry antics of "a woman's best friend."

The perfect gift for any cat lover, Joy of Cats will resonate with anyone who has ever thought:

- My cat is the only member of my household who will curl up and watch TV with me and not mind that I hold the channel changer.
- Cats are like music. It's foolish to try to explain their worth to those who don't appreciate them.
- My cat knows I pet him at my convenience, so he makes it convenient by sprawling in the middle of whatever I am doing.
- Owning a cat is a good forerunner of marriage. You learn that you cannot control another living being, or expect him to do everything you want.
- A cat makes all the difference between coming home to an empty house and coming home.
- A cat reminds me to slow down and delight in the simple pleasures of life: dandelion puffs, butterflies, and lying down in beds of clover.

Illustrated with twenty black-and-white photos that poignantly visualize the relationship between cats and cat lovers, Joy of Cats will be a pleasure to give or receive.

PUBLICITY
- Local author publicity in Birmingham and Atlanta

PROMOTION
- 6-copy counter display

Jo Kittinger is the author of four children's books and the mother of two wonderful cats. She lives near Birmingham, Alabama.

AUGUST
MEADOWBROOK PRESS
Pets/Inspiration
6-copy counter display
0-671-75080-1, $42.00
6 x 6, 112 pages
20 b/w photographs
Carton quantity: 50
0-671-31726-1
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HEALTHY FOOD FOR HEALTHY KIDS

A Practical and Tasty Guide to Your Child's Nutrition

BRIDGET SWINNEY, M.S., R.D.

Here is a parent's practical guide to selecting and cooking healthy meals for their kids and to creating healthy attitudes toward food.

Nutritionist Bridget Swinney has created a parent's primer for teaching children healthy eating habits. This book asks parents to consider a new philosophy in approaching a child's diet with a "Parent's Ten Commandments" for encouraging healthy eating. It also offers specific methods to make mealtimes pleasant and to set the foundation for a lifetime of healthy eating habits.

Healthy Food for Healthy Kids goes into the specifics about such important topics as:

- Shopping smart and setting up a healthy, kid-friendly kitchen
- Facts about the relationship between eating habits and health
- Food safety, food allergies, and vegetarian eating
- Feeding infants and toddlers, including a guide to introducing solids
- Creating fun and nutritious snacks, lunches, dinners, and desserts
- Finding the healthiest fast foods and convenience foods
- Tips for healthy eating on the road

PUBLICITY
- National television and radio campaign
- 5-month author tour

Bridget Swinney, M.S., R.D., has a masters of science degree in Nutrition and is a Registered Dietitian. She is the author of Eating Expectantly and lives in El Paso, Texas, with her husband and two children.

SEPTEMBER
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With beautiful maps to illustrate scenic byways, plus recommended listings of historical sites and other important points of interest, this traveling companion is sure to make every trip a memorable one.

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Ivan -

50 more books to come...

I'll get to work on your list as soon as we receive the rest of our qty. Thanks.
Michael, hi--

Here's a copy of my book tour schedule. It's been handled by a very capable part-timer, Sarah Moser, (401)847-3666, if you have any questions.

Happy 4th and beyond.

[Signature]
8-page fax to Nan Graham, editor-in-chief, Scribner

Nan, hi--

Got your Friday phone message, thanks. My understanding is that you and I and Liz are to have a three-way phone conversation about (a) where we stand in regard to my next book and (b) what the marketing and sales wizardry is going to be for Mountain Time. I have a phone message in to Liz, and we’ll maybe have talked three-way by the time you receive this. In any case, I’m doing all the chores I can think of on behalf of Mountain Time, so, FYI, here’s a copy of the press kit raw material I just faxed to Martin Barabas. Please particularly note the “About the author and Mountain Time” handout I wrote for the kit; is it something that can be passed to whoever handles the online material, for use there? I’m of course game to provide whatever else would be helpful to the online promotion & marketing.

Another topic: I stuck in the mail to you at the end of last week a newspaper-size article too big for the fax, a piece that is a good break for the start of the Mountain Time bookstore tour in the San Francisco Bay area. It’s a San Francisco Chronicle best-in-the-West list (non-fiction; they’ll do fiction later) in which I came out as the leading writer still alive, i.e. up there next to Mary Austin, Wallace Stegner, and Edward Abbey. It should help with a Chronicle interview; I’ll send in a copy to Martin Barabas or his successor. And I’m spreading around some copies to a network of reviewers, history profs and English profs out here.

Will talk to you when I connect with Liz. All best.
fax to Martin Barabas, Scribner publicity dept.; copy to Nan Graham

Martin, hi--

Here’s the stuff for the Mountain Time press kit. I suggest we don’t try for anything elaborate, maybe have it consist of a bio sheet, an “about the author and the book” background handout, that Marion Ettlinger mug shot of me, and a shot of the book cover. The ingredients I’m faxing with this are:

--the “About the author and Mountain Time” handout I’ve done
--a copy of the bio sheet done for my last book (by the S&S publicity dept.)
--a copy of my own bio sheet that I send out for speaking gigs etc., as raw material for you in doing the Mountain Time bio sheet
--the Contemporary Authors entry on me, also for you to draw from if needed for the bio sheet.

And if you need phrasing about the book to include in the bio sheet, ask Brant Rumble, Nan Graham’s assistant, for the flap copy, okay?

Lastly, if you need big thumping quotes for the bio sheet, how about resuscitating a couple of all-purpose ones from the past:

“Ivan Doig is one of the best we’ve got—a muscular and exceedingly good writer who understands our hunger for stories.”


