February 1996

Rumors

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Against the Grain

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FEBRUARY 1996

Against the Grain

"Linking Publishers, Vendors and Librarians"

ISSN: 1043-2094

Dreams, Madness, & Reality: The Complicated World of Human Recorded Communication

by **Michael Gorman** (Dean of Library Services, California State University-Fresno)

[This paper was presented at the Charleston Conference, November 4, 1995.]

The history of human recorded communication is the history of a daring attempt to conquer space and time. Before the invention of writing, drawing, and other ways of recording knowledge, human beings only knew what they were told by other human beings who inhabited the same space and time. The oral tradition that existed for many centuries and lingers on today in many ways (another testament to the staying power of all forms of human communication) conquered time to a certain extent in that the knowledge of the dead was transmitted — with conscious and unconscious variation — to the living. It also conquered space in a limited way as bearers of the tradition moved within small areas. The limitations of imperfect transmission, the impossibility of authenticating spoken words, and

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If Rumors Were Horses

Just heard that **Joyce Ogburn** (Yale) has a new job — AUL for Information Services & Automation, **Old Dominion University**, Norfolk, VA. She will begin work on March 1. Congratulations, Joyce!

The Dutch have struck again! Word is that **Wolters Kluwer NV** has agreed to a \$1.9 billion buyout of **CCH Inc.**, one of the nation's largest legal and tax publishers. This works out to \$55.50 per share, nearly double what the Nasdaq stock had traded for previously according to an article in the *Wall Street Journal*, 11/28/95, p.A3, (faxed to **ATG** by **Phil Dankert** of **Cornell** <prd2@cornell.edu> — thanks, Phil!). Says the *Journal*, alluding to how CCH has repositioned itself in the U.S. legal publishing field, "Only a family with a very committed ownership [the Thorne family controls about 57% of CCH] with a long-term perspective could make a decision to nuke earnings for

three years." This purchase by Wolters Kluwer will "create a professional publisher with combined revenue in excess of \$2.4 billion."

Moving right along, did you see **Forbes** magazine for December 18, 1995, p.200? **Chuck Hamaker** (LSU) is quoted in this article which is called, "The Internet's First Victim?" In the brief article, **John R. Hayes**, discusses "cost cutting librarians and computer-literate professors" and asks if their bypassing academic journals is bad news for **Reed Elsevier**.

Got a very nice letter from **Mike Hayes**, Conference Program Manager, **Simba Information, Inc.** (Wilton, CT). We have to apologize to Mike and to Simba for our erroneous report in the Rumors section of the November **ATG**. (see **ATG**, 7#5, November 1995, p.14). **The National Directory Conference** is owned

and operated solely by **SIMBA Information, Inc.** The 1996 Conference will take place in Philadelphia at the Adam's Mark Hotel on

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Well, **Richard Rowson**, who is always smiling and upbeat has made his way into our hearts once again. Richard, some of you will remember, spoke at the **Charleston Conference** several years ago when he was Director of the **Duke University Press** and we have carried news on him when he became the Director of the **American University Press**. The last time I saw Dick was at an SSP meeting in Washington. Now we have news of Dick in **Tom Leonhardt's Letter from Oklahoma**, this issue, page 54.

We have learned that **Al Davis, Jr.** (former owner and President of **Faxon**) passed away Sunday, October 8th, at his home after a prolonged bout with cancer. Mr. Davis ("Bud") revolutionized the subscription industry in the mid-50's by introducing automation. Bud was noted for his humility, honesty and integrity as much as for his innovation. He will be sorely missed by friends and employees alike. The family has asked that all donations in his memory be made to the **American Cancer Society**.

