February 1997

Rumors

Katina Strauch
Against the Grain

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Against the Grain

"Linking Publishers, Vendors and Librarians"

Interview with John Perry Barlow on The Future of the Information Age

by Ron Chepesiuk <104551.2330@compuserve.com>

In the past quarter century, with the advent of electronic communications systems, Mankind has begun to enter the post industrial age. For good or ill, the new ways of producing and processing information is shaping the politics and economics of the post industrial age and the way citizens and communities function and interact. It is also reshaping the ways librarians, vendors and publishers do their jobs and serve their clients.

During the 1990s, John Perry Barlow, the 47-year old Grateful Dead lyricist and former rancher from Pinedale, Wyoming, has become one of the most outspoken and interesting thinkers on the subject of the emerging Information Age and the place of the individual and community in the radically new world information technology is creating. Barlow skyrocketed to fame in 1990 when he co-founded the **Electronic Frontier Foundation**, which has been described as "cyberspace's first civil liberties organization." Barlow became alarmed about government intrusion into cyberspace after FBI agents visited him in their search for hackers. Since then, Barlow has been an activist against efforts to censor the Internet.

As a speaker, he travels the world presenting his views on what he sees as "the

fundamental shift" taking place in world civilization. It's a shift he sees threatening authority worldwide and altering the way we work, think, and spend our leisure time. Barlow also sees the shift affecting issues of concern to librarians, vendors, and publishers, such as copyright, censorship, and the role of government in the Information Age.

John Perry Barlow's metaphorical pronouncements have been described as "psychobabble" and his many followers as "the Branch Davidians of Cyberspace." Barlow maintains that he not trying to be a seer — one who has all the answers to the great changes of the post-industrial era. "Let me tell you what I do for a living these days," Barlow told Harper's magazine recently. "I go around telling people that something really weird is happening. Some fundamental shift is taking place that will have many consequences so that collectively we can make the little decisions that need to be made. I don't say these changes are good. I certainly don't claim we're creating an utopia." To understand these changes and what they might mean for us, I met with John Perry Barlow for two lengthy interviews in the past six months. Here are some of the thoughts and insights Barlow had to share with us. — RC

ATG: You speak to a lot of library groups. Do you use libraries yourself a lot?

JPB: Yes, I do, but I've never been as good about libraries as I should be. My kids
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If Rumors Were Horses

1997 has begun with lots of "people rumors." Here are a few of them.

Barbara Dean — the truly magnificent, hard-working, warm, and wonderful librarian who loves acquisitions to top it all off —

has taken the position of Head of Acquisitions at **Arlington County Public Library**. Congratulations, Barbara, and hooray!

And the truth is — **John Laraway** has
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From your (bifocals wearing) editor

I remember when I thought that the year 2000 would never come and that, if it ever did, there was no way that I would be alive! I mean, I would be a *fossil*! How perspectives change ... And perspective is what this issue of *ATG* is all about. It's a bunch of us taking a look back at 1996 and forward to 1997. What happened? What's going to happen? Time will tell, but in the meantime some great people have given us their perspectives.

I adore **Heather's** article (see page 21), because, you know — she's right — 1996 was the year of MORE. And **Liz Chapman**, with her comments from the UK and especially from *Good Housekeeping* magazine that spectacles make their wearers look like librarians (see page 48) inspired my adjective above. Speaking of more, Heather, we have even more in this **Annual Report** issue of *ATG* — a compilation of the *ATG* questionnaire results by **Barry Lee** (see page 16), an op ed from **Dan Tonkery** about changing the subscription services pricing model (see page 65), papers from **Lynne Branche Brown** (see page 31) and **Dan Halloran** (see page 27) about the book vendor situation, words from several publishers — Elsevier's **Karen Hunter** (page 40) and **Harald Joa** from Scandinavian University Press (see page 43), and words from technological pundits like **Corrie Marsh** and **Kim Long** (see pages 22 and 25), **Becky Lenzi** (see page 28) and **Clifford Lynch** (see page 34). We are also dead grateful to have **Ron Chapesiuk's** interview with **John Perry Barlow** (see page 1).

And — I have left out the most important person of all — the fabulous **Tom Leonhardt** — guest editor of this **Annual Report** issue — who doesn't wear bifocals and has been able to read, edit, and solicit many of the papers in this volume. I couldn't have done it without you, Tom. Thank you.

Happy Reading! And see you soon.

Yr. Ed.

Against the Grain — Deadlines 1997 Volume 8 and Volume 9

Event	Issue	Insertion Order	Camera-Ready Copy
ACRL Issue	April 97	1/29/97	2/12/97
ALA Annual	June 97	4/23/97	5/7/97
Reference Books Issue	September 97	7/2/97	7/16/97
Charleston Conference	November 97	9/3/97	9/17/97
ALA Midwinter	December 97/January 98	11/5/97	11/19/97

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taken a new job! Beginning February 1st, John will be representing **Academic Book Center** in a territory covering the mid-Atlantic and several southeastern states. I have known John since I was a baby in acquisitions. A long-time bookman he has a wealth of experience, ranging back to the **Richard Abel Company**, where he worked with many of the people we know and love, like the President of **Academic Book Center**, **Dan Halloran**, plus with **Keith Schmiedl**, president of **Coutts**, see his interview this issue, page 55. Keith says he's sorry to have lost John's services and wishes him well.

