
Reviewed by J. G. Goellner

Kenneth Crews's book is intended for readers charged with fashioning, implementing, and presumably monitoring copyright adherence policies in colleges and universities. On the cusp of an electronic revolution in scholarly communication, just such a book would seem welcome indeed. Unfortunately, the slender volume in hand (135 pages before notes and appendixes) is too narrowly restricted to "fair use" to be as useful as could be hoped. While the ground covered by Crews will interest readers newly concerned about copyright, much of it is familiar terrain to those long engaged with the issues.

It was not Crews's purpose to write a how-to manual for policymakers, of course. His book originated as a 1986 doctoral dissertation at UCLA. Roughly half — what the author calls the heart of it — is given over to findings from a survey done for the dissertation among U.S. research universities. The findings are revealing but hardly surprising:

- Copyright policy in universities is developed chiefly by administrators and legal counsel. Librarians make copyright policy only for libraries, and faculty input is almost nil.
- University copyright policies are conservative, aiming for the most part at finding harbors safe from infringement litigation.
- Copyright policies in universities deal principally with library copying and copying for the classroom. Only a few of them even touch upon the multiple use and copying of computer software. (But note that this was the 1986 status.)

Because the book is anchored in eight-year-old research, even though not strictly limited to those findings, it is virtually silent on copyright issues embedded in the electronic communication of scholarly and educational information — CD-ROM, multimedia, and the online world of Internet and World Wide Web — as well as on such things as networked multi-site research and attendant issues of intellectual property rights. It is on just such matters that those responsible for university copyright policy are most in need of enlightenment and reliable guidance.

Within the compass scribed for this book, however, Crews does have solid information to offer about fair use, once only a doctrine in common law, now written, however uncertainly, into statute. The author's own position on fair use, rooted, he says, in his legal training and modified in his graduate studies, is consistently clear. He believes that universities have been (and, one infers, are likely to remain) much too timid about asserting and exercising the fair-use rights established by Congress in 1976. He wishes to encourage university policymakers to discard standard "definitions" of fair use, to focus less on the prohibitory aspects of copyright in order to pursue opportunities available in existing law. He applauds the bold, liberalized policies developed for their own universities by copyright experts on the law faculties at the University of Wisconsin (in 1978) and the University of Georgia (in 1990).

Copyright, Fair Use, and the Challenge for Universities begins with an overview of how copyright pertains to certain principal functions performed in universities, namely, teaching, research, and (where the library plays an important role) information access and dissemination. Crews provides the legislative histories of Sections 107 (which includes copying for classroom use) and 108 (which includes library copying) of the U.S. Copyright Law, the most significant provisions affecting copying done at universities. He details the New York University case, brought by the Association of American Publishers against NYU in 1982, which led to wholesale adoption of the AAP-promulgated "Classroom Guidelines" as the basis for the copyright policies of most universities. He retells also the Kinko's case of 1991, involving the reproduction of copyrighted materials for course-pack anthologies, which resulted in a flood of permissions requests — up to 2,000 per day — coming into the Copyright Clearance Center.

In model copyright policies for universities Crews sees little value, whether the model derives from the AAP's restrictive Classroom Guidelines or follows the more permissive but fuzzier guidelines developed by the American Library Association (ALA) in 1982 and updated four years later to embrace software and videotapes. Nevertheless, as Crews's analysis of his survey results makes clear, most university copyright policies are based on models, overwhelmingly on the Classroom Guidelines. (But note that Crews's survey was
conducted while the much-publicized NYU case was fresh in the awareness of university administrators and before the Kinko's case came to trial.)

The 98 universities selected by Crews for his survey constitute an elite in American higher education. All either belong to the 54-member Association of American Universities or are represented in the 117-member Association of Research Libraries. Most participate in both organizations. At the time of the study, all but 16 had put their copyright policies into writing; and 75 percent of those policies addressed all three of the copyright concerns most commonly on the minds of administrators and librarians: copying for research purposes, copying for classroom use, and copying for the reserve shelf. The feature common to all of the written policies that Crews examined was compliance. Their stated purpose was to be in compliance with copyright law, and the single most pervasive influence on the content of the university policies was the strict-constructionist Classroom Guidelines, which Crews thinks have almost the force of law in the thinking of some administrators. He found, in fact, that many university copyright policies simply reiterate the Classroom Guidelines.

