September 1993

Rumors

Katina Strauch
Against the Grain

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Against the Grain

"Linking Publishers, Vendors and Librarians"

ISSN: 1043-2094

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This issue of **Against the Grain**
was printed on recycled paper.

Jonathan Waring, the wonderful, has resurfaced! He is now working for **Coutts Library Service**. He won't be at the Charleston Conference this year, but maybe next year?

And **Linda Moran** is back with **Ballen Booksellers** and their Approval Plan. We can't wait to see her in Charleston!

Tom Michalak is no longer with **Faxon Research Services**. The September 1, *Library Journal* has a piece on his situation. We hear via e-mail that Tom is planning to come to the 1993 Charleston Conference. We are looking forward to seeing him and wishing him all the best.

And **Ed Lockman** has formed **Lockman Library Services**. He can be reached at Lockman Library Service, 1408 O'Keefe Dr., Marshall, MI 49068. Fax 616-789-0474 and phone: 616-789-0171.

Sara Miller McCune, Chairman and Publisher of **Sage Publications, Inc.**, wrote to tell us, among other things, that her cousin, **Janice Greenberg**, has recently graduated from **Rutgers Library School**. Janice won a prize from ALA for the best student independent research project. Sara sent her a gift subscription to *Against the Grain*. Wow!

The prolific **Dr. Philip G. Altbach** of **SUNY Buffalo** has been researching international publishing for many years. His article, "The Subtle Inequalities of Copyright: Power Without Responsibility," appeared in *LOGOS* in 1992. He also recently sent us a copy of **Book and Publishing Assistance Programs: A Review and Inventory** by **Carol Priestley**, (Bellagio Publishing Network, Research and Information Center, 1993).

If you haven't received the program of the 1993 of the **Charleston Conference**, just holler! We hope to see all of you in Charleston soon. (And we have put in a tall and plaintive order for some good weather. Still, bring one of everything.)

ISI (Institute for Scientific Information) and **OCLC** have announced that **The Genuine Article (TGA)**, ISI's document delivery service, became available on OCLC's FirstSearch on July 1, 1993.

Brodart, with the help of **Cahners Publishing**, has combined full-text reviews and enhanced bibliographic information into one collection development service, **TIPS, Title Information Preview Service**. This review-driven selection program lets li-

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braries customize their selection process to meet specific collection needs. Selections are established from a menu of review journals, subject categories, and publishers. For more information, contact Brodart Collection Development at 500 Arch Street, Williamsport, PA 17705, phone: 800-233-8467.

The complete text of France's renowned daily newspaper, **Le Monde**, founded under the authority of Gen. Charles de Gaulle after the liberation of France in 1944, will be distributed on CD-ROM in full-text format by **Research Publications, Inc.**, of Woodbridge, CT. The complete editorial text of **Le Monde**, accompanied by selected pictures, graphs, maps, and line drawings (including cartoons) will be delivered quarterly by subscription and cumulating into a single annual disc containing a complete year's text. For further information, call **Ellen Freiler** at RPI, 800-444-0799.

Frank Grisham, Executive Director of the **Southeastern Library Network (SOLINET)**, has announced his retirement, effective January 1, 1994. However, Grisham, who has been Executive Director at SOLINET for the past 11 years, has agreed to remain in his position until a replacement has been named, but not beyond July 1, 1994.

EBSCO Subscription Services and the **Medical Library Association (MLA)** have announced the EBSCO-MLA Annual Meeting Scholarship Award, which will fund scholarships allowing librarians to attend the association's annual meeting. Awards of up to \$1000 for travel and conference-related expenses will be given to two MLA-member librarians who would otherwise be unable to attend.

And, it is definite. **Sandy Paul** is off on the QEII from September 27—October 8. Sandy has agreed to coordinate the **Simulation Rooms** at the **1993 Charleston Conference**. The Simulation Rooms will be held from Thursday 4-5 (P.M.) and from Friday 8:30-9:30 (A.M.) and will simulate real-life situations in the vendor, publisher, library environment. If you are interested in having a simulation room, please call Sandy or Judy or Katina. In the meantime,

Sandy, we want a full report on the standards on the QEII.