Jim Smith (EBSCO), the fantastic, has been promoted to VP, EBSCO Industries. Jim will continue as Director, Sales and Marketing, Corporate & Special Libraries Division.

Let's see ... it's now official! **Kenneth Soehner** has been appointed Arthur K. Watson Chief Librarian in the **Metropolitan Museum of Art's** Watson Library. It couldn't have happened to a nicer and more deserving guy. Kenneth has been Acting Chief Librarian since April, 1996, and replaces **Doralynn Pines**, who in April became Associate Director for Administration. Kenneth was previously Head of Technical Services (Nov. 1994-April 1996) and Acquisitions Librarian and Bibliographer (Nov. 1994-November 1995). Prior to working at the Metropolitan Museum, he was Head of Technical Services (1989-1994) and Technical Services Librarian (1988-1989) at the **Barnard College Library**. Ken began his library career at the **Burke Library Union Theological Seminary**. Ken holds a B.A. *magna cum laude* in anthropology from **New York University**, an M.S. with honors from **Columbia University School of Library Service**, and an M.A. in

history from **Columbia University**. As Chief Librarian, he will oversee the **Thomas Watson Library**, the Museum's central research library, which was founded in 1880 and is now one of the most comprehensive art and archaeology libraries in the world serving an international community of scholars, including curators, museum professionals and visiting researchers. Its collections of more than 350,000 volumes and 2,500 periodical subscriptions, extensive holdings of auction catalogs and other materials reflect the encyclopedic collecting scope of the **Metropolitan Museum**. Bravo, Ken!

Have just had the great news that the vivacious, energetic, and deserving **Sandy Beehler** — who writes often for *ATG's* **Bet You Missed It** — has just been appointed as acquisitions and preservations librarian at **Old Dominion University Library**. Congratulations, Sandy!

And something else is official. **John von Knorring**, ex-President and founder of **Routledge**, New York, has just launched a new company, **Stylus Publishing, Inc.** The company is both a publisher and distributor. The publishing program will focus on two distinct areas: higher education and corporate training. The higher education list will concentrate on teaching and learning, and instructional technology, including the role of libraries in the process. The training list will concentrate on teaching skills and techniques, and develop management training materials. These are growth areas whose markets and interests intersect. Teaching and training skills, and how to use technology to support learning, are hot issues both in higher education and industry. Stylus plans to expand its distribution and marketing services, and is in negotiation with a number of European academic and specialist publishers. John von Knorring states that as the Stylus higher education list is aimed at the same professors who teach computing or cultural studies, it makes sense to create a vehicle to market them jointly

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Letters to the Editor

Send letters to <strauchk@cofc.edu>, phone or fax 803-723-3536, or snail mail: **Against the Grain**, 171 Moultrie Street, Citadel Station, Charleston, SC 29409. You can also send a letter to the editor from the **ATG Homepage** at <<http://www.against-the-grain.com>> So now you don't have any excuses to put it off!

Dear Editor:

You know, **ATG** is truly great in comparison to other library journals. **ATG** is the only one that covers all sides of the library world (publishing, distributing, librarying, and so on). I can actually read **ATG** cover to cover!

Sincerely,

Beau David Case

(Assistant Professor,
Language & Area Studies Dept.,
Ohio State University Libraries,
1858 Neil Avenue Mall,
Columbus, OH 43210-1286;
(614) 292-2594; FAX (614) 292-7859)
<case.42@osu.edu>
<<http://aleph.lib.ohio-state.edu/~bcase>>

Dear Editor:

I was delighted to be in **ATG** (v.8#1, p.31, "The Pursuit of Learning") and I am handing out my piece to people. Proud to be in your publication. Retirement is delicious and I am having a good time with various projects.

Lucretia McClure

<LMCL@db1.cc.rochester.edu>

Dear Editor:

I just read Jay Askuvich's letter in the September issue of **Against the Grain** (v.8#4, p. 6). He asked, "When did you last (or first) hear of a print publisher establishing special student pricing?" For the record, we do it regularly with appropriate casebound books! Also, our paperback prices don't have a thing to do with commercial bookstores, because we rarely sell to them — the paperbacks are published entirely with students in mind. The moral of the story: avoid generalizations!

Regards,

Lynne Rienner

(Lynne Rienner Publishers,
1800 30th Street, #314,
Boulder, CO 80301,
tel: 303-444-6684 *fax: 303-444-0824)
<lcr@rienner.com>

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with discipline-based lists. For more information, contact: John von Knorring, President & Publisher, Stylus Publishing, 22883 Quicksilver Drive, Sterling, VA 20166. Email: HJvK@aol.com. Direct tel: (703)661-1504 / General tel: (703)661-1500. Customer service tel: (703)661-1581 / Fax: (703)661-1501.

We were saddened to learn of the death of **James F. Connolly**, Executive Vice President of **Congressional Information Service, Inc.** and a friend of librarians and libraries for more than three decades. Mr. Connolly died of cancer on January 16, 1997, in Bethesda, Md. He was just 63 years old. Connolly's long association with CIS began soon after the company was founded in 1970, when he served as a consultant to CIS' founder. In 1978 he joined the company as Director of Marketing, soon became Vice President, Sales and Marketing, and, in 1989, Execu-

tive Vice President. During his tenure in this position, Connolly played a leading role in the company's growth and in the acquisition and expansion of the **University Publications of America** publishing division. Prior to joining CIS, Connolly held a variety of sales and marketing positions beginning at **Humble Oil and Refining Company** in 1960. From there he moved to **Xerox Corporation**, **University Microfilms, Inc.**, **Arcata Microfilm**, and **NewsBank**. A resident of Bethesda, Md, Mr. Connolly was born and raised in New Jersey. He received a BS from Farleigh Dickinson College and also served in the United States Army. We will all miss his charm, infectious smile, warm manner, integrity, and good will. He is survived by his wife, two daughters, a sister and a granddaughter. Contributions to Mr. Connolly's memory may be made to Church of the Little Flower, 5607 Massachusetts Ave., Bethesda, MD 20816.