Crews devotes one chapter, significantly entitled "The Weakness of Innovation," to the applicability of copyright law to computer software. Only 27 of the surveyed universities had any written policy on software, despite a 1980 revision of Section 117 of the Copyright Act that made "fair" certain common uses of software. Crews acknowledges the uncertainty of fair-use provisions with respect to software, and he cites the University of Hawaii's challenge to the relevance of fair use to software on the basis of two statutory tests: proportion of the work copied and impact on the copyright owner's revenues. Crews sees a trend among universities to become ever more restrictive on the copying of software, to the point of prohibiting such copying altogether.

While the final chapter of Crews's little book looks toward the future and is exhortative with respect to the development of policies that balance the rights of copyright owners with the needs of universities, he leaves the reader with little hope that his objective will be achieved. "The tremendous uncertainty of copyright will likely lead organizations to issue standard policies or no policies at all," Crews writes. Copyright is fluid and evolving as well as uncertain, he points out, and an insistence upon "answers" to all copyright questions can result only in letter-of-the-law policies that are bound to sell short the future needs of universities.

A valuable reference feature of Copyright, Fair Use, and the Challenge for Universities is the appendices. In addition to citing by title and date all of the university policies collected for his study, Crews also includes the full texts of the policy models discussed in the text. These include, for example, the Classroom Guidelines, the ALA model and its update, and the EDUCOM brochure on software.

University copyright policymakers will appreciate the information in Crews's book, and may realize as not heretofore the complexity of copyright. But undoubtedly many of them who read this book will find themselves wishing for some practical advice on how to turn that complexity to the advantage of their own universities.

J. G. Goellner has been Director of the Johns Hopkins University Press since 1974. He joined the staff there in 1961. He is a past president of the Association of American University Presses, and from 1986 to 1990 he served on the Board of Directors of the Association of American Publishers.

As I was Saying: Essays on the International Book Business

by Gordon Graham


Review by Nat G. Bodian
(Publisher's Marketing Consultant)

Gordon Graham is known to many Against the Grain readers as editor of Logos: The Professional Journal of the Book World. But prior to initiating his current activity, Graham had a distinguished and eventful forty-year career in corporate book publishing and earned a worldwide reputation as one of the world's most successful and highly respected publishers, and as a prolific writer, speaker, and lecturer on publishing topics.

Now that forty-year career and the knowledge and experience gained by Graham as bookman and board member of the British Library has been incorporated into a richly-detailed and highly informative book titled As I Was Saying that distills the best of Graham's articles, papers, speeches and lectures.

As I Was Saying is at once entertaining, enlightening, and enriching. It views the business of the worldwide book community through the eyes of a journalist-turned-bookman who shares his wisdom on book publishing, bookselling and librarianship in all of its aspects in his native United Kingdom, in the United States, and in various other countries of the world where books are published, sold (or pirated).

As I Was Saying offers a wide-ranging overview of publishing's past, present and future. Graham includes prognostications of the future of the book in the 21st century. His dated entries include coverage of such topics as: International Book Trade ... Relationships in the Book Community ... Books and the Electronic Future ... the Transatlantic Relationship ... Academic and Professional Publishing ... Copyright and Pricing ... Management and Publishing. Scientific and scholarly journal publishing is also dealt with in rich detail.

Graham's writings are at once a unique, unparalleled and important contribution to the literature of publishing. At the same time, his work incorporates an autobiographical odyssey of a young Scotsman's entry into publishing as a freelance publishing representative in India, and Graham's subsequent metoric career growth in corporate publishing that included stints as International Sales Manager of the McGraw-Hill Book Company in New York, Chairman of R.R. Bowker, and fourteen years as Chairman and CEO of Butterworths in London.

Aside from the numerous valuable insights crammed into each of the twelve chapters, As I Was Saying would be an invaluable contribution to the literature of publishing for its autobiographical content alone.

Graham recounts various phases of his life from developing a love of words and their meaning from a Chambers Twentieth Century Dictionary as a young child, preparation for a career in

November 1994 / Against the Grain 21
international law, and life in the British military to his subsequent entry into publishing, rise to head of a worldwide publishing conglomerate and finally a winding down of that career as he headed into and finally gained retirement.

