

Dear Friends-

We are going through some very challenging times. I hope you are keeping yourselves and your families safe. Here at North Country Books we are a family run, small business, as are most of you who will be receiving this message. We need to work together to get through this tough stretch. This is the time of year that I traditionally would be visiting your shop (I am planning on doing sales trips as soon as things calm down...) or meeting with you at the now cancelled ANCA Buyers Days. Obviously the top priority right now is our health and the health of our community.

Once things get back to normal, we will all need to get back to work. In an attempt to keep the ball rolling I have taken photos of all of the new items appearing in our 2020 catalog. I will be adding a link to our website (www.northcountrybooks.com) to this file so you can browse the new items and make purchasing decisions for your shop. The 2020 catalog is now available on our website and paper copies will be available in about 1 month. I do understand that many of you are closed and not sure about what this summer will bring, but we do need to be ready when things get moving. Our wholesale showroom is also available if you would like to visit to see all of the new and backlist items. The showroom is not open to the public so it is a controlled environment.

Some customers have mentioned that they do not want to place orders yet because of not knowing what will be happening. I believe that the best way to handle this situation is to go ahead and review new products, take a look at what needs to be reordered, and put together orders now. You can then decide when you would like us to ship your order. Some may want to place a small initial order and a larger follow-up order. Our tourist areas are likely to get increased traffic this summer as people make decisions to stay closer to home and escape the major metropolitan areas.

Thank you for your time and please stay safe. You are not just my customers but also my friends.

-Rob Igoe, Jr.