Brant
War. 16
ms Dec. 13 th (2015)
gallup Feb. 5
(pres. date 1st Mon Aug
bound by 6/25

permissions / Ron Husey
(207) 654-7785
11 " " - 4782
Dear Ivan,

Here’s where we are on the jacket. It’s been reluctant, I’d say.

I like this. Do you, is the big question. Do give a buzz. The reps are very excited.
Note that we'd add more tone behind "time" to help legibility.
Jan 8

Nan

calls us happy
3 yr old Henry

Dec 16

often out
of a lot more cloud-white
cover: color hand beneath? (clouds have to go)
- a ember's little in color that will stand
  - orange? sage gray green
- type size: time mag logo Needle
  - multiline all cut of confusion
  - larger 2 corps & lower case
  - outlining es - getting to be enough
  - can't read - till from any distance

ms on its way to arrive today.

In part of work to sort out
Iran,

As promised, here's the design.

- Brant
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Dear Nan—

This is belated, but the enclosed stuff came to the surface around here as I unpacked some more office materials this past week. In case they're any help to you or the MOUNTAIN TIME cover artist or the publicity people:

--The shepherd's monument in the Patricia Miller article is exceptionally big, but it's very much of the kind I mean in the book.

---The photocopies of the woman hiker (Carol) posed with the backpacks and of me against the mountains carrying heavy artillery (don't worry, I haven't gone Great White Hunter on you—the gun was a precaution in grizzly country; I had this pic on the wall for years with the caption, "I'll show that goddamn Hemingway a thing or two") show the kind of country the characters hiked through. A dose the one-page color photo of giant rimrocks—it's a portion of the Bob Marshall Wilderness called the Chinese Wall.

---I don't know if the lookout tower itself is artistically pertinent, but the one I had in mind would be an amalgam of the photocopied pair—the sketched one is the kind of old cabin, but it would sit on much higher legs than the photoed Fall Mountain one.

So, on the chance any of this is pertinent...

all best,

**I have decent b&w glossies of these, if needed.
Hi, Brant--

Here are the dedication and acknowledgments for MTN TIME; would appreciate it if the acknowledgments could run at the back of the book.

best,

[Signature]

22 Oct., '98

4-page FAX to Brant Rumble, Scribner editorial
to Liz Darhansoff

for all the safe safaris through the fine print
ACKNOWLEDGMENTS

Bill Tidyman for gallantly refurbishing my memory of rockpicking; John Maatta for circumnavigating the Sweetgrass Hills with me; Lynn Korman for skillfully threading me through San Francisco’s Friday-night weave of roller-blading; the Bancroft Library at the University of California, Berkeley, for access to Robert Marshall’s notebooks; Laird Nelson for tuning up my ear to techies and their music; range scholar Hank Mathiason for tutelage in livestock brands, and Dave Walter for his inimitable role as interlocutor; Bud Moore and George Engler for readily sharing their decades of experience on the trails of the northern Rockies; Bradley Hamlett for Montana haying lore, and Rebecca and Joe Brewster for sharing their thoughts on going home again to where they and I came from; Ann Nelson, Jean and John Roden, Linda Sullivan, and Marcella Walter for cheerfully cross-examining wayward scenes for me; Richard Maxwell Brown, Linda Bierds, John and Katharina Maloof, Margaret Svec, and Mary Jane and Andy DiSanti for bits of inspiration that they made the mistake of letting drop within range of my notebook; the Avenue of the Americas bookmakers, Nan Graham, Susan Moldow, Carolyn Reidy, and Brant Rumble; Rebecca Saletan, in at the launch; Marshall Nelson, without whom I would do I know not
what; and companion on our high lonesome in the Bob Marshall Wilderness and the other
geographies of love, Carol Doig.
Nan’s editing on MTN TIME is in ms version @ back of bottom drawer, dk green file cabnt
Dear Nan—

I didn’t take quite all of your skillful incisions on MTN TIME, but I did some trimming and tightening of my own in places where you were being too kind to me, so the ms comes out at about the length you strove for—down from 442 pp. to 416 pp., totaling a little over 92,000 words.

I thinned out a lot of the mannerisms—the "dams" and "ahhs" and "a little"—and tried to make the story bounce along more quickly whenever I saw a chance. When you cast an eye over it this time, please take a particular look at my re-do of the last line, which I think brings the ending home to the rest of the book somewhat better than my first version.

Oh, one small change I made: on p. 132, in the description of Mariah’s picture pairings, I inserted an image I saw in a glacier face when Carol and I were afloat with Paul Allen and half the money in the known world—a place where a piece of glacier had calved off and left a shadowy pattern like a sharp mountain peak.

Welcome back from Päfurd. Carol and I are going to celebrate the completion of MOUNTAIN TIME and sundry new-house projects by going to the Oregon coast next week, the 19th through the 22nd. Talk to you for or aft of that, if you want.

all best,

P.S. If Liz Darhansoff wants a copy of the ms at this point, can you shoot one to her when you start making photocopies? The printer on my computer has some real specky whimwams I have to solve.
August 18, 1998

Ivan Doig

Dear Ivan:

Down to the last 150 pages or so, and what a ride on that mountain. There is, as throughout this novel, spectacular landscape, some of the most vivid I’ve ever not witnessed in person. Truly an extraordinary accomplishment.

Let’s get right down to the business of the computer(s). First, it really does not make sense to have two of them up there. All right, if Mitch really wants to lug an extra 4-7 lbs. to have access (for a limited amount of time) to the Bob Marshall diaries. That’s as it should be, particularly given where the plot takes us. But I think we can do without Mariah’s. I don’t see what you gain from having it up there (except one more notch in Lexa’s annoyance) and the inventory issue seems a bit feeble. The Mariah I’ve come to know would carry two cameras for that weight any day. But take a look. Here are the relevant page numbers: 276—Mitch downloads the Marshall diaries and logs; 356—reference to Mariah’s computer; 396—if you cut here, you’ll save yourself a lot of trouble.

The only other query I’ve got of any significance is whether you really want those paragraphs from the bear’s point-of-view. We’re pretty agile, by the last quarter of the book, trained at following sudden shifts in point-of-view. But in this section, you’re asking us, first, to go back 55 years to Marshall’s head—(I think we can handle that, and must)—and then to watch Lexa from the vantage of a grizzly. I leave this one with you. On the one hand, it’s a daring, unusual move. On the other hand, it’s a stretch.

The rest is on the page. I spoke to Susan over the weekend. She echoed my thoughts, i.e. the sooner the better with the final manuscript because there will be people who want to read this ASAP. Let’s check in at the end of the week to see how you’re doing and talk about what we’ll give to the reps to read early.

What fabulous news re: the Alaska/Paul Allen trip. That is a great perq.

All best,

[Signature]
12 August 1998

Ivan Doig

Dear Ivan:

I trust I will have spoken to you by the time you get this letter, but you wouldn’t appreciate a call right now -- a bit early in west coast mountain time.

I’m enclosing the first 151 pages of MOUNTAIN TIME. I’m afraid I’ve done a somewhat unorthodox edit on this novel. I would read along for a while, determined to make my queries and suggestions as I went, and then I’d get swept up in something or think, I have to find out what happens (this, particularly in the final 200 pages), and then I’d return to editing. So there’s an unedited gap between 150 and 200, which I’ll send to you tomorrow or Friday. Then I was completely incapable of doing anything but tearing to the end once Lexa and Mitch and Mariah hit the mountain, so pages 285 on are untouched, too. Those’ll take a bit longer.

Before I get into the logic of my editing, let me just say that I found this novel extraordinarily moving and illuminating. An almost Sophoclean sense of inevitability sets in about two thirds of the way through; I resist desperately the bonding between Mitch and Mariah, but I cannot for an instant doubt it. It is to your immense credit that though our sympathies are fiercely attached to Mitch and Lexa, the complexity of Lyle and Mariah’s characters -- their own losses, longings and betrayals -- makes them enormously compelling. And in an odd way, I think this is a novel about the sixties, about the way the sense of the possible is diminished over the course of the decades that followed. I can’t tell you how glad I am that MOUNTAIN TIME found its way to Scribner. It’s just one of those gifts. Thank you so very much.

Now, onto the manuscript itself.

CUTS: As I said on the phone, most of what I’ve done is suggest ways to trim, especially in the beginning, so that we get to the deeper story sooner. I found myself champing at the bit, eager to see Lexa and Mitch together, to find out what it was that brought these two
people together, to watch them in operation. Hence my brackets around text starting on the very first page. I’d love to see the rollerblading scene go a bit more quickly, and the plane ride, and the Cascopia debacle. Again, only because I’m curious, want to get to the heart of matter, especially after I know about Travis. Sometimes I put a pencil line through a sentence; sometimes I’m a little more gracious, and use the brackets. Apologies for the former. And, of course, you get to decide.

STAGE BUSINESS: In some cases I’m suggesting that you cut what I call “stage business” -- the moving of characters from one place to another. For the most part, I find that readers are more agile than you think. They’ll figure out that a guy has entered a room.

“CUTENESS”: I may have a lower tolerance for this kind of thing that most readers, but for me, too much of it diminishes the characters, and a little gets the point across. It’s techies, richies, veggies, sis, guy, etc. Take a look. If you think I’ve been too tough about it, just put ’em back in.

GESTURES: I cut a fair number of these, too, on the same principle as stage business. I often found myself trying to imagine a gesture (Bing knocking the P.I. bird off its perch, e.g., or Mariah erasing an earlier statement) and then losing track of what was being said.

SOUNDS: Same story. This is very hard to pull off, and I’m not sure what you accomplish by trying to describe the sound of, e.g., the keys typing, “Reader, I married him.”

ELLIPSES: I’m not big on them.

I didn’t run into any logistical trouble until I hit the last 100 or so pages, and I want to get you thinking about that now. Despite having edited Bill Gates’s THE ROAD AHEAD, I’m still a little unclear about the mechanics of the internet. They’re up there on the mountain, they don’t have a phone (or Lexa could save herself a hell of a joinery), but Mitch seems to be accessing Marshall’s diary entries -- on a web site? Maybe he’s just downloaded a lot of it, and I’ve misinterpreted, but even so he’s got to have a better battery than I’ve ever had on my laptop. Let’s make it clearer in any case. I certainly don’t think Mitch needs to be on the internet. (For the most part, I think you use the internet brilliantly, and I particularly love Mariah’s genius in brand iron sales.)

