Rumors

Katina Strauch

Against the Grain

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The Year 2000 is Coming...
Are Your Data Coming With It?

by Bruce Heterich (Faxon) <bheterich@faxon.com> and
David Fritsch (Faxon) <fritsch@faxon.com>

As the new millennium approaches, many libraries are taking the time to forecast their information needs, develop their collection development policies, and assess their technological requirements for the year 2000. The library literature is focused on such topics as electronic journals, document delivery, outsourcing, and disintermediation. All important topics ... all requiring the appropriate levels of debate and discussion.

There is one topic, however, that has received virtually no attention in the library literature, yet should be at the forefront of every serials/acquisitions professional's discussion list. That topic is known as the "Millennium Date" or "Year 2000" problem. ANY library that depends on ANY vendor to maintain institution-critical information that is date-sensitive, should be asking those vendors how their internal business systems are going to handle date manipulations for the year 2000 and beyond.

Sound ridiculous? Well, consider this:

- In 1990, in Denmark, a female received a letter from the local school board welcoming her to the first grade. Unfortunately, at the time she received the letter, she was 107 years old.

- A shopper picks up a package of food in a grocery store and checks the expiration date. It says "July 25, 1906"...

- In 1995, a subscription agency receives an order from a library for a continued on page 17

If Rumors Were Horses

As we go to Press, we have learned of the purchase of a 90% stake in VCH Publishers by Wiley for $100 million (NYT, May 8, 1996, p.C-4). The minority stake will be held by the German Chemical Society and German Pharmaceutical Society.

Speaking of VCH, the caring, sweet, wonderful and awesome Inge Valentine has been marketing consultant there for many years. I have to reminisce a minute. I remember being terrified of even meeting this woman, who replaced the fear-producing puzzle cat Otto Rapp at Pergamon BE (before Elsevier) when he retired. I remember a delightful dinner with Inge and Otto I believe it was in San Antonio many years ago. How I miss Otto! And what a remarkable lady Inge is. I believe that she will now be marketing consultant at AIP (American Institute of Physics). They couldn't have chosen a better person. Will you ever let ATG have an interview, Inge?

On April 9, 1996, a majority of the 14 members of the Sixth Circuit Court of Appeals voted for rehearing of the Princeton University Press et al v. Michigan Document Services case en banc. Under Local Rule 14, the effect of the granting of a hearing en banc is to vacate the previous opinion and judgment of the three-judge panel and restore the case on the docket sheet as a pending appeal. The case will be re-briefed and re-argued in the near future. Read Bill Hamnay's discussion in this issue, page 48.

On April 30, 1996, Azalea Salm, Coordinator of Collection Development with Library Resources, North Carolina Community College System, retired. Azalea began her association with the N.C. Community College System in 1967 and was an invaluable resource person to library professionals everywhere because of her extensive knowledge of the publishing and book jobbing industries. I know that the Charleston Conferences will not be the same without her, unless we can talk her into visiting us ...

Reba Leiding once Acquisitions Coordinator, Ferris State University (Big Rapids, MI) is now (as of June 3) Head of Acquisitions, continued on page 7
Dear Editor:

I was just looking at the Nov. 1995 issue of ATG [v.7 #5] (Beverly Geer-Butler’s copy) and asked myself again why I don’t have my own subscription. It is, of course, a wonderful, news-filled, thought-provoking, information-packed publication and I love reading it. But, I just haven’t written out my check to get the show on the road. Until NOW! Enclosed is my check. Is an issue due out soon? Will that be my first? Can’t wait!

Keep entertaining and educating us. —
We need it.

Best wishes,
Kathy Soupsis
(Head, Acquisitions
Trinity University, Maddux Library)
<ksoupsi@trinity.edu>

Dear Editor:

Thank you so much for Jack Montgomery’s new “Juris Libris” column in ATG. The Feb. 1996 article on “Basic Resources for Legal Research” [by Joe Custer, v.8 #1, pp.49, 52] was exactly what I needed! We are a small academic library — primarily a business focus for 60 years, now expanding into liberal arts. I have always thought our legal reference area needed updating and was not sure where to turn for help. Now I have it. I met Jack when he chaired a small group discussion at last year’s Charleston Conference and he’s just as knowledgeable and very helpful in person! Not sure if I’ll be able to make the trip south to Charleston this year, but I’ll certainly try! Thanks again.

Debbie Wilcox
(Sapiro Library, New Hampshire College
2500 No. River Rd.
Manchester, NH 03106
603-668-2211 x2168)
<wilcoxde@nhc.edu>

Dear Editor:

Against the Grain is essential to me for keeping up with and in touch with my friends and colleagues in publishing, bookselling, and libraries across the country. Thank you again for all the hard work, imagination, information, and personality you and all the other contributors provide. Against the Grain is unique among “trade journals”.

Love,
Dimi Berkner
(Developmental Studies Center
San Francisco, CA)

Hi, Editor:

I’m writing to you to thank you for publishing the article by Michael Gorman (“Dreams, Madness & Reality: The Complicated World of Human Recorded Communication,” ATG, v.8 #1, February, 1996, pp. 1, 16-18). I had enjoyed it thoroughly at the conference, and was glad to be able to read through it again. He makes an incredible number of important points and has a knack for getting right to the issues. Thank you for printing it.

David Mitchell
(Business Manager
Guilford Publications, Inc.)
<dmitch@guilford.com>

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Rumors

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Rensselaer Polytechnic Institute in Troy, NY. Reba is also the winner of the 1996 NASIG Horizon Award, which includes a free trip to the 1996 NASIG Conference in Albuquerque and the chance to serve on a NASIG national committee. Wow and congratulations, Reba!

Bob Neville, Sheila Seaman (both at the College of Charleston), Betsey Carter (the Citadel) and I just got back from a book-buying trip to Jacksonville, Florida at Mumford Library Books. What a great place to go; among other things, they get many of the combined book exhibits from library conferences like ALA and PLA. Not to mention the fact that Doug McNamara, Mary Jung, and Phil May are delightful to work with!

Word is that a group called CINVEN (the investment arm of the British Coal Board pension fund) is doing due diligence on the purchase of Routledge from Thomson.

Springer-Verlag has announced a new Internet journal, The Chemical Educator which is available at <http://journals.springer-ny.com/chedz>.

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We would like to thank
Ambassador Book Service, Inc.

42 Chasner Street, Hempstead, NY 11550
800-431-8913/abs@class.org
for their generous contribution!
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One of the first purely electronic, peer-reviewed journals available on the Net, this bimonthly journal is edited by Clifford LeMaster, chemistry professor at Boise State University.