Because of Graham’s many years on the Board of the British Library and his intimate association with the world of libraries, there is much in As I Was Saying that will be as appealing to librarians as to publishers and booksellers.

Indeed, this is a work that masterfully interweaves the relationships and interdependence of publishers, booksellers and librarians — not only on each other, but also with authors and readers.

A strong underlying theme of As I Was Saying is the worldwide unity of the book community and the interlinking relationships mentioned in the preceding paragraph.

For this coverage alone, this fascinating collection of Graham’s writings provides a primer and guide to how the various parts of the book community form parts of a whole — a networking relationship that will continue to make the book the first and foremost vehicle of information, education and entertainment well into the coming century — electronic advances notwithstanding.

As I Was Saying is a major work on many levels, not the least of which is the clarity and ease with which Graham makes his meticulously indexed volume readable and enjoyable at the same time.


As I Was Saying

by Gordon Graham

Review by Sara Miller McCune

The next best thing to sitting down over a long, leisurely dinner with Gordon Graham (Chairman and Chief Executive of Butterworths from 1974 until his retirement in 1990) is to curl up with his book. It is as forthright, direct, insightful and engaging as Graham is — and offers publishers, librarians, and members of the international book trade continuing food for thought.

Graham has woven this book together from essays and speeches made from the late 1950s to the early 1990s. He has provided bridges and humorous interventions to help the reader along the way. Organized by themes, the topics covered include: Nationalism and Publishing, Missions and Fairs, Territorial Rights (still a raging debate), Prices (ditto!), Europe and (a fascinating chapter on) the Transatlantic Connection, as well as Booksellers, Librarians, Authors, the Electronic future, Copyright and piracy, and Management in international publishing.

It’s a toss-up whether I found the chapter on librarians or the one on pricing more of a favorite. While I found the pricing chapter especially absorbing (having struggled with so many of these same issues personally on both sides of the Atlantic for the past 25 years), I have to confess that I also enjoyed the entire book because it is so well written. The voice is indisputably Gordon Graham’s: knowledgeable, urbane, frequently witty, often amazingly prescient. It belongs right up there with Sir Stanley Unwin’s classics (The Truth About Publishing and The Truth About A Publisher) and Alan Hill’s more recent memoir (In Pursuit of Publishing). Gordon Graham’s volume As I Was Saying is really a terrific addition to Hans Zell’s Studies in Publishing series — I hope there will be more, soon.

Here are just a few of the gems I found in this slim and utterly delightful volume:

“While there is still a lot of national ambition in evidence, the location of publishing ownership is emerging as more significant than its nationality. More important than the question “Who are you?” is “Where are you thinking from?” ... But no publisher interested in geo-growth can ignore a sophisticated consciousness of what is happening in Europe. The Europeans have been the first to perceive this. The British are now facing it. The Americans are thinking about it.” p. 18 [1988]

“The Dutch are in many ways the most extraordinary publishing phenomenon in the world. They make markets as they reclaim land from the sea. Hard-working, good craftsmen and tough negotiators, they are also true internationalists and they have to be.” p. 70 [1972]

“Words that make authors, publishers and booksellers clutch their skirts about them and run apprehensively into one another’s arms, are resource sharing, photocopying and interlending.” p. 128 [1967]

“Publishers believe that the day the first librarian issued the first photocopy, librarians embarked on the publishing business. Librarians apprehend that the day the first publisher set up the first full-text database, publishers began to usurp the historic role of the library ... One of the insights which publishers and librarians should give each other is that neither profession is monolithic — which is a weakness in the face of the new technology ... how can we innovate, not conform; how can we welcome change and manage it ... What is going to happen to librarians and publishers in tomorrow’s world is part of the evolution of a new social structure, not a new role in the existing structure.” pp. 142-144 [1982]

“The future of academic publishing is going to depend on the virtuosity of its practitioners. There are no vast new markets to be uncovered. Unit sales per title will continue to decline. Whether they do so because of fragmentation of disciplines, restricted library funding, interlending, photocopying, piracy or electronic substitutes makes no difference to the publishers who sit down each day of the year to ponder the two vital questions that keep them in business: how many should they print and what should they charge?” p. 217 [1983]