So that’s it for now. I will try to get you as soon as the hour is more civilized out there. Am dying to know how the move is going. You definitely will have another 100 pages before the weekend, and the last chunk next week.

Again, thanks so much for the book, Ivan.
14/01/98

Dear Ivan:

Here are another 100 pages or so.

Some old stays; some unread. Some suggestions for where you might cut, now. Now it's not the hand gestures, it's the head gesture I've been noticing. A lot of nodding with the head. A lot of studying faces.

(Not saying we don't all do it.) Also, when you have a scene so powerful as Lyle's announcement of leukemia, less really is more. We know Mitch well enough, thanks to some amazing portraiture on your part, that we can imagine the shock, the sympathy that had to come, no matter how hard that is. One of my favorite lines, an incredibly vivid definition of Lyle's character, comes after the description of the way he lifts his head to take a deep sniff - "he simply seemed to feel entitled to an extra share of the air." It's hard to think of a book that better captures the complexity of a difficult father/son relationship when it is finally coming to an end. A knockout, you've got here.

Mae amn. Whenever, Nan

(Sorry for handwriting. Hope it's legible.)
3-page fax to Liz Darhansoff

Liz--

Just FYE (For Your Entertainment), these copies of stuff I've passed to Nan and Susan.

All is well here, though unbelievably busy. We move to the new house about mid-month--have sold the old one, thank the Lord. Phone number won't change; I'll call the office after Labor Day with change of address.

all best,

[Signature]

3 Sept. '98
3-page FAX to Nan Graham

Nan, hi--

Just checking in after voyaging on Paul Allen's Ship of Cools. Among the kicks:

--Bill Gates scampering by with his little lifejacket during lifeboat drill

--Dan Ackroyd taking charge in a monumental baggage foul-up that having all us rich and famous up in Customs for 3 hours

--Jeff Goldblum assiduously painting the little totem pole we were all given to exchange at the final night's potlatch

And I'm sending along my diary entry of my favorite moment of the trip (am also sharing this one with Susan, who'd noted the rumored guest list. I can confirm, by actual sighting, Spielberg, Lucas, Coppola, Katzenberg, Geffen, Dennis Hopper, Candace Bergen, Ed Begley Jr., a ton of well-heeled Microsotics...).

Back in real life, alas, Carol and I are about to go into the throes of moving, now that our house has sold. Moving and that speaking gig in Boise will eat up September, but then I can promptly give MTN TIME my final going-over with your editorial suggestions in mind. See no reason why we can't meet, and more than likely beat, the Nov. 1 deadline.

Finally, if you're still coming out here on the 23rd, we invite you out to our new house for a drink and then dinner at our favorite (and carefully kept secret) Asian restaurant, if you'd like; or we can meet you downtown if you think you'll have had enough travel for one day. We're about 20 min. north of downtown Seattle for a cabbie who knows what he's doing; or we could fetch and deliver you.

all best,

[Signature]

17021 Tenth Avenue N.W., Seattle, Washington 98177
(206) 342-6638

3 Sept. '98
31 Aug.--Scene: buffet line at the final night potlach in the vast upper deck—solarium? swimming pool?—of the ship which had been plasticined over and triggered out w/ faux Doug fir longhouse columns (they blew it there; should have been faux cedar), C and I grabbed a strategic table (in fact an ideal one: against the wall out of some of the din and right at the end of the bar handy) for 8 and soon were joined by other quiet-seeking types, Bill and Catherine Calvin and David and Merrilee Wake. Nothing eventuated on the food front, though, until finally we snagged a culinary traffic director and got dispatched to what we were told was a reasonably diminishing buffet line. C & I were delayed talking to someone a minute, and when we went on to the line, we found ourselves at the end of a barely moving rank about half a block long. Significantly, no Calvins, no Wakes. I went off on a scouting trip and found a second, rogue line that had just been devised and wasn't very long at all, and our dinner mates were just ahead of us. Fetched Carol, we established ourselves contentedly on line, and at once were joined by Carolina (pron Care-uh-lena), ladyfriend of documentary-maker Stephen Wren, folks we'd had the great dinner with the first night. C'na asks me to save her place in line, she has to go find Stephen. Which sets the scene between me and the gent henceforth known as TG:

TG: (materializing behind me wearing a sportcoat of shimmering shades of green) Is this a food line?
ID: Yeah. There are 2 invisible people behind me I'm saving places for, though.
TG: Oh! (He solicitously hops backward enough not to be standing on them.)
ID: They're invisible because they're documentary makers.
TG: I always hate that about documentary makers. Why is this line shorter than that line?
ID: Shut up.
TG: Oh, right!
(A bit more talk talk talk, then;)
ID: And who are you?
TG: I'm Terry Gilliam, a film maker in London.
ID: I'm Ivan Doig, a novelist from Seattle. (Handshak (Talk turns to afternoon excursions etc.)

Susan, this is just for fun, no need to respond. It's my diary entry of my favorite moment of the Paul Allen cruise—or as I've titled it in the diary, "Afloat with half the money in the known world." (One of the great kicks of the trip was seeing guys like David Geffen, Jeffrey Katzenberg, Steven Spielberg, and George Lucas realize that for all the zillions of dollars they have, it's pocket change to Paul Allen.)

best,

Ivan Doig
17021-10th Ave. N. W
Seattle, WA 98177
9/3/98
31 Aug. cont.

ID: Did you see the salmon spawning? (i.e., on Ketchikan Creek)
TG: Yes. But did you see the jellyfish in the water?
They looked like boiled brains with skirts on.
ID: (as the line is moving past kind crab legs, corn salad and sundry other dishes Terry plainly has never seen before) If you haven't already written that down, I'm going to steal it.
TG: You novelists are always doing that. (We move on through the buffet offerings, Terry marveling at 10" joints of king crab legs, me telling him the creature is bigger than the platters in front of us, until I see a chef with a carving knife and what in lesser event would be the roast beef on a carving board.)
ID: Terry! You've got to try this. You can't go through a potlatch and not eat some of this, you'll offend us.
TG: What is it? (He's noticed it's plainly not Roast Beef of Olde England.)
ID: (confidently) Roast buffalo.
TG: (overcome) Roast buffalo!?
ID: I know, it's a great title. But you've got to eat some. (I herd him over to the buffalo carving chef.)
TG: (dubious and enthralled, holding out his plate while meat is deposited) Is that a shank?

So, my Monty Python moment in history consists of introducing the admirable Terry to buffalo cuisine.

2 Sept. Back here in reality, I'm at our gorgeous new desk @ 17277, with all the doors and windows open and running the furnace (to rid it of startup odor of burnin dust, the Sound Oil guy Gary just urged me). Lee Holden is working away at shelving for the quirky closets down here in officeland (trapezoidal shapes, today). Y'day we got window screens installed and I put the hooks on the kitchen skylights to operate them, and we felt much more moved-in.

The house stuff is busyin up—when we finally fought loose of the lost-baggage snarl at Boeing Field on Mon., we got back to 17021 to find that it'd passed the house inspection with flying colors; no fixing of any kind was asked for, which Lee Lageshulte says is the first of the houses she's sold this year—and I'm going to try to
VIA FAX

1 September 1998.

Ivan Doig

Dear Ivan:

Thanks so much for your kind note of 8/25. I’m glad you feel that surgeon Graham has made some worthwhile incisions and thrilled that you think you can do your recovery work so quickly. The sooner we can get this manuscript into other hands the sooner we can get the drum beat going. Your prescience in many ways was further confirmed when I learned in a discussion with our Publicity Director yesterday about MOUNTAIN TIME that there is now an OUTSIDE magazine for women!

I’m eager to hear all about your Alaskan adventure and was amused to learn in my Times this morning who some of your companions were. I hope this FAX finds you among residences! Let us know how to keep in touch when you’ve lighted.

We’ll talk soon, I hope.

Sincerely,

Susan Moldow
Vice-President & Publisher
Alaska to join several hundred other passengers on a cruise ship chartered by Paul Allen, the other co-founder of Microsoft. Instead, she suffered broken ribs, cuts and bruises, and was taken to a hospital. Ms. Patkin said, "Diane was concerned that if she was at all out of commission, people would think she's sick." Ms. Patkin said, "and she's not."

As for what Miss Von Furstenberg missed on the cruise, she could have chatted with CANDICE BERGEN, JAMES CAMERON or DANAYKROYD, among others. Or she could have braved 70-mile-an-hour winds on deck. Or she could have gone shopping. The Associated Press reported that the director PENNY MARSHALL spent so much time at the Alaska Fur Gallery in Juneau that she delayed the ship's departure.
Dear Susan--

I greatly appreciated your vote-of-confidence letter about the draft of MOUNTAIN TIME, even before you'd seen the shaped-up first chunk from Nan's editing and my revising. (Not only is she a terrific editor, she's a terrific line editor, a species I haven't had enough of in the migration of editors through my books.) I don't know if she's had the chance to tell you how life is imitating fiction out here in Microsoftland: you'll recall the catered party at the cyber-billionaire's place in the book--well, Carol and I are being swept off to Alaska on Aug 28-31 in a shindig thrown by Paul Allen, M'soft co-founder. It'll probably turn out to be an intimate gathering of a hundred or something, but in any case we're guessing we're on the guest list of "people Mr. Allen would like to get to know better" because of my Alaska novel THE SEA RUNNERS. As soon as we get that behind us, we focus on moving to the nearby house we've just bought, and then I put on blinders and revise the rest of MTN TIME along the lines of Nan's suggestions. She's told me when she needs those revisions, and I can handle enough get them done by then. Anyway, this is just by way of being in touch and letting you know my whereabouts if phone calls go unanswered for a few days around here, across the next few weeks. Hope you're thriving; I'm intrigued about the new Hemingway book--what've you got up your sleeve next?

all best,
Dear Nan--

You should have been a surgeon. I've taken the great majority of your suggested cuts, and can see that the story moves more lithely now. I gulp a little, because my focus is always to try to make the language dance on the page, and those linguistic monkeyshines are what the readers cite to me, "I loved it when you said..." But if Susan is right that these characters are compelling and you're right about the propulsion of the story, then yes, by all means let's shape this book to those strengths.

I think I've revised this chunk along all the lines you mentioned in your Aug. 12 cover letter, with one minor exception. I've kept "techies" and "techieville" simply because that's what the Microsoft types etc. are called out here; maybe it started as wordplay on "trekkies" of Star Trek.