The amazing **Lyman Newlin** sends word that "The University as Publisher" by **Tønnes Bekker-Nielsen** in the **IASP Newsletter**, no. 4, 1995, is worth a read by all of us who want to learn about university press publishing. The article explores differences between European and American university press publishing and Lyman says that IASP allows for copying without permission if appropriate credit is given. If you want to get a copy, call or write Lyman at 800-532-5950 or <AL764.@freenet.buffalo.edu>

And there's more from the indefatigable Lyman! Worthy of librarians' attention is **Subtext: The Book Business in Perspective**, a new newsletter being published by **Open Book Publishing, Inc.**, P.O. Box 2228, 90 Holmes Ave., Darien, CT 06820. Phone 203-316-8008/Fax 203-975-8469. Its editors are **Stephanie Oda** and **Glenn Sanislo**, former editors of **BP Report**. Lyman requests **ATG** readers contact the publisher for a free sample issue. **Subtext** is biweekly and costs \$278 per year.

In mid October, **Faxon** and **Dawson** announced the reorganization of their sales departments into a single sales team. Regional Sales Managers will now be the term used for those individuals who will supervise the Territory Sales Managers within a specific region. The territories are aligned into three regions as follows: **Adrian Alexander**, Regional Sales Manager, Western Region. Reporting to Adrian will be: **Anne McKee**, Territory Sales Manager, West Coast; and **Dexter Evans**, Territory Sales Manager, Western Plains. **David Fritsch**, Regional Sales Manager, Central Region. Reporting to David will be: **Jonathan Ashton**, Territory Sales Manager, Midwest; **Nina Ragone**, Territory Sales Manager, Ohio Valley. **Bruce Heterick**, Regional Sales Manager, Eastern Region. Reporting to Bruce will be: **Tim Turner**, Territory Sales Manager, Southeast; **Ed Obsteins**, Territory Sales Manager, Northeast; **Jerry Welshoff**, Territory Sales Manager, New England; **Bill May**, Territory Sales Manager, Mid-Atlantic.

There were a good number (over 70) publishers at the 1995 Charleston Conference. But they didn't say much. **Dave Mitchell** (Guilford Press) comments on this in this issue, page 68. But I hear that a lot of publishers said they were learning a lot. And there's always ... next year!

We did an interview with **Charles Willett** (Crisis Press) <willett@freenet.ufl.edu> who is the new editor of **Counterpoise**, but we were unable to run it in this issue. **Counterpoise** is a quarterly review journal which will begin publication in January 1997 by ALA's Social Responsibility Round Table (SRRT). Watch for our interview with Charles on the April issue and in the mean-

time stop by the ALA/SRRT/Counterpoise booth, number 986, if you're in San Antonio!

IFLA — The International Federation of Library Associations and Institutes — has issued a call for paper proposals for the program of the Round Table of Women's Issues (RTWI). RTWI seeks abstracts for papers on the topic "The Emerging Power of Women: Traditional and Professional Roles" for possible presentation at the IFLA 62nd Annual Conference on August 25-30 1996. For further information, contact **Suzanne Hildenbrand**, School of Library and Information Studies, 318 Baldy Hall, State University of New York, Buffalo, NY 14260, USA; fax +1 716 645 3775; email: <lshilde@ubvm.cc.buffalo.edu>

And speaking of IFLA, we got two great reports on the 1995 Conference in Istanbul from **Dora Biblarz** (Arizona State University) and **Judith R. Bernstein** (University of New Mexico) which we promise to run in the April issue. Stay tuned!

In case you don't know, **Peter Stevens** (University of WA) <stevens@u.washington.edu> (maybe we can get him to Charleston someday) maintains a collection of links to other acquisitions departments on his web page, to which there is also a link from **AcqWeb**. Links include Auburn, Cornell, Dartmouth, Georgetown, Johns Hopkins, Lehigh, MIT, NE State, Oregon, Otago, South Carolina-Aiken, UCSD and Vassar. Peter's web address is <http://staffweb.lib.washington.edu/acq/>

Beau David Case's new address is — Language and Area Studies Dept.; Ohio State University Libraries; 1858 Neil Avenue Mall; Columbus, Ohio 43215; phone: 614/292-2594.

Robin Lent (U. of New Hampshire) <rslent@christa.unh.edu> and several of her colleagues are working on a periodical survey of faculty. Let's keep our fingers crossed that they will tell us all about it at the 1996 Charleston Conference!