“Five things publishers cannot afford to forget:

1 Only two really important things happen in a publishing house — the publishing decision and the sale.

2 If you get one of them wrong, the other can still save you.

3 If you get them both wrong, you’re dead.

4 It’s fun to visit the packing bench,
but you learn more in the returns department.

5 Always run a company as if you were running for election on a losing ticket.” p. 245 [1992-3]

My own copy of *As I Was Saying* is now dog-eared, highlighted, underscored, and limp from re-reading. I am afraid to loan it to anyone else for fear they won’t return it — and I know there’s lots there that I will be quoting and referencing for years to come. It is, by turns, wise, witty, whimsical, and always (as noted above) extremely well-written. Mercifully, Bowker-Saur corrected their initial pricing error (the book was released at a whopping $65!) and it is now an affordable $28. At this price I can comfortably say: go out and buy your own. And I mean it, too!

Sara Miller McCune is Publisher and Chairman, Sage Publications with offices in California, London, and New Delhi.


by Richard A. Firmage.


Reviewed by Paul Gleason

This book by Richard Firmage, a designer and editor based in Salt Lake City, is informative, attractive, and often amusing. Although it has some kinship with other books published by Godine on aspects of letterforms — for example, Nicolette Gray’s *A History of Lettering* (1986), Alexander Lawson’s *Anatomy of a Typeface* (1990), and Alexander and Nicholas Humér’s *Alpha to Omega* (1981) and *A.B.C Et Cetera* (1985) — it is less scholarly and wider-ranging in its subject matter. Firmage describes *The Alphabet Abecedarium* as “a miscellany ... a collection of notes pertaining to our twenty-six letters that have interested this writer.” It is aimed at educated general readers who want to learn more about the letters of the alphabet and their significance without having to immerse themselves in specialist tomes.

Firmage begins with a 45-page introduction that concisely explains how the Roman alphabet developed and subsequently evolved during the eras of handwritten manuscripts and typography. This is followed by roughly 225 pages of separate chapters on each of the 26 Roman letters. These sketch out the history of the letter, including the changing shapes, sounds, and — most interesting perhaps — meanings it has had. The book’s text concludes with two additional chapters. Its design (by the author) is excellent, with a wide variety of calligraphic and typographic examples of letterforms, as well as illustrations, principally from fifteenth and sixteenth-century printed books, used judiciously to complement the text.

The A-Z chapters — the heart of the book — hold one’s interest because, in addition to conveying the basic information on each letter, they include material on a variety of interesting, if not always closely related topics. The impact of expanding literacy on society, the impact of moveable type on written language, the differing frequencies with which vowels and consonants are used in English and other languages, and the influence of the Bauhaus on letterforms are just a few of the many that Firmage manages to work in. Sometimes the author seems almost to engage in free association. For example, in a discussion of the impact of typesetting on letterforms that appears in the G chapter — apparently because G is the first letter of Gutenberg — Firmage includes a brief discussion of illegible handwriting. In it, he notes that Horace Greeley’s handwriting was awful, supporting this assertion with the following account reproduced from William Walsh’s *Handbook of Literary Curiosities* (1906): Greeley replied to a committee, which had written to ask him to come and deliver a speech, that “I find so many cares and duties pressing on me that, with the weight of years, I feel obliged to decline any invitation that takes me a day’s journey from home.” When the committee received this letter, its members decided it read as follows: “I have hominy, carrots, and R.R. ties more than I could move with eight steers. If eels are blighted, dig them early. Any insinuation that brick ovens are dangerous to hams gives me the horrors.” Although Firmage’s style is discursive, he maintains sufficient control to avoid mere rambling.

The book avoids such scholarly trappings as footnotes, endnotes, or lengthy captions for the illustrations, but it is clearly backed up by extensive and highly eclectic research. On reaching its end, one is likely to conclude that the author has much more interesting material to share than he has been able to fit within this book’s covers. Firmage’s engaging, sometimes quirky sense of humor also enlivens many chapters. For instance, he notes, late in the book, that “The phrases ‘Alpha to Omega’ and ‘A to Z,’ referring respectively to the complete Greek and Roman alphabets, generally have come to imply a complete system or the whole knowledge of something. Such a phrase usually implies an accomplishment reflecting knowledge of something reflecting knowledge or honor.” He proceeds in this somewhat academic vein, citing a passage from William Styron’s *Sophie’s Choice*, before adding that “Occasionally, however, the concept can reveal depths of anguish or frustration well expressed in Don Gibson’s song lyric: ‘I’ve thought of everything from A to Z; Oh, lonesome me!’”

