1997 from a Bookseller's Perspective

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Recommended Citation
DOI: http://dx.doi.org/10.7771/2380-176X.3285

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The beginning of a new year is always a time for hope and optimism. Looking back through the past year, in contrast, it's natural for us to focus on some of the things that went wrong, the occasional missed opportunity, or other negative events that affected our professional and personal lives. From a professional standpoint, however, I would have to search long and hard for the negatives in 1997. In fact, it's apparent to me that this past year brought to fruition a number of important trends, and they will coalesce into guideposts for developments in the next few years.

Among these trends and developments are:
- The widespread interest in outsourcing certain technical services functions.
- The commitment to Web-based technology among the larger library booksellers.
- The central role of approval plans in libraries, including smaller libraries that traditionally had used other collection management tools.
- The emergence of consortia as fundamental platforms for resource sharing and other forms of cooperation.
- The creation of a new university in Florida that combines all of these trends to form at least one model for the future.

What has motivated these trends and developments? The apparent answer is cost, or stated more broadly, the attempt by library administrators to control costs, use budgets more effectively, and manage the human, technological and material resources better than ever before. But behind this cost control effort is something far more interesting. The amount and the variety of information is growing explosively. Librarians are charged with the mission of collecting and making accessible all this information in a variety of formats, and the task is becoming more complicated. For instance, a simple CD that children buy in retail stores has all sorts of implications when a library purchases the same product: How can it be shared among patrons? What are the fair use restrictions? Can it be copied and networked? How is it protected against theft? Each of these questions requires a different response, based on the many different producers of the information or the information itself contained on the CD.

And someone, or several people, have to make policy regarding these issues, and then manage those policies. The task gets more complicated in the electronic and database environment, and then there are the added requirements of knowledgeability.

If Rumors Were Horses

Well, it seems like something always happens while we are "in press!" We have just learned that Williams & Wilkins has agreed to be acquired by Wolters Kluwer in a transaction valued at about $375 million. Apparently, there will be an integration between Waverly's business and Lippincott-Raven's. It is anticipated that Kluwer will maintain a "substantial operating presence and work force in Baltimore." The consolidations continue. See this issue, p. 30 for Judy Luther's article on consolidations and mergers in our industry. Also, in the future, the energetic and awesome Mary Brandt-Jensen will be writing a column for ARTG on mergers and acquisitions in the industry. And there's more, Rob Richards (see Biz of Acq, this issue, p. 68) sends word over the lawlibrary listserv that there is an updated version of "A Legal Publisher's List: The Shape of Legal Publishing Today," available at http://www.colorado.edu/law/lawlib/ts/legalpub.htm.

Bradford Wiley II, Chairman of the...
increased cooperation between book suppliers and libraries. In 1997 we have seen a customer ask us to check their holdings in their OPAC, before supplying certain types of books on approval. The line between book selectors in libraries and those outside is blurring. There are all sorts of pitfalls that this type of cooperation presents, not the least of which is the fact that book suppliers are motivated by profit and librarians are motivated by other factors such as collection excellence and the need to serve their unique community. But there are areas of commonality, and the emergence of a sense of collegiality in solving the problems inherent in our separate roles is a welcome trend.

Perhaps 1997 should be called the year of the Web. The major academic library book suppliers are offering Websites that are really useful. We are all going beyond mere searching and selecting functions, giving our customers the ability to manage their approval and firm order business online, at their own convenience. The first steps to providing a truly seamless, paperless ordering system were introduced in 1997 by Yankee Book Peddler and Academic Book Center. Blackwell launched their interactive Website and promised rapid development of advanced features in the first part of the new year. It became obvious that librarians are comfortable in the Web world, and they are demanding as well. They want Websites that work quickly and provide the same kind of customization that has traditionally characterized booksellers’ array of services. These three book suppliers demonstrated a commitment to this in 1997, a trend that is certain to continue into the next millennium.

Consortial library cooperation came of age in 1997. With the successful completion of the TULIP experiment and the OhioLink project getting off to a good start, as just two examples, library administrators creating new models for inter-library cooperation. In South Africa and Australia, library consortia came of age with agreed agendas and real projects identified. In Russia and some CIS countries the acronym ILIAC. This effort will facilitate the flow of information between Russia and other former Soviet countries, and the major information providers in the West. In Asia, particularly Hong Kong, library cooperation is being formalized. Some library book suppliers view these developments with trepidation. In Great Britain, for instance, a consortium of universities in the southern part of the country negotiated what all agree is a ruinous discount, resulting in part in the closure of the vendor who made the winning bid. As I said above, none of these changes taking place result in complete success. We all make mistakes, and the better managed libraries and vendors learn from those mistakes. Agreeing to supply books at discounts that are so high that profits disappear hurts all involved. The demise of a respected bookseller who makes this kind of mistake is regrettable, but it’s also a harsh lesson for all of us. Consortia offer an opportunity for cooperation on many fronts, including negotiating pricing. I believe that these opportunities for library suppliers to increase their sales can be managed realistically within an environment that brings benefit to all parties involved in the process.

1997 saw the opening of the Florida Gulf Coast University. We at Academic partnered with OCLC, SOLINET and FCBA to provide a fully processed and cataloged shelf ready collection on opening day. Working as a team, we were intimately involved in a new kind of university library, featuring a heavy reliance on electronic resources as well as a rich collection of books and journals to support the teaching programs. While there were some traditional ordering methods using paper, the majority of books were supplied in an entirely electronic environment. We provided a Website that enabled the librarians to select and order books, monitor and manage their approval plan, and track their funds. Working with our partners, we created a database of on order and on the shelf titles in the OPAC, and we accomplished this without a cataloging department in the library. The success of the FGCU project shows that librarians and vendors, working together but under the firm direction of library administrators, can create a fine library collection in a new and efficient manner. Is this the model for all libraries, or for all new libraries? I believe it is a model for many libraries. It is certainly worthy of discussion and examination, and no doubt there will be plenty of that. But meanwhile the FGCU librarians are providing faculty and students with the resources they need in 1997 and in the future.

A new year, and indeed a new millennium, lie ahead of us. If 1997 was a reflection of the past, it was the year when debate and discussion about new concepts, new ways of working and cooperating, resulted in concrete steps toward the future. If 1997 is an indicator of the future, it predicts a customer-centered vendor community working as part of a team with librarians and other organizations in the library community. In other words, a review of the highlights of 1997 means that the next few years look very promising for all of us involved in libraries.