The flagship database of PAIS (Public Affairs Information Service, Inc.), PAIS International, is available from a number of vendors on a wide variety of media and platforms. PAIS has recently signed additional distribution agreements with three leading information providers — Ovid Technologies, Information Access Company (IAC) and EBSCO Publishing’s EBSCOhost. For more information and details, contact any of the aforementioned vendors, or PAIS at <inquiries@pais.org>. A complete list of PAIS International providers is available on the PAIS Website at <http://pais.inter.net/pais/>.

The awesome Sandra H. Hurd, EBSCO’s Director of Library Automation, has been with EBSCO since 1992, is responsible for relations between EBSCO and integrated library system vendors, currently serves as Chair of SISAC, and is a voting member of NISO. Now you understand the use of the word awesome. Well, Sandra has recently agreed to serve on the editorial board of Serials Review. Her term will conclude in December 1998.

Steve Hartman has recently been appointed to the Board of Directors of Swets & Zeitlinger BV as Director of Business Development. With the rapid growth of electronic serials publishing and its impact on the whole process of scholarly communication and the organizations involved, Hartman will have particular responsibility for the development and marketing of Swets’ services in this area for the library and research community.

The new 1996 edition of Marquis Who’s Who in the World ® (13th edition) has seen a growth in notable figures covered from the earlier 1993 edition, especially from Israel (502), South Africa (289) and Taiwan (270).

Blackwell North America, Inc. and Readmore, Inc. have announced their joint sponsorship of the prestigious Louise Darling Medal. The award, established by Ballen Booksellers International, is presented to individuals, institutions, or groups of individuals who have made significant accomplishment in collection development in health sciences, especially development of the collection at UCLA.

Paul A. Sonberg has been appointed East Coast Marketing Manager for Readmore Academic Services. You remember Paul who was Sales Director for ornithology publications at the Academy of Natural Sciences in Philadelphia. Well, as Kit Kennedy says, Paul is a seasoned library sales professional and I’ll add that he is great to work with!

The Futures Group (Glastonbury, CT) and SKP Associates (New York City) will work together to develop a pioneering study of book publishing. This study will use scenario-based analysis to address in depth and in detail the book publishing industry’s likely future by identifying an array of possible future business environments. The study will enable publishing houses to “stress test” current strategies and develop de novo strategies as well as examine key issues such as: electronic distribution of information; electronic publishing techniques; consolidation/globalization; deregulation and merging of television, cable, telephone and computer technologies. If you want to know more, contact Clarence George at Bliss, Gouveiner & Associates, 212-840-1661.

ISI® (The Institute for Scientific Information) ® has announced the May release of two new, direct-to-the-desktop alerting services based on highly customized, confidential search profiles. Personal Alerts was developed to meet the specific needs of individual researchers. Personal Alerts was designed to aid small groups of departments within an organization. Both services deliver — on a daily or weekly basis — affordable, tailored information directly to the user’s Internet email address. For more information, visit the ISI homepage at <http://www.isinet.com> or email <sales@isinet.com>. And you should check out the great interview Judy Luther did in this issue with Dr. Eugene Garfield, page 34.

EBSCO Publishing has moved to a new location: 10 Estates Street, P.O. Box 682, Ipswich, MA 01938. Phone: 800-653-2726; 508-356-6500. Email: <ep@epenet.com>. WWW: <http://www.epenet.com>.

Remember Rolf Hasslau who attended the Charleston Conference in 1993? Well, his library, Chalmers Tekniska Högskola in Goteborg, Sweden, has just become the first library in the Nordic Region to use EDI for book acquisitions. The Library at Chalmar University of Technology identified the benefits of speed and accuracy that EDI ordering, direct from their Libertas library management system, could offer when the successful development and testing of an acquisitions package was announced last year by SLS and Dawson Europe. And another person we all know and love is very involved in Dawson’s EDI strategy — Diane Kerr, General Manager of Dawson Books who attends the CC regularly. Dawson’s homepage is at <http://www.dawson.co.uk:80/menu04090.htm>. And Rolf and Annika Svermg’s paper from the Conference (“Deselection of Serials: The Chalmers University of Technology Library Method”) was published in Practical Issues in Collection Development and Collection Access: The 1993 Charleston Conference (The Haworth Press, 1995, pp. 151-170.

Pretty interesting to hear also from Lucia Tsalu from the U. of Hong Kong the other day. Lucia was still raving about the 1992 CC which she attended and is interested in coming back! She was asking if we would be interested in her speaking... I said, of course!

And I wonder if Lucia knows Rachel Yee, who has been promoted to General Manager of the EBSCO Subscription Services Taiwan R.O.C. Regional Office in Taipei. Yee joined EBSCO in 1994 as Office Manager and was promoted to Country Manager for Taiwan and Hong Kong in 1995.

BiblioData, publisher of search guides and directories for the online researcher, has a homepage on <http://www.bibliodata.com>. The Web site features a free sample issue from the new newsletter The CyberSkeptic’s Guide to Internet Research. BiblioData also publishes the directory Fulltext Sources Online, which was listed in 1995 by American Demographics as one of “The Best 100 Sources of Marketing Information.”

The always busy and energetic Charles Germain (the Grandfather) sends word that, besides his own impending marriage, his company, PCG (Publishers Communication Group, Inc.) has a new marketing program that allows a publishing company to make direct contact with European libraries, TelenarketEurope. If you want to know more, try 617-497-6514 or fax 617-354-6875.

Speaking of PCG, the PCG newsletter has recently come out. This issue is edited by the ebullient Barbara Meyers and the Charleston Conference figures prominently in this issue! The CC is dubbed — a “must attend” meeting. Come on down!

And speaking of the fireball Barbara Meyers <0005526378@mci-mail.com>, she has successfully completed her time as the Interim Executive Administrator of the Society for Applied Spectroscopy (SAS). Now she’s turning her attention to the Council of Biology Editors (CBE) where she has been elected Vice President, a three-year commitment since she will move to the positions of President and Past President.

And remember the interview ATG did with author Connie May Fowler (see v.5#1, February 1993, pp. 28)? Well, Connie May has just published her third novel (by Putnam) called Before Women Had Wings. Can’t wait to read it!

I tell you, there’s no headache like a serials headache! So let’s remember this word from Janet Fischer (Associate Director for Journals Publishing, MIT Press). *The European Legacy: Toward New Paradigms* (ISSN: 1084-8770) is a new journal to be edited by Ezra and Sascha Talmor and sponsored by the International Society for the Study of European Ideas (ISSIE). This journal is different from the Elsevier journal, History of European Ideas (ISSN: 0191-6599. Part of the confusion is because the Talmors were founding editors of the Elsevier journal and the ISSIE used to sponsored it. Well, times have changed...