Brant's questionnaire and a copy of my last publicity tour are enclosed with this. Happy "positioning" meeting.

best,
29 July 1998

Ivan Doig
17021 Tenth Avenue NW
Seattle, WA 98177

Dear Ivan:

Nan allowed me to read the draft you recently delivered of MOUNTAIN TIME and I am so glad. I know we shall have a splendid time publishing it.

Although there is much that I found wonderful about the story and its telling (I feel I can taste the air in Artesia Park for one thing) I think your most magnificent achievement herein is in the area of characterization. It would be so easy to have a reader emerge from a set-up like this hating Lyle or Mariah, and yet, because you have succeeded so perfectly at establishing them so they are as fully realized as Mitch and Lexa, the reader instead comes away savoring the interplay of all and knowing we can’t make easy judgments any more in good fiction than we can in real life.

Anyway, I just wanted to let you know that MOUNTAIN TIME is a book that will stay with me, and that I look forward to working with you on its publication. Clearly your operation has left your creative powers undiminished (and I hope you’re feeling tip top, by the by). Thanks for delivering such a fine book to us. Let me hear from you at any time if I can be of help.

Sincerely yours,

Susan Moldow
Vice President & Publisher
Dear Becky--

Here’s the first installment, about 25,000 words worth, of the can-they-go-home-again novel that now seems to want to be called Mountain Time.

This is the earliest in the writing process that an editor has ever laid eyes on my yearling words, so you may find that some parts of the manuscript know what they’re doing more than others; I’ve tried to concentrate on character, voice, and incident—trying to get the people in the book lined out and on their way, I suppose—while making these pages pile up.

The plot will make a turn toward the Rocky Mountains pronto in the next section, “The Springs,” which will bring out what I’ve tried to hint at but not dwell on here in Lexa and Mitch’s life on “The Coast”—that he has a hellion (and now-ill) father back there in Montana that he has to deal with, and that she has to face again the erosion of the natural world that drove her into her truced Seattle life. Early on in the next section they begin contending with Mitch’s father Lyle and the never-made-it western little town of Twin Sulphur Springs, of that line I had in the prospectus: “When the middle name of your hometown is Sulphur, there is not much you can do about the smell of your childhood.”

After vicissitudes there and the past refusing to stay past, Mitch and Lexa and possibly her sister Mariah are thrust into the mountain trip of “The Divide” section, where who-gets-whom, how-do-we-live-now, the timeless old questions, culminate.

As to the schedule on all this, how about you doing whatever you feel is necessary at this point on ‘This Coast’ section, I’ll duly note and digest and thence keep churning out manuscript until I have a full draft for you in ’98. Glad to have reactions from you, Carolyn, Denise, whoever, at this point, but I never feel I have anything approaching the real book until I attain the full critical mass of pages and then can start revising. So, for now, this early rendition of the tune, and best wishes as you go into the land of maternity.

all best,

cc: Liz Darhansoff
two-page FAX to Nan Graham

Hi, Nan--

One of my buddies at Amazon.com slipped me this; as I savvy it, it goes up on their Website on July 24. Book your ticket to Stockholm now.

Nothing new to report here except that Carol and I (gulp) bought a new house. You're invited to eat crab or salmon amid the packing crates when you come west in Sept.

all best,

Ivan
What They're Reading

Bestselling authors talk about their favorite books.

When authors drop by Amazon.com's offices, we like to ask, "Read any good books lately?" Here's a sampling drawn from interviews with some of our favorite bestselling authors.

Jimmy Buffett (A Pirate Looks at Fifty):

I fashioned [my book] after Bruce Chatwin and Graham Greene's work, especially his journals. I've gotten tremendous help about how to set up the guidelines for living my life from books I've read. Anne Morrow Lindbergh's Gift from the Sea, M. Scott Peck's The Road Less Traveled, Richard Bach's Illusions: The Adventures of a Reluctant Messiah, and Following the Equator by Mark Twain. Twain, more than anyone else, really. The interesting thing about his equator book is that I had gone down to South America and done a lot of stuff before I read his book. Then when I read it I said, "that really parallels my own sense of adventure in that area." Also, Saint-Exupéry's Wind, Sand and Stars. And In Patagonia and The Songlines by Chatwin. And 100 Love Sonnets by Pablo Neruda.

Gary Kinder (Ship of Gold in the Deep Blue Sea):

When I finished Ship of Gold there were times when I thought, "You know, I'm really proud of that sentence." I'll bet you I did that five times in this book. Then I read Cold Mountain, and every sentence is so carefully structured, it's quite incredible! Ivan Doig's Bucking the Sun is just as eloquent. I predict he's going to win the Nobel Prize this year.

David Halberstam (The Children):

Mendel's Dwarf. It's a brilliant novel about genetic engineering.

Anna Quindlen (Black and Blue):

Dickens is my favorite author. Bleak House is his best work because of its scope, depth, and architecture of characters.

Patricia Cornwell (Point of Origin):

There are two up-and-coming crime novelists right now that people should
keep their eye on. One is Linda Fairstein [Likely to Die], because she's somebody who knows what she's talking about. She's like a real live Scarpetta, but now she's gotten into novels, and she's getting better with each one. And the other is a former FBI agent named Paul Lindsay [Freedom to Kill]. He, again, knows what he's talking about, and I believe that people have really acquired a taste for that. I think one of the most brilliant literary figures we have right now is Mark Helprin, who wrote A Soldier of the Great War. He's sort of like El Greco and a poet all wound up in one. He does wonderful things with light and images, and his sentences are just beautiful. I always keep one of his books around.

**Garrison Keillor (Mother Father Uncle Aunt: Stories from Lake Wobegon):**

I love Come Hell on High Water: a Really Sullen Memoir by Gregory Jaynes, which is very funny and reads like a novel, though it purports to be truthful. Jaynes in his book says he finds Tolstoy's War and Peace quite funny, so perhaps we must expand our idea of what is a comic novel.

**Haruki Murakami (The Wind-up Bird Chronicle):**

Bret Easton Ellis—he's serious. Many people don't think he's a serious writer, but I disagree. Less Than Zero is a serious book.

**P.D. James (A Certain Justice):**

I do love structure, and I'm fascinated by the structure of the detective story. It's not surprising that overwhelmingly my own favorite writer is Jane Austen, who's a mistress of construction.

**Caleb Carr (The Angel of Darkness):**

I'd rather read Michael Crichton than almost anybody else. He's got great stories, with great information in them. It's fun to learn stuff. Instead of just continually giving little discourses on their own lives, writers should try to universalize their experiences. They should drag in some information--inform people as well as entertain them.

**Richard Dooling (Brain Storm):**

*How the Mind Works* by Steven Pinker. The more neurotechnology allows us to see inside the human brain as it thinks, many prominent neuroscientists are hypothesizing that the brain is really just a biological computer. Pinker poses the ultimate neuroscientific thought experiment: "Surgeons replace one of your neurons with a microchip that duplicates its input-output functions. You feel and behave exactly as before. Then they replace a second one, and a third one, and so on, until more and more of your brain becomes silicon. Since each microchip does exactly what the neuron did, your behavior and memory never change. Do you even notice the difference? Does it feel like dying? Is some other conscious entity moving in with you?"

I am also enjoying A Beautiful Mind, a biography of the Nobel Prize-winning
mathematician John Nash, who was one of the greatest geniuses of the 20th century, until he succumbed to a 20-year bout of schizophrenia.

**Alice Hoffman (Here on Earth):**

I just started reading *Jane Eyre.* A friend of mine told me that people were in either the *Wuthering Heights* camp or the *Jane Eyre* camp... I’ve always felt more sympathetic to the other Mrs. Rochester in that Jean Rhys book, *Wide Sargasso Sea,* which I read a long time ago and really loved. That is such a wonderful book.

**Robert Sheard (The Unemotional Investor):**

James O'Shaughnessy's *How to Retire Rich* is a wonderful reminder on the power of regular savings and emotion-free long-term strategy investing.

**Edward O. Wilson (Consilience):**

I have been more influenced by fiction writers than by scientists. There's a wonderful passage at the start of Robert Stone's novel *A Flag for Sunrise* in which the protagonist goes scuba diving. There, under the sea, he senses the presence of other creatures swimming all about him, but he can't quite make any of them out. I so admired Stone's ability to conjure up apprehension in just a few words that I used similar imagery in my book *The Diversity of Life* when I wrote about how scientists enter an unknown ecosystem—in this case, the Amazonian rain forest—and describe it scientifically. The ideal scientist, I say in *Consilience,* thinks like a poet, works like a bookkeeper, and writes like a journalist.

**Robert Stone (Damascus Gate):**

I just read *The Magician's Wife* by Brian Moore. I really love his work. I also like Evan Connell very much. He was an overlooked writer—and a very American one—and *Mrs. Bridge* is a great book.

**Katherine Neville (The Eight):**

Sarah Smith's *The Knowledge of Water*—mysterious, mesmerizing, magical—and must-read.

**Anne Rice (The Complete Vampire Chronicles):**

*The Wisdom of the Body: Discovering the Human Spirit* by Sherwin B. Nuland. At the core of my work is really this idea that we have to listen to the flesh, that the flesh really teaches us all things. That God intended it that way, that our bodies are as beautiful and complicated as they are because they are really theological text books... in the study of our bodies and the studies of the biological and physical and geological world, we'll find all the truths that God wants us to find. I claim Sherwin B. Nuland as one of my teachers, and I recommend him to you.

*Saved by the Light: The True Story of a Man Who Died Twice and the*
Profound Revelations He Received by Dannion Brinkley. His is one of the most fascinating of all those who have had such an experience and written about it... Dannion Brinkley is a man who has had an enormous influence on my writing and probably an immense influence on people all over the world.


I loved Freedomland. I think it's Richard Price's best book, and far and away the best novel of the year. It's already been compared to Tolstoy and Dostoevsky--it's hard to top that!

Richard Price (Freedomland):

Amazon.com: Are there any recent books you'd care to recommend to our audience?

Richard Price: Jesus, I don't want to put up the competition when I've got a book coming out!

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<td>$7.50</td>
<td>30%</td>
</tr>
</tbody>
</table>

Add selected items to your Shopping Cart
6/19/98
Nan Graham

Dear Ivan—

Here's the Kenneth Koch.