As **ATG** goes to press, on Tuesday, February 5, the *Wall Street Journal* continued on page 8

We would like to thank
Ambassador Book Service, Inc.

ambassador book service inc.

42 Chasner Street, Hempstead, NY 11550

800-431-8913/abs@class.org

for their generous contribution!

The Annual Report Issue

by **Tom Leonhardt** (University of Oklahoma) <tleonhardt@libsys2.lib.uoknor.edu>

Beginnings are difficult, but usually not fatal. This is a beginning within a well-established journal, *Against the Grain*. We thought that it would be helpful if each year we looked back at some of the events of the past year to recognize some worthy events, to note some trends, and to recapitulate the year in terms of our own interests and specialties, much as we would write an annual report for our library, department, or company. In this first effort at an *Annual Report*, for 1996, we have articles that report on various aspects of publishing, bookselling, subscriptions, pricing, and the digital era that we seem to be in.

The lead article by **Ron Chepesiuk** is an interview with John Perry Barlow, the 47-year old Grateful Dead lyricist who has become one of the most outspoken and interesting thinkers on the subject of the emerging Information Age. The articles by **Clifford Lynch** and **Corrie Marsh** echo many of Barlow's observations, without the benefit of having seen or heard them, so certain thinking may be converging in ways that portend a brighter future for libraries and their partners than many doomsayers have been projecting. Barlow offers some commonsense and human observations about the Internet, books, libraries, technology, and cyberspace without resorting to the psychobabble that he referred to in his interview. His main point, however, is that something's going on and that we don't know what it is or where it will lead. "I honestly believe humanity is now in one of the great movements of discontinuity in history that is perhaps more profound and more earth shaking in terms of what it means to be human than anything since the capture of fire ... But I think to characterize this shift as a good or bad thing at this point is to trivialize its importance. That shift is coming, whether we like it or

not." **Clifford Lynch** tells us that, within this shift, we have a lot to learn but we have made progress. As always, Lynch eschews obfuscation. He translates complex ideas into clear, concise language and serves as living proof that you can be a techie and literate, too.

And now for something completely different. **Heather Miller** reminds us all that we are not alone when we feel more than a little overwhelmed at all that stuff out there. It never stops coming. If the book is dead, how come we are buying so many, even if we aren't buying enough? Choices, we don't need no stinkin' choices, we need a vacation and Heather tells us why.

The presidents of two booksellers, **John Secor** and **Dan Halloran**, give us their views about their competitive world and all the things (see Heather Miller) that librarians want them to do for them. Can you find the similarities, the differences? You don't need to be an acquisitions librarian to find much of value in these two essays, but if you are, wow! Just what do librarians want? We offer articles by **Lynne Branche Brown** and **Corrie Marsh** that should get you thinking so you can decide for yourself.

There are three articles on pricing (**Celia Wagner**, **Fred Lynden**, and **Dan Tonkery**). Celia gives us some definitions. Fred gives us some figures. Both are experts on book prices but happily they each come at it in a different way. It was a very good year. **Dan Tonkery's** article is an opinion piece and looks to the future. Does the subscription services pricing model need to change? Will it? **Karen Hunter** suggests in her title that things go bump in the night when you work with serials.

It's a good thing that I don't plan as far ahead as tomorrow because the next three years, according to futurist **Kim Long**, are lame duck years. You'll have to read

his article to understand why. As for me, I will continue to make the most of tomorrow and won't be disappointed when the beginning of the millennium (2000 or 2001?) turns out to be an anticlimax.

When you look back to 1996 you might want to look at your reference collection, too, and compare it with the reference retrospective by **Tom Gilson**. How did I miss the publication of *The Encyclopedia of Beer* published by Holt for only \$35. Are there others that you might have missed? Read on.

This "Annual Report" is not without an international flavor. We have an interview with **Keith Schmiedl**, president of Coutts Library Service, an annual report on libraryland in the United Kingdom, by **Liz Chapman**, and a report on Scandinavian publishing by **Harald Joa** of the Scandinavian University Press. Thanks to Liz, I have another book on my "To Read" list, *Greek Rural Postmen and Their Cancellation Numbers*.

And finally, just when you thought you knew what fair use was or wasn't, (it takes a village of lawyers and judges to decide on copyright infringement), **Anne Klinefelter** writes about a decision that either clarifies or obfuscates the issue. Read this and prepare a copyshop course pack to suit yourself.

Please let us know what you think of this annual report issue and what you would like to see covered next year. And please consider writing an annual report yourself. Begin making notes now and the report will write itself. Just pretend that your boss requires it and your deadline is November 19, 1997. You can then begin the new year with a clear conscience and another blip on your resume.