“Doig seems to be one those enviable writers whose every book is better than the previous one....full of good writing and the sweat and tears and laughter of hardworking plain people....(Ivan Doig’s writing) is more virile than Horgan and less romantic than Stegner. A truer comparison might be with Robert Louis Stevenson because of Doig’s magical welding of history with fiction, of adventure with everyday life, of legend with lore.”

--Washington Post Book World

Let me know if there’s anything else I can provide, hmm? I’d appreciate a chance to cast an eye over the bio sheet when you get it done, natch. We’re going to need the press kit by late July, when the interviews will start for the mid-August tour of Montana bookstores. We’ll also need to have those interviews set up by that same time, whether by you or Sarah or Robin’s successor; let me know if you have any feel for that situation yet, would you?

best,
In his latest novel, Ivan Doig writes of a generation, shaped by the sixties, that has reached its time of reckoning—and of a man who must uncover the secrets of his father's past before he can live and love in the present.

One of the greatest writers of the American West, Doig exquisitely renders the natural beauty of its landscapes as he contrasts human time with the immense clock of the earth, measuring the briefer existences that are our human fate against the patient witness of mountains. He is masterful at illuminating both human and geographical vulnerability, constantly shifting our focus between the land—breathtaking, essential and in need of protection—and the people bonded to it. Set in Seattle, San Francisco, Montana, and Alaska, *Mountain Time* is the story of three intense relationships: between father and son, between sisters, and between lovers. At once complex and subtle, these oldest quandaries of kinship and the nature of love are all dramatically in need of resolution.

Mitch Rozier, who has spent half his fifty years writing an environmental column for an alternative west coast paper, finds himself back under his father's roof, caught up in the ordeal of obligation—*you can't not go home again when someone is sitting there dying*. The sisters Lexa and Mariah McCaskill wrestle with a past that has driven them away from domesticity and as far from their roots as they can get. Lexa has long been ready to settle down with Mitch; Mariah, a photographer who uses her camera to shield herself from the world, lands more reluctantly. And the figure from the generation that produced them, Mitch's father Lyle, both beguiles and exasperates as he attempts to rewrite events in his life before he leaves it.
June 9, 1999

Ivan Doig
Fax: 206-542-6658

Dear Ivan,

I just wanted to write a quick note to let you know that I received your list of addresses for complimentary copies. I should have no problem tracking down addresses for the six individuals you listed at the top, and I'll be sure to double-check the current-ness of the addresses you provided. Let me know if you need anything else.

I can't wait to see the books. I'm sure you feel similarly.

All best,

Brant Rumble,
Assistant Editor
4-page fax to Brant Rumble, assistant to Nan Graham, Scribner editorial

Brant, hi--

Now that bound copies of Mountain Time are about to happen, here’s the list for “complimentary copies to key people” requested on p. 10 of the Author Questionnaire. My Rolodex is venerable enough that I suppose even addresses such as National Public Radio and the NY Times(!?) need to be checked to make sure they’re current. Besides these, there’s also this little category I don’t have addresses for:

- Stephen Ambrose
- Pam Houston
- Tom Brokaw
- Alice McDermott
- Barbara Kingsolver
- Robert Hass

Mountain Time
Complimentary copies to key people

Noah Adams
National Public Radio
2025 M St., NW
Washington DC 20036

Terry Brooks
1712 41st Ave. SW
Seattle WA 98116

Frank Rich
The New York Times
229 W. 43rd
New York, NY 10036

William Kittredge
709 Lolo St.
Missoula, MT 59802

Anne Matthews
Dept. of English
Princeton U.
Princeton, NJ 08544

(more)
Mountain Time
Complimentary copies to key people

Sarah Ferrell
Deputy Editor
Sophisticated Traveler
The New York Times
229 W. 43rd
New York, NY 10036

Patricia Nelson Limerick
Dept. of History
Campus Box 234
U. of Colorado
Boulder, CO 80309-0234

Wendy Smith
220B Bergen St.
Brooklyn, NY 11217

Richard Maxwell Brown
1850 E. 27th St.
Eugene, OR 97403

Elizabeth Simpson
Rte. 1, Box 1118
Lopez Island, WA 98261

William J. Cronon
2027 Chadbourne Av.
Madison, WI 53705

Dick Estell
“The Radio Reader”
WKAR
East Lansing, MI 48824

John Findlay
Department of History DP-20
University of Washington
Seattle, WA 98195

Carol Hill
2 Fifth Avenue, Apt. 19U
New York, NY 10011

(more)
Mountain Time
Complimentary copies to key people

Thomas Keneally
PO Box 237
Avalon Beach, 2107
New South Wales, Australia

Roger Kennedy
855 El Caminito
Santa Fe, NM 87501-2842

William G. Robbins
Dept. of History
Oregon State University
Corvallis, OR 97331

Tim Winton
PO Box 110
Fremantle, Western Australia 6160

Steven Wren
Good Cop Bad Cop Productions
2321 Abbot Kinney Blvd.
Venice, CA 90201

Jerry Ziesmer
Ziesmer Productions Inc.
16520 Park Lane Circle
Los Angeles CA 90049

Henry Bienen
President
Northwestern University
Evanston IL 60208

Richard White
Dept. of History
Stanford University
Palo Alto CA 94305-9991

Jackson Benson
English Dept.
San Diego State Univ.
San Diego CA 92182-8140

Nancy Cook
English--Independence Hall
University of Rhode Island
Kingston RI 02881-0812

(more)
Mountain Time
Complimentary copies to key people

Richard Etulain
History Dept.
University of New Mexico
Albuquerque NM 87131

Tony Hillerman
1632 Francisca Road NW
Albuquerque NM 87107

James Maguire
Dept. of English
Boise State Univ.
1910 University Drive
Boise ID 83725

Clyde A. Milner
Dept. of History
Utah State Univ.
Logan UT 84322-0740

Ann Zwinger
1825 Culebra Place
Colorado Springs CO 80907

###
August 11, 1998

Ivan Doig
17021 Tenth Avenue NW
Seattle, Washington 98177

Dear Ivan,

Please find enclosed our standard author questionnaire. We know that filling out forms like this looks to be the least appealing of all possible activities, but when the author expresses his/her voice in this form, it is a remarkably useful tool for our in-house marketing staff and sales reps. We would be incredibly grateful if you could give this 30 minutes and send it back to us at your earliest convenience, hopefully within a week or so. Thanks in advance.