So glad that we're getting MOUNTAIN TIME soon.

Best, Nan
June 28

Dear Ivan —

We went back to press for another 5,000 copies of Dancing at the Rascal Fair. This is excellent news.

Hope all is well,

Nan
Dear Nan---

Here 'tis. Naturally I'll be glad to hear of any ways you think MOUNTAIN TIME can be strengthened. Going to be out of town at the end of August and, as you know, from Sept. 21 for about ten days. So, July-mid-August is a good time for me to tinker, if you want any done.

all best,
20 January 1998

Ivan Doig
17021 Tenth Avenue NW
Seattle, WA 98177

Dear Ivan,

Older obligations kept me from reading the portion of MOUNTAIN TIME we have in hand last weekend when Nan did (and lucky she did it then as she seems to have been struck down by this vicious flu we have here and I’m a little concerned about when we’ll have her back) but having heard her enthusiastic appraisal I am glad now to be able to add mine.

MOUNTAIN TIME (a title that I hope will stick) promises to be just the “can you go home again” novel that my aging generation needs to read. Mitch and Lexa--not to mention Mariah--are as likably emotionally and physically battered and at once equally morally certain and confused as is appropriate for the story they have to tell. Lyle reliving WWII on the World Wide Web is not an image I’m likely to soon forget. And I’m most eager to get to the hike that will resolve all. Thank you for giving us this extraordinarily fully realized tease. It will do a lot to keep our excitement high while we await the rest. I’ll be on tenterhooks until the summer.

I know you pointed out that your customary fact checking hasn’t yet occurred but I can save you time and money to report on the one bloop (and I was born in December ‘45 so I am Mitch’s age precisely and I found nothing else that didn’t ring perfectly accurate to my admittedly not flawless memory) I spied: on page 68, the 6th and 5th line from the bottom should read “Procol Harum” not the Beatles, and “A Whiter Shade of Pale” not “A Paler Shade of White.”

I’m delighted to hear that your recovery from surgery is going even better than expected. Thank heavens! Let us know if there is anything else we can do--other than applaud--to help you press on. I’m afraid for myself rollerblading in San Francisco or anywhere is out.

Best to Carol.

Sincerely yours,

Susan Moldow
Vice President & Publisher
WHEN Sumner M. Redstone and Barry Diller waged their battle to buy Paramount Communications in 1993, they did not have to worry about a financial player like Kohlberg Kravis Roberts emerging with yet another third bid. Even though Paramount then owned both a glamorous movie studio and a giant book publishing business, financial players stayed away.

But today, Simon & Schuster, owned by Mr. Redstone’s Viacom Inc., is for sale and a number of leveraged buyout firms are reportedly interested bidders. The names being bandied about are Hicks, Muse, Tate & Furst; Kohlberg Kravis Roberts and Knowledge Universe L.L.C., controlled by Michael R. Milken and Lawrence J. Ellison, chairman of the Oracle Corporation.

The more traditional book companies that may play a part are Harcourt Brace & Company and Random House L.L.C.

Of course, the second round of offers is not due until mid-May, and there is no way to gauge just how many bidders will eventually bid. What would a leveraged buyout firm want with a book company?

The answer is stability. That is what makes a publishing company far more appealing than, say, a mov-}

Ported cash flow — or earnings before interest, taxes, depreciation and amortization of $383 million on revenues of $2.47 billion. However, Viacom, for the moment at least, does not plan to sell its trade publishing company, which aims at the mass market. It accounted for about $61 million of that cash flow.

That leaves the company with proceeds of more than $324 million of cash flow.

Still, the book publishing business has several appealing characteristics. It is a business of relatively few players, and newcomers are not flooding the field, a factor that helps guarantee cash flow stability.

The most appealing parts of the publishing operations are in business and college publishing, where many of the best-selling books are pedagogical or technical books that have virtually no capital investment requirements.

Sales of school books for students up to high school level are relatively predictable. However, sales of a large percentage of those books depend on adoptions, or the process in which schools are allowed to buy a book that is recommended for their curriculum.

And last year, the book division did poorly in California, a bellwether state in the national election program.

But Viacom has other valuable operations, particularly the Computer Curriculum Corporation, which teaches basic reading skills by computer. Its products have received widespread acceptance.

Though experts in leveraged buyouts said that they could not imagine a buyer paying more than 8 to 10 times cash flow, industry experts said privately they would not be surprised if Mr. Redstone got closer to $1.5 billion or $2 billion for the properties.

One person noted that Pearson paid 10 times cash flow, or $335 million, for Putnam Publishing, and that was a trade publisher, which generally sells for a lower multiple.

They also point out that even a financial player like Kohlberg Kravis Roberts does have a strategic agenda, since it owns a publishing venture itself, Primedia Inc.

Though there are not enormous economies of scale if a strategic buyer shows up, there are some savings in management overhead. Such economies could also help to balance out Pearson’s costs.

Those economics could be far tougher for companies like Hicks, Muse. But now, with so much money chasing so few deals, potential buyers have established brand names and virtually guaranteed income often involve intense bidding, and that is what Mr. Redstone is betting on.

And that may be one reason he has said that the trade publishing unit, which has a profit margin of 25% and generally trades at a lower multiple, is not on the block. But a number of experts think he would probably be better off selling it. In general, the book business has never interested him.

Randy Jones
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Keycode: #7102

Dell

 unwanted to know how NBC could steal the film for $30 million when neither of them even got a phone call from Paramount. It’s hard to make a deal. NBC responded, when you’re out skiing.

Fox executives were outraged, saying that Paramount had reneged on a contractual obligation to consult with Fox before making any sale.

Paramount executives denied they had any obligation to consult with Fox before selling the rights. That issue may become central to any has had on movie audiences has affected one aspect of NBC’s deal: The movie had initially been scheduled to get on the network for the first time in May 2000. But with “Titanic” still selling tickets, NBC will now have it no sooner than November 2000.

Reflecting on the still-simmering dispute, one Paramount executive said, “Really, neither studio has any right to complain about anything on this picture.”

Maybe, but this, after all, is a Hollywood story.
Five Buyers, Including Michael Milken, Consider Purchase of Simon & Schuster

By G. BRUCE KNECHT
Staff Reporter of THE WALL STREET JOURNAL

Five possible buyers including jumbo bond king Michael Milken have expressed interest in bidding for Simon & Schuster, the venerable publisher that is a part of the Viacom Inc. entertainment empire. Viacom Chairman Sumner Redstone said in January that he was putting Simon & Schuster’s educational and reference divisions on the block, but that he planned to hang on to the prestigious and high-profile consumer-book unit. But one person close to the company said Mr. Milken may be interested in acquiring the entire company, including the consumer-book division, and that quotes from the authors range from Mary Higgins Clark to Bob Woodward.

If Mr. Milken makes a bid for Simon & Schuster, it would be through the Rainbow Universe LLC, a company in which he has made large investments. Knowledge Universe, which is based in Los Angeles, is also backed by Oracle Corp. Chairman Lawrence Ellison and other investors. It plans to produce books, television and computer software for children, and it also is reported to have interest in Internet start-up businesses. Attempts to reach Mr. Milken, Mr. Ellison and Knowledge Universe President Thomas Kalinske were unsuccessful.

Other Interested Parties

The other companies that appear to have the most interest include, among other large publishing concerns, Pearson PLC and Harcourt General Inc.’s Harcourt Brace & Co., and two diversified investment groups, Kohlberg Krause & Co. and Hicks, Muse, Tate & Furst Inc., according to one person close to Simon & Schuster. Spokesmen for Viacom, Pearson, Harcourt, KKR and Hicks declined to comment yesterday.

Investment bankers said they believe the sale price could range from $3.5 billion to more than $5 billion. A new owner or publisher would add another element of change to the American book-publishing industry. Last month German media giant Bertelsmann AG shocked the business world when it agreed to acquire the nation’s biggest consumer-book publisher, Random House Inc. If Pearson were to acquire Simon & Schuster, it would give the British publishing empire that already includes Penguin Putnam Inc.

Despite the high profile of the consumer business, educational publisher is a unit of Simon & Schuster’s crown jewel. Of the company’s $385 million in cash flow last year, education produced about $204 million, the reference and international division about $119 million, and the trade group about $61 million, according to company insiders. Viacom doesn’t break out the numbers. Cash flow is planned as operating earnings before taxes and depreciation.

The consumer business isn’t part of the formal presentation that Simon & Schuster officials have been making to potential acquirers. But Mr. Milken’s company appears to be interested anyway. “Milken’s group was the only one that expressed an interest in the consumer business,” said the person close to Simon & Schuster.

‘A Sensitive Market’

Simon & Schuster officials aren’t overly concerned about Mr. Milken’s status as a convicted felon, although an executive acknowledged that competitors in the textbook market might seize on his record in attempting to persuade school boards to switch from Simon & Schuster books. “The school market is a sensitive market, but I don’t think it would make any difference” to the company’s sales, the executive said.

“It could be a good thing,” said an executive added of Mr. Milken’s possible involvement. “If you look at what he’s done, he’s developed a very aggressive interest in education, and he’s the kind of person that would really invest in the business.”

When Viacom announced that Simon & Schuster would be sold, officials suggested that the consumer group wouldn’t be sold because it has found effective ways to find synergies with Viacom’s entertainment businesses. One example: Pocket Books, Simon & Schuster’s mass-market imprint, has published several books that grew out of Viacom’s MTV unit.

However, Simon & Schuster executives have worried that breaking apart the consumer business from the other units would make it difficult for the consumer group to be profitable. The consumer group currently shares warehouses and computer systems as well as departments that handle finances and parcel out royalty checks. As a result, Simon & Schuster executives believe Mr. Redstone would be happy to sell the trade group as well for the right price.

Bankers said the educational business is valued at $10 to $14 times last year’s cash flow, or $2 billion to $2.5 billion, and that the reference and international division is valued at $13 to $17 times cash flow, or $1.5 billion to $2 billion. The consumer business, if it were to be sold, would carry a lower multiple: eight to 10 times cash flow, or $485 million to $610 million.
Viacom May Form Joint Venture For Simon & Schuster Trade Unit

By GERALDINE FABRIKANT

Viacom Inc., which has put its Simon & Schuster publishing business up for sale, is exploring the formation of a joint venture of Simon & Schuster's trade publishing division with other trade publishers, according to an executive close to the company.

