

1998

1998 Charleston Conference Registration Form

Editor

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18th Annual Charleston Conference — November 5-7, 1998

College of Charleston, Lightsey Center, 160 Calhoun Street, Charleston, SC

Issues in Book and Serial Acquisition: "More For Less"

Partial List of Topics to be Discussed

E-commerce: Practical Considerations of the New Technology for Acquisitions and Collection Development

Aggregation or Aggravation: What do Libraries Need?

Purchasing of Electronic Materials

Designing, Producing, and Promoting Web-based Products

How to Form and Join a Consortium

How to Buy More Foreign Language Materials

Designing, Pricing and Promoting Web-based products

The Myth of Free Access to Information

Electronic Rights Management Systems and Alternative Transaction Models

Selection of Materials — Accommodating the Electronic Giant

Interdisciplinary and Multicultural Acquisition

Duplicating Resources — The New Paradigm

Customer Service versus Core Lists of Materials — Just in Case or Just in Time?

Is the Future Homogenized Libraries?

More and More Choices — What to Buy Next?

Outsourcing — The State of the Art

Preconferences: Wednesday, November 4, 1998

9:00-12:30 **Library Marketing: What Really Works for Librarians, Vendors and Publishers** — The Charleston Group — *A practical preconference about what really works in selling materials to libraries. Preconference will include highlights of a survey on reactions to publisher marketing that went to 5300 public, academic, medical and law librarians in 1997 by Dr. Karen Schmidt, University of Illinois — Urbana Champaign. Topics will include publisher literature, Web sites, value of reviews, and future directions of library acquisitions from the perspectives of both librarians and publishers/vendors.*

1:00 - 5:00 PM — These are Concurrent Sessions

1) 1:00-5:00 **Collection Management Solutions: Creative Uses of Technology** — The Charleston Group
How is technology helping to solve problems? Research for the Council of Library and Information Resources conducted by consultant Leigh Watson Healy focused on the visions and needs of libraries in an attempt to identify strategic directions for vendors. Preconference will include case studies from leading libraries as to implementation and integration of technology and content.

2) 1:00-5:00 **Serials Management: The Next Generation** — Buzzy Basch and Basch Associates
How are libraries coping with electronic journals, rising prices, cancellations, duplication, and alternative delivery sources? Participants will discuss and explore their ability to deal with ambiguity in the changing serials marketplace.

3) 1:00-5:00 **Interpreting Financial Statements & Creating and Understanding Appropriate Budgets for Your Organization** — Dave Lang — *Librarians, publishers, and information professionals are challenged by how to estimate, cost-out, charge for and/or recover and review all expenses related to their products, services, overhead, future growth, and human resources associated with defining their collections and resources. This preconference will cover the basic budget process and the analysis of financial statements and should be of interest to anyone associated with developing and responding to new products and services for the digital age in the library environment. What determines financial value of both print and electronic collections? Presentation will include accounting/records management/financial background, introduction of vocabulary, case analyses, and some exercises from a workbook prepared specifically for this session. Registrants should bring examples of financial statements from their work environments, from simple records to reports generated from OPACs and management information systems, to use as additional reference material.*

Dave Lang has been a CPA for 22 years, associated with former "Big 8" firms in Pittsburgh and Orange County, California. For the past 14 years he has been an owner/partner in a private accounting practice in Irvine, Calif, working with a diverse client list in nearly all economic sectors. He has a BS in Accounting from Penn State, MBT in Business Taxation from USC and was elected to serve on the Board of Trustees of the South Orange County Community College District in 1996.

4) 1:00-5:00 **Search Lights and Saint Bernards: The Best Use of Tools and Time in Searching The Web** — Jill O'Neill (ISI) — *This half-day workshop will approach Web searching from the perspective that determining the right tool to use in locating Web-based resources will enhance the value of the search results as well as shorten the amount of time spent in retrieval.*

Wednesday, November 4, 1998

11:00 AM-1:00PM **Registration for Charleston Conference** Lightsey Conference Center Lobby

1:00 PM-5:00PM **Pre-conferences**

6:30 PM-8:30PM **Casual Reception and Registration for Charleston Conference** Lightsey Conference Center, 160 Calhoun Street, Upstairs Lobby

Tentative Speakers

(others to be announced)

Diane Graves (Hollins College)

Stephen Rhind-Tutt (Chadwyck Healey)

Tom McCorkle (Oxford University Press)

John Berry (*Library Journal*)

Joan Griffith (Harrassowitz)

Rick Anderson (University of North Carolina at Greensboro)

Corrie Marsh (Gale Research)

Irving Rockwood (*Choice*)

JoAnne Deeken (Clemson University)

Glen Secor (Yankee Book Peddler)

Anna Belle Leiserson (Vanderbilt University Law Library)

Eleanor Cook (Appalachian State University)

Claire Wyckoff (Columbia University Press)

Ann Okerson (Yale University)

Anne Dixon (Institute of Physics Publishing)