All best,

[Signature]

Brant Rumble,
Assistant to Nan Graham
Sales at ‘New’ S&S Rise 1%, Earnings Fall

Gains at trade and children's divisions offset by weak mass market performance

Revenues at Simon & Schuster inched ahead 1% in 1998 to $564.6 million, while operating income fell 12% to $53.2 million, according to year-end figures from S&S’s parent company Viacom. Results are for the consumer publishing group only; sales from the education and professional and reference departments, which were sold to Pearson last year, were excluded from the report.

Despite the decline in earnings, S&S president Jack Romanos told PW he was pleased with the results. While some of the drop in earnings can be attributed to disruptions caused by the divestiture of the consumer group’s sister companies, as well as costs associated with creating a new corporate staff, Romanos said most of the decline was due to a change in the mix of sales. He explained that S&S’s trade and children’s divisions had good years, while the mass market paperback unit had a difficult 1998. Because of the volume of business S&S does in mass market, the category has higher margins than the trade and children’s operations. Romanos thinks that S&S’s problems in paperback “were a function of the changing mass market business.” While he believes the segment has a bright future, “we will need to adopt some different approaches to be successful.” A top priority for 1999 is to find a new publisher for Pocket to replace Gina Centrello.

The company has already been successful in exploiting its ties to Viacom. Romanos estimated that approximately $40 million of revenue came from S&S’s relationship with its parent company; he cited such examples as the success of Star Trek, Blues Clues and movie tie-ins. “I think that number [$40 million] is sustainable,” Romanos said.

The decline in earnings notwithstanding, S&S still posted a respectable operating margin of 9.4% in 1998, compared to a margin of 10.9% in 1997. Romanos was also pleased that the company ended 1998 on a high note, with sales up 9% to $177 million and operating earnings up 32% to $30.7 million.

— Jim Milliot

R&L Buys Classic Outdoors House

The Rowman & Littlefield Publishing Group has acquired the assets of Derrydale Press, a long-established publisher of notable outdoor and sports titles, based in Lyon, Miss.

The press, whose earlier titles are valued items in the rare books market, was founded in New York in 1927 by Eugene Connett III, who personally designed the more than 160 titles the firm produced from 1927 to 1942, when it was sold to Crown Books. They were beautifully produced and illustrated, devoted to such pursuits as hunting, fishing and riding, and mostly sold in limited editions for collectors.

Derrydale was bought by Douglas Mauldin in the mid-1980s, and he began a program of reissuing some of its classic titles in leather bindings, selling them by subscription.

According to Jed Lyons, president of Rowman and Littlefield, the company will be moved to his Lanham, Md., headquarters and will embark on a two-tiered publishing program: luxury trade paperback editions of classic Derrydale titles and new books in such categories as sporting art and outdoor sports. The books will be marketed through R&L’s National Book Network, beginning this fall; there will be five to 10 new titles a year, in addition to a similar number of reissues.

LMP Voting Opens

Industry members can begin voting for the winners of this year’s LMP Awards on March 10 via the Internet at http://lmpawards.com. Awards will be given in five major categories: sales and marketing; publicity; graphic design; editorial; and person of the year. The names of the three finalists in each category will be posted on the Web site. Voting ends March 24 and the winners will be announced at a luncheon at BookExpo America in Los Angeles.
**S&S Trade Earnings Down on Flat Sales**

In its first year-end report as a trade publisher on its own, Simon & Schuster reported its sales inched ahead a mere 1%, to $564.6 million, while operating income dropped 12%, to $53.2 million. President Jack Romanos said good sales in trade hardcover and children's were offset by a slow year in mass market.

**Langenscheidt Buys Hammond**

The German travel and reference publisher added the old-established, family-owned map and atlas publisher to its U.S. portfolio in a move described as beneficial to both.

**RD Plans to Grow by Diversifying**

The troubled publisher unveiled a plan for growth that calls for expansion of non-publishing activities, selling a wider range of products and concentrating particularly on the over-50 market.

**Stocks Flat in February**

Book industry stocks were sluggish, with both B&N and Borders losing around 20%, but Readers Digest advanced briskly as investors responded to its turnaround plans.

**IDG Expanding Overseas**

IDG Books Worldwide has joined forces with international publishing and distribution operations in Australia and Singapore in furtherance of its plans to become a global knowledge company.

**Barnesandnoble.com Still Formulating Co-op Plans**

The online bookseller continues to make adjustments in its plans for advertising and promotion charges on its Web site, though its relations with affiliates like AOL remain cloudy.

**Economics of the E-book**

Consumers expect e-books to cost considerably less than their print counterparts, but if authors are to be adequately compensated, it is only on manufacturing costs that savings can be effected, according to Martin Eberhard of NuvoMedia. See My Say.

