

booklog news

BEA Edition 2010

A Publication from ComputerWorks of Chicago, Inc.

Booklog Travels to New York for BEA

Your friends at Booklog look forward to seeing you in New York City for BookExpo America 2010. Please stop by our booth #3129 to say hi and talk with our tech, training and sales staff. We hope to see you there!

SCHEDULE

Tuesday, May 25, 2010

All day education at Javits Center

Wednesday, May 26, 2010

Exhibits/show at Javits Center
9:00 a.m.–6:00 p.m.

Thursday, May 27, 2010

Exhibits/show at Javits Center
9:00 a.m.–5:00 p.m.

BOOKLOG USERS' MEETING

Wednesday, May 26, 2010

2:00 p.m., Room ICO5

Rental Scanners

Booklog offers scanners for rent to assist our customers in doing their physical inventory. We have the USB-connected TriCoders or the PS2-connected American Microsystems. They rent for \$300 per scanner for 10 days. For more information, or if you would like to rent a scanner, contact Debi at 800-977-8212 ext. 221 or debi@booklog.com.

A Note From the President

On April 16, I flew out of Chicago with 12 others destined for a Habitat for Humanity house-building project in Ethiopia. We arrived in Addis Ababa, the largest city and capitol of Ethiopia, 28 hours after takeoff and a layover in Turkey. Our Habitat building site was in the countryside, prompting our spending the first full day in the country traveling by bus for 13 hours from Addis to Bah'r Dar.

When we stepped off the bus in Bah'r Dar, we were greeted with song and outstretched hands by a group of children eager to connect with us. A contingent of Orthodox Christian priests and nuns carrying brightly colored umbrellas, banners and drums clapped and sang, and joined the children in thanking God for bringing us to them.

We soon began to understand that our presence meant much more than the week or two of physical labor we would offer or our \$500 contribution to the materials for each house. Our presence proclaimed that we cared enough to travel to their country to share in the common belief that all people are entitled to have a home. And our presence meant that we were eager to work alongside them in making that belief a reality.



The highlight of the trip was visiting the small, one-room schoolhouse, previously built by a Habitat team from New Zealand. Here the children, probably 6–10 years old, sat in orderly rows on small benches with homemade notebooks. They were undaunted by two older girls who faced them with sticks and swatted them if they spoke out of turn or stood up from their seats. All eyes were on us as one of our team members pulled out a stack of children's books — new books. Nothing else in the room was new. Never in my life have I seen such excited, hopeful expressions. The children looked like they had just risen on Christmas morning and found a pony under the tree — so little meant so much. Then when we passed out the BIC pens we brought with us, one might have thought that we'd just given each of them a \$100 bill!

(continued on the back page)

Bowker Books In Print Web Interface

Booklog has teamed with Bowker to provide special reduced rates on the Bowker Books In Print web interface. With over 17 million ISBNs from over 400,000 worldwide publishers, Books In Print is the industry's most comprehensive and authoritative bibliographic database. In addition to the special Bowker subscription rate, Booklog is waiving its BIP web interface fee — a savings of \$350!

To sign up now, contact Bowker Books In Print and mention the Booklog special: Paul Shannon, Bowker retail account manager, at 908-219-0067 or Paul.Shannon@Bowker.com.

What's Included in the Bowker Books In Print Web Interface?

- Seamless integration of Books In Print data within Booklog.
- Access to BooksInPrint.com.

- Real-time publisher price and availability check through PubEasy.
- EDI ordering through Pubnet.
- Access to the award-winning book discovery tool Fiction Connection.

Why Move to Books in Print?

- Trustworthy — the only official database of the U.S. ISBN agency.
- Timeliness — updated nightly.
- Breadth and Depth — includes active, out-of-print and forthcoming titles.
- Internet Stock Check — check availability from 20+ wholesalers.
- Booklog's new Lasso interface integrates with BIP web for advanced title searches. The optional Lasso interface is available for \$350 and can be purchased by contacting nancy@booklog.com.

ComputerWorks of Chicago, Inc.
800-977-8212
www.booklog.com
info@booklog.com

Catching Up on Classes: Notes From the Training Department

A number of new users have joined the Booklog family since last year's BookExpo America. Both users who are new to bookselling and those who have switched to Booklog from another POS system have taken advantage of our free, interactive, online training sessions. During these sessions, we provide a basic orientation to Booklog by introducing the wide array of Booklog features, indicating where each is located within in the program, and instructing users on how to use them.