It was not clear yesterday where negotiations with other companies stood. Viacom declined to comment.

Viacom said last week that it was putting the rest of Simon & Schuster up for sale in an effort to reduce its debt and focus on its core entertainment businesses, which include Paramount Communications, MTV and Nickelodeon. But when it announced the possible sale, it indicated that it wanted to retain Simon & Schuster's trade publishing operation.

A joint venture with another trade publisher, such as Bantam Doubleday Dell, would allow Viacom to retain an interest in the trade book business, which publishes titles aimed at the popular market, while still benefiting from significant cost savings. Through the trade business, Viacom can cross-market books linked to the films and TV shows of its other holdings.

Stuart Applebaum, a spokesman for Bantam Doubleday Dell, which is a unit of Bertelsmann A.G., said the company would be interested in exploring opportunities to improve prospective business but declined to comment on whether it was talking with Simon & Schuster.

Though Viacom does not break out the operating profits for the trade publishing division, some experts suggested that it generated about $60 million in cash flow last year.

A merger of Simon & Schuster with another trade publisher would yield significant cost savings, according to several industry experts. They said that there were significant savings in selling, warehousing and general administrative expenses.

Though Viacom has consistently maintained that it will not sell the trade division, some industry executives believe that it might ultimately decide to sell if the price was right. Viacom's stock has benefited from the recent reports that the company is selling assets to reduce debt and focus on its core businesses.

Simon & Schuster's trade division has done well lately with a number of best sellers, including "Diana, Her Own Story," by Andrew Morton.
While the Treasury market drew buyers as stocks slumped, bond prices came under pressure as some market participants sold to hedge large issues of corporate and municipal debt being priced. Securities firms involved in such debt offerings typically sell Treasury securities as

The bonds, which mature semi-annually from 2002 to 2027, were issued through the United States Agency for International Development. Sold at discount, the zero-coupon bonds make no scheduled interest rate payments but if held to maturity will pay investors the full face value.

### CURRENCIES

#### CANADIAN DOLLAR FALLS.
The Canadian currency hit a 12-year low against the United States dollar on concerns that recent ice storms and Asian turmoil will slow growth. The Canadian dollar finished at 1.449 to the United States dollar, or 69.21 cents, just above the record low reached in February 1986.

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**Canadian Dollar to the U.S. Dollar**

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**Last 10 days**

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**Source:** Bloomberg Financial Markets

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### CURRENCY PERFORMANCE

#### YESTERDAY

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<td>British pound (in U.S. dollars)</td>
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<td>Canadian dollar (per U.S. dollar)</td>
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<td>Mexican peso (per U.S. dollar)</td>
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<td>+ .57</td>
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Fri-Sun, May 1-3
Bend, Oregon.
Broken Top. 1-541-382-8200.

Monday, May 4
en route to Salt Lake City.

T/W, May 5 and 6
Salt Lake City.
University Park Hotel. 1-801-581-1000.

Th/F, May 7 and 8
Paonia, Colorado.
Redwood Arms Motel. 1-970-527-4148.
Or contact: DeWitt Daggett. 1-970-527-5566.

Sat/Sun, May 9 and 10
Farmington, New Mexico.
Best Western Inn. 1-505-327-5221.

Monday, May 11
Chinle, Arizona.
Thunderbird Lodge. 1-520-674-5841.

Tuesday, May 12
Cortez, Colorado.
Holiday Inn Express. 1-970-565-6000.

W/Th, May 13-14
Cortez, Colorado.
Kelly Place. 1-970-565-3125.

Friday: meet 9 a.m. at Newspaper Rock for visit to Redd ranch.

Fri-Sun, May 15-17
Pack Creek Ranch, Utah. 1-801-259-5505.
Or contact: Utah Conservancy, Moab. 1-801-259-4629.

Monday, May 18
Moab, Utah
Moab Valley Inn.

T/W, May 19-20
en route home to Seattle
Mar 1/12/98 Min/ Min
"so good!"

completely nothing
very moving
March 1st!
works!

really good
hand to get what happens to some 60's
people, but some does

true & moving.

Mary

Susan; 3pm - Springs '99? (will seek for May)
to Nan - C. see?

- Becky note?
- 2 times Nan doesn't get; wait on them
- moves swiftly
- expected/ want / rest
- committed 70 M.
- help w/ Lora really good
  hope it lasts
- needed 2/10/ N.Y.'s
- potential of strong
Dear Nan—

Here goes. This chunk of manuscript is the first two of Mountain Time’s three parts, about 66,000 words worth—roughly two-thirds of the book in both senses. Some parts of the writing are better baked than others, and this is earlier in the process than I usually tender any ms to an editor, but I feel we might as well start getting used to each other, hmm?

A few background points:

---The book intentionally is a little vague on its exact year, although a reader can put together the facts that Mitch is 50 and was born the year after WWII; I thought it best to have the time period simply be a Baby Boomerish sense of the 2000 millennium up ahead.

---I haven’t had a chance (medical excuse below) to do my customary fact-checking, so if a specific year for Julie Christie to be in a movie or the name of the runner pacing Roger Bannister to the sub-four-minute mile are off, they’re gonna be fixed.

Ahead: arthroscopic surgery on my aggrieved right knee this Friday, the 9th. Everybody tells me it’s easy as getting a sliver out, but I’m also going to be on crutches, in a cast of some kind, and I think generally bunged up for a couple of weeks. Also on the schedule in this household is hunting for a new house, and if Carol and I can find one, the moving etc. will also put me out of commission for part of this winter or spring. But I have some pages roughed for the book’s final section, “The Divide,” and the plot resolution pretty well in mind if not in hand; I would hope that you could see the rest of the ms sometime this summer.

Meanwhile, I hope some of the ms thus far is more or less what you were expecting, Nan, and I hope some of it isn’t! Rollerblading in San Francisco, anyone?

all best,

cc: Liz D.
Liz -
cool!

Susan & Nan likely to call
- off her Sondheim author!

Nan Graham -
so so so thrilled.
title - ed. he better now
unusually happy - /ingle
- (212) 632-4930
- when read?

Sarah Baker:
Michael Jacobs: School!

- get ya work in
- 1st day @ Viking
C's read of Mtn Time (first 2 sections), end of Dec. '97

2. e

3. Top: Replace w/ something not -ing

4. e

6. e

eg to: With the dip staned ... 

14. Terrific!

Part 3 — Excellent

34. Does Paonia have a high school? Moab?

— this section ends with the click of a well-made box.

43. e

to 55 — piano drop made well

47. e

Dot 71 — new scene, right?

AT 100
91 — Mitchell / hymnastics

511 TSS

284 e extra e

284 were

246 qn b
December 19, 1997

Mr. Ivan Doig
17021 Tenth Avenue N.W.
Seattle WA 98177

Dear Ivan:

Thank you for your lovely note, which I received today. I was happy to enable you to move to Scribner, even though, as I told you, I know that it will break some hearts at Simon who love you and your books (and demonstrated such on BUCKING THE SUN). I never took your desire to move to be a criticism of Simon or the people there and, frankly, I do understand your feelings, which is why I did not object further.

You are correct: Amazon.com has been hiring many smart people and their success in selling books (but not, yet, in making profits!) is very impressive. I do think on-line bookselling is going to revolutionize some of what we do and it’s exciting to consider the ramifications and try and help shape some of them into the future.

I’ll be eager to see this new book when it arrives--combining a female main character AND the Internet? This I have to see.

Hope all’s well with you and Carol. It is nice to end the year with lots of bestsellers, even though all too soon it starts all over again. Best of wishes for the holiday season and the new year.

Best wishes,

Carolyn
Hi, Susan: FYI, a copy of the letter of appreciation I wrote to Carolyn.
Carol and I are hopping a plane to Tucson in a couple of hours, for a week of (we hope) sun.
Talk to you soon in the new year. Happy holidays.

Carolyne K. Reidy
President, Trade Division
Simon & Schuster Consumer Group
1230 Avenue of the Americas
New York, NY 10020

Dear Carolyn--

This has to be a temporarily inadequate thanks for chaperoning me over to Scribner; the less fraught book we’re going to get out of this I hope will make it worthwhile. I do want you to know that I still feel Bucking the Sun was wonderfully handled by everyone at S&S, and that if either of the day-by-day keys to that book’s well-being--Becky and someone named Reidy--were still where they were, I would have never thought of budging, either. I really do wish David and his forces all kinds of success, but with my manuscript this far along (I’ll be sending in two-thirds of it in January) I felt it pretty promptly needed someone familiar with my words and the way I work; I can already tell you my first phone call from Nan brought a sense of electric editing energy down the line that I haven’t felt since Carol Hill and my first two books ever. So, gracias for your grace in arranging this, and the book and I will do our double damnedest not to let you down.

Remember our Chicago ABA conversation about Amazon.com? That outfit is hiring everybody smart in Seattle that I know of--four friends of mine this year--and one of them is, ahem, going to be my consultant on the bits of techieville lingo that my characters try to decipher across the generation gap.

Happy holidays, Carolyn, congrats on the bunch of books on the bestseller list, and all best wishes for ’98.

sincerely,

Ivan Doig
Carolyn K. Reidy  
President, Trade Division  
Simon & Schuster Consumer Group  
1230 Avenue of the Americas  
New York, NY 10020  

Dear Carolyn--

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Happy holidays, Carolyn, congrats on the bunch of books on the bestseller list, and all best wishes for ‘98.

sincerely,
8 Dec 97

Dear Ivan,

This really does make me happy. Here are Joy and Underworld, and our last couple of catalogs. Do let me know if something catches your fancy.

In the meantime, we'll just look forward to reading in late Jan/Early Feb. Such great news.

Best,

Nan
VIA AIRBOURNE

October 31, 1997

Ivan Doig
17021 10th Avenue
Seattle, WA  98177

RE:       BLUEBACK / Tim Winton

Dear Ivan:

I’m delighted to share with you a charming little novel by Tim Winton which
Scribner will be publishing in March 1998. You were very generous in
supporting our publication of The Riders and if you’d again like to contribute a
quote, I hope you won’t hesitate to contact me by any of the means shown below:

Address:   Susan Moldow
           Scribner
           1230 Ave. of the Americas
           New York, NY  10020
Fax:        212-632-4926
Tel:        212-698-7182
Email:      Susan_Moldow@prenhall.com

Unfortunately, given our tight production deadlines, we’d need to receive a
quote from you by November 10. I hope you’ll be able to find the time to look at
this touching fable.