**Running Press, Wrigley's in Joint 'Twins' Campaign**

The Philadelphia publisher joined forces with Wrigley's, the makers of Doublemint chewing gum, for an innovative promotion of the latest in its popular series of photo essay books. See Marketing.

**Brand Names Help Sell Religion Books**

Religion publishers are parlaying their more widely recognized and successful authors, both fiction and nonfiction, into extra sales by judicious promotion, including wider use of the Web. See Religion Books.

**British Publishing: Looking for a Lift**

Their hopes raised by a general upgrading of the nation's bookstores, the upward curve of Web sales and a renewed sense of the possibilities of the world English-language market, British publishers seem in a comparatively buoyant mood. See special report.

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**INSPIRING INGRAM** Management guru Ken Blanchard, author of the One Minute Manager series and other business inspirational books from William Morrow, gave a talk to the Ingram Book Product Group February 24 on a highly topical subject for them: managing change. Here are, standing l. to r.: Marty Keeley, Ingram Library & International; president and CEO Mike Lovett; chairman John Ingram; Allen Scott, Human Resources; Buddy Pickler, CIO, Ingram Book Group; Terry Cook, Human Resources. Sitting: Jim Chandler, president, Ingram Book Co.; Blanchard; chief administrative officer Lavona Russell.
blurb possibilities:

Alice McDermott
Pam Houston
12 April 1999

Dear Nan:

Again: thanks for your help.

Are Annie and Le Carre there yet?

Such good news in Montana IV.

N.
2-page FAX to Brant Rumble, Scribner editorial

Here's the flap copy back, Brant, rearranged and lightly tweaked; I've always liked the strength of that "before he can live and love in the present" sentence, and this version puts it up top. See what you and Nan think. (or think, even)

best,

Ivan
In his latest novel, Ivan Doig contrasts human time with the immense clock of the earth, measuring the briefer existences that are our human fate against the patient witness of mountains. Set in Seattle, San Francisco, Montana, and Alaska, *Mountain Time* is the story of three intense relationships: between father and son, between sisters, and between lovers. At once complex and subtle, these bonds are all dramatically in need of resolution.

Mitch Rozier, who's spent twenty odd years writing an environmental column for an alternative west coast paper, finds himself back under his father's roof, caught up in the ordeal of obligation — *you can't not go home again when someone is dying*. The sisters Lexa and Mariah McCaskill wrestle with a past that has driven them away from domesticity and as far from their roots as they can get. Lexa's been ready for a while to settle down with Mitch, Mariah, a photographer who uses her camera to shield herself from the world, lands more reluctantly. And the figure from the generation that produced them, Mitch's father, Lyle, both beguiles and exasperates as he attempts to rewrite events in his life before he leaves it.

One of the greatest writers of the American West, Doig exquisitely renders the natural beauty of its landscapes. He is masterful at illuminating both human and geographical vulnerability, constantly shifting our focus between the land — breathtaking, essential and in need of protection — and the people who inhabit or move through it. In *Mountain Time* he writes of a generation, shaped by the sixties, that has reached its time of reckoning — and of a man who must uncover the secrets of his father's past before he can live and love in the present.
Ivan Doig's works include *This House of Sky*, about his upbringing in a family of Montana sheep ranchers in the 1940s and fifties, a finalist for the National Book Award; his "Montana trilogy," *Dancing at the Rascal Fair, English Creek*, and *Ride with Me, Mariah Montana*; and, most recently, *Bucking the Sun*. He received the lifetime "Distinguished Achievement" award from the Western Literature Association, and the "Spirit of the West" award from the Mountains and Plains Booksellers. He lives in Seattle, Washington, with his wife.
10 words
Familiar changeable territory
Epicenter
Terra
Richter scale
'scram'
'messing up (registering in him)

How high do register?
watch

B -> Rigid/less margins whenever he looked, here in,
drift of

Thank Bonnie Zimmer letter
Brand: 32-9 steel belt pl.
38 - tam-lin yard
47 - bob-o-peter
67 - (some type?)
79 - origo: cut "But"
103 - let's unwind
134 - rew. &st p.
216 - ok?
299 - # unwind
311 - itale

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A Seasonal Wave of Titles

Notable books from spring’s flood of writers who smile, beguile, enthral and tell all

THIS SPRING SEES THE release of substantial new books by literary masters who have been in for the long haul, as well as first-time memoirists offering the freshest revelations from the latest headlines. Work from the heavy hitters of fiction includes new books by John le Carré (author of "The Tailor of Panama," "A Perfect Spy" and "Smiley’s People" among others), Annie Proulx (who won every possible award for "The Shipping News"), Salman Rushdie and Martin Cruz Smith ("Gorky Park"), who has resurrected his existential hero, Arkady Renko, the Moscow homicide detective, in a new book, "Havana Bay." Local hero David Guterson, who enjoyed monstrous success with "Snow Falling on Cedars," comes out with a new book, "East of the Mountains." In the nonfiction world, George Stephanopoulos finally offers his memoirs of life with the Clintons. George Mitchell, the former senator from Maine who negotiated the Irish peace accord, offers an inside look at the peace talks. And Thomas Friedman, the New York Times columnist, explains world economic forces and their collision with ethnic and traditional cultures.

In a lighter (or, come to think of it, darker) vein, popular fiction megastars Patricia Cornwell, Mary Higgins Clark and Anne Rice show up with new books.

Some of these books are available now, the rest will rear their heads throughout the spring and summer.