Edna Laughrey and her husband **Earl** headed off right after ALA New Orleans for a two-week whirlwind tour of Wales, London, Paris and Amsterdam. Sounds fabulous. In her work life, Edna has been hired as the North American representative for **Aux Amateurs de Livres** in Paris. In the November issue of **ATG**, we hope to run an interview with **Gilles de la Rochefoucauld**, the Owner and President of AAL.

Suddenly this summer! Celebrity meets celebrity — **Steve and Maria Johnson** of beer and Charleston Conference fame have returned from a huge whindig in Washington hosted by Bill and Hillary Rodham Clinton. Wined and dined they were! Steve was in foreign service school with Bill at George Washington University. Some beer drinkers have all the luck!

And **Mike Keller**, once of Yale, is the new Director of Libraries at **Stanford University**. Via e-mail, he writes: We have a new (rented) home: 4280 Los Palos Circle; Palo Alto, CA 94306. New e-mail address: cn.mak@forsythe.stanford.edu New office address: Michael A. Keller; Director; Stanford University Libraries Green Library; Stanford, CA 94305-6004. phone: 415-723-5553. Fax: 415-725-4902. Mike's last day at Yale was 31 August 1993. We knew him when he spoke at the Charleston Conference! Congratulations, Mike.

Lyman Newlin has been off gallivanting again! He's just back from the birthday party of his eighty-year-old baby sister in Scottsdale, Arizona.

There will be access to Internet at the 1993 Charleston Conference. When we told her about **Eleanor Cook's** remark in the September **ATG** (see this issue, firehose, page 51), **Dorinda Harmon**, the conference's wonder woman got busy. She said: "I can't do something if you don't tell me you need it." So — bring your e-mail addresses to Charleston in November!

Linda Crismond (Professional Media Service) is back from Barcelona and IFLA. She tells us that she has just finished a book for Highsmith called **Against All Odds: Financial Success in Lean Times**. It will be out soon.

We'd love to have a puzzle to match

people with **summer vacations**. Do you want to tell us what you did this summer (or on some other summer) or what you do for fun? If enough of you will, we promise to put some sort of puzzle in a forthcoming issue of **ATG**. For example, do you know who took a ten-day rafting trip down the Grand Canyon? Or who tracked mountain lions for Earthwatch with only a big bag of water?

Call for editors — **Against the Grain** — needed editor(s) for — **On the Road** (travel anecdotes, **Publisher Profile** (is there a publisher out there who wants to coordinate this? or maybe even someone else?). Or is there anyone who wants to help/do/whatever **interviews** for **ATG**? How about it? Is there something you like and are interested in helping out with or something we don't do that you think we should?! We would love it!

!!! Announcement of a **new section** of **Against the Grain** — send us your information **Automation Section** — edited by **Mary McLaren** and **Barbara Hale** at the University of Kentucky. Send further information, press releases, etc., to Mary at the University of Kentucky Libraries, Lexington, KY 40506. 606-257-2543 or FAX (606)257-1563. McLaren@ukcc.uky.edu

!!! Announcement of a **new section** of **Against the Grain** — send us your information for an **International Section** — to be edited by **Glen Secor**. Send information to Glen at Yankee Book Peddler, 999 Maple Street, Contoocook, NH 03229 U.S.A. (603)746-3102, (800)258-3774. fax (603)746-5628.

Chambers on the ALA Express. And **Marcia Romanansky** wasn't far behind. **John Chambers (Wiley)** reports that he headed for ALA/New Orleans on the train and that he understands that **Marcia R. of Blackwell North America** did the same. I remember one of the most exciting (and elegant) trips of my life was streaming across the country headed from New Orleans to Greenwood, South Carolina. What fun it was for a small child — watching the train drive over high trelises and body after body of water. Anyway, John has recreated it all. Next year, I think I'll take the train to Miami. We ought to rent a big train car. Any takers out there?

On September 1, the **UnCover Co.** of Denver, CO, began offering unrestricted

access to its citation article delivery database. **UnCover** may now be searched for free, with no password required, no per search charges, and no connect time fees. Called "Open Access," UnCover can be accessed via the Internet by telnetting to database.carl.org or by dialing 303-756-3600. See our interview with **Becky Lenzini**, this issue, page 16.