Additional training focuses on purchasing (creating auto purchase orders and returns), receiving (experimenting with our three different receiving options) and creating reports on write-offs for damaged books and other items. Electronic ordering, which many booksellers considered optional in the past, is now de rigueur and therefore explained in detail. We also outline our gift card module and explore options with GiveX, as the American Booksellers Association is discontinuing its national gift card program at the end of June.

Ann Christophersen, our independent bookstore trainer, encourages stores interested in learning more about the advanced features of Booklog to take additional classes which are offered one on one (or with multiple staff) for a fee of \$60 per hour. Most of the recent training for veteran Booklog users has concentrated on the new features and enhancements included in Booklog's recently released version 10.0.

Several introductory classes will be scheduled for June and July for those who have not yet had their Booklog orientation — be sure to sign up soon! After July, version 10.0 classes will be offered as one-on-one training sessions for \$60 an hour. To register for a class, contact Ann Christophersen at 800-977-8212 ext. 247 or ann@booklog.com.

Customer's Corner

In this issue of Booklog News, we are pleased to welcome and feature one of our newer customers, [words] bookstore in Maplewood, New Jersey. [words] has been a Booklog customer since April 2009.



When Jonah and Ellen Zimiles learned that the only bookstore in Maplewood, N.J., was closing, they acted quickly. The 20-year residents of this lovely community purchased the Goldfinch bookstore, moved to a much larger space at 179 Maplewood Avenue and gave it a new name, [words]. Fortunately for Jonah and Ellen, the transition went very smoothly, because all 11 of the Goldfinch employees agreed to stay on and work at the new store. [words] quickly expanded its inventory, which now includes over 20,000 titles, broadened its programming, and added a new array of sidelines.

The 2,300-square-foot bookstore is now operated by a staff of 14 part-time employees. Jonah (an attorney and former non-profit executive who recently completed an MBA from Columbia's Business School) oversees the bookstore and outreach operations. Ellen (an attorney who is CEO of Daylight Forensic and Advisory, which she co-founded in 2006) assists on the weekends. Liz (the Zimiles' daughter who is currently a student at Syracuse University) works at the store during the summers.

In reality, [words] is more than just a bookstore — it truly is a community center where everyone is welcome and celebrated. Its mission, "to serve Maplewood and surrounding communities by offering a warm, intellectual atmosphere where men, women and children of all races, religions, ages, sexual orientation, political beliefs and abilities will be welcomed and feel comfortable," is evident from the moment one approaches the front door. The large storefront windows shout out "come on in" and the interior decor and furniture arrangements continue that welcoming spirit.

The bookstore is particularly dedicated to the families in Maplewood that have a member with a developmental disability. Through its understanding treatment of disabled customers and employees, [words] strives to help Maplewood become a model community of inclusion. While it serves people of all ages and carries a standard collection of fiction and nonfiction, [words] welcomes children with special needs, particularly those with autism. Aisles are extra wide, dolls designed especially for children with developmental disorders line the walls, and no one worries if a child exhibits unusual behaviors.

Every day, Jonah and Ellen celebrate the gift of understanding given to them by their

14-year-old son, Daniel, who has autism. Daniel's talents have inspired them to become prime movers in the U.S. in supporting and facilitating the development of children with autism. In their first year of operation, the Zimiles employed (either for pay or as interns) ten individuals with autism. Autism Awareness Month was celebrated at the store during April with weekly programs by some of the country's leading scholars and advocates for autism. In the future, Jonah and Ellen plan for [words] to become a vocational training center for individuals with autism and to work with agencies that specialize in placing people with disabilities.

Support for the bookstore goes beyond the employees, customers and the community. [words] mission has unexpectedly garnered generous responses within the area. Interior decorating for the shop was donated by Dana Dowd Williams of Millburn, and the New York ad agency Barker/DZP designed the awning and color palette.

In choosing an inventory management and POS system, Jonah selected Booklog because of its ease of use and intuitive approach to inventory management. His staff was able to learn the program very quickly and they all "continue to be impressed by the professional and personal support from Booklog's technical and sales staff."

Reflecting upon the quick decision to purchase Goldfinch that he and Ellen made back in November 2008, Jonah commented, "We decided it was the time to take a stand, to step up and do something for the town. Losing Goldfinch would have been a detriment to the community — we wanted to ensure that our community's love of books and reading was passed down to future generations." Maplewood is indeed blessed that Jonah and Ellen took on the challenge of saving the bookstore and transforming it into a community treasure for book lovers. The community also takes pride in how [words] has become a model organization for supporting citizens with autism.