Literary Fiction

"East of the Mountains" by John le Carré (Dutton). The Bunbridge Island author returns, following the success of his hugely popular "Snow Falling on Cedars," with a meditative novel on love, death and work. Heart surgeon Ben Grieve, a Western Wash-ington doctor who has terminal can- cer, returns to his childhood haunts (east of the moun- tains), intending to revisit his past and commit suicide on one last hunting trip.

"Sing and Sing- le" by John le Carré (Knopf). The master spy-storyteller tells the story of Oliver Single, the young action of a London gangster banker, who believes that he can avoid jail by tricking him to the government and then attempting to escape—him from the retaliation of the father’s former business partners in the Russian mob.

"Close Range" by Annie Proulx (Harcourt). The author of "The Shipping News" offers a collection of short stories about loneliness, quick vio- lence and the wrong kinds of love, with rodeo riders, cowgirls and ranchers as central characters.

"The Ground Beneath Her Feet" by Salman Rushdie (Henry Holt). This is Rushdie’s take on the myth of Orpheus—a famous singer who disappears after an earthquake and the lover who searches for her. "A tale of love, death and rock ‘n’ roll," says the publisher.

"A Dangerous Friend" by W. J. Gaskell (Knopf). The author of "Echo House" and "Jack Garess" and a reporter during the Vietnam War constructs a story of Siegen in 1960, as its French, Viet- namese and Ameri- can characters struggle with the conflict that is on its way to tearing the country apart.

"Havana Bay" by Martin Cruz Smith (Random House). Arkady Renko, the indefatigable detective from le Carré’s "Gorky Park," returns to investigate the death of a Russian em- bassy official whose body is found drow- ing in, where else, Havana Bay.

"Booker Heart Blues" by Joyce Carol Oates (Putnam). A 10-year-old heartbreak rises to celebrity after a man is murdered in his mother’s house. Was he protecting her from rape, covering up her crime, or is he actually innocent?

"An Equal Music" by Vikram Seth (Broadway Books). Pessoa iskin- ded when a married pianist and a vio- linist reunite. By the author of "A Sub- stantial Boy."

Another World" by Pat Backer (Farrar, Straus and Giroux). Three generations in a British family discov- er the power of memory and the ways in which the violent past returns to haunt the present. By the author of "Regeneration."

"The Sovereign" by Alan Warner (Farrar, Sana and Giroux). A romaná novel about a Catholic schoolgirl’s choice that sets out to love in the British national singing finals—a novel, the publisher says, of adolescent dishonesty, sex, drugs and quiet chivalry, "in all its gore and glory."

"Mountain Time" by Ivan Doig (Scribner). The fourth volume of "This House of Sky" and "Dancing at the Rascal Fair" sets his latest book in the Blackfoot setting in Seattle, Montana, and Alaska, and tells a story about intense relationships within and across generations.

"Sharmilla’s Book" by Bhasri Ketnet (Fawcett). An American woman of Indian heritage decides to enter into an arranged marriage to a New Delhi businessman, moves to India and must sort out the consequences of her lot. By the author of "Shiva Dancing."

"A Long Way from Home" by Connie Briscoe (HarperCollins). The story of Civil War Virginia through the points of view of three generations of house slaves. By the author of "Sisters & Lovers" and "Big Girls Don’t Cry."

"My Russian" by Deirdre Mc- Namara (Houghton Mifflin). The author of "Rina in the Weeds" tells the story of a woman searching for her meanings who takes as her lover her Russian gardener, an exile from Chernobyl.

"I Left My Back Door Open" by Andy Smarsh (Hyperion). The author of "Coffee Will Make You Black" offers up Eugene Durose, a black rural RJ who searches for love and who meets his former person of Sky- munk in a house- m e d i a tor brought in by the radio station to resolve a sex-ual harassment dispute.

>
“Italian Fever” (Knopf) by Valerie Martin. A 30-something New Yorker finds herself in Italy and in the cross-currents of various mysteries. By the author of “Mary Reilly.”

“Gardens in the Dunes” by Leslie Marmon Silko (Simon & Schuster). A Native American girl is orphaned when soldiers raid and destroy her town and is adopted by a proper Victorian family, but cannot forget the past.

“Brief Interviews with Hideous Men” by David Foster Wallace (Little, Brown). A new collection of stories by the author of “Infinite Jest.”

“Juneteenth” by Ralph Ellison (Random House). A posthumously published novel by the author of “Invisible Man” about a race-baiting senator who is shot on the Senate floor, then calls for an elderly black Baptist minister to share the secrets of their collective past.


“Little Green Men” by Christopher Buckley (Random House). The author of “Thank You for Smoking” tells this tale of a stuffy TV pundit who is abducted by aliens while golfing, becomes a believer and must decide whether to crusade on behalf of credulous UFO believers everywhere. Like the X-Files, nothing is as it seems, and is sure to be funny.

“Crudy” by Linda Barry (Simon & Schuster). The cartoonist and former Seattle resident tells the story of a young girl’s harrowing eighth-grade year.

“The Strangeness of Beauty” by Linda Minatoya (Simon & Schuster). The Seattle author of the memoir “Talking to High Monks in the Snow” writes her first novel about a Japanese immigrant in Seattle who returns to Japan for family reasons and is swept up in the run-up to World War II.

“Windward Heights” by Maryse Condé (Soho Press). A retelling of the “Wuthering Heights” story set on the Caribbean islands of Cuba and Guadaloupe, a tale of obsessive love between a wronged man and the daughter (named Cathy) of the man who maltreated him.