In June, the **Librarians' Yellow Pages**, created by the incredible **Raissa Fomerand** (Garance, Inc.), was released in an online version on the CARL System. The LYP is a single-source listing of goods and services and publications in the familiar yellow page format. The hardcopy version (1993) was released in January and the 1994 edition will be released this January. The online version has made its debut on the CARL System. Accessible via the Internet or through direct dial, LYP online will be free of charge and updated monthly. Call CARL at (303)758-3030 or LYP at 800-235-9723 for more information.

Dana Alessi (B&T) is trying to be in two places at once! She wants to come to the 1993 Charleston Conference plus she needs to be at the New York Library Association conference at the same time. Whoops! On the personnel front at B & T, Dana also writes that there is a new Approval Sales Representative for the Western half of the United States, **Terry Austin**, who was the Mountain Plains rep before this. Terry lives in Kansas City (no, she's not flooded out) and holds her MLS from Emporia State. Terry worked for the American Medical Association for over ten years before joining B & T and replaces **Bertha Rowe**, who has joined **GEAC**.

The last two issues of **LOGOS**, as always, are packed full of interesting scholarly articles (v.4, issues 1 and 2). Especially noteworthy are articles by **Richard Abel** "Measuring the Value of Books: A Taxonomic Approach," **Paul Nijhoff Asser's** "Freedom and Copyright: The Publisher and the Public Good," and **Liz Chapman** "And Another Thing" (How to Apply for An Academic Library Post (If You're A Woman)). We hear tell that **Gordon Graham** (editor of **LOGOS**) may be in Charleston for the 1993 Charleston Conference. **Judy Webster** and Katina Strauch are also preparing an article for **LOGOS** on the history of the Charleston Conference!

Dimi Berkner has achieved a lifelong ambition — to move to California with her husband!

I have never met **Helmut Schwarzer (YBP)** but I want to. His work on *Dialogue*, the newsletter of YBP, is great. The spring-summer 1993 issue is out and has coverage on "The New (Digital) World Order" along with the usual publishing tidbits about who's bought who and who is distributing what.

Anna Perrault writes from **Florida State University School of Library and Information Science** where she is teaching government documents and information sources while finishing her dissertation. She can be reached at — aperraul@garnet.acns.fsu.edu or 904-644-9753. We are lucky that Anna is taking time to speak at the 1993 Charleston Conference. She is interested in defining the "national collection."

Thelma Diercks (Univ. of Hawaii Library) writes that they are grateful to have escaped Hurricane Fernanda and are enjoying the usual gorgeous Hawaiian clear skies, tropical breezes, and sunshine. She is pleased to be coming to the 1993 Charleston Conference because of competing air fare wars. Let's hope that the weather is better than it was two years ago when it was truly abysmal.

Helen Witsenhausen (Wiley) will also be at the 1993 Charleston Conference. She was remarking on the lively lunches discussions as well as the conversations at breakfast and conversations at dinner. Does anyone out there want to coordinate either of these festivities? We are looking for helpers. If so, please contact either **Judy Webster** or Katina Strauch. Thanks.

On November 3rd, at the Omni Hotel in Charleston, S.C., the **Society for Scholarly Publishing** will present a Seminar entitled "Should Libraries Be Publishers?" This seminar is co-chaired by the wonderfully magnificent, famous but down-to-earth (you can talk to him and know you are making an idiot of yourself, but he never seems to notice!) **John Berry**, Editor-in-Chief of *Library Journal* and Katina Strauch. Speakers will include **Richard Abel**, **Becky Lenzini**, **Eleanor Cook**, **Julie Gammon** and many others. If you are interested, contact SSP in Wheat Ridge, Colorado, or Katina or John. The incredibly energetic and cheerful **Jill O'Neill** of **Elsevier**

in New York is the Manager of the Seminar.

Why isn't the **King Charles Inn** on the list of hotels on the Charleston Conference flyer?? The King Charles Inn did not give us a conference rate this year (though **Dorinda Harmon** tried). However, you can still stay there!