Everyone at Booklog is delighted to be a part of this wonderful undertaking, and we look forward to the opportunity to experience this unique resource when we're in the greater New York area. We hope you will too! For more information, call 973-763-9500 or e-mail words@wordsmplewood.com.



Booklog's New Features and Enhancements

We've gotten great feedback from our version 10.0 release, which has been in general release for a couple of months. As we took our time with this release — allowing folks to upgrade to version 9.0 (which included a database upgrade) and extending our beta program for almost 10 months — version 10.0 has quite a bit of polish on it. We hope you enjoy working with our new program and exploring the many new features and enhancements we packed into it.

As the book industry doesn't sit still, this New Features column covers some enhancements you may have already heard of, along with some extra enhancements we've made.

Lasso Inventory Import (and Recent Enhancements to Special Orders)

Lasso is the name of our implementation of Bowker's Books In Print web search. With Lasso, you can search for a book by keyword, title, subject, author, ISBN or audience, filter by an audience or market, retrieve your results, select any number of returned books for import, search some more and build a custom purchase order. If you already have a book or item in your database that is returned from a Lasso search, the item will be highlighted and show your current category, publisher and quantity on hand for that item. For every item found, stock status information is shown for all available distributors, including when the stock information was last updated. Once you are done finding items to put on a PO, you can import the items and automatically put them on a PO, just like our other import features.

You can also access Lasso from a Special Order Detail window, and instead of adding your found and selected results from Lasso to a PO, your selections will be added directly to your special order.

If you do a lot of special orders, are planning a special interest section or some other special event, this feature beats all our other imports. A Bowker BIP web subscription, Internet connection and interface purchase is required.

eBooks and Audiobooks With Symtío (and the Upcoming Agency Model)

As publishers and distributors become more interested in eBook and electronic distribution, we're positioned well to support them and help keep you in business.

Symtío eBook cards are cards with a picture of the eBook "cover," book description on the back, a UPC, and an encoded activation key that your customers would bring to your cash register to scan instead of a book or audiobook. When the customer pays for the card, the book is activated or authorized for the customer on Symtío's web site. Your customer will then access Symtío's site, enter the authorization code from the back of the card, and download the eBook or audiobook.

The Symtío publisher list continues to grow and includes CBA and trade publishers. In the CBA market this includes Zondervan, Baker, Tyndale, Broadman and Holman, and Thomas Nelson. In the trade market they carry titles from HarperCollins, Penguin, Random House, Simon & Schuster and Knopf Double Day, among others.

If you're following the eBook saga playing out in the industry, you might be aware of most publishers switching to an agency model of selling eBooks, whereby prices are constantly changing and are always sold at the current price set by the publisher. Booklog is working with Symtío to integrate the agency model, and we will support real-time pricing very shortly (if not by the time you read this sentence). In the meantime, if you are interested in selling Symtío eBooks and audiobooks, please visit www.retailers.symtioblog.com/.

Additional Verifone Support

Everyone in the retail world has certainly been stung by the PCI compliance bug in the past year, even if they've been watching it carefully since the credit-card industry standards have been released. We've been taking PCI compliance and credit-card security seriously for years. So, it is with great pleasure that we can finally announce our new integration with Payware Connect, Verifone's hosted gateway, and our enhanced integration with Verifone's PCCharge.



A hosted gateway processor is, more or less, an Internet-based debit and credit card payment processing application that alleviates the retailer from hosting their own payment processing software (such as PCCharge). The hosted payment service model has many other advantages. It provides merchants with little or no up-front cost, a quick and easy merchant setup process and fast transaction speeds.

As part of our integration with Payware Connect, we've added support to our integration with PCCharge for Secure Socket Layer (SSL) as well. SSL is supported by default when using Payware Connect, but requires the purchase of an SSL certificate for use with PCCharge (PCCharge 5.8.1 and above only). This certificate may be purchased online at www.verisign.com.

All of Verifone's products are regularly submitted for security audit testing and are fully PCI/PA-DSS compliant.

If you'd like more information on Verifone's Payware Connect hosted gateway solution, contact our sales team, or check out Verifone's web site and product page for Payware Connect at www.verifone.com/card-acceptance/payware-connect.aspx.