Sincerely yours,

Susan Moldow
Vice President & Publisher

A VIACOM COMPANY
October 20, 1997

Liz Darhansoff

Re: Ivan Doig

Via Fax: 212/334-5470

Dear Liz:

I’m happy to report that a 2nd printing of 7,500 copies has been ordered for *Bucking The Sun* in its handsome SPF edition!

Are you back? Can we talk?

I survived Frankfurt and so am feeling temporarily perky.

Sincerely yours,

Susan Moldow
Vice President and Publisher
you heard my concerns - has done many
too many of ... we'll be diminished so
benefit of ones like mine

bottom line! (212) 698-7451
- keep you happy here!
- periodic trips to W/ Jan?

ask Liz: if we offend him ...
(Carolyn: R'd drives Liz crazy)
"happy w/ what we done for B, but not"

- whole new ballgame
- need complete fit I had w/ B; easy
Liz: who had R'd? & you
- cool like another
R'd was w/ M a few yrs ago
Carolyn: who knew my work

R'd only understood, he's new pub, plenty in his plate - I do think I ought to be

R's response time
- 'infectious m'syndrome coming on
12/1/97
- doesn't feel to me like a good fit/syndrome coming on
- prob if we offer and him, offer and Carolyn?
  (R: that & Carolyn?)
- Scribner: Not Graham at all?

Susan Malden: start w/ — eager
  — write letter to Liz & op
call to Liz, Sept. 23:

10 last nt, NY time, Carolyn called me:
- Everybody in this pub's house loves you...
- pt o' depths not wanting to feel jilted just because Becky left
- told her I had no complaints against any 5-15 depths, but now that I was liking @ my 3d editor b 4 a lot, I was liking to do what I'd had to do a # of times before, w/ Hanc & Maca, & find a safe harbors
- Susan & Nan came to mind because they're only editors I know @ pub's house now.
- Can said she takes my pt as a safe harbor,

we have to talk to Dave Rosenthal - he doesn't start work until next wkt but she's talking to him all this wkt - & see if he gets my work. If he does, it is willing not to have me on his list, then Susan & Nan are a ready-made answer.

Then I asked her if she might go as a Susan author, what we make not compatible or one to the w/l. She

She too broke up Bob Macy & a woman
editor whose name got away from me.
Every parking tomorrow
1/2 time until 1st of
edit in NPY or ed. of F. Strauss
- 6-10/8/85/yr
- exclusively non-fic. FG will do fiction
NPFF under Liebling / Salter / Connell
/ Marshall

"touchy" w/m: not list time
 trump card: lit. author

Bob Macoy / read my ms

- D. sciss: Bugg'd like to Alice May
to
- removed from list, or paid to be ed.
- Alice tags out anger...
- C. Intime: restored
- R'd bring 'em people up;
  "awfully smart"
- not going to be b/w/c as usual
- bad curly image
- green as ed of fiction
- well stand up to ed dir.
Liz - Susan H (Sep 22)
Bob - McCoy

- ask C & Lucy advice
- how can meet & best be served
- concerned to strong commitment
to info
- have known Susan & Nan for you, don't know Pd & C Annick at.

"As you ple" - mls

Denise: tell Clym how worked w/ her, think highly
of S & Nan - what would she suggest?

- not going to feel secure if assigned to somebody I don't know
- I asked her frankly o Denise Roy,
   too junior? She said they have a system
   when they pair a jr editor w/ a sr editor
   for advice. How to handle problem guidance
   when probs come up.
   - Tangled?
   - No
   - You're a senior editor

- Upshot: Can we talk to R'l & call mi-
  at we'll go from there.

Give to Liz:
when C'y'm calls back. (I've been
  jitted)
- crux of matter is: I signed w 8 x 5
  because of you. Now Business gone, &
  you are too - what assurance do I
  have that my book will go get
  kind of backing that Buckley had?

- Share conversation w/ Liz, & ask Liz to
  call C'm

- tell C'm when not to be with Liz & Dave R'l
  heard praise of you from Liz...
Liz
- Real bad phonecall! Gets me crazy.
- Me too
- Man, I've no messages, go to Carolyn
- charming @ lunch

David - Marguna Culpa
- Rosenthal - mixed signals

11/26/97
- I go very badly
- "am a fan" 0
- " I of jewels"
- oh, have that many
- tried to tone x biting with

Nicholson Baker X Turn into

Rick Russo

Rock Against $1 $ - come with then all over "0"
- lit on side table; have been
- redesigned
- Ian Banks / Warp Factory
Russo after 1 + @ Affera
fiction to match non- 

(artists): "bad Jew I am!"

KN: #1 - milly

this edition or maybe?

- Bruce Wagner: I'm losing you @ Villard

- Janny Yatable

wanted to request something else -

all I can do to accommodate

- oversee next bet personally

Bookys

3 drums/frinks together!

- probes of monitor machine taking interest

4th of July of fiction we can sell better -

- we be happy to read anything!

- hit strong editorial line!
Dear Liz—

Welcome back from Thanksgiving. Now, before the next holiday gets us, a bit more of the season of trying to figure out what's best for my editorless next book.

David Rosenthal did call last Wednesday, and while he said many fine things, leading to "the bottom line" that "the publisher of this monster publishing machine is taking an interest in your books," I can't help but sense inherited-book syndrome coming on. As you know, I've been through that before with Winter Brothers at Harcourt and Mariah Montana at Atheneum, the manuscripts and me handed off to new editors who hadn't initiated those projects, and when push comes to shove as it always does somewhere down the publishing/marketing line, the inherited book never quite has the passion behind it that the editor's own contractual offspring does. I grant David all the best intentions in the world, but I just don't feel that the happy arrangement Bucking the Sun had under Becky and Carolyn is likely to happen as he sorts his priorities. It did take him a couple of months to call us, right?

In the midst of our phone conversation David generously enough said that if I "wanted to request something else," he would do "all I can do to accommodate you." I took this to mean he would be amenable to my shifting elsewhere within the S&S imprints if I would find that more comfortable, and coupled with Carolyn's phone call to me in September that if David doesn't get my work and is willing not to have me on his list then "Susan and Nan are a ready-made answer," I'd like for you to see if we can proceed in that direction, Liz. Quite bluntly, I think it would save a lot of time and fuss for the next book and all of us if I could be transferred to someone I've worked comfortably with before—both Susan and Nan are in that category, as you know. There's also the consideration that if at all possible, I'd appreciate that the editor's eye be female for this book where the ins and outs of two sisters are important to the plot. Sorry to put this on you, but now that we've heard from David, I think it'd be best all around for us to sidestep a possibly awkward new fit.

best,

[Signature]
MARKETING & MEDIA

Viacom Inc.'s Simon & Schuster Raids Executives From Rival Publisher Villard

By Patrick M. Reilly

Staff Reporter of The Wall Street Journal

NEW YORK—In a high-level raid on the talent of a rival's publishing house, Viacom Inc.'s Simon & Schuster has lured away the top publishing executives from Random House Inc.'s Villard book imprint.

David Rosenthal, publisher of Villard since 1994, was named vice president and publisher of the Simon & Schuster imprint, where he will work with William Bennett, Mary Higgins Clark, and Clive Cussler, among other best-selling authors. Annik LaFarge, associate publisher of Villard, was named vice president and associate publisher at Simon & Schuster. Both start their new jobs Sept. 29.

A former editor for the New York Post and former managing editor of Rolling Stone, Mr. Rosenthal is credited at Villard with publishing best-selling books on irreverent subject material. "O.J.'s Legal Pad," a ribald and comical look at what O.J. Simpson may have been doodling when he stood trial for murder, was a surprise bestseller. Mr. Rosenthal, 43 years old, also has had success with relatively unknown authors such as Jon Krakauer, whose "Into Thin Air," an account of a deadly attempt to scale Mount Everest, was published in April and remains on bestseller lists, including No. 10 on the nonfiction list of The Wall Street Journal.

Mr. Rosenthal said he plans to continue his offbeat approach at Simon & Schuster, one of the most venerable names in book publishing, while continuing the publishing house's "reputation for exceptional books of the highest quality."

Reflecting the current pressure among publishers to reduce costs during a time of weak book sales, Mr. Rosenthal said "Villard hasn't had to spend the megabucks to acquire" commercially successful books. At Simon & Schuster, Mr. Rosenthal said he expects to both "spend big bucks with commercial authors and less for authors that can be turned into bestsellers. We can do it on Sixth Avenue," a reference to the street address of the Simon & Schuster's offices in Manhattan.

At Simon & Schuster, Mr. Rosenthal will report to Carolyn Reidy, president and publisher of the Simon & Schuster trade division, which focuses largely on books for adults that sell in bookstores. Before Mr. Rosenthal's appointment, Ms. Reidy acted as publisher of the Simon & Schuster imprint.

The appointments are a blow to Random House, which is a unit of Advance Publications Inc. Mr. Rosenthal is credited with resuscitating a moribund Villard imprint. Earlier this year, Villard executive editor Craig Nelson left the imprint. A spokesman for Random House said successors at Villard would be named soon.
excuse no. ①

for logging on to the U.S. Open Web site at the office:

“You see Boss,

www.usopen.org

gives instant access
to all the latest scores.

We should give
our employees the
Musicland Has New Bank Agreement; Hires Smith Barney

The financially strapped Musicland Stores Corp. has amended its bank agreements while hiring Smith Barney "to explore all strategic and financial alternatives to improve the value of the company to its shareholders." Musicland's stock price was $1.50 on October 8.

Under the arrangement with its bankers, the group has agreed to a plan that effectively waives all existing financial covenants through March 30, 1997. The deal will give Musicland more financial flexibility during the fourth quarter. The agreement also gives Musicland the ability to close additional underperforming stores after the holiday season if the company deems it necessary. The final agreement is subject to ratification by banks having more than 50% of the financial commitments. The deal also needs the support of Musicland's trade creditors, and the corporation had a conference call with its top 100 vendors, including some book publishers, last week to explain the situation. The call to vendors was described as "cordial and supportive."

The company, which sold more than $106 million worth of books in 1995, has 85 Media Play outlets and 158 On Cue stores. It will open one more On Cue store this year and two Media Plays.