Dear Brant--

Here are the MOUNTAIN TIME pages, over to you again. They were reasonably clean, and I didn’t have an awful lot of fixes of my own to make. Here’s a short list of the quirkiest stuff for you to be aware of:

pp. 33-4: I decided on “steelhead” as the plural, as “salmon” and “trout” are; no “s” on the end.

p. 38: It’s a tight graf, but can the line break I’ve indicated be fixed so that “tender-toed” doesn’t come out “ten-der-toed”? (It looks Dutch.)

p. 44: Despite my stet marks on the ms, the verbal pun “helicoptere” came out plain old “helicopter”. I decided to put a hyphen in it and try again: “helico-peter”, please.

p. 47, possible type glitch, and another on p. 216.

p. 79: If my fix disturbs the page’s linage, cut the “But” at beginning of sentence.

p. 103: Similarly, if the sentence I’ve added disturbs the page linage, you could cut “in one voice” from preceding sentence in that graf.

p. 299: Here a graf break too many happened in the composition process. For sense, we need those two bottom grafs made back into one; I indicated a new graf break to try to keep the page linage intact, and if you need yet another one to achieve that, do it at “After a little”.

p. 311: The only other major glitch I found, a graf that’s supposed to be in italic but isn’t; this must be fixed as a matter of narrative voice.

Finally, the specified brandings irons typeface. Huge thanks to Laura Wise for presenting the possibilities, which let me see the drawbacks of too-small size in the semibold small cap version and of not enough legibility in the Roman small cap version.

So, after a lot of squinting at this, I’m going to go with the version that’s already in the pages (semibold full caps, according to Laura’s note to you?); it looks just fine, now that I can see it all in print. I’ll just have to put up with the geeks at my readings who point out you can’t boldface on WebTV, I decided. Bookprint uber alles!

Thanks again for shepherding all this. Call pronto if I screwed anything up.

all best,
February 16, 1999

Ivan Doig
17277 15th Avenue NW
Seattle, WA 98177

Dear Ivan,

Please find enclosed the following:

- Two sets of pages. We need one set back by March 2nd with your corrections in pencil, if possible, both in the text and again out in the margin.
- Two options for the typeface for the specified branding irons.
- Airborne supplies.

Let me know if you need anything else.

All best,

Brant Rumble,
Assistant to Nan Graham
RE: Doig, Mountain Time, semi bold letters

Hi, Brant.

Here are two more options as requested by the author. The copy of the pages you have has semi bold full caps. I've included here semi bold small caps and roman small caps.

Thanks.

Laura
“We’re fresh out of misters. Can I do anything for you?”

“T’ose brands of Lyle’s, ve vant to buy vun.” The older Hutterite locked eyes with her to avoid the temptation of straying into the rest of her scenery, then decided to confide, the other man nodding grave accompaniment: “Ve are hiving.”

Mariah stepped back a little. “Is that a fact.” It took her a few seconds to recall the Hutterite custom of hiving off into new colonies, entire families resettling on the next communal farm whenever an old one reached a certain population. A new dairy herd would need a new brand; maybe Lyle’s iron menagerie was worthwhile after all. “Congratulations, I think. Come on out to the shed with me.”

The branding irons appeared to have been busy learning from their clothes-hanger cousins how to multiply in the equivalent of a closet. There were angular heaps of them, wall-climbing squads of them, corner congregations of them. Mariah gestured at everything with what she figured was businesslike aplomb.

“Help yourself, gentlemen.”

The Hutterite pair looked at her. The elder one said:

“Ve vant a T Cross.”

Mariah blinked. Half of the iron in the known world, wrought into fancy combinations of who knew how many kinds in this shed, and they wanted a specific one? “Well, we can look, I guess. See if you can find it burned into the wall there while I scout around in the irons themselves.”

The Hutterites read along the wall while she tried to figure out any system Lyle might have had to this. It wasn’t numerical, it wasn’t alphabetical, it wasn’t even brandabelical. Under no approach did it seem to want to divulge an iron stem with a T and a cross on the end of it. After much murmuring from the men and much clattering from her, Mariah announced:

“Whoa, here you go.” The Hutterites looked at the swoop-
"It used to run in the family," said Mitch, and reached for her again.

Back in the living room of the Rozier house, Mariah stood over the pages of the *Montanian* spread out on the desk, eating her thoroughly cold hamburger with one hand and running the other critically over the sheets of newsprint, trying a tighter cropping on one image, tracing and retracing the angle of perspective through another. Finally, more or less satisfied, she balled up her napkin from one hand to the other. *All this time on a newspaper and I still don't know why the ink has to come off on a person's fingers.*

The still unvanquished face of Lyle gazed up at her from the dozen incarnations on the pages. All at once she was reminded of his habit of E-mailing Ritz about each triumph in selling off a branding iron. *Last favor, you old handful* and in the general cyber-direction of Jakarta, *One from beyond the grave, kid.* Turning on the tired-looking old set and connecting to WebTV, she plopped into the big chair, keyboard cradled in her lap, then went to E-mail and typed out the message. When she came to the designation of the brand she tapped a capital T onto the screen and then the plus sign, pleased by its resemblance to a cross so that Ritz would have a nice evocative T+ for his E-mail equivalent of a scrapbook. She clicked on SEND, but that didn’t seem to want to be the end of it. Something still tickled at her, back up there in the vicinity of the plus-sign key. For curiosity’s sake she tried its nearest neighbor, the minus sign, then typed another capital T. -T. Sure enough, there on the screen another recognizable brand, the Bar T.

Doing away with the minus sign, she shopped further along the row of keys, to the caret sign. †. Recognizably the Rafter T.

She took off the caret and moved over a couple of keys to the asterisk. T*. A pretty presentable T Spur.
Mountain Time

Faster now, she deleted the asterisk, held down the shift key and tapped the colon key, twice. ::T. The Dice T. Dumped that and put a pinky down in the lowest right of the keyboard. /T. The Slash T.