Gift Card Enhancements

As has been announced, the ABA's support for GiveX cards will be going away. You should have already received a statement from Booklog on our continued support for GiveX should you decide to continue with GiveX on your own. However, should you decide to switch to Booklog's built-in gift cards, or if you already utilize this feature, we've made some nice enhancements you should be made aware of:

(continued on the next page)

Welcome to Our New Booklog Users

Blue Ridge Books and News, Waynesville, N.C.
Boulevard Books, Brooklyn, N.Y.
Chapter One Bookstore, Hamilton, Mont.
Children's Book Cellar, Waterville, Maine
Devaney Doak and Garrett, Farmington, Maine
Epilog Books, Quincy, Calif.

Eye of Horus, Minneapolis, Minn.
Finnegan's Bookstore, Utica, Ill.
Grayson County College Bookstore, Denison, Texas
Holden Village Bookstore, Chelan, Wash.
Lovers Lane UMC, Dallas, Texas
Mackerel Sky, Honeoye, N.Y.

Mesa Verde Museum Association, Mesa Verde, Colo.
Next Chapter Bookstore & Bistro/Dana Inc.,
Northville, Mich.
Read Booksellers, Danville, Calif.
Word of Life Ministries/Beyond Words Book,
Greenberg, Pa.

Booklog's New Features and Enhancements

(continued from the previous page)

Should a customer request several gift cards at once for the same amount, you can now accommodate this sale much more quickly than before. In the Cash Register window, click the Gift Cert/Card icon as usual. You will notice a new option. Check the Multiple Copy/Value option and enter your chosen dollar amount. Scan in the first card number and press Enter or click New. The gift card will be added and you will be immediately returned to the Create Gift Card window with the same dollar amount already entered for you. Scan the next gift card number and repeat until all cards have been scanned.

Redeeming gift cards and certificates is also easier. A new option in the Payment Processing window's Gift Card Pick-list allows a user to set the window to allow multiple scans. Ring up your sale and input the desired amount into the Gift Card Payment Type. When you click OK to process the sale, check the Select Multiple box and begin scanning all of your gift cards. Manual selection still functions the same as before. Also, when redeeming multiple gift cards or certificates, Booklog will now use up the card with the lowest value first.

There is also a new option to reset multiple gift cards at once. Go to Gift Card/

Certificate Summary from the Sales > Marketing > Certificates > Gift menu item. You will see a new Batch Reset button option there. Clicking on the button will bring up a quick-scan interface that will allow you to simply scan in any number of gift cards. When you click Reset Gift Cards, Booklog will attempt to reset each individual card. If a card is unable to be reset, a message box will appear with the failure notice and the card number so you can set the card aside.

Also, a new Gift Card/Certificate Transaction report is available that you can generate by date or by card/certificate number so you can see a transaction history of card/certificate usage for a date range.

Minor Enhancements with Major Impact

We have added well over 100 feature enhancements and fixes since the last 300 we wrote about. We can't list them all here, but these are just a few.

- **A new Sales History report** — we created a sister report to our Sales report called the Sales History report. This will show you the same information as the Sales report except if you change the price or an item is sold at a different discount, the item will have more than one line showing

all the price and cost differences for that item and how many sold at that price point.

- **The Sales report filter** (the generic report filter available to all sales reports) now allows you to select a single sales module to report on. For example, if you want to report on just your mail order sales, you would select Mail Order from the Sales Module pull-down in the filter. The filter now also has calendar drop-downs for all date fields for easy date entry.
- **There's a new security profile setting** allowing you to restrict total credit card and other non-cash payments to the balance due amount (with a security override). This setting would allow you to carefully watch that cashiers do not accept more than the balance due, and not allow cash back for these transactions.

Overall, we've been hard at work keeping Booklog competitive, cutting edge, and still user-friendly and intuitive so you can be competitive and offer the best value to your customers. If you want more information on what's new in Booklog version 10.0, you can check out our online release notes at www.booklog.com/releasenotes/Release.10.0.pdf.

Training Tips

Issuing and Redeeming Store Credits

When a customer returns an item and doesn't want to immediately spend the refund, you can issue a store credit to be used later. In the Cash Register window, check the Refund box for the returned item. Then click Process, select Store Credit as a payment type and click Plug-In Total. Since Booklog doesn't keep an internal record of store credits, make sure your customers know to keep the receipt. When the customer comes back to make a purchase and wants to use the store credit to pay all or part of the total owed, the cashier must enter the amount of the credit as Store Credit payment type. If the customer's store credit is greater than the total owed, the cashier can enter the total amount of the credit. This entry then opens a window asking which payment type to use for the balance of the credit owed the customer. Selecting Store Credit in that window will issue a new receipt for the remaining balance.