Enjoy! 🐾

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Journal (p. 82) reported a new suit by the Department of Justice, Robert Costa (former City Librarian, Richmond Public Library), and Ronald Thornburg (former sales rep, **Baker & Taylor**) that "alleges that B & T ... has overcharged public schools, libraries, and federal agencies \$100 million to \$200 million during the last decade." "These charges against Baker & Taylor are outrageous, and we are confident the courts will expose how the government and these so-called whistle blowers are seeking to distort our business practices for financial gain," said Jim Ulsamer, president of Baker and Taylor Books. "We will not allow these false allegations to affect our business or our relationship with America's libraries, which make up our largest group of customers. ... This is an another instance in which a well-intentioned government statute ends up having an enormous negative impact on a business enterprise. Because of unfounded allegations by two individuals seeking to reap the rewards of a government bounty, we are forced to use the

courts to defend our business practices and protect a corporate reputation we have been building for the past 169 years."

I told you you better renew your subscription to *ATG* (have you? nag, nag, nag) because there were more rumors to come, if nothing else. Well — I just plain missed running this one last time and it's from one of my favorite people in the whole world, **Lynne Rienner** <lcr@csn.net> (even if she didn't come to the Charleston Conference this year), the woman with the publishing company that bears her name. Anyway — the **Three Continents Press** imprint is now part of the **Lynne Rienner publishing program**. These distinguished titles in fiction, poetry, and literary criticism — including works by Nobel Laureates Naquib Mahfouz, Derek Walcott, and Wole Soyinka — add an important humanities component to LRP's extensive list in the social sciences. Three Continents Press was established in 1973 by **Donald E. Herdeck**, a professor of comparative literature at **Georgetown University**. The acquisition of Three Continents continues the rapid expansion of Lynne Rienner Publishers which has doubled in size over the last two years.

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And — **Don Jaeger**, the great, tells us that **Alfred Jaeger, Inc.**, the periodicals/back volume vendor based in Commack, New York, is pleased to announce a joint venture with **Global Sales & Marketing Inc.** of Holbrook, New York. The affiliated company will be called **Jaeger Global Enterprises** and will market over 200 products. They also carry computer supplies, pre-press supplies, pressroom supplies, etc. Jaeger Global Enterprises will initially be headquartered at Alfred Jaeger, Inc.'s 40,000 sq. ft. building which will offer valuable access to worldwide carriers and markets. Way to go Don!

In an agreement signed late last month, **Norman Ross Publishing Inc.** has been appointed the authorized distributor for all microform and CD-ROM publications published by **Primary Source Media** (formerly Research Publications International) in Woodbridge, Connecticut. A reference book and microfilm publisher, and the only clearinghouse for microfilms from all over the world, Norman Ross Publishing (NRP) was started in the early seventies as Clearwater Publishing. Serving the academic and research library market, it publishes and distributes microform collections in all subject areas and, in addition, is a supplier of foreign newspapers on film. If you want more information, contact **Norman Ross** at 212-765-8200 or email at <info@nross.com>.

Wayne State College and the **North East Regional Library System** in Wayne, NE have awarded their library materials contract to **Brodart Co.** Under the contract, Brodart will provide library books and materials as well as related services. Wayne State College initiated the contract and expanded it to include the North East Regional Library System, made up of 250 school, academic, public and private libraries in north east Nebraska. If you want to know more, contact **Lisa Snook** at 800-233-8467, ext. 535.

Students of **Averett College** in Danville, Virginia can access the college library's catalog 24 hours a day via the library's homepage. The college recently chose **Brodart's LePac NET** to provide the Web-based access. "Le Pac NET lets our students search the catalog using keywords on multiple fields," says **Elaine Day**, Technical Services and Systems Librarian at Averett College. Two thirds of the College's 2400 students are adult non-traditional students living in Maryland, Virginia and North Carolina. A demonstration of Le Pac NET is available on Brodart's Web site at <http://www.brodart.com>.

The Institute for Scientific Information (ISI) and the **National Office for Research Documentation, Academic and Special Libraries (RTB)**, Norway have announced the availability of country-wide networked access to the **ISI Citation Index databases — SciSearch®, Social SciSearch®, and Arts and Humanities Search®**. Access to these multidisciplinary databases will be made available initially to the Norwegian university and college sectors, enabling students, researchers, and faculty to access the files via an Intranet World Wide Web browser interface designed by **BIBSYS**, the Norwegian Library Automation System. For further information contact **Jacqueline Trolley** at <jtrolley@isinet.com>.

Blackwells and **SilverPlatter Information** have reached an agreement to investigate systems linking and integration, in line with the continued growth of their respective electronic information delivery systems, **Blackwell's Electronic Journal Navigator** and **SilverPlatter's ERL** (Electronic Reference Library). Blackwell's EJR launched in January, 1997 for the delivery of Electronic Journals regardless of their format or location. SilverPlatter's ERL technology already provides for local and wide area network distribution of secondary database information in over 500 institutions worldwide, as well as delivering Internet based subscriptions from over 15 regional servers worldwide (including Blackwell's own ESP (electronic subscription provider) ERL that delivers Internet subscriptions to SilverPlatter databases for their UK customers in the corporate, medical, and academic markets. For more information you can contact **Martin Marlow** at <martin.marlow@blackwell.co.uk> or **Andrew Pearson** at <andrewp@silverplatter.com>. Also for turnpike evaluation visit <http://www.turnpike.com/>.