Mariah stared down at the keyboard. She wasn’t even into dingbat options, circles and boxes and triangles and hearts and spades and diamonds and the whole computer zoo of other graphics. Nor had she started to go the alphabet, pairing twenty-five more letters and combinations thereof with each of these keyable mutations.

She lunged for the phone book, pawed out the number, waited impatiently for response at the other end.

“Donald, is it? Could you send Matthew over here to the Roziers? I’ve got something on the screen I need to have him check out.” Then she called Seattle.

BlazingBrands.com, as quick as they got it on-line, billed a junior fortune in orders its first week. Brands went from being the return addresses of cows to the latest must-have as PICs—personal identification codes—in the cyber frontier beyond PINs, and the Webspeak equivalent of monograms transposable to everything from tech team T-shirts to personalized steaks sizzling on barbecue grills at company get-togethers. From ZYX headquarters arrived a fine fat offer to buy all three of those letters, in all permutations.

Wouldn’t you know, Mariah set her sights on the world again. This time, with her cut of our cyber gold rush, she figured she could poke the planet in the ribs with her camera for as long as she wanted. Before she could take off, Mitch and I asked her to perform the photo honors the day Lyle’s ashes were dealt with.

She was circling around the site, restless as a jay, her camera bag bumping on her hip, when Mitch and Lexa pulled up.
IVAN DOIG

"We're fresh out of misters. Can I do anything for you?"

"T'ose brands of Lyle's, ve vant to buy vun." The older Hutterite locked eyes with her to avoid the temptation of straying into the rest of her scenery, then decided to confide, the other man nodding grave accompaniment: "Ve are hiving."

Mariah stepped back a little. "Is that a fact." It took her a few seconds to recall the Hutterite custom of hiving off into new colonies, entire families resettling on the next communal farm whenever an old one reached a certain population. A new dairy herd would need a new brand; maybe Lyle's iron menagerie was worthwhile after all. "Congratulations, I think. Come on out to the shed with me."

The branding irons appeared to have been busy learning from their clothes-hanger cousins how to multiply in the equivalent of a closet. There were angular heaps of them, wall-climbing squads of them, corner congregations of them. Mariah gestured at everything with what she figured was businesslike aplomb.

"Help yourself, gentlemen."

The Hutterite pair looked at her. The elder one said:

"Ve vant a T Cross."

Mariah blinked. Half of the iron in the known world, wrought into fancy combinations of who knew how many kinds in this shed, and they wanted a specific one? "Well, we can look, I guess. See if you can find it burned into the wall there while I scout around in the irons themselves."

The Hutterites read along the wall while she tried to figure out any system Lyle might have had to this. It wasn't numerical, it wasn't alphabetical, it wasn't even brandabeltical. Under no approach did it seem to want to divulge an iron stem with a T and a cross on the end of it. After much murmuring from the men and much clattering from her, Mariah announced:

"Whoa, here you go." The Hutterites looked at the swoop-
"It used to run in the family," said Mitch, and reached for her again.

Back in the living room of the Rozier house, Mariah stood over the pages of the *Montanian* spread out on the desk, eating her thoroughly cold hamburger with one hand and running the other critically over the sheets of newsprint, trying a tighter cropping on one image, tracing and retracing the angle of perspective through another. Finally, more or less satisfied, she balled up her napkin from one hand to the other. *All this time on a newspaper and I still don't know why the ink has to come off on a person's fingers.*

The still unvanquished face of Lyle gazed up at her from the dozen incarnations on the pages. All at once she was reminded of his habit of E-mailing Ritz about each triumph in selling off a branding iron. *Last favor, you old handful* and in the general cyber-direction of Jakarta, *One from beyond the grave, kid.* Turning on the tired-looking old set and connecting to WebTV, she plopped into the big chair, keyboard cradled in her lap, then went to E-mail and typed out the message. When she came to the designation of the brand she tapped a capital T onto the screen and then the plus sign, pleased by its resemblance to a cross so that Ritz would have a nice evocative T+ for his E-mail equivalent of a scrapbook. She clicked on *SEND*, but that didn’t seem to want to be the end of it. Something still tickled at her, back up there in the vicinity of the plus-sign key. For curiosity’s sake she tried its nearest neighbor, the minus sign, then typed another capital T. -T. Sure enough, there on the screen another recognizable brand, the Bar T.

Doing away with the minus sign, she shopped farther along the row of keys, to the caret sign. ↑. Recognizably the Rafter T.

She took off the caret and moved over a couple of keys to the asterisk. *T*. A pretty presentable T Spur.
Mountain Time

Faster now, she deleted the asterisk, held down the shift key and tapped the colon key, twice. :T. The Dice T. Dumped that and put a pinky down in the lowest right of the keyboard. /T. The Slash T.

Mariah stared down at the keyboard. She wasn’t even into dingbat options, circles and boxes and triangles and hearts and spades and diamonds and the whole computer zoo of other graphics. Nor had she started to go the alphabet, pairing twenty-five more letters and combinations thereof with each of these keyable mutations.

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2-page FAX to Brant Rumble, Scribner editorial:

Hi, Brant. The itinerary and phone numbers for me for Feb. 4-15, herewith.

