September 1991

If Rumors Were Horses

Katina Strauch

Against the Grain

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Against the Grain

"Linking Publishers, Vendors and Librarians"

VOLUME 3, NUMBER 4, SEPTEMBER 1991

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New Feature!

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If Rumors Were Horses

By now almost everyone has heard of the consolidation of **Scholarly and Academic Book Centers**.

As of September 1, we can think of these booksellers simply as Academic Book Center. Academic serves libraries throughout the world from their Portland, Oregon facility. Barry Fast, who along with Dan Halloran, owns Academic and Scholarly, has become Corporate Vice President for Marketing and Sales of the entire Book Centers organization, including Academic, International Specialized Book Services (ISBS) and Professional Book Center which deals with corporations and corporate training programs. Barry will continue to be based at his New York office.

California State Legislature passed legislation for a sales tax on subscriptions (even for non-profits) at 8%. Is this a significant trend? Will agencies have to collect sales tax and pass it on to the states?

And Robert Dudek is the new Head of Acquisitions at Sam Houston State University in Houston, Texas, effective September 1. Congratulations, Bob.

Ann Revelt is the new representative for the northeastern region for Franklin Book Company. Stephen Lippincott who originally had handled this area has now moved

to Albuquerque, NM as the National Sales Manager and will be covering the southern region. And meanwhile Manny Deckter (Owner and President) still likes Reese's peanut butter cups.

Sharon Cline McKay has been named Director of Library Automation, a promotion which makes her responsible for ongoing relationships between EBSCO and automated library system vendors and for helping EBSCO develop automated capabilities to serve the library community more effectively. Congratulations,

Sharon!

Moving right along . . . Linda Carr (Boston University) besides being very patient with her *Against the Grain* claims (the fulfillment of office is non-existent) has been hard at work. Earlier this year, she was appointed to the new position of Collections Administrator at BU. She is now responsible for coordinating the collection management efforts for Mugar Memorial Library and its branches. Congratulations, Linda!

Tricia Masson, formerly with Brown University, will be Head of Collection Development at American University beginning in September.

And we all know that Jane Treadwell has been made Head of

continued

Rumors continued from page 1

Technical Services and Head of Collection Development at Emory University. Congratulations, Jane!

Buzzy Basch is holding a "Negotiating Services and Fees with Subscription Agencies" seminar on September 27 at the Graduate School of Library and Information Science at the University of Texas at Austin.

Dr. George Lewis, Director at Mississippi State University retired at the end of June after a long career.

Well, we've never known someone to really win something big! Mary McLaren (University of Kentucky) did just that! She just got back from a whirlwind tour of Europe courtesy of British Airways. Her sister won and she went along while their husbands watched their two children. In her spare time, Mary has also agreed to coordinate the Automation Luncheons at the 1991 Charleston Conference.

And Tom Leonhardt (Director of Libraries, University of the Pacific) and Fred Lynden (AUL for Technical Services, Brown University) have announced the publication of a new annual on acquisitions and collection development by JAI Press. The call for papers is out if any of you want to contribute. Tell Fred or Tom.

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Letters to the Editor

Hey, y'all, keep 'em coming!!!

Dear Katina,

I would like to comment on your letter on page 42 of *Against the Grain* (3#2) [regarding Katina's phone call to a publisher who was less than cooperative]. I think this is endemic to the industry. We in the book business go through this several times a day to find out the price and availability of journals and books. I am sure it doesn't help to know you are not alone. It might be an interesting project for a publication such as yours to see if we could not influence the publishing industry to be more efficient and interested in handling the inquiries from the book and library world (i.e. their customers).

Sincerely,
Jerry Alper

Dear Katina:

As much as I liked my article in *Against the Grain*, v.3#3, I noticed that there was a line left out and, so, doesn't make sense. Please note that on page 33, the first full paragraph, the fifth and sixth lines down should have read:

"at least some minimal degree of creativity." A factual compilation

may possess the requisite originality... Thanks.

Sincerely,

William M. Hannay, Esq.
Schiff Hardin & Waite

Editor's note: Sorry about that. Please note, also, that William Hannay is at Schiff Hardin and Waite (the "e" was left off) and that he is the Esq., not the firm!

This letter appeared in Chemical and Engineering News, June 10, 1991 and is being reprinted here with the permission of J. D. Andrade (University of Utah). Your Editor thought you'd all be interested . . .

I was pleased to read of the merger of Elsevier and Pergamon Press scientific publisher (C&EN, April 8 page 5). Let us now hope that the merged company will see fit to help minimize the cancerous proliferation of technical journals by minimizing the number of new journals, and by merging, combining, and otherwise phasing out existing journals. I recently wrote to Robert Maxwell, president of Perga-

We would like to thank
Ambassador Book Service
for their generous contributions!

Thanks go as well to **Ballen Booksellers** for
mailing issues of
Against the Grain.

CALL FOR PAPERS
THE UNIVERSITY OF THE PACIFIC LIBRARY FEATHER RIVER INSTITUTE
THIRD ANNUAL, May 28-31, 1992

**The Evolution of Library Materials Buying Strategies and Acquisitions Tenets:
From Gathering Plans to Philosophical Models**

For the third annual Feather River Institute we are asking for papers that deal with some aspect of what acquisitions librarians do, or, for our historical perspective, what we have done. The topic is worded to allow the greatest possibility in answering this call while still offering the audience a coherent program.