The Alphabet Abecedarium’s brief explanations of the histories of the letters of the Latin alphabet — their evolution from the Phoenician, Hebrew, Greek, and other alphabets, as well as changes in their appearance and use in written English — are interesting. To give just one example of many that could be provided, Firmage’s accounts of how certain letters, such as j and z, were long...
considered unnecessary and undesirable in written English but gradually gained wide currency and made their way into dictionaries — thereby attaining undisputed respectability — are quite engrossing. (The book’s accounts of individual letters’ histories can grow tedious, however, if one tries to read too many of them at one sitting.) A recurring theme, which Firmage develops particularly well, is that “the power of the alphabet even in its daily, ordinary use of facilitating understanding between humans has always been extremely impressive — especially to the ancients, non-literate people, and those who have not unreflectingly taken the alphabet and writing for granted.”

The book, which includes an excellent select bibliography and a reasonably good index, will amply reward both thorough readers and browsers.

Paul Gleason is an Assistant Editor with the International Monetary Fund (Washington, DC). The views expressed in this article are those of the author and do not reflect those of the IMF.

An appreciation/review of —

Staying Put: Making a Home in a Restless World
(The Concord Library)

by Scott Russell Sanders

Review by Ellen Finnie Duranceau
(MIT Libraries)

If you have ever wished we were a less frantically mobile and transient society, or if you have ever fallen in love with a particular place and felt its soul become part of your own, or if you believe in commitment, and find truth not in the quest for the new but in a deepening understanding of the now, this small book is a gift to you.

Sanders, a nonfiction writer and author of The Paradise Bombs, among other books, teaches literature at Indiana University in Bloomington, his home of twenty-one years. In Staying Put, Sanders takes his readers on a somewhat diffuse journey through his own past and the ecological history of the Ohio River Valley where he was raised. Exploring what it means to care for and about the land and a specific landscape, Sanders does what a good writer should: he articulates one’s own inchoate thoughts, putting them in clear, moving language that soothes the reader’s ear and resonates in the soul as the “aha!" of new self-knowledge and new world-knowledge.

Take, for example, his statement of purpose: “I wish to consider the virtue and discipline of staying put.” The words are plain and simple, but their direct, honest style is convincing and reassuring and we know immediately what he is about. And he is very clear in explaining why he believes we should “stay put.” For Sanders, “the geography of land, and the geography of spirit ... are one terrain.” He links maturity of spirit and soul to a single process: commitment to place, and by extension, to community, neighborhood, and family. Sanders believes “we can only be adequate to the earth if we are adequate to our neighborhoods. At the same time, we can live in our chosen place only if we recognize its connections to the rest of the planet.” It is in the “work of belonging” that one becomes fully human, that one reaches new depths of understanding, appreciation, and love, and can truly claim to have participated in a meaningful life.

In choosing to write about place, Sanders has tapped into a profound human need: the need for home, the need for connection. His book “records [his] attempt to fashion a life that is firmly grounded — in household and community, in knowledge of place, in awareness of nature, in contact with that source from which all things rise.” He tells us he “aspire[s] to become an inhabitant, one who knows and honors the land.” Sanders leads us to consider whether it is time we as Americans examined the downside of our social and physical restlessness: whether we, in our quest for self-fulfillment, have tallied the cost of chasing individual dreams, even when they dislocate community, disperse families, and dissociate us completely from the land that sustains us. In tallying these costs, Sanders shows us the downside of mobility, explaining that “those who navigate ceaselessly among postal zones and area codes, those for whom the world is only a smear of highways and bank accounts and stores, are a danger not just to their parish but to the planet.” For people unconnected to place are not invested in sustaining that place. They can always move on to another one, equally expendable.

