

Dr. Lloyd Axworthy  
President  
University of Winnipeg  
Winnipeg, MB R3B 29

Dear Dr. Axworthy,

I am writing on behalf of Fernwood Publishing to reiterate our serious objections to Follett Corporation operating the University of Winnipeg bookstore. As I indicated in my letter to you on September 8, we applaud your decision to build a larger bookstore at the University of Winnipeg. The University has needed such a bookstore for years and the new one would be a great opportunity to serve Winnipeg's downtown and inner city, as well as the academics and students at the University. However, we feel this opportunity is being lost.

My initial concerns about Follett have been amplified by recently announced changes at the corporation. As you are aware, Follett of Canada, a subsidiary of the U.S.-owned Follett Corporation, will be closed. As their director of campus and public relations has said, book buying for Follett's campus stores will be centralized in the U.S. Although local store managers might have some influence on orders, the key decisions will now be made not just far from Winnipeg, when Follett trade buying was centralized in Ottawa, but outside the country. Only the largest national and international publishers will be able to effectively present their titles to the Follett buyer in Illinois. Local and Canadian publishers and authors have been, for the most part, shut out of the new U of W bookstore.

This corporate change confirms my earlier observation that Follett Corporation has little interest in developing a strong trade book presence at the University of Winnipeg, or in any of their campus stores. My question to you, Dr. Axworthy, is: why have you chosen, for the U of W bookstore, a corporate textbook, warehouse model with decisions made in Illinois over a community bookstore model deeply integrated into the intellectual and cultural life of its community? Again, when the time comes, we urge you to reconsider your decision to sell the U of W bookstore to Follett Corporation.

Sincerely,

Wayne Antony, Publisher  
Fernwood Publishing, Winnipeg