Allan R. Adler, a partner in the Washington law firm of Cohn & Marks, has joined the staff of the Association of American Publishers (AAP) as Vice President, Legal and Governmental Affairs, effective April 15. Adler takes over the post formerly held by Michael Klipper, who has entered private practice.

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Was recently talking to Robin Devin <RDEVIN@URL-ACC.URLLED.U> on email. Robin used to be head of acquisitions at the University of Rhode Island, spoke at an earlier Charleston Conference, and was a contributor to ATG. She is now Health Science Librarian, Univ. of RI Kingston, RI 02881.

YBP's Triologue is hot! Just got the spring 1996 issue (number 2) and it is filled with all kinds of useful information. The editor is Helmut Schwarzer and the publisher is Glen M. Secor. Try <trialogue@ybp.com> or 603-746-3102 if you want to see it.

We have a book review in this issue of ATG (see page 41) of Kendall F. Svengalis' book, Legal Information Buyer's Guide and Reference Manual (Basking Ridge, N.J.: Rhode Island Law Press, 1996). Mr. Svengalis has also written an article which is must reading for anyone interested in the proposed West/Thomson merger. This is in State, Court & County Law Library Newsletter, vol. 22, #3, Spring 1996 and is titled "Thomson Tightens The Vise."

It's no secret ... Lyman Newlin is amazing. The man has the energy of the universe! In April's ATG (v.88 #2, Papp Lyman, p. 67, 88-89) Lyman began to write about women in publishing ... and he continues with this issue, page 71. Anyway, Lyman sends word that the fantastic Linda Brezino, a Charleston Conference alumna, has returned to Yankee Book Peddler as a sales rep. Remember the "little black book?" Well, I figure that Lyman has volumes of huge, multi-colored ledgers cataloging all the people (men and women) that he has known in his incredible career. It now becomes obvious why it is impossible to interview the man!

Jack Walsdorf has not dropped off the planet; he's just out of communication. Guess what he's been doing? Working on two books — one, A Tribute to Julian Symons will come out later this month from the Yellow Barn Press in Council Bluffs, Iowa. The other, his 100-page bibliography on Symons will be published by Oak Knoll Books of New Castle, Delaware, in the fall, probably August or September. We are looking forward to both books, Jack, and, also, more communication!

Linda Albright (Winthrop University) <lalbright@winthrop.edu> very much wanted to attend the Second Conference of the Academy for Scholarly Publishing in Charleston this past April, but she had a conflict — her daughter was getting married! Instead, in her spare time, Linda has worked on a paper (with the ubiquitous Ron Chepesiuk <chepesiuk@win-

readmore, Inc. has announced the availability of its new Internet database, ReadICat (Readmore's Internet Catalog). ReadICat is an expanded and more versatile World Wide Web version of the Readmore printed catalog of serial titles. It includes bibliographic information for titles, publisher address and contact information and additional links for information supplied by some publishers. ReadICat also lists CD-ROMs and electronic journal titles. More information about ReadICat is located on the Readmore Web <http://www.readmore.com>. For more information about ReadICat, contact Marilyn Geller, Internet Product Specialist, at 1-800-221-3306 x 383 (voice mail) or <mgeller@readmore.com> or Amira Aaron, Coordinator, Automation and Product Development at 1-800-221-3306 x 378, <aaron@readmore.com>.

It's really been fun (really!) working on this issue on standards with Sandy Paul (Pres., SKP Associates) <4164812@MCIMAIL.COM> and Albert Simmonds (Dir., Standards/Dev., Reed Pub. Co.) <simmonds@reedref.com>. For a northerner, Albert's pretty southern. Read his profile encouraged, this issue, page 32. And, hey, I hope you didn't miss Sandy's in the November, 1995 issue, v.7 #5, page 81.

And speaking of Albert Simmonds, he has just been elected Chair of BISAC, to start immediately. Albert succeeds Jeffrey Blumenthal (Corporate Director of Strategic Planning & Information Systems, Follett Corporation) who will have an article in an upcoming ATG.

Was recently talking to Lucy White of the Canadian Copyright Licensing Agency (CANCOPY) <white@cancopy.com> who said that Canadian users would like to get access to ATG via her agency which works with the CCC (Copyright Clearance Center).

Ken Glutzer has accepted the position of Territory Sales Manager, Northeast for The Faxon Company. Ken's first day was Monday, April 1st. He is responsible for field sales for all market segments (academic, medical, corporate, federal) in the tri-state region of NJ, DE and PA. He lives in Belmar, New Jersey. Ken has a BS in Marketing from Arkansas College and comes from Prentice-Hall Publishing where he was Corporate Account Executive responsible for corporate publishing alliances with... continued on page 12

John von Knorrung <HJVH@ol.com> and his wife Robin seem to have survived her daughter Kati's wedding in Larchmont, NY, admirably. Did I tell you that he was recently in Charleston at the Academy for Scholarly Publishing Conference and he cycled (yes, he did) all the way out to Middleton Plantation! And, meantime, did you see the write up on Routledge (John is mentioned) in the May Lingua Franca?

Bill Laing at the Copyright Acquisitions Div., Library of Congress <LAING@MAIL.LOC.GOV> has been trying to catch me up about mandatory deposit at the Library of Congress. ATG will be depositing "two" copies at LC from now on. Your publisher at work ...

Hey y'all ... have I told you that my email is <strauchh@soei.edu> don't forget the "k". okay? If you just send email to "strauchh" without the "k" it'll get bounced back to you. No foolin'. Computers don't lie and they are very unforgiving.

Hooray! Can't believe it. Just heard from Susan Knapp (APA) <sk@apa@email.apa.org> who says that this year's Charleston Conference (November 7-9) will "not" conflict with her board the way it usually does. The Board is meeting the week before, so she is coming!

Speaking of the 1996 Charleston Conference, have we told you that the Francis Marion Hotel (the old timers will remember that place) is now open! The FM will be one of the hotels for the Conference and will even include a walk-through to the Conference Center. So ... if it rains ... but let's not even consider that as a possibility ...

Was recently at West Point for my son Raymond's graduation. It was an indescribably moving event and the "sec def" gave the graduation speech. While there, we stayed at the Inn At the Falls in Poughkeepsie (if you are ever up there, I highly recommend this place) on Betty Oktay's (Vassar) reputation. Of course, I missed seeing Betty and my other friends up there not the least of whom was Barry Lee <74044.3050@Compu-Verve.COM> who lives just three miles away. Sorry about that ...