You know, I was recently thumbing through *Opera News* (January 25, 1997, p.51) and a book *Jussi* by **Anna Lisa Bjorling** and **Andrew Farkas** — that's **ANDREW FARKAS**, director of the library at the **U. of North Florida**! — Amadeus Press, 520 pp, \$39.95 caught

my eye. Called a "splendid biography" by the reviewer! Congratulations, Andrew!

Heard from **Barbara von Wahlde** (SUNY Buffalo) <UNL-BVW@ubvms.cc.buffalo.edu> who is one of our keynote speakers for the **1997 Charleston Conference — November 6-8!** Barbara was talking about a recent CAUSE conference. She said the final session was a technologist and a librarian predicting the future and disagreeing and agreeing on professional trends and issues. The two were **Pat Battin** (formerly on the CAUSE Board and winner this year of the CAUSE/ELITE award) and **Brian Hawkins**, a CIO and VP at Brown. Apparently one of Pat's requests in her awards speech was for leadership in the fields of libraries and computing.

Was talking to **Victor Rubell** (SIMBA) (203-358-4283) the other day. Victor works long and hard on the *SIMBA Report on Directory Publishing* (have you seen it?). Victor will be back at the **1997 Charleston Conference** and is working on another Legally Speaking column for *ATG*. So — stay tuned ...

Heard from **Nat Bodian** (908-272-5810) in the middle of January. It had been too long since this incredibly energetic and prolific man had communicated with me. Guess what? Turns out that that seige of heavy rain on October 20 caused the river (which is barely 15 feet from Nat's doorstep) to overflow and fill up most of Nat's basement. This played havoc with Nat's collections of back issues of things like *PW*, *Books in Print*, professional journals, and samples of his work going back 40 years. But Nat does have a video taken from TV coverage of him on his front porch as the police chief motorboated past his front door. *ATG* interviewed Nat last year, see November 1995, v.7 #5, p.38.

Baker & Taylor (did you know that they have been named as one of *Forbes* Magazine's Top 500 Private Companies for the past three years?) has announced the appointment of **William J. Polich** to the position of Senior Vice President, B & T, Inc. In this role, Polich will help develop new opportunities for B & T's Books and Entertainment divisions, initially focusing his efforts within the Entertainment unit. Polich served most recently as Senior Vice President of Sales for HBO Home Video.

The Association of Library Collections and Technical Services (ALCTS) and the **Association of American Publishers (AAP)** will again join forces to conduct a comprehensive survey of the library market. Carried out approximately every 10 years, the **ALCTS/AAP Library Marketing Survey** provides librarians, publishers and vendors with a better understanding of the market as a whole and clearer insight into each others' needs. The survey was first conducted in 1975, and again in 1987. The new survey will reflect changes in the past decade and the effect of new technologies on the way we do business. The ALCTS/AAP Joint Committee met at ALA Midwinter. If you would like to have more information, contact **Karen Kelly**, AAP/New York, 212-255-0200, ext.229.

The National Association of College Stores (NACS) is taking steps to eliminate instances of price discrimination by some publishers against college stores. During their recent meeting, the NACS Board of Trustees directed its legal counsel Arent Fox Kintner Plotkin & Kahn of Washington, DC, to investigate the dual discount pricing structure used by some text and trade book publishers to determine whether to file a lawsuit to challenge these practices. Under this policy, some publishers grant booksellers a 40% discount off the list price, unless they determine that the books will be resold by a college store or used in a classroom situation, in which case only a 20% discount is granted. If you would like more information on this, contact **Jerry Buchs** at 212-775-7777 or 216-985-2813 (Home).

Was reading in *Parade* magazine (12 January, 1997) that "only a tenth of America's 55 million schoolchildren now have access to the 'information superhighway' in their classrooms. And only half of the public libraries are on the Internet." It appears that some sort of federal government subsidy is in the works — "recommended \$2.25 billion a year ... to pay for the installation of phone lines and classroom wiring, as well as monthly bills for Internet access."

OCLC, Academic Book Center and the **Southeastern Library Network (SOLINET)** will provide automated collection and technical services to the library at the **Florida Gulf Coast University**, Florida's

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10th and newest state university, which is scheduled to open in August 1997. Under the unique two-year agreement, OCLC and Academic Book Center will provide a fully cataloged, shelf-ready, opening-day collection, as well as ongoing collection development, acquisitions, cataloging, authority control, physical processing and fund accounting. SOLINET will provide training and support. OCLC will use several of its services to meet the needs of the new Florida Gulf Coast University Library, including **OCLC PromptCat®**, an automated cataloging service that can deliver shelf-ready materials and MARC records to a library. Records arrive at the library at the same time as the materials are sent by the book vendor, with a holding symbol already set in WorldCat, the OCLC Online Union Catalog. OCLC RetroCon, a customized service that converts catalog cards to machine-readable form. OCLC RetroCon staff will travel to Florida to complete physical processing of approximately 55,000 items converted during the project. OCLC TechPro, a contract cataloging service where OCLC catalogers provide off-site, short- and long-term cataloging and physical processing tailored to the needs of the institution. TechPro staff onsite at the Academic facility in Portland, Oregon, as well as TechPro staff at OCLC in Dublin, Ohio, will process Florida Gulf Coast University Library materials. OCLC Authority Control, an automated service that corrects or modernizes name, series and subject headings in a library's computerized bibliographic records. OCLC will also provide customized collection analysis, helping Academic Book Center to develop and refine a retrospective purchase plan and ongoing approval plan based on initial statistical analyses of selected peer libraries and subsequent analysis of the FGCU collection over time. Academic Book Center will select, order and acquire most of the library's publications based on a collection profile developed by Academic Book Center, OCLC and the Florida Gulf Coast University Library and provide physical processing for the materials. Academic Book Center will also provide financial, tracking, accounting and billing services related to the selection and delivery of materials. "This project represents the cutting edge of library technical services outsourcing and collection management," said **Daniel Halloran**, president of Academic Book Center. "We are providing FGCU with an extensive opening-day collection, an ongoing approval plan, standing-order services and firm-order fulfillment. Working in close collaboration with OCLC, Academic will deliver approximately 35,000 fully processed shelf-ready books within five months of the startup date. We are excited to share in **Carolyn Gray's** [Dean of Library Services at Florida Gulf Coast University] vision of the 21st century library. We see this project as a model for other libraries exploring the outsourcing of technical services." SOLINET will provide profiling, training and support services. Florida Gulf Coast University, the 10th member of the State University System of Florida, will open Aug. 25 on a 760-acre campus in south Lee County and offer degrees in the colleges of Arts and Sciences, Business, Health Professions and Professional Studies.

