Against the Grain

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Economics of Simultaneous Publication: The Wholesaler's Point of View by Dana Courtenay — We have discussed this issue more than once in these pages. Simultaneous paper editions are a huge money saver for libraries and we are buying the paper more and more. What's happening with publishers and vendors? Dana delivered this paper at the American Association of University Presses meeting in Toronto in June. She predicts that more and more libraries will opt for a paper-preferred approval plan and will order paper on firm order over cloth.

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one of the questions Laura answers this month.

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by Sue Wiegand — When evaluating and se-
lecting electronic resources we struggle to un-
derstand the differences and similarities be-
tween products. This problem is exacerbated
because the vocabulary we use, like electronic
resources themselves, is in flux. We don’t all
understand the same terms in the same way.
In this month’s column, Sue Wiegand, argues per-
vassively that if we standardize our terminol-
ogy, we might neatly classify electronic re-
sources and almost instantly understand what a
given product is.

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Down by the Ol’ Mainstream — Backlogs
and Bottlenecks by Ruth Fischer and Rick
Lugg — It can almost go without saying that
technical services have a profound and imme-
diate impact on the patron experience. It is
obvious that the library can only fulfill its mis-


sion when the work “flows,” unrestricted
by bottlenecks. To a large extent, this requires
adoption of a “production” orientation instead
of an artisan or “expert” mentality.

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by Bob Nardini — This column is based upon
an interview with participants in one of today’s
most interesting library-vendor enterprises,
members of the Cornell University Library
ENCOMPASS Team. The team formed some two
years ago, when Cornell agreed to work with
Endeavor Information Systems to design and
build ENCOMPASS, Endeavor’s digital library
management system, on a test hardware plat-
form provided by Sun Microsystems.

Issues in Vendor Library Relations —
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by Bob Nardini — The library community was
surprised a few years ago to find itself the tar-
get of a serious and custom-made operation in
hype. This had not happened before. When
compared with many other walks of life, the
stakes are modest in the library world. No one
had previously seen a profit in the considerable
effort and expense of a classy hype campaign
aimed at libraries. Not, that is, before 1999
and the launch of NetLibrary.

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ETC.

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