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## 1995 Charleston Conference Call for Papers

Editor

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**Paul Clipp**, a trained negotiator, gave advice on how to negotiate, a skill that he considers particularly critical for those in the professions represented in this audience. He urged the group to look for win-win solutions to issues. He also strongly encouraged everyone to explore the work of **Stephen Covey**, including his seven highly effective habits. By using patience, persistence, and good technique, those in the scholarly communications community should be able to negotiate changes of mutual benefit.

Another panel dealt with the current "fad" of outsourcing and the potential demise of Technical Services. **Keith Schmiedl**, of **Coutts Library Services**, noted that his company had examined the boundaries of its relationship with libraries and concluded that libraries need more than just books. For that reason, they have moved into more cataloging/processing activities. He noted that there needs to be open and honest sharing of information between a vendor providing these services and the Library using them. He also cautioned that the people issues related to this change are of paramount importance and should be dealt with sensitively.

**Ernie Ingles**, Director of the Library at the **University of Alberta**, talked about how a significant cut in the operating budget of his library led them to outsourcing with Coutts. They used four principles in the process: 1) commitment to job security, 2) a targeted strategy rather than across the board, 3) external client paramount over internal client, and 4) value improvements in processes. He reported that his library uses a combination of four models that they identified: vendor-generated cataloging, use of a bibliographic utility, combination of those two, and a cottage craft within their own library. He described a well-thought out and rational approach to a major change for this Library.

### The Perspectives of Users

At the conference, there is always an attempt to bring scholars in to keep the others in the information chain aware of how information is being used. The two this year, **Caroline Hunt** (College of Charleston) and **Rob Kling** (UC-Irvine), were both interesting and entertaining. It was also clear that they are very aware of changes in the library world and are raising their expectations of the library's role.

### The Client/Server Environment in the Marketplace

After discussions of international publishing and intellectual property rights, the conference closed with an informal talk by **Clifford Lynch** of the **University of California**. He contrasted the current client/server environment with that of the past where the information providers had greater control over the data. Now, information is being passed from machine to machine and there is no case law to deal with infringements that may result. He also noted that, while there are technical issues, there is greater tension now on the issue of letting users have the data and not just view it. Then, the issue becomes how to give them access. He also noted that, while there are many fascinating services on the Internet, it is still an inefficient tool for most users. He

sees a need for more filtering of information. One parallel he proposed was for users to register an interest profile and a search engine would provide relevant data. Doing this, however, leads to issues of privacy because the user's interests would be known. Cliff, as usual, gave the audience a provocative look at the philosophical and sociological perspectives confronting us with these new developments.

### Summary

In conclusion, the conference was the usual mixture of information from all perspectives. There was perhaps a slight trend this year toward more emphasis upon technology and upon technical services in general than in the past. I, for one, look forward to the publication of the actual papers in *Library Acquisitions: Practice and Theory*. ☞

## The 1995 (15th) Charleston Conference

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1995 will be a big year for the **Charleston Conference** because it is **15 years old!** Help us to make it the very best Conference ever. The 1995 Charleston Conference will deal with issues regarding acquisitions, collection development and technical services, scholarly publishing and selection of print, electronic and other materials, vending of materials, standards, and issues which impact the world of publishing, vending and acquiring and accessing materials in the library environment.

If you are interested in leading a discussion, acting as a moderator, or would like to make sure that we discuss a particular topic, please let us know. The **Charleston Conference** prides itself on creativity, innovation, flexibility and informality. If there is something you are interested in doing, please try it out on us. We'll probably like it . . .

The Planning Committee for the 1995 Conference includes **Barbara Dean** (Fairfax County Public Library), **Heather Miller** (SUNY-Albany), **Cerise Oberman** (SUNY-Plattsburgh), **Katina Strauch** (College of Charleston) and **Judy Webster** (University of Tennessee Library).

Send ideas by **June 30, 1994** to: **Judy Webster**, Head, Acquisitions and Processing Team; University of Tennessee Library; 1015 Volunteer Blvd.; Knoxville, TN 37996-1000. Phone (615)974-4431; FAX(615)974-2708; Internet: Webster@UTKLIB.LIB.UTK.EDU.