Earlier this year, in a bid to revive its overall operations, the company moved Gary Ross, formerly head of its Suncoast division, to lead the superstore operation, which is composed of Media Play and On Cue. Larry Gaines, who had been overseeing the division, was put on special assignment. To replace Ross, Keith Benson, formerly president of the music stores division, was named president of the mall stores division, which is composed of Suncoast and Sam Goody.

S&S Teams Up with Harvard Medical School

Simon & Schuster and the Harvard Medical School have announced a joint venture through which the two will publish books, periodicals, newsletters, CD-ROMs, audiobooks, videocassettes and online products. The materials will be aimed at patients, managed-care providers, hospitals and the home-education and corporate markets worldwide.

S&S will develop most of the materials, although the Harvard Medical School, led by Dr. Anthony Komaroff, will review all products created for the venture. The materials will be released under an S&S and Harvard Medical School brand. Among the first works to be published under the alliance is The Harvard Medical School Family Health Guide, as a book and CD-ROM to be released in early 1998. Three spin-off books and CD-ROM titles are scheduled to follow. The international initiatives planned include the distribution of new and existing Harvard Medical School newsletters worldwide. Another feature of the collaboration will be the extension of the S&S unit Jossey-Bass's professional publishing program to include two new series focused on health care and medical computing.

Meanwhile, S&S's Macmillan Publishing USA division has entered into a joint publishing agreement with Cisco Systems, a global supplier of networking solutions for corporate users of the Internet. Under the venture, the two companies will create Cisco Press, which will publish books through Macmillan's New Riders imprint. Cisco Press's first two titles will be published this December, on the needs and interests of internetworking professionals as well as developments in their fields.

July Bookstore Sales Fall 3%

JULY BROUGHT more bad news for the nation's bookstore retailers. According to estimates from the U.S. Census Bureau, bookstore sales in the month were $687 million, a decline of 3.4% compared to July 1995. Sales for all of retail were up 5.9% in July in the same comparison. For the first seven months of the year, bookstore sales were up 2.5%, to $5.5 billion; sales for the entire retail segment were up 5.9%.

August Awful for Adult Trade

<table>
<thead>
<tr>
<th>Category</th>
<th>% Change June</th>
<th>% Change, YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adult Hardcover</td>
<td>-11.0</td>
<td>-3.0</td>
</tr>
<tr>
<td>Adult Paperback</td>
<td>-34.3</td>
<td>-10.0</td>
</tr>
<tr>
<td>Juvenile Hardcover</td>
<td>-16.6</td>
<td>-5.9</td>
</tr>
<tr>
<td>Juvenile Paperback</td>
<td>-7.8</td>
<td>-1.2</td>
</tr>
<tr>
<td>Univ. Pr. Hardcover</td>
<td>-12.5</td>
<td>-8.8</td>
</tr>
<tr>
<td>Univ. Pr. Paperback</td>
<td>-15.3</td>
<td>-27.7</td>
</tr>
<tr>
<td>Bibles</td>
<td>-14.7</td>
<td>-0.5</td>
</tr>
<tr>
<td>Other Religious</td>
<td>-12.8</td>
<td>-16.0</td>
</tr>
<tr>
<td>Mass Market Paperback</td>
<td>-5.1</td>
<td>-11.3</td>
</tr>
<tr>
<td>Book Club</td>
<td>-14.5</td>
<td>-7.3</td>
</tr>
<tr>
<td>Mail Order</td>
<td>-20.6</td>
<td>-6.8</td>
</tr>
<tr>
<td>College Texts</td>
<td>-30.7</td>
<td>-2.1</td>
</tr>
<tr>
<td>School Texts</td>
<td>-30.7</td>
<td>-2.1</td>
</tr>
</tbody>
</table>

Sales in both the adult hardcover and paperback segments were dismal in August, falling 11% and 34.3%, respectively, for the month. The poor August results dragged down sales in the two segments for the first eight months of the year, with the AAP estimating that sales of adult hardcovers were off 3% and paperback sales were down 10%, compared to the first eight months of 1995. Another struggling segment, both in August and for the first eight months of the year, was the professional category—August sales were down 20%, and sales were down 6.8% in the year to date. The bright spot for the industry was children's paperback, up 61.9% for the month and nearly 30% for the year to date.

New Editor Joins 'PW' Children's Books Staff

Indi Di Marzo will join Publishers Weekly as associate children's book editor, effective October 16. She was managing editor at the Putnam & Grosset Group, for the Putnam, Philomel and PaperStar imprints. Previously she worked at Eeyore's Books for Children in New York City and the Children's Bookshop in Brookline, Mass.

Di Marzo replaces Shannon Maughan, who has relocated to Pittsburgh. Maughan is now a PW contributing editor and will continue to edit the children's audio/video section. Review submissions should continue to be sent to her at PW's address.
NY/NJ and Mid-Atlantic Bookseller Groups Merge

After a year of negotiations, the New York/New Jersey Booksellers Association (NYNJBA) and the Mid-Atlantic Booksellers Association (MABA) have combined to become the New Atlantic Independent Booksellers Association, or NAIBA. The merger was announced at the NYNJBA/MABA trade show held October 6-7.

The new association will cover six states—New York, New Jersey, Pennsylvania, Maryland, Delaware and Virginia, plus the District of Columbia. Membership is expected to be larger than the combined membership of the two old associations, which includes more than 240 stores.

“Everyone involved in this decision is very excited,” said Fern Jaffe, president of the NYNJBA and owner of Paperbacks Plus in the Bronx, N.Y. “We feel it’s a wise move for the tough economic climate of the 1990s.”

The NYNJBA and MABA have held a combined trade show for more than a decade, but it wasn’t until after last year’s show that the two boards decided to discuss combining membership. The purpose of the merger is to increase the clout of independent booksellers in the region. “We can hold better meetings, offer better membership services and conduct more educational seminars if we are larger,” Jaffe said.

The NYNJBA and MABA boards have formed a committee to write the by-laws of the new organization. Although details are still being worked out, Art Littman, president of MABA and owner of the Family Book Nook in Chestertown, Md., said that the new association will emphasize independent bookselling. “We cannot legally prohibit the big chains from joining the new association,” Littman explained, “but we offer them each only one vote.”

The working committee also decided on several changes for attracting a larger turnout for the 1997 show, especially from the New York and D.C. areas. After 14 years in Atlantic City, the show will move to Philadelphia next year. Also, instead of being held on Saturday and Monday, it will be lengthened to include Saturday. Unfortunately, the show is scheduled for the Jewish holy day Yom Kippur, a mistake that Littman said was inadvertent, but that “simply cannot be changed at this time.”

Attendance at this year’s show was down 9%, with 621 booksellers representing 244 stores and 540 publishing people representing 550 companies.

In addition to the merger, the topic on everyone’s mind was the annual Chicago convention, now known as BookExpo America, and what changes it is going to mean to the regional shows. “There has been all this talk by publishers that they are going to pull back from the ABA and support the regions,” said Larry Robin, director of the trade show and owner of Robin’s Bookstore in Philadelphia. “But we are not seeing any evidence of this here. Not one publishing house, including Random House and S&S, brought a major author to this show.” Robins said he believes the idea of the ABA competing with the regions is silly. But most people on the show floor disagreed.

“Larger doesn’t equal better,” said Deen Kogan, owner of Detecto Mysteries in Philadelphia, who said the show may not attend the former ABA show again. “This is a much easier show to walk and work.”

Michael Rodd, of Random, used a sweeping gesture of his arm that encompassed his company’s large booth to illustrate Random’s commitment. “The ABA is so crowded and so full of rights business that the booksellers can’t talk to the reps,” said Gerry Goodman of St. Martin’s. “But at shows like these, everyone can gab. That’s why they’re getting more important.”

—ELIZABETH BERNSTEIN

S&S Interactive Cuts Titles, Staff

Simon & Schuster Interactive, thought to be one of the stronger multimedia divisions within a publishing house with its Star Trek successes, is “readjusting” its program. The unit will publish fewer titles in 1997 than the 15 it had planned on, and will cut its staff from 27 employees to approximately seven by early next year. Some former SSI staffers will move to other spots at S&S.

Peter Yunich, head of the division, resigned late last month, although he will serve as a consultant for the next 18 months. Giles Dana, vice-president and general manager, will assume the day-to-day operational responsibilities at SSI. A company spokesperson said the downsizing was the result of slower-than-expected growth in the multimedia market.

The changes at SSI follow some personnel shifts in other S&S electronic publishing operations. Kevin Howatt, v-p and publisher of Macmillan Digital, has moved to the educational technology group as v-p, product development. His previous duties have been assumed by Doug Bennett, president of Macmillan Digital Publishing. Macmillan Digital Publishing is now composed of MCP Software, Macmillan Digital and Macmillan Online.

New Logo for Golden Books

In a move designed to help create a new image for the company, Golden Books Family Entertainment has developed a new logo that will serve as a “unifying signature” for the company’s products. The central figure of the logo is a new character, “Goldie,” created from a lowercase g and reading a Golden Book. Although Golden is involved in a growing number of media formats, company chairman Dick Snyder noted that “Goldie reinforces Golden Books’s long-standing franchise in the marketplace by recognizing that the heart of entertainment and learning often starts with a book.”
Scholastic Begins Reorganization Of Book Group; New Clubs Chief

Scholastic has revamped the leadership of its school book club business, in what book group executive v-p Barbara Marcus is calling the "first phase of a new channel structure" in the group. To that end, the company named Judy Newman book group senior v-p, book clubs, succeeding Carla Parker, who resigned from the company. Parker joined Scholastic last year from Barnes & Noble.

Newman, who had been director of marketing for the book clubs, moved to Scholastic in fall 1993 (News, Sept. 13, 1993) after leaving Bantam Doubleday Dell, where she founded and led the Trumpet Book Clubs. Scholastic acquired Trumpet in early 1996 (News, Jan. 29, 1996), and Newman will have overall responsibility for the Scholastic Clubs and Carnival as well as Trumpet. She will report to Marcus.

Jean Feiwel, senior v-p, will continue in her role as editor-in-chief and will also assume the title of publisher, book group. While Feiwel will hand over the book club list-selection duties to Newman, she will continue to play a creative role for the clubs. In addition, for the near term, Feiwel will be responsible for trade marketing and publicity. Marcus added, however, that she will be making further staff announcements about the details of the new book group structure.