Frances C. Wilkinson <wilkins@um.edu> says that doing local arrangements for the upcoming NASIG in Albuquerque in June has got her going crazy. Sounds like a great program ...
such accounts as DEC, Sun, EDS, and AT&T. Ken has also worked as a Territory Manager for Genstar, which provided computer software to large corporations in the NJ area.

R. Charles Wittenberg <Wittenbe@bnmf.blackwell.com> has traveled so much he’s going to finally wind up in Charleston with Ted Arnold <arnold@bnmf.blackwell.com> in mid June! Looking forward ...

Nancy Doran (Hanford Tech Library, Richard, WA) <ndoran@ccmail.pnl.gov> was at the 1995 Charleston Conference but she was having trouble getting ATG. We have a second class permit (they are now changing the classification to “periodicals” permit) and this should make our mailings more efficient. Still, if you don’t get it (ATG, that is), you have to hassle. Okay?

Angie LeClercq (Citadel) <delclercq@citadel.edu> says that she has gotten letters and emails from all over the world because of her interview in the April ATG (pp. 34-37). Like Wow!

Maria Cap <maria@falaf.lib.ca.us> (Serials and Acquisitions Librarian, Los Angeles County Law Library) just started a subscription to ATG! She has been perusing the TOCs on our homepage <http://www.spidergraphics.com/atg> and decided that the time was now for a subscription. Like double Wow!

And speaking of TOCs, Penny Swanson <pswanson@ugrad.uvic.ca> (Technical Services Librarian, Douglas College Library, New Westminster, B.C. Canada) saw ATGs April fare on Acqnet.

And speaking of Acqnet, Jill Long <JVLONG@ROCKY.CLAREMONT.EDU> wrote me that she is a newbie to the list. She was wondering how she could get to the fulltext of ATG online. Well, it’s not there yet, but are there people out there who are interested in working on an editorial board for an online ATG? Let me hear all of your comments.

Do y’all remember Kim Long? I remember people raving about how he had riveted an audience in San Francisco at ALA Annual many years ago. And Kim spoke at the 1994 Charleston Conference. What an incredible man he is with a mind to match it. Read Linda Crissmond’s review of his annual American Forecaster Almanac this issue, page 44.

The National Information Standards Organization (NISO), the leading developer of technical standards for publishers, information services, and libraries, has launched a homepage on the World Wide Web. The URL is <http://www.niso.org>.

And the U.S. National Commission on Libraries and Information Science (NCLIS) opened a homepage at the beginning of National Library Week. URL is <http://www.nclis.gov>.

Met Veronica Williams, Librarian (National Archives Library) <veronica.williams@arch2.nara.gov> when she wanted to learn more about back issues of ATG. Hey, Veronica, are you there?

Because of Jim Vickery (British Library) <jm.vickery@london.british-library.ac.uk> I met up with Keith Renwick (Head of Technical Services & Administration, UMIST Library & Information Service, P.O.Box 88, Manchester, England) <KDRENIK@fs3.iuimist.ac.uk>, Keith sent ATG a great article on “The Art of Acquiring CD-ROM Technology”, Watch for it in an upcoming issue. And in the meantime, read Jim’s contrib in International Datelime, this issue, page 77.

Liz Chapman (University of Oxford) <elvies@vax.ox.ac.uk> was recently chiding me because I hadn’t communicated with her in a long time. Hey, y’all, if I don’t write, please forgive me. Why not write me? I really and truly am sorry that I can’t communicate with all of you more. Who was it that said — “if I had world enough and time”??

The International Federation of Library Associations (IFLA) has announced the availability of the IFLA Directory 1996/1997 Online at <http://www.nlcn-bnc.ca/ifi/adirectory/directory.html>. Information about membership in IFLA or about purchasing a print version of the directory is available by contacting IFLA Headquarters <ifla@ifi.nl>. Snail mail: IFLA Headquarters; P.O.B. 95312; 2509 CH The Hague, The Hague, Netherlands.

Joyce Ogburn (Old Dominion University) <ogburn@shakespear.edu> has been writing her paper for Feather River plus she has traveled back to New Haven three times to sing this spring so she didn’t do us a column (Acquiring Minds) this time. She says life has been crazy (and not to mention time-consuming) in her new job as an AUL.

The vivacious Leigh Watson-Healey has resurfaced. She has moved to Florida and has started a consulting firm. All I have so far is her phone number — 813-787-3027.

John Evans (Data Research Associates) <john@dra.com> recently wrote for back issues of ATG! Yes! You can buy them! I have them! Write for details!

Tom Leonhardt (U. of Oklahoma) <tom@lib.adm.ou.edu> is going to kill me. You heard it here. He sent in two contributions for this issue and, looking for space, I have had to cut both of them while ATG June is in press. I figure Tom is an editor and he will understand and not yell too much, but this may be the limit. Check out the TOC in this issue. I hope that I got Letter from Okla. and/or “For Readers Only” in this issue, pages 58 & 90.

Well, sometimes when you screw up it turns out all right. There must be an Aesop’s fable in there somewhere. Anyway, I misdirected a copy of ATG that was supposed to go to Susan Hemp <sjemp@painerin.net> (Did you read her article in April, v. 4(2), “Librarians and the Legally Underserved,” pp.40-41)). It wound up in the hands of Peter Beck (Director of Publications) <email=beck@ix.netcom.com> at the American Association of Law Libraries. Peter said he really likes ATG and wants to keep seeing it!

Joe Raker (Boston Public Library) <jaker@bpl.org> has been appointed head of technical services. Congrats, Joe! And have y’all read Joe’s Boston Public Library profile in the April issue (v.4(2), pp.70-71) and “Multicultural Acquisitions” in the same issue, pp.28-29?

Had lost touch with Gordon Rowley (Assistant Director for Collections, Iowa State University) <gsrowley@gwgate.lib.istate.edu> since we were on the Choice Editorial Board together. But he has resurfaced and wants to come to the 1996 Charleston Conference!

A recent Acqnet contained news from Karen Muller (ALA-ALCTS/LAMA) <kmuller@ala.org> that the May issue of American Libraries had just been mailed with the annual Periodical Price Index from the ALA Library Materials Price Index Committee. And, in that same Acqnet (v.6, no. 13, May 8, 1996) Kirk Moll (St. Olaf College) <kmoll@stolaf.edu> <http://www.stolaf.edu/people/moll> pointed out that the April 1996 Choice has the annual “College Book Price Information, 1995,” pp.1274-1279.