Ron Chepesiuk (Winthrop) has been compiling an interview with **Robert Franklin** (McFarland) over the past few weeks. This is in between his articles in *American Libraries* and *International Leads*, visits to Bogota, Colombia and Northern Ireland! In this issue, he has done a great interview with John Perry Barlow of the Grateful Dead (yep, that's right; my daughter still doesn't believe it). See this issue, page 1.

JSTOR was founded as independent non profit organization in August 1995 with the mission of helping the scholarly community take advantage of the advances in information technology by building a reliable and comprehensive archive of important scholarly literature. JSTOR has worked out an agreement with journal publishers to undertake the conversion of particular titles from paper to digital format and then make it available to the scholarly community. JSTOR was officially launched on January 1.

The answer is no! Yours truly is NOT organizing the LOEX conference which is being planned for Charleston, SC in May of this year (see the upcoming April issue of *ATG*). **Philip Powell** — the hard-working reference librarian whose son just appeared on Jeopardy (Feb 7!) IS organizing the conference which ought to be spectacular.

Linda A. Brown (Collection Management Coordinator, Bowling Green State University Libraries) <lbrown@bgnet.bgsu.edu> took some vacation over the holidays to be with her kids. She also worked on the paper which she gave at the **1996 Charleston Conference** — "Balancing Information Needs with Serials Value and Costs." Hope to run her paper in the next issue of *ATG*! Watch for it!

Was talking to **Alice Peery** (Charlotte Mecklenberg County Public Library) <app@plcmc.lib.nc.us>. Alice is a great speaker and had some incredibly useful comments during the **AAUP Marketing to Libraries** preconference here in Charleston, November 6.

As you have no doubt heard, **OCLC** has decided to make significant changes to its electronic publishing program. As of January 1, 1997, the following journals will be removed from **OCLC Electronic Journals Online** at the request of the publishers — *Applied Physics Letters Online*; *Physical Review Letters Online*; *Vaccine Online*; *Electronic Letters Online*; *The IEEE Proceedings Online*; *Immunology Today Online* (will be removed on Feb 1, 1997) If you have created CGI scripts to access any of these journals via the Electronic Journals Online World Wide Web interface, you will need to remove these journals from the script. By now, you should have received information from the publishers about how to access these journals after the January 1, 1997. You should contact the publisher regarding the availability of automated scripts to access their journal(s). In the Second Quarter 1997, OCLC will provide an exciting new service, **FirstSearch Electronic Collections Online**, OCLC's new system for distributing fulltext journals via the World Wide Web. FirstSearch Electronic Collections Online will make available a large collection of scholarly journals, in many disciplines and from many publishers. OCLC expects to have over 260 journals available at introduction, and will continue to expand the number of journals. OCLC preserves the library's role in collection development by enabling libraries to subscribe to the journals of their choice directly with publishers or through their subscription agents, and then accessing the collection in one place. As with EJO, **FirstSearch Electronic Collections Online** allows subscribers to tie multiple journal subscriptions to a single authorization. If you have any questions, feel free to contact **Joe Schweitzer** <schweitzj@oclc.org> in OCLC's Electronic Journals Division.

Heather Miller (Head of Acquisitions, SUNY Albany) <hm766@cnsvox.albany.edu> nominates this for the best electronic service of 1996 (see this issue, page 21). **Index Morganagus**, a freetext and field searchable, fulltext index of 34 library-related electronic serials at: <http://sunsite.berkeley.edu/~emorgan/morganagus/>.

I get tired just thinking about it. But **Linda Crismond** (Professional Media) <crismond@aol.com> did it! She ran a Marathon (gulp, that's 26 miles!) just the other day. It took her 4 hours and 36 minutes and her only casualty was a blister on a big toe. I only know two other people who have run Marathons — **Mike the Markwith** (CEO Swets/USA) <mmarkwith@swets.nl> and my son Raymond!

I wonder if this is what librarians should do? The *Wall Street Journal Interactive Edition* — January 15, 1997 — ran an article entitled, "Logisticians Publish a Novel To Promote Their Profession," by **Anna Wilde Mathews**. (staff reporter of The Journal). This article is about the Council of Logistics Management and how they have written a novel to talk their profession up. If you want to know more, try visiting <<http://www.clm1.org/index.html>>.