Don Hausrath <dhausrath@ids2.idsonline.com>, 4029 Elizabeth Lane, Fairfax, Va 22032-1450 recently wrote that **Holmes Book Company** of Oakland, California closed its doors in June 1995. Don is a librarian and a small publisher, who built a couple of college collections in new schools using the services of Holmes. He would like to hear from others who used Holmes through the years and is particularly interested in stories about **Bob Keyston** and **Bob Hawley**. Don has just left library work at the U.S. Information Agency and is now working full time at his own small press, **Trackess Sands**, phone: 703-764 0058. If anyone knows anything about Holmes, why not contact Don?

Roger Williams <70312.3622@compuserve.com> (**Input Culture**) sends greetings from Snow Country. We were happy to meet Roger and **Loren Hirsch** at the Conference and to drink the fabulous New York State wine that Roger brought down to us. Thanks, Roger!

Well, the downside of the **Charleston Conference** this year was the fog in Atlanta which delayed a lot of people's entrance on the scene, especially of the pre-conferences. We apologize for this to all of you. With all this technology, it seems like the weatherman could get his act together!

Back in the spring of 1993, **ATG** ran a publisher profile of **Annual Reviews** (Palo Alto, CA). Now, several years later, **Rick Peterson** <rpeterson@annurev.org> writes that **Annual Reviews** has a new President and Editor-in-Chief, **Sam Gubins**. They are committed to electronic publishing and are optimistic about the potential of the World Wide Web. They have recently released their first CD-ROM, and they are developing an **Online Annual Review**. Visit their homepage at <http://www.annurev.org>.

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Got an incredibly nice note from **Jane Burke** <burke@psy-clone.endinfosys.com> (**Endeavor Information Systems**) about her brief time at the Conference. Maybe we can get her back next year?

Melvin E. Page has compiled the *H-Net Guide to Scholarly Citations of Internet Sources*, suggestions for citations of Internet sources in history and the historically based humanities. For more information try <pagem@etsuarts.east-tenn-st.edu>

Received this news courtesy of **Lexis Counsel Connect**. **Edward P. Murphy**, President and Chief Executive Officer of the **National Music Publishers' Association** and **The Harry Fox Agency, Inc.**, and **Robert J. Massey**, President and Chief Executive Officer of **CompuServe** Incorporated jointly announced on November 7 that an agreed upon settlement had been reached in the pending class action for copyright infringement against the online computer information service provider. Since its filing in November, 1993, the litigation has been one of the most closely watched copyright actions in the nation. Briefly the suit involved the uploading and downloading of sound recordings to and from CompuServe's databases. The Settlement Agreement has been submitted for court approval to **U.S. District Judge John F. Keenan** who has scheduled a hearing for such purpose on Dec. 19, 1995. In settling the dispute, CompuServe has made no admission of liability, and the parties have reserved all of their rights and defenses under the copyright laws. As part of the overall settlement, CompuServe will make a payment to HFA, which will be divided (after deduction of litigation expenses) among the music publishers whose songs were

involved in the case. CompuServe and HFA will work together to make it possible for the managers of a number of interest areas and forums on CIS to take licenses from HFA that permit the future uploading and downloading of recordings of the publishers' songs. For more information, contact: **Alan Shulman**, Counsel for NMPA, 212-758-2020; or **Russ Robinson**, Manager of Public Relations, of CompuServe Incorporated, 614-457-8600. This case is also covered in Cases of Note, this issue, page 47.

Joan Grant (Director of Collection Services, **New York University Libraries**) <GRANT@elmer1.bobst.nyu.edu> tells us that the **Statement on Principles & Standards of Acquisitions Practice** which was prepared for a program at the 1994 Annual Conference sponsored by the **ALCTS Publisher/Vendor/Library Relations Committee** is also available on the ALA gopher <gopher://gopher.uic.edu:70/11/library/ala/> or through the ALA web site <http://www.ala.org/division.html>.