Book Fairs

For those stores who do off-site sales, Booklog's Book Fair module has many advantages over simply boxing up the books, transporting them to the destination, selling them, and then manually entering the sales when you return to the store.

Creating a book fair is very simple: go to Sales > Book Fair and hit the Insert key on your keyboard. Give the particular fair a description so you can locate it later in your Book Fair Pick-list, enter the name and contact information of the person identified with the book fair, and scan in the books you're going to take to the fair. Finalize the book fair when you are satisfied that your off-site inventory is complete (save it as a draft until then).

Finalizing a book fair helps keep accurate information at the store while you have the books off site, because Booklog automatically moves the number of copies from Qty On Hand to Qty at Book Fair in the Inventory Properties

window of each item. This makes it clear to any store staff that the inventory is at the book fair and not on the shelves. It's a good idea to print out a list of books taken to the fair to share with customers.

When the book fair is over and the remaining books are returned to the store, open Return Book Fair, scan in the books you returned, and process payment for those books which were sold.

A nice feature for those of you who do annual book fairs for the same school or organization is that you can duplicate last year's fair (by books sold or books returned) and auto-create purchase orders for the books you want to take again (and add new titles to the same PO). If you have finalized a book fair and want to add more titles to it, just duplicate it and delete the original from the Book Fair Pick-list. The duplicate will be in draft status and you can add as many new titles as you want and finalize when done.

Tech Tips for Booklog Users

Customer Lookup Defaults in Cash Register Can be Changed

You have a few options for quickly looking up customers in the cash register, including last name, phone number or (if applicable) customer ID. To adjust this setting, go to Maintenance > Store and then go to the Defaults tab. In the upper right, you'll see a drop-down menu that says Default Customer Lookup where you can choose between these three options.

Wireless Networking + POS

Wireless networking is a popular feature that comes standard on most new computers, but it is not the most reliable connection for systems such as Booklog and PCCharge. Wireless networks are prone to intermittent lapses in connectivity, which can result in locked purchase orders or problems ringing up sales. We always recommend wired ethernet connections for Booklog.

Those Pesky Firewalls

The most common reason we have for not being able to log into Booklog is related to firewalls. The basic settings for Windows Firewall will prevent your clients from communicating with the Booklog server. So as a general rule of thumb, it should either be set up to have exceptions for the

Booklog program or turned off altogether. Other firewalls, such as those bundled with anti-virus software, can disrupt your Booklog network. Booklog technical support can provide information for adding exceptions to firewalls, but please note that we don't support any specific third-party firewall software.

Searching the Electronic Journal Report

The Electronic Journal report can be very useful when you need to find information about a sale but you do not have all of the information, such as receipt number. If a customer needs to exchange a book but does not have the receipt, by using the electronic journal, you can enter a date range and search for the title using the Search icon. The search feature allows you to select the title, ISBN, customer, extended amount, total sale or total tendered as the search. Remember, the values are case sensitive, so if your title is in all caps or title case, make sure your search matches how the title is entered in Booklog.

Getting New Computers?

When it is time to let some of your old computers retire, it is good to check with our tech support staff to make sure that

the new computer(s) you select will have the right hardware and the best operating system to work with Booklog and any other related programs you might have installed, such as PCCharge. Give us a call or send us an e-mail and we help you ensure the migration of Booklog to your new computer is as smooth as possible.

Finding Special Orders After Receiving

Are you looking for a report that will show you all special orders that are ready to be picked on the PO that you just received? Then check out the Received Orders report. This is found under Inventory > Receiving Reports > Received Orders and then select your PO number. Remember that you now have the option to print out shelf tags for these items when in receiving as well.

Direct Marketing to Your Customers

Do you have an author signing coming up? Use direct marketing to keep in contact with your customer base. You can send messages to groups of people that have purchased that author in the past or even a similar author. It can also be used to reward those who have spent money in your store by sending them a coupon. The direct marketing segment can be found under Sales > Marketing > Direct Marketing Segment.

Booklog's Group Rate Merchant Processing Program

Are you taking advantage of Booklog's group rate merchant processing program?

Booklog has partnered with First National Merchant Solutions to provide an ideal merchant processing program which easily integrates with Booklog through our PCCharge interface. You owe it to yourself to look at the savings available to you with Booklog's group rates program offered through First National Merchant Solutions.