Bob Neville (Assistant Dean, Technical Services, College of Charleston) <neville@cofc.edu> — my boss, and what a prince of a guy — sent in this tidbit — *U.S. News & World Report* (16 Dec. 1996, p.26) says that one poll of university professors found that 94% of the respondents thought that they were better at their jobs than their average colleague.

Getting a little more serious, Bob (above) sent this from the <diglibns@sunsite.berkeley.EDU> listserv. Version 3 of the **Scholarly Electronic Publishing Bibliography** is now available at the following locations — <HTML: <[URL:http://info.lib.uh.edu/sepb/sepb.html](http://info.lib.uh.edu/sepb/sepb.html)>; <Acrobat: <[URL:http://info.lib.uh.edu/sepb/sepb.pdf](http://info.lib.uh.edu/sepb/sepb.pdf)> <Word: <[URL:http://info.lib.uh.edu/sepb/sepb.doc](http://info.lib.uh.edu/sepb/sepb.doc)> The HTML document is designed for interactive use. Each major section is a separate file. There

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are live links to sources available on the Internet. It is searchable. The Acrobat and Word for Windows 95 files are designed for printing. Each file is over 130 KB. I know, I know. Just when you thought you had this technology stuff together they do something new and throw you off! Surprise! Anyway, this is an interesting source and isn't that hard to access ... Trust Bob!

Speaking of which, it is no longer the Perils of Pauline! It's the mess of the monograph. Anyway, on *Serialst* the other day some catalogers were overheard discussing cataloging databases. Ouch! Are they a serial or a monograph? Well, sort of both counts, right? I guess this is a nineties problem.

Moving right along. It's true. **Irving Rockwood** (Editor and Publisher of *Choice*) is going to do the feature in *ATG*'s June (v.9#3). It'll be about book reviewing, with some of the mover and shaker journals that review materials in our marketplace — *Booklist*, *Library Journal*, *Publishers Weekly*, etc. Stay tuned. And, y'all. Did you see the incredible editorial that Irv wrote about the **Charleston Conference** (*Choice*, December 1996, p.562) "Seeking Common Ground." I mean, it left me speechless — "... the single largest event of its type ... this conference works ... Publishers, librarians, distributors, and even an occasional author can and do mingle successfully without fear of injury or rancor." And how many of you have known me to be speechless — for long!

William E. Laing (Copyright Acquisitions Librarian, Register of Copyrights, Copyright Acquisitions Division, Library of Congress) <wla@loc.gov> does his best to make sure that documents are filed with the Library of Congress in a manner which assures their deposit in the archival record. However, he has to deal with people like me who don't know what they are doing. The deposit system at our national library is something we all need to know more about. *ATG* will see what we can do.

Mary McLaren (U. of Kentucky) wishes us all a Happy New Year! She says that she sees the New Year as refreshing and a time to start all over. As you probably remember Mary and **Barbara Hale** have turned **Doc Aquis** over to **Winn Theirl** <mclebt@service1.uky.edu> and **Elsie Pritchard** (Asst. Dir. for Tech. Serv./Automation, Morehead State University (Morehead, KY); Voice 606-783-5120; Fax 606-783-5037 <e.pritch@morehead-st.edu>. Thank you to all of these hard-working women!

Welcome to **Sarah Tusa** (Lamar University) who has agreed to take over as editor of the "Bet You Missed It" column from the awesome **Rosann Bazirjian** (Assistant Director, Technical Services, Florida State University; phone (904) 644-6321) <rbazirji@mail-er.fsu.edu>. Rosann will still continue to edit Group Therapy (thank goodness). Thanks to even more fantastic women!

I love him. He is great. Part of what makes him so great is his iconoclasm (my made up word!). Who is he? The formidable **John Berry** <berry@LJ.Cahners.com> of *Library Journal*. Did you see his letter to the editor in the Nov/Dec issue of *ATG* (v.8#6, p.6). Anyway, **Tony [Leisner]** <71023.3440@CompuServe.COM> the object of the letter (I know John, that is not the right construction.) wrote to say that he was thrilled to see that John took the time to write. So am I, John. Are you reading?

The Johns Hopkins University has selected the **Horizon** system from **Ameritech Library Services** for implementation across the Hopkins libraries. **Jim Neal**, Sheridan Director at the Eisenhower Library and chair of the University Libraries Council, sees "extraordinary benefits for the students, faculty, and researchers at Hopkins who will now have an integrated library system with a powerful Web interface. It is important," he continues, "that the libraries are leading the university in bringing its many academic divisions into a powerful cooperative working relationship through shared technology and coordinated services." Over the next two years, the following libraries will migrate to Horizon from their current disparate systems: the Eisenhower Library on the Homewood campus, the Friedheim Library of the Peabody Conservatory, the Welch Medical Library, the Lilienfelt Library of the School of Hygiene and Public Health, the Mason Library of the School of Advanced International Studies, and the libraries at the university's

four off-campus centers. The **Horizon** software will also be installed at the Hopkins campuses in Bologna, Italy, and Nanjing, the People's Republic of China. For further information, call **Crystal Ashton** <cra@amlib.org>.

This is from **CNI-announce** courtesy of **Becky Lenzini** <rlenzini@carl.org> who is now speaking in Australia, no less, what a life! A summary of the **ARL/CNI co-sponsored Licensing Electronic Resources Conference** held recently in San Francisco is now available on the ARL Web site <<http://arl.cni.org/scomm/sum.html>>. The summary was written by **George Soete**, ARL/OMS Organizational Consultant. The full proceedings of the Conference will be published this spring. Planning for a series of licensing workshops is underway. Please contact **Mary Case** <marycase@cni.org> for further information.