The pretty awesome **Jim Rettig** <jrrett@janus.swem.wm.edu> sends word that the HTML version of his **Charleston Conference** presentation is now available at <http://www.swem.wm.edu/firehose.html> The *Against the Grain* homepage (<http://www.spidergraphics.com/atg/>) has a link to it. If you want to know more, see **From the Reference Desk**, this issue, page 58.

And **Fritz Schwartz** (Manager, Electronic Services and Standards, **Faxon**) died at his home on November 9. Fritz was highly respected, a frequent speaker on EDI, and an active member of SISAC, NISO, and ICEDIS. His funeral was held Thursday, November 16 at Trinity Church in Boston. We are hoping to have some colleagues write about Fritz in a future issue of *ATG*. We will all miss Fritz, his energy and his incredible hard work.

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Dan Haverkamp (Primary Source) was recently in Charleston talking to us about several of his products. Dan was a pleasure to meet and he says he will be at the **1996 Charleston Conference!**

Speaking of 1996, the next Conference is **November 7-9**. There is even a call for papers, ideas, etc., in this issue, p. 6. We had several reports from the 1995 Conference which we will run in April.

By the time you read this, **Jane Johnson** (Georgia Southern) will be retired! Congratulations, Jane, but don't be a stranger.

And, speaking of retirement, **John Heaton (Appalachian State University)** seems to be really doing it too! Some people have all the luck!

This courtesy of law-lib listserv. **Shepards** has sold its treatise business to the **Thomson Publishing Group**. Apparently, they retained the citators.

The vivacious **Ariane Swets** <avswets@swets.nl> says she is thinking of moving south after her visit to the **Charleston Conference**. Trouble is, like **Jay Askuvich (Midwest)** whispered to me at the end of the Conference, we went through *four* seasons in three days! When y'all write and want to know what clothes to bring to Charleston in November, keep that in mind ...

The last time the always smiling **Rom Steensma (Nedbook)** <info@nedbook.nl> was in Charleston was right after Hurricane Hugo (1989). What a nightmare time that was! Rom says he is especially interested in the mergers that are happening in our industry causing the disappearance of smaller vendors, both in the U.S. and Europe. Is there a paper in the offing, Rom?

When the incredible **Lucretia McClure** <LMCL@db1.cc.rochester.edu> wrote to compliment **Tom Leonhardt** (see page 7), I suggested she share more of her thoughts with us. And she did; see **op ed**, this issue, page 31.

We are happy to report that **Norm Desmarais (Providence College)** <normd_1@providence.edu> has been promoted. Congrats, Norm!

Ross Atkinson (Cornell) <ra13@cornell.edu> sends word that nominations are invited for the **1995 ALCTS Blackwell North America Scholarship Award**. This award is presented annually for the best publication (as determined by the jury) in the field of acquisitions, collection development, and related areas of resource development in libraries.

The UNIX version of **NoveList** is now available. NoveList is **CARL Corporation's** electronic readers' advisory resource which lets readers use a favorite author or title to find other authors and titles they might enjoy. The UNIX version of the product provides access to NoveList from terminals and via dial-up for remote users. For more information about NoveList or the UNIX version of this product, contact NoveList's product manager, **Duncan Smith** at 919-416-0908 or by e-mail at <duncan@carl.org> or **Dodie Ownes** at 303-758-3030 ext. 154 or by e-mail at <downes@carl.org>.

When most of us were eating turkey this Thanksgiving, **Barry Fast (Academic Book Center)** <acbcbarry@attmail.com> was marrying off one of his daughters (Nancy)! Sounds like quite a feast!

Am planning on interviewing **Mike Mellinger (DRA)** for an upcoming issue of **ATG**. Understand DRA's publicly-traded stock has been doing very well lately!

Barbara Dean (Fairfax County Public Library) <bdean

<leo.vsla.edu> recently celebrated a birthday! Happy Birthday, Barbara!

