

Excelsior Bay Books  
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JUN 21 REC'D 2012

LITIGATION III, ANTITRUST DIV.  
U.S. DEPT. OF JUSTICE

6-14-12

Dear Mr. Read,

What a crazy wonderful business bookselling can be. Our store has been in business for sixteen years and I make about as much money as I did sixteen years ago. But I love it, so I make do.

Last year, without the agency model for the sale of e-books, I could no longer make a living. But I hung on, developed a web site, worked twice as hard and as one of our customers told me - we made about a half - billion dollars more than Borders!

So I beg you, don't let Amazon kill our little store. With the agency model our sales have soared this year and I'm getting a regular paycheck. People want to buy from us and want to support us but we can't ask them to pay double to do that. The discount chains already cut the price of our potentially best selling ~~books~~ to draw people to their stores or websites. Don't let Amazon control the e-book market as well.

Thank you - Ann Nye