We Americans tend to assume those who live out their lives in one place will be narrow-minded. We think of the uneducated, the isolated, the limited, when we think of those tied to a single geographic spot. But Sanders denies that his quest for continuity, his push for less mobility, less frantic changing of place and lifestyle, is in some way also promoting parochialism. He says that “to become intimate with your home region, to know the territory as well as you can, to understand your life as woven into the local life does not prevent you from recognizing and honoring the diversity of other places, cultures, ways. On the contrary, how can you value other places if you do not have one of your own?” In this view, all appreciation of human connection begins with commitment to a place and its people, to a landscape, and a community. It is from this first and primary commitment that we learn to appreciate and understand the value of other cultures, other peoples, other places.

Sanders stresses not only the importance of connection, but that it is connection itself that matters: which place matters less than that there is a place. Thus “there are no privileged locations. If you stay put, your place may become a holy center ... because in your stillness you hear what might be heard anywhere. All there is to see can be seen from anywhere in the universe, if you know how to look; and the influence of the entire universe converges on one spot.” For Sanders, then, the contemplation of a single place leads to an understanding of all places; only intimate knowledge of one place provides the depth of experience necessary to extend to an appreciation of other places.

But lest I mislead you about Sanders’ point, let me stress that his argument does not suggest one should never leave one’s birthplace and seek another home, never travel or learn about cultures, never stretch oneself and explore the world; he says only that one should have a single place that is home, that one learns to know at a deeper level. In this way we can acquire a point of reference for learning to care about the world beyond our chosen spot.

In knowing and honoring the land, Sanders believes we learn about ourselves, about humanity, and about the earth. In refusing roots, in restless seek-
ing, we miss our opportunity to become fully human, and we feel free to damage and disrupt, to move on to virgin turf (whether spiritual or physical) and to despoil it as well. In making his case, Sanders tells us what settlers did to his Ohio River Valley with their hunting, trapping, farming, damming, and plundering; his writing about the beauty and mystery of the Ohio is inspiring because of his own deep appreciation for the power of nature and the tragic consequences of man’s manipulation of her to achieve his own shortsighted ends. In taking us on a journey back to his homeland, and sharing his decision to live a life rooted in community, his quest to deepen his loyalty to a place and a family, Sanders does not shirk the tough question: “what does it mean to be alive in an era when the earth is being devoured, and in a country which has set the pattern for devouring? What are we called to do?” His answer is that “we are called to the work of healing, both inner and outer: healing of the mind through a change in consciousness, healing of the earth through a change in our lives. We can begin that work by learning how to abide in a place.” This, for Sanders, is an “active commitment” — not a lazy, passive acceptance of circumstances, but a conviction that commitment is the means to real, authentic life.

You may ask what Sanders would tell a family driven from one state to another seeking work, or a young person trying to establish a successful career, or a person with a painful past seeking a new way of life in a new town. He doesn’t give advice to these people in this book; it is not a practical manual on life in the ‘90s, or on survival in a depressed economy, but a philosophical view of why we are here, where we have gone wrong, and how we can get it right through a new view of our own allegiance to place, our “groundedness” in community. Yes, we stand to lose some of what we’ve known as freedom if we choose to stay rather than flee; we give up some of what we’ve known as opportunities if we are not constantly trading in, trading up, trading out. We give up, in fact, what it has meant to be an American, our drive to explore, our perpetual restless motion, our cowboy-vegetating obsession with moving on. But we gain, if Sanders is right, the opportunity to save ourselves spiritually and, in a real sense, physically, as each of us acts to conserve, preserve, and care for, our local community.

Perhaps it is just my odd idiosyncratic views that lead me to feel a rapport with Sanders, to feel as he does that we all lose when we treat human connections — to places, to other people — so casually. Having just returned from yet another national conference to find that the threat of my own “disintermediation” as part of the information chain looms ever closer, that institutions we know and care about may no longer exist in our future, that old ways of doing business will cease, I feel nostalgic for a time when things didn’t change so fast, when people had time to belong and to stay belonging. I suppose then, that Sanders didn’t have to do much convincing with me as a reader, ready as I was to hear what he had to say. I hope some of you will read his words and let me know what you think of this radical idea of rejecting change for change’s sake, of staying put when others move on, of living a well-rooted life. I hope some of you will find satisfaction, as I did, that there is some thinking person out there who believes that building real roots, deep enough to support full, mature growth, uncompromised by abrupt and frequent transplants, is not something to feel ashamed of, but something to seek. 