Heard from **Christopher McConnell** (Collection Management Librarian) at **Virginia Commonwealth University** (Richmond, VA) <jcm@lib.uls.vcu.edu>. He was wondering if the proceedings of the **1995 Charleston Conference** would be published anywhere. As of this writing, we know that some of the papers will be published in **Against the Grain** (see this issue, pages 1 and 20), some will be published in **Library Acquisitions: Practice & Theory**, and some will be published in **Bottom Line**. Some will be published in other places — for example **Jim Rettig's** paper has already been published on the **WWW** (see this issue, page 58). If you are interested in receiving copies of a paper which was delivered, just write and ask, okay? Hopefully we can tell you where it will be published. And thanks for the interest!

Was just in Columbia at the **South Carolina Library Association Annual Meeting**. While there I ran into **Loren L. Pinkerman** <erskine@netcom.com>, once a book rep for **Brodart**. Loren, whose daughter just graduated from the **College of Charleston**, is now Director of Libraries at **Erskine College**, my father's alma mater and, incredibly, he brought me all kinds of photocopies from Erskine Archives of my father and his activities while in college (boy, will Dad be surprised at what I now know about him!). Loren recently spoke at the **Kentucky Library Association's** Library Management Round Table on the topic of "Creatively Effecting Change on a Limited Budget."

Speaking of **SCLA**, while in Columbia, **Anne Jennings** (Sinkler & Boyd) and I met the awesome **Catherine Fry** <CFRY@uscpress.press.scarolina.edu>, the relatively new Director of the **USC Press** (She came from **LSU Press**). Catherine is an incredible woman who has done so much!

The **University of Virginia Library** (Charlottesville, VA) is reorganizing — almost daily — the invincible **Connie Kelley** <cak@poe.acc.virginia.edu> tells us. **Lynda Fuller Clendenning** became the Director of the new University of Virginia Library Acquisitions Department on July 1, 1995. The new department is made up of the Acquisitions Section, formerly part of the Collection Development Department, the Serials Section, formerly part of the Cataloging Department, and the Binding/Preservation Section, formerly part of the Collection Development Department as well. **Connie** remains the Acquisitions Librarian, with a new emphasis on contracts and licenses in addition to vendor relations. **Ted Kuzen** remains the Preservation Librarian and supervisor of the Binding and Preservation unit. The massive physical moves necessary to bring these various units together are still in the planning stages, so Lynda rules her growing empire from a corner of the Acquisitions Section and spends a lot of time "on the road". She also spends a lot of time on the road in her personal life as her husband is currently teaching at **Coker College** in Hartsville, South Carolina. We are expecting her memoirs to be titled "On the Road with Lynda." Connie says that she is "frenzied with delight" at these developments and that Lynda is great to work with. In the meantime, **ATG** decided to interview Connie! See this issue, page 42.

Barry Lee <74044.3050@compuserve.com> writes that he has started a new full-time job at a directory publisher called **Public Relations Plus** which publishes media directories for New York and California. It was fun meeting his wife Judy in Charleston!

Right before Thanksgiving, visited my son at West Point and nearly froze to death at the Army/Bucknell game. While there, had a great visit with **Betty Oktay (Vassar)** <OKTAY@vassar.vassar.edu> and her husband **Sevgin**. Betty reported that Masha,

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her vivacious visitor from Russia, has returned home but that they had a great time together for 12 intense days of sharing and learning from each other. In other related news, I am excited to report that Betty's son, **Feza Oktay** <72673.3053@compuserve.com>, has agreed to work with *Against the Grain* helping us to understand some of the new Technical Terms that we are having to deal with. Feza developed the homepage for the **Patriots Trail (Boston) Girl Scout Council** in 1994, and his URL even made the *New York Times* magazine several months ago!

Janet Robinson <ROBINSONJ%CCL@cofc.edu> says she can now let the cat out of the bag. She is leaving **Charleston County Public Library** to do public relations work for **Magnolia Plantation & Gardens** here in Charleston beginning December 1. What a career change! But Janet says that she wants us to consider coming to Magnolia for the next Charleston Conference and they will also be participating in the Charleston County library's local history project that is even as we speak being set up on the Internet. So I figure we haven't lost a friend, we've just gained a plantation!