Joe Barker, UC Berkeley, upon his return from Feather River II, commented on the conference and on the theme of tenets of acquisitions. Joe sees acquisitions librarians as links between the outside world and their institutions, between complicated and introverted catalogs and the goal of acquiring materials from outside, between staffs and in-house jargon and other units and vendors and publishers, between campus and government accounting offices and auditors and the acquisitions process, between systems offices and the needs of acquisitions work; between library administrators and their drive for productivity and the needs of acquisitions staffs; between selectors and funds and acquisitions; and between the ethics of acquisitions librarians and the vendors and sources from whom we buy. Joe credits Joe Hewitt with beginning this discussion and encouraging the rest of us to seriously think about what it is we do.

Joe Barker notes that each of the roles that acquisitions librarians assume (purchasing officer, personnel manager, systems analyst, etc.) has a code of ethics, a set of standard practices, and/or professional schools and organizations that, through competition in the marketplace, keep performance standards high. Each has tenets embedded in these codes or standards.

The main topic of this conference is to define these tenets, these standards and practices that we live and work by. We are also asking for papers that describe our past and in doing so, help us define what it is we do now with a better awareness of where we have come from.

Potential speakers are asked to submit, by October 15, 1991, an abstract or detailed outline of your paper (no more than two pages, please) to: Thomas W. Leonhardt, Dean of Libraries, University of the Pacific, Stockton, CA 95211 (209) 946-2434. You may also submit your abstracts via Internet to: TLEONHARDT@MADVAX.UOP.EDU

Rumors continued from page 2

We just discovered another *Against the Grain*! A book by University of Iowa Press edited by Robert Dana called *Against the Grain: Interviews with Maverick American Publishers*. We wonder if Boris Yeltsin knows.

You may have noticed the barcode on this issue of *Against the Grain*. On July 15, 1991, ANSI approved the Serial Item and Contribution Identifier (SICI). See page 13 in this issue for more information.

ALCTS has announced a **Serials Management Institute**, Serials Management: Shaping a Changing Environment, **October 25-26** at the Sheraton International at O'Hare in Chicago, Illinois. For more information, call Alex Bloss, Deputy Executive Director, ALCTS, 800-545-2433, ext. 5043. Where would conferences be without serials (and vice-versa, for that matter)?

We understand that the *ARL Directory of Electronic Journals* has excellent recent sales to diverse types of libraries.

The Bordeaux Public Library (that's Bordeaux, France), has opened a new 280,000 square foot building and introduced the CLSI online public access catalog. What's different about this eleven-floor library with an all-glass facade, is its automated robot for storage and retrieval of the library's collection. CLSI developed an interface to the unique, automated system that directs the robot in its shelving and retrieval of the library's non-circulating items. These materials are available on an hourly-loan basis and represent the major portion of its collection of one million.

Well, the American Booksellers Association NEWSWIRE states that the unrest Soviet way has not caused a huge increase in related book sales—only "sporadic growth." However, one of the mentioned

growth titles is *Against the Grain* by Boris Yeltsin (Summit). Others include *Why Gorbachev Happened* (Simon & Schuster) and *The New Russians* (Random House).

The August 1991 *Newsletter of the Commission on Preservation and Access* (no.37) announces that the European Librarians and Publishers (ELP) Working Group has stated that it is urgently necessary from now on to use acid-free age-resistant paper and to support initiatives and strategies leading to such use.

And we all know that the vivacious, energetic dynamo Barbara Winters (formerly of Virginia Commonwealth University) is now AUL for Collections at Wright State University. Congratulations, Barbara!

Barbara Ford (once of Trinity University, San Antonio, Texas) has been named Director of Libraries at Virginia Commonwealth University.

Joanne Deeken (once of James Madison University) is now Head of Acquisitions at Clemson University.

Blackwell North America is looking for a test site for loading expanded full-MARC with Books Service.

And the IFLA meeting in Moscow went off as planned even though the coup was taking place at the same time (talk about competition!). (see article, this issue, page 39) Anyway, we know that Ann Okerson

was over there (some people even got postcards!) along with a lot of other brave souls. Hope to hear more in Charleston from Joe Solitto (Faxon) who is still over there but will be back in time to speak at the 1991 Charleston Conference.

Steve Johnson, that unbelievable entrepreneur, has published *On Tap: Guide to U.S. Brew Pubs*. For further information, contact Steve at Clemson University.

The Faxon Institute's 1991 conference, Creating User Pathways

to Electronic Information, is now available in electronic publication form. Publication date is September, 1991, and cost of IBM compatible discs is \$50 (\$20 to conference participants). (see *Against the Grain*, June, 1991, page 17 for a report of the conference).

Neal-Schuman Publishers, Inc., moved to new offices as of June 10, 1991. Address is 100 Varick Street, New York, NY 10013. Telephone and FAX will stay the same. Phone (212)925-8650. FAX (212)219-8916. ☎

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☞ November 1991
deadline: October 1, 1991

☞ February 1992
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☞ April 1992
deadline: March 1, 1992

☞ June 1992
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☞ September 1992
deadline: August 1, 1992

☞ November 1992
deadline: October 1, 1992

Over the past two years, thanks to our many contributors, ATG has more than tripled in size from the initial issues. With more and more articles submitted each issue, the ATG Publishing Department (Greg) has asked that all articles submitted for publication arrive before or as close to the posted deadline as possible. Thank you for your support and cooperation.