February 1997

From Your Editor

Katina Strauch

Against the Grain

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I remember when I thought that the year 2000 would never come and that, if it ever did, there was no way that I would be alive! I mean, I would be a *fossil*! How perspectives change... And perspective is what this issue of ATG is all about. It's a bunch of us taking a look back at 1996 and forward to 1997. What happened? What's going to happen? Time will tell, but in the meantime some great people have given us their perspectives.

I adore Heather's article (see page 21), because, you know — she's right — 1996 was the year of MORE. And Liz Chapman, with her comments from the UK and especially from *Good Housekeeping* magazine that spectacles make their wearers look like librarians (see page 48) inspired my adjective above. Speaking of more, Heather, we have even more in this Annual Report issue of ATG — a compilation of the ATG questionnaire results by Barry Lee (see page 16), an op ed from Dan Tonkery about changing the subscription services pricing model (see page 65), papers from Lynne Branche Brown (see page 31) and Dan Halloran (see page 27) about the book vendor situation, words from several publishers — Elsevier's Karen Hunter (page 40) and Harald Jøs from Scandanavian University Press (see page 43), and words from technological pundits like Corrie Marsh and Kim Long (see pages 22 and 25), Becky Lenzi (see page 28) and Clifford Lynch (see page 34). We are also dead grateful to have Ron Chepesiuk's interview with John Perry Barlow (see page 1).

And — I have left out the most important person of all — the fabulous Tom Leonhardt — guest editor of this Annual Report issue — who doesn't wear bifocals and has been able to read, edit, and solicit many of the papers in this volume. I couldn't have done it without you, Tom. Thank you.

Happy Reading! And see you soon.

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**Against the Grain — Deadlines 1997**

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**Rumors from page 1**

taken a new job! Beginning February 1st, John will be representing Academic Book Center in a territory covering the mid-Atlantic and several southeastern states. I have known John since I was a baby in acquisitions. A long-time bookman he has a wealth of experience, ranging back to the Richard Abel Company, where he worked with many of the people we know and love, like the President of Academic Book Center, Dan Halloran, plus with Keith Schmiddi, president of Coutts, see his interview this issue, page 55. Keith says he's sorry to have lost John's services and wishes him well.

Jim Smith (EBSCO), the fantastic, has been promoted to VP, EBSCO Industries. Jim will continue as Director, Sales and Marketing, Corporate & Special Libraries Division.

Let's see... it's now official! Kenneth Soehner has been appointed Arthur K. Watson Chief Librarian in the Metropolitan Museum of Art's Watson Library. It couldn't have happened to a nicer and more deserving guy. Kenneth has been Acting Chief Librarian since April, 1996, and replaces Dorynn Pines, who in the April became Associate Director for Administration. Kenneth was previously Head of Technical Services (Nov. 1994-April 1996) and Acquisitions Librarian and Bibliographer (Nov. 1994-November 1995). Prior to working at the Metropolitan Museum, he was Head of Technical Services (1989-1994) and Technical Services Librarian (1988-1989) at the Barnard College Library. Ken began his library career at the Burke Library Union Theological Seminary. Ken holds a B.A. magna cum laude in anthropology from New York University, an M.S. with honors from Columbia University School of Library Service, and an M.A. in history from Columbia University. As Chief Librarian, he will oversee the Thomas Watson Library, the Museum's central research library, which was founded in 1880 and is now one of the most comprehensive art and archaeology libraries in the world serving an international community of scholars, including curators, museum professionals and visiting researchers. Its collections of more than 350,000 volumes and 2,500 periodical subscriptions, extensive holdings of auction catalogs and other materials reflect the encyclopedic collecting scope of the Metropolitan Museum. Bravo, Ken!

Have just had the great news that the vivacious, energetic, and deserving Sandy Beehler — who writes often for ATG's Bet You Missed It — has just been appointed as acquisitions and preservation librarian at Old Dominion University Library. Congratulations, Sandy!

And something else is official. John von Knorrning, ex-President and founder of Routledge, New York, has just launched a new company, Stylus Publishing, Inc. The company is both a publisher and distributor. The publishing program will focus on two distinct areas: higher education and corporate training. The higher education list will concentrate on teaching and learning, and instructional technology, including the role of libraries in the process. The training list will concentrate on teaching skills and techniques, and develop management training materials. These are growth areas whose markets and interests intersect. Teaching and training skills, and how to use technology to support learning, are hot issues both in higher education and industry. Stylus plans to expand its distribution and marketing services, and is in negotiation with a number of European academic and specialist publishers. John von Knorrning states that as the Stylus higher education list is aimed at the same professors who teach computing or cultural studies, it makes sense to create a vehicle to market them jointly continued on page 7

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