Will Jarvis (Acquisitions, Washington State U. Libraries, Pullman WA, phone: 509-335-2530) <jarvis@wusuvm1.csu.wsu.edu> says that he has signed on as guest volume editor for The Acquisitions Librarian on the broad topic of “Acquiring online management reports.” The scope of this guest issue will encompass articles about various collection management needs and systems sources. Contact him if you want to participate.

Beth Jacoby (Head, Acquisitions, Bobst Library, NYU) <jacobby@nyu.edu> sends word via serialist that the Association for Library Collections & Technical Services (ALCTS) Acquisitions Section (AS) Education Committee has developed a course syllabus that is now available online at the ALA gopher <gopher.al.org> and the ALA homepage <http://www.ala.org>.

The indefatigable, unbelievably energetic Nat Bodian has published his cyclopedic collection of fascinating facts and anecdotes about books and publishing, both trade and independent, and including scientific, technical, and scholarly! The Joy of Publishing was published June 1996 at $29.95 by Open Horizons Publishing Co., Fairfield, Iowa 52556. ISBN 0912411473. 800-796-6130.

Did y’all notice an interesting article on the front page of the Wall Street Journal (March 25) about Jane Austen’s ancestors (Amy Stevens, “The Plight of Jane Austen’s Distant Relatives”)? With the Austen revival in Hollywood these days (Sense and Sensibility, Persuasion, Pride and Prejudice, Clueless), some of the 100 ancestors of Austen’s 4 brothers (Austen continued on page 14

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died without marrying and had no children of her own) feel they should reap some monetary reward from her good fortune. And it's all a matter of... guess what?... copyright. Since Austen died in 1817, her works are in the public domain. What you don't learn in English class? (Dr. Dennis Karjalta (Professor of Law, Arizona State University) <dennis.karjalta@asu.edu> - a frequent contributor to CNI-Copyright) wrote a letter to the SJW which was published April 18 commenting on this article and against the extension of the period of copyright protection. (Congress is considering legislation to extend this period by another 20 years.)

And speaking of copyright, recently on the CNI-copyright listserv it was mentioned that Barbara Herbert (Georgian Court College, Lake-wood, NJ) <herbert@georgian.edu> has done a policy which is excellent. I have written for a copy myself.

The CONSER (Cooperative Online Serials) Program has announced its new World Wide Web site: <http://lcweb.loc.gov/acq/conser>. The Program's online newsletter, CONSERline, is also available on the web at <http://lcweb.loc.gov/acq/conser/conserlin.html> including many back issues. LC will continue to publish CONSERline in ASCII format and distribute issues via email through listserv software, in addition to making the HTML version available on LCWeb. To subscribe send mail to: <listserv@loc.gov> with The message: <SUBSCRIBE CONSERLIN Firstname Lastname> Email your comments to Bill Anderson, CONSER Specialist at the Library of Congress <wandr@loc.gov>, phone: 202-707-5185. This information courtesy of Serialist.

Our library is considering the purchase of MathSciNet (AMS) over the World Wide Web and I recently posted a request for info on Acqnet. Got lots of great and helpful responses. One was from Lisa Macklin (Head, Serials Control, Georgia Tech) <lisa.macklin@ibid.library.gatech.edu>. And yet another was from Jeri Van Goethem (Duke) <jvg@mail.lib.duke.edu>! Thanks!

Andrew Williamson (BUBL Information Service) <cjs26@csun.strath.ac.uk> wrote for permission to continue to include Against the Grain in BUBL, a Table of Contents service for British libraries. We are excited that ATG's international net continues to grow!

Great news! Martha Whittaker has been appointed Vice President for Academic Marketing at CARL Corporation. In her new position, Martha will work to meet the growing needs of academic libraries and their users in managing electronic information. She will continue to direct the marketing effort for UnCover in the academic community, and will perform a key role in the integration of UnCover services with the new information delivery products from Knight-Ridder Information, Inc. (KRIL) which purchased UnCover and CARL Corporation in 1995.

Homework Helper™ has a new name. The 100% fulltext online research tool that CARL Corporation introduced to libraries in June of 1995 is now known as Electric Library™. Infounitics Corporation announced the name change for their Internet based product in early February 1996 to reflect the expanding depth and breadth of the product. Electric Library aggregates more than 150 fulltext newspapers, over 900 fulltext magazines, two international newswires, two thousand classic books, hundreds of maps, thousands of photographs, as well as major works of literature and art. Libraries interested in Electric Library can contact CARL Corporation at 1-800-638-3562 or <elibrary@carl.org> for a free 60 day trial. Or for further information try Jo Norris <jnorris@carl.org>, phone: 303-758-3030 x221.

More from CARL Corporation. Z39.50 is now available for NoveList, CARL Corporation's electronic readers' advisory resource. This enhancement allows users to link from a title in NoveList to find that title in their library's collection. NoveList is an electronic readers' advisory resource that focuses on adult fiction. It provides enhanced subject access to 34,000 adult fiction titles. NoveList brings together information and data from five premier public library readers' advisory resources: subject access from Hennepin County Public Library; book reviews from the American Library Association's reviewing journal Booklist; fiction types based on genres from Genereflecting (Libraries Unlimited, 1995); series titles from To Be Continued (Oryx Press, 1995); and science fiction titles from Anatomy of Wonder 4 (R.R. Bowker, Reed Reference Publishing, 1995). In addition, NoveList's easy-to-use graphical user interface makes it a valuable resource for librarians and popular with the public. Readers enter a favorite author or title, or just a description, then NoveList creates a list of other authors and titles they might like to read. The description can include the novel's genre, setting, time period or theme. For instance, you could enter "mystery stories in Los Angeles in the Fifties." Even character names are contained in the NoveList database and can be searched. NoveList is available as a stand-alone kiosk, in a networked version for most local area networks (LANs) and in a UNIX version for use by character-based terminals and dial-in access. For information on NoveList or the Z39.50 driver for this product, contact Dodie Owens, CARL Corporation, (303) 758-3030, e-mail: <downes@carl.org>

We thought that we'd talk soon about approval plans in the upcoming September issue of ATG. Judy Evans, Acquisitions Librarian at the Australian National University <Judy.Evans@library.anu.edu.au> in Canberra has written an article which we hope to run in the September issue. Stay tuned.

Well, the awesome Charleston Conference beermeister Steve Johnson (Clemson) <johnsos@CLEMSON.EDU> hasn't hit the big time yet but things are looking up. His newest book, On Top Northern California (Chronicle Books) was released in March of 1996.