[Signature]

Ivan Doig
Hi, Brant--

Nan would like info about the book signings I'm doing in my forthcoming speaking tour passed along to the sales reps in the pertinent territory. Here's the stuff:

6 Feb. Reading/signing @ Paulina Springs Book Co. in Sisters, Oregon. 2-3:30. Contacts: Diane Campbell or Kathryn Sereno, (541)549-0866  fax (541)549-0906

12 Feb. Signing @ Oregon State U. bookstore, Corvallis, Oregon. 2-3. Contact: Cheryl Maize 1-800-595-0357

My apologies to Bob Rosenberg if these turn out to be in his sales area; I didn't know until a day or two ago that Michael Carley no longer covers these stores.

ciao

[Signature]
21 Jan 99

Dear Ivan,

Your phone's busy. How can that be?

Quickly, though I do want to talk to you tomorrow:

1. John, the art director, is tweaking the yellowish type as per your lucid and apt instructions.
2. Robin Trupiano is your publicist.

I love her. She is having a baby in March, but her substitute (Shall we the preliminary and publication) to Martin Bunchman, and he's good too. She'll call. Bye, Ivan.
ALSO BY IVAN DOIG

FICTION
  Bucking the Sun
  Ride with Me, Mariah Montana
  Dancing at the Rascal Fair
  English Creek
  The Sea Runners

NONFICTION
  Heart Earth
  Winter Brothers
  This House of Sky

Mountain Time

A Novel

Ivan Doig

Scribner
couple; but they moved in so different an orbit that she had not considered the possibility of a direct encounter.

Dorset, swinging along with bent head, in moody abstraction, did not see Miss Bart till he was close upon her; but the sight, instead of bringing him to a halt, as she had half-expected, sent him toward her with an eagerness which found expression in his opening words.

And there the stupendous birds, yachts of their kind, came swooping in from thousands of miles of glide on the circular air currents to bring food to their young. Those jumbo youngsters perched on the cliff brinks, like dodos resolved to pass the evolution exam this time around, lifting their wings over and over again in the testing wind along the New Zealand coast. And in would come another parent albatross with its ten-foot wingspread, sailing with the South Pole at its back. Mariah was enchanted, lit up through and through with this spectacle of wingspans beyond angels'. (If she was remembering he Brit Lit course right, Coleridge had to resort to serious drugs to reach this point.) To be out of the wind while she got her camera into action, she tugged Colin down onto a grassy spot behind the marker cairn of purplish stones on the crest of the headland.

"I am still more sorry for you, then," she interposed, without irony; "but you must see that I am not exactly the person with whom the subject can be discussed."

He met this with a look of genuine wonder. "Why not? Isn't it to you, of all people, that I owe an explanation—"

The lamentable weakness of the words roused a motion of pity in Lily's breast. She too needed friends—she had tasted the pang of loneliness; and her resentment of Bertha Dorset's cruelty softened her heart to the poor wretch who was after all the chief of Bertha's victims.

"Ah, you are kind—you're merciful—you always were!" He fixed his miserable gaze on her. "But why can't we be friends—why not, when I've repented in dust and ashes? Isn't it hard that
you should condemn me to suffer for the falseness, the treachery of others? I was punished enough at the time—is there to be no respite for me?"

"I have told you I don't blame you; all I ask you to understand is that, after the use Bertha chose to make of me—after all that her behaviour has since implied—it's impossible that you and I should meet."

Like tangled contestants in a three-legged race they made it to the side of the cabin nearest the barrel stove; Mariah fretfully propped up Mitch, whose every breath now was a ragged shoulder, until Lexa could drag his sleeping bag and foam pad over and they could work him down, splinted leg causing him harsh toothsucks of pain no matter how careful they tried to be, into resting position on the floor.

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Her tone seemed to sober him, as it had so often done in his stormiest moments. The stubborn lines of his face relaxed, and he said, with an abrupt drop to docility: "You would see, if you'd
The Springs

The old hated tone of voice. Lyle Rozier proclaiming he had the world on a tow rope and a downhill pull at last. Rubbing his opposite ear as if the words had gone right through him, Mitch winced into the phone that next morning. How many times had he heard this, or something an awful lot like it.

It was in this frame of mind that, striking back from the shore one morning into the windings of an unfamiliar lane, she came suddenly upon the figure of George Dorset. The Dorset place was in the immediate neighbourhood of the Gormers' newly-acquired estate, and in her motor-flights thither with Mrs. Gormer, Lily had caught one or two passing glimpses of the
one-page FAX to Nan Graham, editor-in-chief, Scribner

Good morning, Nan—

Yes indeed, the title lettering on the MOUNTAIN TIME cover is better, this time around. To my eye, it is still not as legible as, say, a condensed version of the title-page typeface would be, but I realize the hand lettering is meant to give an edgy, kinetic effect. The orange hand-lettered version is okay with me if the "ain" portion of "Mountain" can be sharpened up a bit: notice that the "in" combination of letters is very much like the "m" in "Time." I'd like to see the "i" and "n" given a trifle more space between themselves and the "a", and the initial script-stem on the "n" lower on the letter (as it is in the first "n" in "Mountain"), just so the eye isn't given that confusion of the joined "in" resemblance to the "m". In the same interest of sharpening, should a bit more outlining of letters be done, along the tops of the "ou" in "Mountain" where they dim against the cloud background? Sorry to get down to such small details, but nobody lives as long and close with a book cover as the author.

The page design is wonderful.

all best,

Ivan
Mountain Time

A Novel by

IVAN DOIG

AUTHOR OF DANCING AT THE RASCAL FAIR AND BUCKING THE SUN
Mountain Time

A Novel by

IVAN DOIG

AUTHOR OF DANCING AT THE RASCAL FAIR AND BUCKING THE SUN
13 Jan 99.

Dear Ivan,

Take your pick.

Give me a buzz. Much better, I think.

Ever,

[Signature]