And We Weren't There

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agent and highlight the match points necessary for successful EDI exchange.

1. The library requests a quote by sending the **title related number** (LCCN or the ISSN) to the agents and LSID with a quote flag. The LSID must be stored on the agent system so that it can be returned with a quote.

2. The agent system sends back the quote response or price sales catalog information with the ACAT. The ACAT must be stored on the library system for future ordering.

3. If the title is purchased, the ILS re-uses this ACAT and sends it back with the LSID. The LSIDs must be saved in the agent’s system to be used in the next two steps.

4. After the order data matches on the ACAT in the agent’s system, the agent sends back an order acknowledgment with the LSID. This number matches the order information on the ILS system and facilitates updating the ILS with an indication of whether the order will be filled.

5. The agent then sends the invoice for the order. The most important pieces here are the LSID and the agent’s ASID. The library system matches the incoming invoice line item against its own LSID, and uses this match to associate the ASID with the right subscription, copy or copies. Storage of the ASID on the ILS is required for future processing.

6. The ASID is the essential piece of information returned to the agent on a claim for an overdue or damaged item. The ASID is essential for the agent’s machine to quickly process the claim and discover the reason for the issue’s tardiness. In addition, the library may claim using an issue-specific SICI, or, as mentioned above, volume/issue information following the format of the SICI. In addition, the ILS provides an LCN to be stored on the agent system.

7. After the agent system has determined the cause of the problem, it sends back a claim response with the LCN which enables the ILS to match the claim response with the proper copy and issue.

This match could be based solely on a combination of SICI (or volume/issue information) and ASID, but since the correct item information is not always available in a claim, LCN is safer. If the agent discovers the item information generated from the ILS is incorrect, a corrected real SICI could be sent back on the claim response to alert the ILS of the correct enumeration and chronology.

**Data Flow for Renewals**

Since most serial orders appear in the form of subscription renewals, let’s look at the renewal process in terms of match point number exchange.

1. When the paper renewal list is sent from the agent to the library, the librarian reconciles the ILS-generated list against the agent-supplied list. For now, let’s assume this is a manual process.

2. The ILS generates various X12 transaction sets to communicate the renewal verification with the agent. If the

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**And We Weren't There**

by Nat Bodian
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A Dollar’s Not What It Used To Be


The Trade Paperback Phenomenon

One of the more interesting publishing developments, in the second half of this century, has been the evolution and growth of the ‘trade paperback’ — a class of books identical to hardcover editions and published simultaneously with them, but issued in paper covers by the original publishers. They are usually sold through bookstores, rather than mass-market paperback outlets, and at greatly-reduced prices from their hardcover counterparts.

A development of the trade paperback phenomenon is that such books have vastly increased the affordability of books not normally within the range of classroom textbook use, both as texts and on recommended reading lists as supplementary texts, at colleges and universities.

Trade paperbacks useful for the college classroom are sometimes called ‘egg head’ paperbacks. They are likely to be general works on such subjects as business, history, and philosophy, or other subjects taught at colleges and universities, and stocked in depth at most college bookstores.

The advantage to the originating publisher is that the book is printed as part of the book’s normal pressrun, thereby reducing unit costs for both editions.

The advantage to the bookstore is that the books can be obtained at normal trade discounts, which are much higher than textbook discounts.

The advantage to the book’s author is that the author receives the full royalty, something that is not done when the book is issued as a mass market paperback where the publisher and author split reprint licensing fees.

The advantage of the trade paperback to the student is that the price is usually about half the cost of the hardcover edition.

The trade paperback originated in April 1953 with the introduction of Anchor Books by Doubleday. Unlike its smaller-sized paper-covered counterparts which were distributed through newspaper and magazine distributors, Doubleday’s Anchor Books line could be sold through traditional book wholesalers and directly to bookstores.

Early Anchor trade paperbacks won quick acceptance, according to publishing historian John Tebbel. In his Between Covers (Oxford U. Press, 1987, he wrote “Anchor’s first four books sold 10,000 copies each within two weeks, even at what was considered high prices for those days — eighty-five cents to $1.25.”

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