Found **Randy Glasbergen** <RJGlsbrgn@aol.com> browsing on the World Wide Web. I hope you like his cartoons in this issue (see pages 18 and 36) as much as I do!

Well the government shutdown and threatened shutdown because of the impasse between the Congress and the President has been a trip, hasn't it? I just received a note saying that *public* access to **LC Web**, **MARVEL**, **LOCIS** and **THOMAS** may be blocked. And it happened in November and now again in Decem-

ber, the National Library of Medicine has curtailed some services. Sob!

Have just learned that the **CONTU guidelines** may be viewed at: <<http://www.nlc-bnc.ca/documents/libraries/policies/contu.txt>>.

The **Eleventh Annual NASIG** (North American Serials Interest Group) **Conference** will be held at the University of New Mexico, Albuquerque, NM, June 20-23, 1996 (there's been a date mixup so be sure you have it right). Student Grant Awards are available. If you would like more information, contact **Gail Julian**, Serial Acquisitions Librarian, University of South Carolina, Thomas Cooper Library, Columbia, SC 29208. Telephone (803) 777-3850. Fax (803) 777-6871. Email: <gail@tcl.scarcolumbia.edu> The application deadline is February 15, 1996.

This news courtesy of <cni-copyright@cni.org>. **Leader Publications** (345 Park Avenue South; New York, NY 10010) announces a new newsletter, *The Intellectual Property Strategist* which will be published monthly for \$155 (or \$95, introductory).

Our world is getting more and more international. At the **Charleston Conference** this year, we had participants from New Zealand, Russia, and Albania! And I just heard from **Lucia Tsui** <lblucia@smtpgwy.polyu.edu.hk> in Hong Kong who attended in 1994. Lucia sends cheers and greetings! And we send them back!

I remember meeting **Jane Tuten** <JANET@AIKEN.SCAROLINA.EDU> (USC-Aiken) when I was younger. She wrote to say that she brought her husband, Bill, (a county treasurer, no less) to hear **Cliff Lynch's** <clifford.lynch@ucop.edu> presentation in Charleston and he really learned a lot!

It's impossible to keep up with **John Archer** <John_Archer@UCSDLIBRARY.ucsd.edu> who just heard that his Acquisition Department's a winner in the *Automatic I.D. News* "Top Ten Case Study Contest" for 1995 (innovative use of bar code applications in library acquisitions). The story will come out in the December issue of *Automatic I.D. News*. He and Laura celebrated by barcoding the Christmas tree! Check it out at: <<http://gort.ucsd.edu/bartree.html>>

Heard from **Lawrence Erlbaum** <lerlbaum@leahq.mhs.compuserve.com> who was not at the Charleston Conference because it conflicted with other travel commitments. And now he's heading off to the Caribbean with his wife for a week of rest and relaxation.

Peter Grenquist (American Association of University Presses) <aaupco@ix.netcom.com> announces the launch of a free online catalog and bookstore. The **AAUP On-line Catalog and Bookstore** contains fully searchable bibliographic data and descriptive text from more than fifty scholarly publishers. Currently, 65,000-plus titles are represented, and this number is expected to climb rapidly to more than 100,000 titles from nearly 100 presses. Users may access and search this global electronic resource via the World Wide Web or Gopher at: <<http://aaup.princeton.edu>> or <gopher://press-gopher.uchicago.edu>.

Sever Bordeianu <sbordeia@unm.edu> is going to be on sabbatical spring semester, 1996, but he says he'll still be in touch even though he'll be in Austin for 2 months. Sever and **Claire-Lise Benaud** are working on an article on **PromptCat** for **Tom Leonhardt's** next volume of *Advances in Library Acquisitions and Collection Development*. Sever says in his literature search, he came across **Barry Fast's** article in *ATG* (April, 1995). Not bad ...

Dieke van Wijnen <DIEKE.vanWIJNEN@wkap.nl> says that **Herman Pabbruwe** has been made Sector Director of the Dutch **Kluwer Law Publishers** effective the end of the year. Kluwer Law Publishers is one of the other (large) publishing firms within **Wolters Kluwer**. Congratulations, Herman!

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