Heard from Kenneth Schoener (Metropolitan Museum of Art) <kmt353@netgate.metro.org> who says he's looking forward to all of us coming to New York for A.L.A. Remember him from the 1995 Charleston Conference?

Recently met up with the incredible Marcia Tuttle <mctuttle@gsu.edu> of NOSPI (Newsletter on Serials Pricing Issues) fame at the N.C. Serials Conference in Burlington, N.C. Marcia says she will come back to the 1996 Charleston Conference and speak! She also gave me the email address of a long lost friend, Edwin Shleock <edwin@turpin.demon.co.uk>. Remember that Edwin was a keynote feature at a long ago Charleston Conference? Edwin retired from the Royal Society of Chemistry in London several years ago, but as far as I can tell he's still working hard on publishing projects all over the place, especially in Russia.

Beau David Case <beau@magnum.acs.ohio-state.edu> has changed jobs and has also sent us an annotated bibliography on approval plan literature. Look for it in the upcoming September ATG.

A recent invited article ("Electronic Discussion Lists and Journals: A Guide for Technical Services Staff") in LRTS (Library Resources and Technical Services) (v.39, no.3, pp. 303-319) gives a thorough overview of electronic discussion lists and journals for technical services librarians. This important article is by the indefatigable Vicky Reigh, Connie Brooks, Willy Cromwell (all from Stanford University Libraries) and Scott Wicks (Cornell). And, speaking of Scott, read Roger Williams' (Input Culture) discussion with him in the library profile, this issue, page 75.

And speaking of the spring issue of LRTS, there are quite a few "worth reading" articles. Jennifer Holt and Karen Schmidt's (both at University of Illinois at Urbana-Champaign) "CARL UnCover2 or Faxon Finder? A Comparison of Articles and Journals in CARL UnCover2 and Faxon Finder," found a low overlap in journals (33.6%) between the two databases and suggests that a "standard and general purpose database system has yet to be found." And, also of interest in this issue is Marlon Reid's (Dean of Library Services, California State University - San Marcos) "Closing the Loop: How Did We Get Here and Where are We Going?" (LRTS, 39(3), pp.267-273). This article, which was delivered in June, 1994 at an ALCTS preconference, is an interesting overview of where we acquisitions librarians started 25 years ago and what's transpired in the world we know today. Several subscription agents and traditional monograph vendors were included in the discussion.

And speaking of reading, a recent Chronicle of Higher Education (May 10, 1996) includes some interesting articles. "Internet Tools Earn Professors and Students Big Winnings on Wall Street" by Goldie Blumenstyk talks about Netscape, Lycos and Yahoo, among others, which have made various people and universities richer than they once were. In the same issue, "The Furor over 'Fair Use'" by Robert L. Jacobson delineates some of the issues regarding fair use in the electronic environment. And, finally, "The Changing Market for Textbooks," by Julie L.
media tries to probe the Murdoch empire. ... Virginia Martin has completed a circle in publishing. After having been vice president and publisher at Raven Press she became publisher at National Academy Press, then head science editor at Wiley and now she’s back as VP at Lippincott-Raven, a Wolters-Kluwer subsidiary. For several years, our only meeting place was the Frankfurt Book Fair. Now I’m trying to persuade her to participate in a future Charleston panel on sci-tech publishing. She’s a whirl at it. Before we leave Pennsylvania I want to introduce Nancy Schiffer, executive VP of Schiffer Publishing, Ltd. In 1976, I believe it was, a publishers’ sales rep, Jim Beardsley, suggested I get in touch with Peter Schiffer who had just started to publish books in Exton. The Abel Company had recently been taken over by Blackwell and I had opted to start a consulting business. I don’t remember now whether Peter called me or I called him first. Exton was only a couple hours drive from our then home in New Jersey and I gladly accepted Peter’s invitation to visit. I’m not sure if Nancy had her present (or any) title at that time, but it didn’t take long for me to realize that she was of great importance to Peter’s new venture which was probably inspired by the Schiffer family’s respected antique-dealer business. Nancy had been trained in museum management and had experience in handling objects of art. Now, only twenty years later, Schiffer has about a thousand titles in print, a great many of these deal with art, architecture, antiques, collectibles and the kinds of books you’d expect from people who have been so deeply immersed in the arts. Look up Nancy when you visit an ABA or Frankfurt exhibit. You will meet one of the industry’s smartest, yet most laid-back, arts publishers.

For years whenever I thought of STM editors, the name Margaret Irwin would come to mind. Maggie was an editorial director at Wiley’s Science, Technical and Medical division after having been associated with Halsted Press, a Wiley subsidiary. Several months ago Maggie left publishing to start a new career in social work. Because I hadn’t heard from her since she left Wiley last fall, I showed her to be brought up to date. She’s now working on a Master of Social Work degree at Columbia and does hands-on social work (she calls it “boot camp for social workers”) in Harlem. Maggie is excited about her new career, but is quick to state that she enjoyed her career in publishing at Wiley. I have made a note to check again after she gets that MSW from Columbia and will relay the report in this column. ...

Inge Valentine is responsible if this item does not make the June issue of ATG. Just as I was completing copy, the news broke that Wiley was buying VCH where Inge has been marketing consultant for several years. I don’t have a record of when I first met this remarkable lady. Was it at Pergamon or Springer-Verlag? I believe it was Springer-Verlag, but we became more frequently involved when she and her mentor, the late Otto Rapp, promoted Pergamon’s reference sets to library bookstores I have been associated with. Of course, Inge will not retire completely from the business, so when the Wiley acquisition took place with the uncertainties involved, Inge accepted the invitation of Janusz Kuca, publisher of American Institute of Physics, to act as marketing consultant. They worked together at Springer-Verlag and Inge is particularly happy that her new workplace is in Woodbury, NY — a brief ten minutes from her home. It’s impossible to close this without mentioning that Inge is the only book person I know who ever came out ahead in Los Vegas. She bussed a slot machine when ABA met there some years ago. Believe it or not, this event was covered in ATG, see v.2 #3 (June 1990), p. 39. And we also told you about Otto and Inge in ATG, v.1 #3 (September 1989), p. 17.