Confusing merchant processing statements are often fertile ground for hidden fees and surcharges. Get a complete analysis of your current merchant processing program. We will not only provide you with rates, but we will also provide you with a cost comparison of your total monthly fees on your current program versus what you would have paid on the Booklog group rates program that you are entitled to as a Booklog user.

To get started, or just to find out more ...

Our representative is Jim Kilcoyne at First National Merchant Solutions. Please complete the information below and fax it to 866-918-0812. Or you can contact Jim directly at 800-516-6242 x4957 or send e-mail inquiries to jkilcoyne@fnni.com.

Business Name _____ Business Phone # _____ Best Phone # _____
Contact Name _____ E-mail _____ Best Time to Call _____
Business Address _____
City _____ State _____ Zip _____
Do you have more than one location? Yes No If yes, how many? _____
How long have you been in business? Since _____ New (aim to open date) _____
Do you have a merchant account now? Yes No If yes, are you attaching merchant statements for a free cost comparison? Yes No

Please contact our representative to find out more about the Booklog group rates program administered by First National Merchant Solutions:

Contact: Jim Kilcoyne, First National Merchant Solutions

Phone: 800-516-6242 x4957 **Fax:** 866-800-3623 **E-mail:** jkilcoyne@fnni.com



Welcome to New York and BookExpo America 2010!

New York City! This is no doubt one of *the* most exciting cities in the world — and it is at your fingertips during BookExpo America 2010. For when you can get away from the Javits Center, we suggest you try to take in some of the following.

Sightseeing

- **Empire State Building.** See the beautiful NYC city scene from high above. The entrance is on 5th Avenue (at 34th Street). The view is especially enchanting at dusk. Admission: \$17.60 for adults, \$15.76 for seniors, and \$12.07 for children ages 6–11.
- **Metropolitan Museum of Art.** Plan on spending hours at this spot! In fact, you could spend a few days here and would not see all the art. The Met is one of the largest and most famous museums of the world and definitely worth your time, even if you can just take in one or two of the exhibits. On view during BookExpo: “Five Thousand Years of Japanese Art,” “Art of Illumination” and “Tutankhamun’s Funeral,” among others. Hours: Tues.–Thurs. 9:30–5:30; Fri. and Sat. 9:30–9:00. Donation expected.

- **Circle Line Boat Tours.** A great way to get an overall view as you literally circle Manhattan. Board at Pier 83 on West 42nd Street, 212-563-3200. Various tours are available around Manhattan and Liberty Island, 2–4 hours in length, depending on the tour.
- For walkers, we suggest taking a long stroll through **Central Park**. Enter at Columbus Circle (59th Street at Broadway). Check the maps along the walking route to locate Sheeps Meadow (sunbathing), Belvedere Castle, the Boat House and more. Or just walk ‘til you drop. Probably the most satisfying exhaustion you will feel in a long time.

Dining

- **Hudson Yards Café**, 450 10th Avenue at 35th Street, 212-239-4606. Good old American food, reasonably priced steak and a terrific Cobb salad. Not great on atmosphere, but the food is solid (and it’s close to the Javits Center).
- **Carmines** at 200 West 44th Street (at 7th Avenue), 212-221-3800. Hearty Italian fare with family style portions, so it’s best to come with a group. Moderately priced.



- **Ginger’s** is near the Javits Center at 512 7th Avenue between 37th and 38th Streets, 212-768-3100. Delicious and inexpensive Chinese food.
- For great Indian food, try **Spice** in Greenwich Village (a must-see area), 60 University Place, 212-982-3758. Tasty with moderate prices.
- **Red Bamboo**, 140 West 4th Street, between 6th Avenue and MacDougal, 212-260-7049, has a truly eclectic menu with something for everyone.
- In the mood for a really special treat? Walk to the famous **Russian Tea Room** at 150 West 57th, near Carnegie Hall. Pricy, but a very special atmosphere and you can say “I’ve been there.”

A Note From the President — My Habitat for Humanity Trip to Ethiopia

(continued from the front page)



You can help, too! What I’d like to do is send more books to the little school we visited. Anything is so far ahead of what they don’t have. If any of you would take the time to send children’s books to me that you don’t want or need or think appropriate for your stores, I would gladly refund the shipping to you and forward them on to

the children we met. Together we could give a gift that would far exceed its value, and convey that others in the world care about their futures. Thank you very much.

I look forward to seeing many of you at the BEA in New York City.

— Jean Fishbeck, president