Eileen Hiller (Editor, NAG News)

Suzanne Wilson-Higgins (Blackwell's)

Richard Jasper (Emory University)

Jack Montgomery (U. Missouri, Law)

Keith Schmiedl (Coutts Library Services)

Thursday, November 5, 1998

7:30 AM-8:30 AM **Registration Lightsey Conference Center Lobby**
 7:30 AM-8:30 AM **Newcomers' Breakfast and Orientation**
 8:30 AM **Welcome**
 8:30 AM-12:00 PM **Keynote addresses and Discussions**
 9:00 AM-12:30 PM **Sessions and Discussions**
 12:30 PM-2:00 PM **Lively Lunches Presentations & Discussions** (optional) or **Lunch on your own**
 2:00 PM-5:00 PM **Discussions and Sessions**
 5:00 PM **Adjourn for the day**
 6:30-9:30 PM **Optional Event: Lowcountry Oyster Roast and Southern Style Buffet**

Friday, November 6, 1998

8:00 AM **Morning Refreshments and late registration Lightsey Conference Center**
 8:30 AM-12:30 PM **Discussions and Sessions**
 12:30 PM-2:00 PM **Lively Lunches Presentations & Discussions** (optional) or **Lunch on your own**
 2:00 PM-5:00 PM **Sessions and Discussions**
 3:00 PM **Optional Tours depart from Lobby**
 5:00 PM **Adjourn for the day**
 6:30 PM **Conference Reception** — The Exchange Building and Provost Dungeon

Saturday, November 7, 1998

7:45 AM-9:00 AM **Hyde Park Corner Breakfast Discussion**
 9:30 AM-10:30 AM **Discussions and Sessions**
 1:30 PM **Adjourn-That's it, Folks, go eat lunch!**
 4:00PM-6:00 PM **Rump Session Panel TBA** (for people who hang around longer)

For more program information:

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Conference Directors:

Barbara Dean, Arlington County Public Library • **Heather Miller**, SUNY-Albany hm766@onsvax.albany.edu
Judy Webster, University of Tennessee, jdwebster@utk.edu • **Robin Lent** (University of New Hampshire)
Katina Strauch, College of Charleston, Founding Director

Conference Hotels: Embassy Suites Historic Charleston (1 1/2 blocks) 1-800-EMBASSY \$169 S/D
 Francis Marion Hotel (adjoining Conf. Center) 1-800-433-3733 \$ 84 S/D
 Hampton Inn Historic District (1 1/2 blocks) 1-800-426-7866 \$ 99 S/D

• Rates listed do not include sales & accommodations tax. • Rates valid through October 1, 1998.
 Identify yourself as a "Charleston Library Conference" participant to receive special conference rates.

Please Note: Conference Shuttles will be provided only to and from the Conference Reception and Evening Optional Event this year due to the proximity of the official hotels.

Please use the form below to register.



REGISTRATION FORM

Registration Deadline: October 23, 1998

Name _____ Job Title _____
 Library Firm _____
 Mailing Address _____ Zip _____
 Daytime Phone _____ Fax _____ Internet _____
 Payment by: () Check () Visa () Discover () Mastercard () PO # _____ Make checks payable to: College of Charleston
 Card # _____ Exp _____
 Signature _____

Conference Fee(s):

• **Preconference** () 1 () 2 () 3 () 4 () 5 \$65.00 _____
 • **The Conference** Nov. 5-7 \$175.00 _____
 (includes *Against the Grain* annual subscription)
 • **Optional Events**
Lively Lunches (buffet lunches with choice of focused topic groups)
 () Thursday, Nov. 5 • Deli / Salad Buffet \$11.00 _____
 () Friday, Nov. 6 • Pasta / Salad Buffet \$11.00 _____
Walking Tour of historic sites (Friday afternoon) \$20.00 _____
Private Libraries Tour of special collections in the area \$20.00 _____
 different sites each year (Friday afternoon) \$20.00 _____
Bus Tour of historic areas (Friday afternoon) \$20.00 _____
Avery Research Center Tour free _____
TOTAL FEE(S) _____

() I am interested in an afternoon golf tournament ___ Friday ___ Saturday

I will go to:

() **Newcomer's Breakfast** • Nov. 5 • 8:00 am (free)
 () **Lowcountry Social** • Nov. 6 • 7:00-8:00 pm (\$25)
 () **Conference Reception** • Nov. 7 • 6:30 pm (free)
 () **Rump Session** • Nov 7 • 4:00 pm (free)
 Conference Center FEIN: 576-000-265
 \$15.00 processing fee will be retained on all cancellations. Refunds not available after October 23, 1998.
Send registration form and fee(s) to: Library Conference • Conference Center • College of Charleston • Charleston, SC 29424-0001
 Fax: 1 (843) 953-1454 Internet: coned@cofc.edu
 Phone: 1 (843) 953-5822
 All events subject to sufficient enrollments. Full refunds will be made on any events cancelled by the Conference.