Lyman’s Male Postscript — Gene Dewey, Coordinator of Acquisitions, Memorial Library, U. Wise, Madison, has asked to be removed from my email promotion list because he is leaving the profession July 1. His letter lists several activities, including a scheduled trip to “down under,” which should keep him so busy that he may forget being a librarian. He failed to include one item which Who’s Who in America, 1996 lists as an “avocation” — furniture refinishing. I have a project for him but I haven’t figured out how to get our baby-grand piano to him. It was scarred in our 1992 house-fire and needs more than Old English polish to bring back its original luster. With Gene’s departure from Wisconsin, I have lost the last link in what I believe is my longest continuing connection with an academic library. The late Louis Kaplan was director at Wisconsin back in the early 1940s when he acted as associate editor and I was business manager of Review Index published by the Follett Book Company, Chicago. Louis was still director when Fred Guitette and I called on the library representing Richard Abel & Co. Louis introduced us to his acquisitions staff of which Gene was, I believe, chief. And, yes, Gene gave me a name to replace his on my mailing list: Louis Pittschmann. I don’t recall that Mr. Pittschmann has attended a Charleston Conference, so get busy, Katina. And good luck, Gene! ☼

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Rumors
from page 14

Nicklin talks about new strategies (like marketing direct to students) that some publishers are using to bolster their stagnating share of the textbook market.

The following appointments of some of our favorite people have been made at BH Blackwell, effective 9 April, 1996. Chris Tynan is Deputy Managing Director, supporting Doug Fox, Managing Director, in the day to day running of BH and taking on the role of International Sales Director with direct reporting responsibility of the overseas sales offices and teams in Australia, Singapore, South Africa and Germany. Suzanne Wilson Higgins, will be head of Marketing Development, a new division, reporting to Doug Fox. Chris Beckett is Marketing Communications Manager with responsibility for cultivating public relations and facilitating internal/external communications. Martin Marlow is Electronic Services Manager with responsibility for the electronic services portfolio including CD Complete, CONNECT, and the new electronic journal distribution service currently in development. Phil Coles is Library Automation Manager, Andrew Hutchings is Research & Development Manager and Bernard Roberts is Information Analyst.

And Anne McKeel has joined Blackwell’s Periodicals Division as Serials Specialist for the Western United States. Anne is currently Vice-Chair of the ALCTS Serials Section Research Libraries Discussion Group and Chair of the NASIG Horizon Committee.

The Illinois Cooperative Collection Management Coordinating Committee (CMCC) currently representing 25 academic libraries, Chicago Public and the Illinois State Library has acquired two fulltext humanities databases from Chadwyck-Healey, Inc. — Editions and Adaptations of Shakespeare (contains the complete text of Shakespeare’s works from the First Folio to the Cambridge Edition of 1863-66, as well as over 100 adaptations, sequels, burlesques, and contemporary printings of individual plays), and the Database of African-American Poetry, 1760-1900. (contains more than 2500 poems written by African-American poets in the late eighteenth and nineteenth centuries). If you want more details, try Karen Schmidt, Acquisitions Librarian, Univ. of Illinois-Champaign Urbana <karen@uicuc.edu>.

continued on page 80
Vendor-Library Relations

for page 79

vices for the size of the business involved? Don't vendors have to be very cautious in this area?

2. From Barry:

Before I answer your questions I want to refer back to your observation that, on the whole, vendor representatives are courteous and sensitive to customer needs. I agree; there are a lot of very good people in this business. One of the reasons is that we are able to afford pay scales that attract the best people. Everyone engaged in sales or account management has lots of choices for employment these days. Sales has always been a good road to personal success. The best sales people are professional, meaning they spend a lot of time in training, professional reading, a continuous effort to learn more about their market and customers.

You alluded to the notion that when one library wins a negotiation, other libraries may lose, may in fact be subsidizing the more successful negotiators. From our side of the profession, if too many libraries successfully negotiate too many high discounts, does this mean we can't afford the best people, both inside and outside our companies? Is this something that should concern you?

To answer my own question, both to the subsidizing issue you raise and to this one, I believe that enlightened self interest is almost always the best course. I agree that your responsibility is to your institution, and that includes ignoring the hypothetical effect on other libraries and on the vendor community. It is their job to look out for the interests of their libraries, and our job to negotiate successfully for our companies. And that leads me to your questions.

When libraries demand what we consider unreasonably high discounts, we are faced with a problem. But that's what makes business interesting. There are many problems, and this is just one of them. We have to balance the cost of losing a customer against keeping a customer at or near a loss. Or we have to factor the incremental addition of new revenue and its effect on profits.

Does new revenue, added to an existing base, have a lower cost factor? Sometimes, but many times this is an illusion, because eventually you have to pay for the revenue with increased staff or space or equipment. We know, for instance, down to the penny what it costs us to process an order from receipt to shipment. But we can't always predict what that cost will be in a year or two, and how all the other cost factors will change over time — including publisher discounts to us. What seems like reasonable discounts and service requirements now may not be next year.

I think that good managers are chastened entrepreneurs. You have to be confident, in this context, that your decision to withdraw from an unreasonable negotiation is the correct one, or you have to make a judgment call that adding business at very low margins will pay off. Over time you learn where that line is, because all the best cost accounting is, only historical. Good managers are always looking forward. I never think that unreasonable customers are intending to act that way. In the end, the marketplace teaches us all what the boundaries are. It's too bad that all of us are not better trained in negotiating skills. Do you ever feel as though you are at a disadvantage because your MLA library school training is competing against my MBA business school training? Is the playing field level for us, buyer and seller, or do we need to make some adjustments?

3. From Judy:

Hmmm... competing degrees, eh? I've really never thought of it that way. You mean something like the Dueling Masters? Seriously though, not all vendor representatives have MBA's and many have library degrees. Here are probably not as many acquisitions librarians who have MBA's but many have taken extra courses in management skills and others have taken advantage of continuing education opportunities like the Charleston Conference, for example. I don't believe that your MBA degree alone prepared you to sell to libraries any more than my MLS prepared me to purchase library materials. Both of us have had to learn the other's point of view over time to obtain the perspectives we have today. We've each had to learn the unique characteristics of the information industry for one, and because the value and amount of information continues to increase, the stakes are a lot higher than they used to be. The stress is much greater on each buyer and seller because the cost of just one error on anyone's part may be very high.

If the playing field is not level, both of us need to do something about it. Should we talk more about negotiating next time? There are a few basic points about libraries that I can think of that would assist all vendors in their negotiating strategies. How about you? Aren't there areas of book selling that you wish I understood better?

Rumors

from page 72

Here is Vikki Medaglia's <MEDAGLIA@babson.edu> new mailing address — Horn Library / Babson College / Babson Park, MA 02157-0310 She writes that she loves her new job, and that she will continue doing Marketing to Libraries beginning with the September issue. Hooray.

