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And They Were There

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Against the Grain

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Reports on Recent Meetings...From a Communicative Few...

Center for Research Libraries, Annual Meeting, March 9-10, 1989, Brown University . . . Chris Desjarlais-Lueth (Brown)

The Center had two pieces of news before the meeting actually began. The first is that its holdings tapes are available for loading into members' online catalogs as a part of or a subset of local systems. Some of the institutions that have already loaded are: RLG, OCLC, Berkeley, Howard, Minnesota, Brigham Young, Utah, and University of Illinois-Urbana. Thus far, the Center has reconnected 165,000 records, and work is continuing. Second, the Center is experimenting with telefacsimile for appropriate titles in its interlibrary loan. This is being tested, with a report to members scheduled for the first part of May.

After a brief opening session, the attendees were split up into small discussion groups, each asked to speak to the same questions. The minutes of each group would be collated Thursday evening and presented as a consolidated report at Friday's closing meeting. The questions concerned four issues:

- (1) new directions in collection development;
- (2) the new technology and the Center's role;
- (3) preservation; and
- (4) funding.

Surprisingly (or not, as the case may be), the opinions of all the groups were similar.

- (1) The consensus was the Center needed to focus primarily on enhancing its current collection habits: ethnic newspapers, Chinese and Japanese materials, and serials. Broadening its scope could encompass material on the Pacific Rim countries, and expensive microsets outside the purchase-by-ballot system.
- (2) The membership felt that the Center should not put itself in the forefront of developing new technologies. But it should monitor developments closely, in order to use those which would improve its document delivery and bibliographic access.
- (3) On the issue of preservation, the group discussions revealed two opposite positions. All agreed that the Center should begin to look at its own collections to determine preservation priorities. That was the extent of the universal agreement. About one-half of the groups felt that the Center should not try to take a leadership role in any deacidification project as that is too costly and the public sector seems to be making strides. The other half did strongly urge the Center to investigate how it could become a prominent deacidification center, if it could

be done on a cost-recovery basis. On a third preservation issue, there were several points of view regarding the Center's role as a preservation microfilm repository or a copy-for-sale facility.

- (4) The Center solicited opinions as to how it should/could raise additional revenues to fund/continue funding its projects. While there were many different suggestions, all present agreed on one point—the membership could not tolerate any significant increase in fees. There were several "innovative" suggestions: the Center should solicit board members from the corporate world; or assemble a group of university presidents whose reputations in fund-raising are well-established, and use them to solicit donations, new institutional members and corporate members.

I [remember, the "I" in this case is Chris Desjarlais-Lueth] did bring back several copies of the brochure on Tape-Loading. If anyone is interested, give me a call.

The Oklahoma Conference (double feature: includes an update on "The Charleston Conference 1988 Rabbit") . . . Fred Lynden (Brown)

At the Oklahoma Conference in Norman, Oklahoma, librarians, publishers, and vendors heard eight speakers over two days address the topic of "the impact of rising costs of library materials on access to information." This conference is an annual event held in late February or early March on some topic of interest to Acquisitions or Collection Development Librarians. The conference was an intensive experience, covering much in two days and was held in Norman, allowing participants opportunities to see the

CRL The Center for Research Libraries is located in Chicago, Illinois and is "a non-profit organization operated and maintained by its member institutions for the purpose of increasing the library materials available to their readers for research. It was founded in 1949 by a group of ten midwestern universities, with the help of grants from the Carnegie Corporation and the Rockefeller Foundation... (From *Handbook of the Center for Research Libraries*, 1981, p.1.)

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ACRL/New England Chapter/Collection Development Interest Group . . . Linda K. Carr (Boston University)

Thirty-six members met at Regis College in Weston, Mass., on March 10, 1989. This workshop was devoted to a

decision to cancel or withdraw printed indexes should be made with care; questions regarding the purchase or leasing conditions for CD-ROM make such actions premature. Also unclear is the legality of downloading, due to the gray areas of licensing agreements and copyright.

The second facilitator was **Richard Ross**, Head of Technical Services/Collection Development at the University of Lowell (Mass.), who

non-profit institutions? What is the life expectancy of CD-ROM software, and who will pay for replacements? How will accreditation teams view resources on CD-ROM? How will libraries meet the costs of increased power usage, rewiring, and space planning required by the new technologies?

CD-ROM Compact Disc, Read Only Memory . . . an information storage and retrieval

medium that utilizes compact discs to provide access to large volumes of data that are recorded digitally...A single 4.72" platter can contain 550 million characters of text, the equivalent of 275,000 manuscript pages, or more than 1,000 books...(from Nat Bodian's *Publishing Desk Reference*, Phoenix, Arizona: Oryx Press, 1988).

discussion of "The Impact of New Technology on Collection Development in Academic Libraries."