Unfortunately, we do not have a **Library Bestsellers** column in this issue of *ATG*. Instead, **John Keeth** sends the following — "The Library which originally planned to provide this issue's list of library bestsellers ran into some unexpected problems at the last moment and found itself unable to meet the deadline. Hopefully, we will be able to showcase them in a future issue. In the meantime, this column editor found himself with open space. Therefore, it seemed a convenient time to do a little soft sell for the column. If your library is able to pull together circulation statistics which can identify the most circulated materials in your library, I would love to hear from you. The time frame covered can be for any period of time: six months, a year, five years, whatever you can easily generate. You just need to identify the time period covered. As a general rule, libraries with "reserve collections" would do best to exclude these materials in that they tend to have skewed circulation statistics. Also, libraries with "recreational reading" collections may wish to exclude these materials as well for the same reason. The important thing is to identify what is or is not included in the list. The list of titles should not be more than fifty. There must be many libraries out there who would love to share this information with others. Personally, I have always found this column interesting reading. Although many libraries are not able to pull together this detail of information, if your library is one which can, or you know of one which can, please contact me by telephone at (813) 974-6723, or via Internet at JOHKEETH@CFRVM.CFR.USF.EDU, or write to me at the University of South Florida Library."

And **Susan Pappas (Kluwer)** writes that she is in fact of Greek heritage on her father's side. Both of her paternal grandparents were born in Greece. Susan will be at the 1993 Conference where we can learn more about her. Speaking of Greek heritage, I have been re-reading *Eleni* by Nicholas Gage (New York,

Random House, 1983). What an incredibly moving story of a son's personal voyage to find his mother's murderers during the savage Greek Civil War in the late 1940s.

Tom Leonhardt emails his greetings from the **University of Oklahoma**. He has been reading publishers' catalogs and

we hope to publish some of his meanderings in a future issue of *ATG*.

On July 8, 1993, representatives from **Chadwyck-Healey** and the **United Nations** announced the signing of an agreement creating a new UN database and authorizing Chadwyck-Healey to be the official publisher of the UN bibliographic

databases on CD-ROM.

We are tired. And through for this issue. If you want to send information for inclusion in "rumors" we would love it. Send contributions, press releases, etc., to your editor or one of your Associate Editors Thanks! ☺

Chaos

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trading agreement is to "renew till forbid," the only transactions sent from library to publisher are "non-renewals" or order changes. Most order changes can be handled as orders by simply increasing or decreasing the number ordered. If the renewal agreement requires verification of each line item, or if the library changes the **LSID** from year to year or subscription to subscription, a new order transaction will need to be created for each line item. In either case, the ILS sends the order with the new or old **LSID** along with the **ASID** received in previous invoices.

3. The agent system matches each incoming renewal (order) **LSID** against its existing subscriptions based on the **ASID**. If the ILS is sending a new **LSID**, this process should replace old **LSIDs** with the new for any future processing. The invoice is sent back with both **LSID** and **ASID** and matches the subscription information in the ILS based on the **LSID**. Here again, the agent may change the **ASID** from year-to-year as long as it sends **LSIDs** to match up in the ILS. The ILS would then be responsible to replace old **ASIDs** with new.

4. The claiming and claim response cycle works as described under New Orders.

Although the SISAC X12 implementation provides a place for these match points, trading partners must obviously provide the data in order to make the match. If the ILS provides an order or renewal list with a many-subscription PO number instead of the **LSID**, or if the agent is unable to store an **LSID**, the agent can easily fill the order. When it sends back invoice information, however, the library system requires manual intervention to match up newly received invoice information with its order or renewal line items. A similar problem occurs if the agent is unable to provide a subscription-specific **ASID** or if the library system is incapable of storing the **ASID**. When the electronic claim is generated and sent to the agent, it must either carry much more information than necessary in order to make the match (library number, title information, etc.), or the agent must match up the claim manually. Either way, cost is increased and EDI advantages reduced.

Conclusion

The acceptance of the full EDI model dictates the storage of match points in both the agent and library systems. Specifically, the ILS needs to store the **ACAT** (**PCAT**) and **LSID** (**PSID**). The agent or publisher system needs to store **LSIDs** and **LCNs**. We recognize that for many library and agent systems, this necessitates changes to the specifications for their internal data management. Some have already seen the train coming down the tracks and have changed their systems to accommodate EDI. Others will need to modify their systems to play the EDI game. Both libraries and agents cannot expect EDI to change the way we do business unless we first change our business procedures to do EDI.

Additional information about **BISAC** and **SISAC** is available from the Book Industry Study Group, 160 Fifth Avenue, New York, NY 10010, 212-929-1393, fax 212-989-7542. ☺

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