Union Wins, Loses At Borders; Second NYC Store to Open

Employees at the Bryn Mawr, Pa., Borders Books and Music voted 26-20 for representation by the United Food and Commercial Workers Union on February 28; while in Stamford, Conn., a month earlier, the UFCW lost a similar vote 27-10. Bryn Mawr became the third Borders to vote for the union, after the Chicago and Des Moines stores.

In December, workers at the Harrisburg, Pa., warehouse voted against the union. On the same day as the Bryn Mawr vote, the National Labor Relations Board held its first hearing in Hartford, Conn., on objections filed against the employer by UFCW Local 371 for the Stamford workers. In its objections to conduct affecting the results of the election, filed January 30, Local 371 charged that Borders management held a mandatory meeting on January 5, at which it announced a new compensation program and threatened employees, claiming the union would prevent new stores from opening and would create harsher working conditions.

Borders management did not return PW's phone calls; however, a witness at the hearing said the company claimed its revised compensation package and profit-sharing programs were planned before the union campaigned at the Stamford store.

Second NYC Store Planned

Meanwhile, Borders has confirmed persistent rumors that it is opening a second store in New York City, at Park Avenue and 57th Street. The 42,000-sq.-ft. site, in a prime midtown shopping area, encompasses four stories in the Ritz Tower Hotel and faces both streets.

Borders opened its first Manhattan store last fall in the World Trade Center, after years of struggling to get a toehold on Barnes & Noble's home turf.

-BRIDGET KINSELLA & JOHN MUTTER

Golden Picks New Site for Plant

Golden Books Family Entertainment is keeping its manufacturing facility in Racine County, Wis., although not in the city of Racine. The new facility will be at Renaissance Business Park in nearby Sturtevant. At the new site, Golden will consolidate its four separate facilities, totaling nearly one million square feet, into two buildings—a 400,000-sq.-ft. manufacturing plant and a 50,000-sq.-ft. building housing administrative functions.

Golden decided to stay in Wisconsin after the state and county provided it with grants and loans of about $5.4 million (News, Nov. 25). The agreement calls for Golden to employ 600 people; at one time it had approximately 1000 people in the state. Golden expects to break ground for the new facility this spring and move into the buildings by the end of the year.

Remember When?

Q. Which novel, often seen as the forerunner to the historical romances of the '70s, was deemed by PW, in its Forecasts for Buyers, "a highly romantic first novel, full of exciting episodes and intrigues"—a somewhat subdued review for a book that garnered no little notoriety for its sexy (for the time) tale of a woman's multiple loves?

A. Kathleen Winsor's Forever Amber. PW, October 7, 1944

Look for many more blasts from the past in PW's upcoming special 125th Anniversary issue.
S&S Revenues Top $2.3 Billion

Simon & Schuster's parent company, Viacom, reported last week that sales at the country's largest book publisher rose 7.4%, to $2.33 billion, in 1996. Operating profit at the company rose 16.6%, to $217.2 million, giving S&S a 9.3% operating margin in 1996, compared to an 8.6% margin in 1995. EBITDA (earnings before interest, taxes, depreciation and amortization) increased 7.3%, to $365.2 million.

Viacom said the gains were led by higher sales in its higher education division, Macmillan Publishing USA and the international division, which benefited from an enhanced focus on the Latin American and Asian markets. EBITDA rose slightly in the consumer group because of strong sales of Undaunted Courage, Angela's Ashes, Moonlight Becomes You and It Takes a Village.

Commenting on the results, S&S president and CEO Jon Newcomb told PW he was "pleased with our overall performance, especially within a tough and changing marketplace. I think we got more things right than wrong." He said that the company is entering 1997 with some momentum that will help S&S deal with what Newcomb feels will be "another tough year for the industry." Among the issues he sees confronting publishing in '97 are returns, the place of technology plus the consolidation in the education market, as well as competition from other media. "There certainly are lots of challenges, but we see lots of opportunities too," Newcomb said.

During the year, S&S continued its drive to become an all-digital publishing house and estimated that about a quarter of its revenues in 1996 came from electronic products. The company published about 400,000 HTML pages over the Internet last year, and offered more than 650 CD-ROMs for sale in its core education, consumer, business, professional and reference markets.

Sales Division Restructured

The S&S consumer group has restructured its trade sales force. As a result of the reorganization, S&S will increase the number of national account reps from three to seven, while promoting several people and hiring several more.

Larry Norton, v-p and director of sales for the trade division, said the reorganization reflects the changes in the marketplace where chains have become increasingly important. "We've been running lean in the national accounts area, and we had a chance to make some changes," Norton said. By the end of the year, the national accounts office will have a staff of 16, compared to its current staff of seven. The field sales force, while it has been downsized in recent years, will also increase its headcount from 50 to 52 (including assistants) by the end of the year.

Among the new hires is Roger Williams, who was named v-p, director of field sales. Williams, who has held a number of jobs within the industry, will report to Norton. Reporting to Williams will be the regional sales managers and the telemarketing department.

Another new hire is Linda Howey, who moved to S&S as v-p, director of national accounts, from Random House. Vicki Warthen, newly promoted to v-p, director of mass merchandise and media accounts, as well as the associate director of national accounts (a spot that is currently open) will report to Howey.

"Newly named account managers include Susan Cramer, who will manage sales to Hastings, Book and Music, Musicland and Anderson Merchandisers; Bobbi Schlatter-Cable, named national accounts manager for Crown Books and Books-A-Million: and Mary Beth Thomas, who moved to S&S from Bantam Doubleday Dell to serve as national accounts manager for Barnes & Noble.

Adene Corns has been promoted to v-p, director of specialty trade accounts, responsible for such outlets as membership warehouse clubs and non-bookstore superstores, including office, pet and sports outlets.

Still to be named are two account reps to serve the Borders and Walden stores.

—Jim Milliot

Books & Co. Looks To Stay Open

Despite published reports of its impending closing (News, Jan. 20), New York City's Books & Co. has presented a proposal for a new lease to its landlord, the Whitney Museum of American Art.

The proposal "would involve a new store owner," said Steven Varni, the store's buyer, adding that Jeannette Watson, the current owner, would continue as an adviser but would not be the owner. Varni added that the proposed store owner would be one of two new financial backers, whom he declined to identify, except to say that both have a background in literature and art. The renewed store would also have a 32-member advisory board, chaired by Susan Sontag and including such luminaries as Louise Bourgeois, Susan Cheever, Joan Didion, John Gregory Dunne, Carlos Fuentes, Fran Lebowitz and Arthur Miller.

"Jeannette Watson had supported the store by herself—and I emphasize by herself—as long as she could," Varni said.

Published reports in January suggested that the store was closing due to the high rent charged by the Museum. However, in a prepared statement, the Whitney said that despite its willingness to maintain the rent at about $32 per square foot and offers of an alliance with the museum, Books & Co. had blamed the Whitney for its demise, adding "the financial problems which are forcing Books & Co. to close are much greater than the burden imposed by a 2.2% increase in rent." Varni blamed "miscom- munication" for the dispute.

The proposal has yet to be approved by the Whitney. Mary Haus, the Whitney's director of communications, told PW: "A decision is definitely not imminent."

—Diane Patrick Wexler

For the First Time since 1526, two of the first copies of the Tyndale Bible were reunited at the New York Public Library in the exhibition co-curated with the British Library. Pictured here (l. to r.): Brian Lang, head of the British Library, Sir Jeffrey Ling, British Consulate, Paul LeClerc, NYPL president, and the British Library's Marvyn Jannetta.
Keeping the Days synopsis

"The middle name of my hometown is Sulphur, and that will tell you something of the smell of my childhood."

The novel's narrator is Mitch Withrow, now fiftyish, a West Coast magazine journalist. The pungency of his past is provided not only by the place—Twin Sulphur Springs, Montana, neighboring onto the Two Medicine country of my trilogy—but by the life of his father, Lyle Withrow, a legendary ranchman and haying contractor; the scent of wooden matches struck against a stained thumbnail as Lyle lit up his endless Luckies, the sulphurous talk in the bars where he hired his rough-and-tumble hayhands, these are as much Mitch's memory inheritance as his boiling disputes with a father renowned for being hard on everyone including himself. Mitch's is a life of the 1960's and '70's and '80's that baffles and revolts Lyle: a broken marriage, Mitch's children raised by their mother on the East Coast, and Mitch now living with Lexa McCaskill whose own marriage broke up in Alaska. Mitch and Lexa, both feeling wounded by life, together but wary, and of two minds about being big-city expatriates from America's rural roots, are pulled back to Montana by Lyle's death and the need to dispose of his household. They begin to say to each other, should we act on the half-notion we've always had about coming back, and stay here?

"For Proust it was a bite of a butter cookie," Mitch caustically says of the intriguing and haunting question of "home" that is in our national bloodstream. The plot carries Mitch and Lexa through their sharp-elbowed wrestle with this choice, as they encounter cousins and high-school friends who stayed put in the waning small towns of America's "big empty," marginalized old-timers of Lyle's generation, and nouveau Westerners of the baby-boomer generation "lone-eagling it" with their cellular phones in their Jeep Cherokees. They also run up against the past as they deal with Lyle's belongings. The most potent item is the daybook that Lyle handed to Mitch the summer he was fifteen and sitting out the haying season because of a broken leg; put in charge of "keeping the days" for the haying crew's wages, Mitch was pitted against a clever, lying hayhand in an incident that set him at odds with his father from then on.

It all climaxes in a high-country backpacking trip that turns treacherous, one of my signature set-pieces that will cap this novel as the 1919 blizzard journey did in Dancing at the Rascal Fair and the dam slide did in Bucking the Sun. Done right, this ought to be a meld of some of the Rocky Mountain experiences I've been through myself and the dance of imagination and language; it is quite time I undertook to do something with wilderness hiking akin to what my friend Norman Maclean did with fishing in A River Runs through It—with the significant difference here on the trail that it will be a woman, Lexa, veteran of the Alaska outback, who possesses consummate grace and skill.

More than any of my books since This House of Sky, this novel will be told from under my own skin. Mitch Withrow will not be me, by a long shot—a lot less staid and settled—but I'll put into him the heartdeep concerns about the land and its people and trying to lend expression to them both through a life of wordcraft, that are my own. And as a match for him, Lexa McCaskill will provoke the questions any of us can fall under when we are called back by family obligations. Keeping the Days feels to me like a book where it's all there waiting.

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