Carrol Diedrichs (OSU) <chawkw@magnus.acs.ohio-state.edu>, Editor-in-Chief, sends word that Tschera Harkness Connell is the recipient of the 1996 Library Acquisitions: Practice & Theory Research Award. Dr. Connell is Assistant Professor at the Kent State University School of Library and Information Science. Her proposal, "Effects of Series Authority Control for Acquisitions," "grew out of the 1993 proposal from the Library of Congress to discontinue the series authority work. [A subsequent decision was made in Fall 994 that LC would continue to provide added entries and series authorities.] This study will address such questions as to what extent (if any) will eliminating series authority control increase the potential for duplicates in the acquisition process? Specifically, the issue will be examined in the context of approval plans. Is it possible that the series control is monitored sufficiently by the vendors for purposes of preventing unwanted duplicates?"


<http://www.spidergraphics.com/atg>
WANDERING THE WEB....
Women’s Law-Related Resources

Column Editor: Jack G. Montgomery (Technical Services Librarian, Law Library, University of Missouri-Columbia)<MONTGOMERY@law.missouri.edu>

Column Editor’s Note: When the idea for this column first surfaced, we wanted to provide readers with two basic services. First, we wanted to alert you to the ever-expanding resources found in the World Wide Web. Even more importantly, we wanted to provide Websites that had been examined for content, completeness and currency of relevant information. We wanted to begin to do the type of critical analysis so desperately needed in the Electronic Tower of Babel we call the Internet. In examining a Website, we asked some of the following questions: Is this an institutional or privately owned Website? This question was based on the idea that an institutional Website is more likely to have secure data than a privately owned site. How often was the material updated when the currency of the information was considered paramount? Are the materials and menus arranged in a logical manner? Are the links to documents and other sites still operating or would the user try to move to a document only to find that information is no longer available?

This first installment is the result of a selection/development project offered for credit by the School of Library and Informational Science at Missouri in cooperation with the Technical Services department of the law library. Ms. Sorensen worked with me to develop a bibliographic resource on Women’s Legal Resources. The Websites featured were also part of a bibliography submitted by Ms. Sorensen to complete her requirement for this independent study project. I would like to extend an offer to our readership to contact me regarding future issues of Wandering the Web. If you would like to do a Website bibliography, please contact me at (573) 882-7739 or email at <montgomery@law.missouri.edu> to discuss the details. From the attention this column has prior to its initial publication, I’m certain this will be a popular and valuable resource for all of us who “wander the web” as part of our jobs or for our own edification. — JM

Women’s Law-Related Resources on the World Wide Web
by Gina Sorensen (MLIS Student, School of Library and Informational Science, University of Missouri—Columbia)

WLC Homepage http://www.law.syr.edu/studentorganizations/WLC
This page is sponsored by the Women’s Law Caucus, a student organization at the Syracuse University College of Law. The Women’s Caucus was “created as a forum for law students to express their views about the role of women in both society and the law.” It provides extensive links to information regarding women, feminism, and to organizations like the National Organization for Women and The League of Women Voters. Women and the Law in the United States http://www.sils.umn.edu/~jwilliam/womenpage.html
This page was created by Juliet Williams at the University of Michigan.

Rumors
from page 80

The Zimbabwe International Book Fair is coming up 26-27 July, 1996. Since Zimbabwe has received wonderful rains this past season, exhibitors will hopefully be able to enjoy a dust-free Book Fair! For more info try czbf@mango.zw.

Think you should know that Sever Bordeanu <sbordeia@umn.edu> and Claire-Lise Benuad are working on a book on outsourcing (to be published by Libraries Unlimited). Due date for the manuscript is May, 1997.

Met Becky Garcia (Product Manager, Ameritech Library Services) < CHECKY@AOL.COM> many years ago with Rebecca Linton (Texas State Library), a College of Charleston alumnus. And Becky is back! Read her account of Network+Interop, this issue, page 67.

Julia Gelfand <jgelfand@orion.oac.uci.edu> wrote to say that she has received lots of comments on her article in the April ATG (“Does CD ROM Have a Future?”, ATG, v.3#2, pp. 17-21). She was surprised so many people received ATG! And she sent us a report on “The Public Interest in Copyright” held at the University of California, Berkeley, Saturday, May 4, 1996. It didn’t make this issue, but it will be here in September, okay?

And speaking of ATG, I recently attended the NC Serials Conference, mainly coordinated by the vivacious Evelyn Counsell (Fayetteville State University). Met up with Janet Flowers, Eleanor Cook, Marcia Tuttle and Jefi van Goethem to mention just a few people. And Naomi continued on page 93
On the Road

A Case of Misted Identity

Column Editor: Don Jaeger (Alfred Jaeger, Inc.) <jaeger@sjajeger.com>

I am glad to be back in my office long enough now to provide this column of “On the Road” and share with you a humorous story submitted by a major library supplier. Of course the names and places will remain anonymous as requested by the authors. Now that the Spring thaw has taken place in many parts of the country and sales people and librarians alike are getting back on the road, I’d appreciate some new submissions for upcoming columns. In addition to my fax # 516-543-1357 and our Internet address jaeger@sjajeger.com, you can also reach me on the World Wide Web at our web address http://www.sjaeger.com.

A Case of Misted Identity

Two sales people from a library supplier were having a cocktail at a restaurant in the convention city. One said to the other “That looks like Sally,” and the other agreed. So the one salesperson walked over to the table and proceeded to say “Is that you??” and started talking at the librarians at the table. The conversation led into topics and names that both were familiar with, including the name of a library director who had moved to a different state. Another question the salesperson asked was to confirm a previously arranged breakfast meeting for the next morning. The librarian said no, she wasn’t able to make a 7:30 breakfast. At this point, the other sales person came over and said “Hello” and continued with the conversation a little while longer before leaving. Upon walking back to their hotel, the two sales people thought that something was a little bit odd. They proceeded that night with other clients for dinner and planned to meet at the exhibit booth the next morning.

However, at 7:45 in the morning, the sales person received a phone call from the lobby asking if she was coming down for breakfast. The librarian had been waiting down there a while and since it was 7:45 thought she would call to see if the sales person was going to join her. Strange, the sales person thought, since she was told the evening before that the breakfast meeting was canceled. Who had they talked to the night before??

As it turned out, they did not meet for breakfast. However, it was later explained to the sales people that the librarian who was supposed to join them for breakfast actually met with two other people from the convention and sat at the same table for breakfast. Both librarians said something odd happened to them, and upon further discussion it turned out that one was mistaken for the other by the two sales people who approached the table at the restaurant the night before.

It was quite ironic for the two people to run into each other that morning when the conference probably contained 8,000 people and the sales people weren’t sure that the librarian who expected breakfast that morning would believe their story. As it turned out, all involved saw how the mistake was made and it will make for a number of laughs in the years to come.

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