The first facilitator, **Art Lichtenstein**, Assistant Reference Librarian at the University of New Hampshire, opened with a brief history of automated reference services there: A \$9,000 grant from the University Computing department enabled the library to add CD-ROM searching to its DIALOG and BRS-After-Dark facilities. A larger grant from an outside source allowed the library to expand CD-ROM services. Several new databases also were added. Although Reference and general library funds were used to pay for these discs, the question of funding for future CD-ROMs is unanswered. Will book funds be tapped, or will a separate budget line be introduced for CD-ROMs? CD-ROM technology is still new and Mr. Lichtenstein feels that it is not yet possible to foresee with certainty the impact on book collections. It is assumed, however, that some books will not be purchased where book funds are diverted to acquire CD-ROMs. Although the use of printed indexes may plummet, the

spoke of CD-ROMs in institutions subject to "roller coaster budgeting." All possible funding sources should be investigated. Grants from internal and external sources may be available for initial purchases, but thought must be given to the impact of CD-ROM acquisition on the purchasing of traditional library materials.

If online searching declines with the advent of CD-ROMs, that budget line may become a source for the newer technology. The equipment budget may be tapped for hardware purchases. Local and regional library networks and organizations may offer CD-ROM products at discounts. Libraries should consider charging for some CD costs, e.g., paper, ink, and maintenance. Charges also might be based on a percentage of subscription costs. Or, libraries might explore the use of an electronic copycard or a coin box to assess a minimum fee per time used or per printed page. Attendees at the workshop raised additional questions.

What creative accounting methods might be used to write off equipment costs? Are such methods possible in

The London Book Fair

London England, April 3-5, 1989

Fifth Learned Journals Seminar

London, England, April 7, 1989

UK Serials Group 12th Annual

Conference, April 10-13,
1989, University of Birmingham,
England

Katina Strauch (College of
Charleston)

The weather wasn't great (cold and wet most of the time, and it even snowed one day, quite a rare experience for a Charlestonian), but everything else was perfect and I understand the weather over here wasn't that great either!

The London Book Fair was an event somewhat like ALA exhibits with publishers and vendors dominating. Security was tight. Viking Penguin was displaying--many author speeches--an opportunity to talk to some fellow British librarians and foreign publisher and vendor representatives.

Fifth Learned Journal Seminar was an opportunity to hear publishers, vendors, and librarians talk about 1992 and the move of Europe to one market. Very interesting. One of the hot topics was consolidation services by serials vendors like ReadMore and Swets. Also under discussion was differential pricing once Europe becomes one market and "buying round" in the unified

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European environment.
For sure, 1992 is a red letter year for Europeans. We need to be listening.

UKSG: Many of the issues are the same, the accents are different. Serials pricing and stagnant budgets, time management and motivation, performance indicators and measures of library services, education and training for the book and information world, and a discussion of the standardization of information on journal covers were some of the papers presented. Workshops were also included. The one I attended was "Journal Sales and Marketing," run by Harry Holt of Macmillan Press, Ltd. The room of publishers and vendors (I was the only card-carrying librarian, at least that admitted it . . .) was very interested in issues like marketing of publishers' products by vendors, use of publishers' catalogs by libraries, marketing to libraries (direct mail, distribution of sample issues) and the effectiveness of various methods.

Other visits made by Katina:

Pergamon Press on Headington Hill . . . with the gracious Brian Cox . . . Driving up in the snow in a taxi to a hill on the outside of Oxford to one of the haunts of the man who was recently listed as the eleventh richest man in England in the *London Times* . . . **Blackwells** in Oxford . . . with the incomparable John Merriman . . . **Heffers** in Cambridge . . . with the gracious Clive Connell and Andy Hall . . . **Sage Ltd.** in London with the urbane Ian Eastment . . . A visit and tour with the enterprising, vivacious, and energetic Dianne and John Coles in and around Oxford . . . And last but not least, a visit of the **Cotswolds** with Ina Merriman, invigorating and splendid tour guide. If you want to know more, write me . . . That's all I've got room for this issue!!!!

People ●●●

People ●●●

People ●●●

☞ **Dana Alessi** has joined Baker & Taylor as Director of Marketing, Academic Division and is located in Bridgewater, New Jersey.

☞ **Joel Baron** has joined The Faxon Company as Director of Publisher Services and Chief Publications Officer. Baron comes to Faxon from Little, Brown and Company where he was employed for 13 years.

☞ And **Jacqueline Thompson** has announced that she is joining John Wiley & Sons' library sales and marketing department.

☞ One of the most interesting people I've talked to recently was **Earl Coleman**, the gentleman who started Plenum Publishing Corporation in 1946 on \$100. Says Coleman: "It's the details of an operation that are important. Big problems can be solved only by approaching the little ones one-by-one." After leaving Plenum, he acted as a consultant to many publishers, including, lately, National Publishers in Elmsford, NY, which was recently sold to Prentice-Hall. Coleman is generally credited with starting the Russian Translation Program . . . He is currently applying himself to the serials pricing issue. His speech is salty, irreverent, sometimes startling, but always to the point. So, what's coming next, Mr. Coleman . . . ?

The Francis Marion --An Update--

I've never been psychic (thank goodness), but I want y'all to know that the Francis Marion Hotel closed its doors (except for the restaurant) as of March 1, 1989. We don't know when or if it will reopen and what will be its business of reincarnation. Time will tell.