Promised to let you know any news about **Judy Luther**. She has a new email — <jluther@earthlink.net> and she is working on some **Innovations** type of stuff for *ATG* with **Norm Desmarais**. She says that April will be about desktop news services and Norm will cover DVD in the June issue. Looking forward. Remember to renew your subscription! A bargain at twice the price!

I can't imagine, but I guess it happens. **Karen Schmidt** (U. of Illinois Champaign Urbana) <karens@ux1.cso.uiuc.edu> says that her dear husband bought her ALL of the **Jane Austen** movies on video and she is burnt out on Austen suddenly. Karen is on sabbatical working away on many projects, several of which she promises to talk about in Charleston November 6-8. One of them is on surveying librarians on what triggers them to buy a book. Stay tuned.

Charles Willett <willett@afn.org> (did you read his interview in *ATG*, June 1996, v.8#3, p.36) sends a press release about the activities of **SRRT/Alternatives in Print (AIP's)** new Hawaii Working Group. **Peggy D'Adamo** and **Charles Willett**, co-chairs, **ALA/SRRT (Social Responsibilities Round Table)/AIP ALA** are getting ready to publish a book and present a program regarding the Hawaii State Library Systems's outsourcing contract with Baker & Taylor. The American Library Association's Social Responsibilities Round Table (SRRT) has formed a nucleus, the Hawaii Working Group, to gather facts and opinions from all points of view about the five-year, outsourcing contract signed in 1996 by the Hawaii State Library System and Baker & Taylor, Inc. Early in 1997 the group plans to publish a book of readings from the contract and from news reports, Internet discussions, and other sources in order to acquaint librarians and the public with the many issues raised by this controversial agreement, which privatizes collection development and cataloging for the entire Hawaii public library system. On Sunday, June 29th at the ALA annual conference in San Francisco, the group will present a two-hour panel discussion on the Hawaii Public Libraries' outsourcing agreement with Baker & Taylor. Other ALA units and related organizations are invited to co-sponsor this program. The Hawaii Working Group is led by **Patricia (Pat) Wallace**, a teacher in one of the two Montessori Magnet Schools in the Dallas Public Schools and an MLIS graduate student at Texas Woman's University in Denton, Texas. She holds Master's degrees in both Sociology and Education and has taught continuously at the college and elementary school levels over the past 30 years. Pat is chair of the Hawaii Working Group. Other members of the group include **Sanford Berman**, **Peggy D'Adamo**, **Chris Dodge**, **Yvonne Farley**, **Earl Lee**, **Laurel Indalecio**, **Carol Reid**, **Jan DeSirey**, and **Charles Willett**. The Hawaii Working Group welcomes information and comment about the HSLB/B&T contract. Contact Pat Wallace at 532 Shennandoah Drive, DeSoto, TX 75115; e-mail: DENWALL@aol.com. And in the meantime **ACQNET** <acqnet-l@listserv.appstate.edu> has devoted an entire issue to The Hawaii Public Library system's Baker & Taylor outsourcing contract.

Claire Fund (Administrative Coordinator, Library, College of Charleston) <fundc@cofc.edu> sends word about the *American Journalism Review*'s contest for the year's Best 50 News Sites. The top 50 vote-getters, in order, are: *CNN Interactive*, *Washington Post*, *USA Today*, *New York Times*, *Nando Times*, *Wall Street Journal*, *Los Angeles Times*, *San Jose Mercury News*, *Jerusalem Post*, *Washington Times*, *ESPN Sports Zone*, *Reuters News Media* & *My Yahoo*, *The Times of London*, *Detroit News*, *The Telegraph of London*, *Canadian Online Explorer*, *Tidbits*, *Sacramento Bee*, *Edupage*, *Honolulu Star Bulletin*,
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Christian Science Monitor, Russia Today, Las Vegas Sun, Toronto Star, MacInTouch, CiOnline, Tampa Tribune, MSNBC, Detroit Free Press, Pathfinder, News Current, Ft. Worth Star-Telegram, Kansas City Star, ZDNet, Environment News Network, MacWorld, Fox News, Chicago Tribune, New Jersey Online, Star Tribune of Twin Cities, Financial Times, Philadelphia Online, News.Com, PointCast, PoliticsNow, HotWired, Irish Times, Milwaukee Journal Sentinel, ClariNet e.news, and Tamnet. (American Journalism Review) <<http://www.newslink.org/bestresults.html>>.

Corrie Marsh (Ovid) <cmarsh@richmond.infi.net> is incredible. She has written a great Trends piece for this issue and gotten Kim Long to join in with his own brand of forecasting (see pages 22-26). Thanks, Corrie!

Really enjoyed seeing and hearing **Gay Dannelly** (Collection Development Officer, OSU Libraries) <gdannell@postbox.acs.ohio-state.edu> at the 1996 Charleston Conference. As a mover and shaker in Consortia like OhioLINK and CIC, Gay had much useful information to impart. And — if you did not hear Gay, do not despair, see her article in *ATG* (November 1996, v.8#5, p.24)

You know those **Ballen** calendars that told you all kinds of useful stuff like when all the library meetings (like Charleston, ALA, etc.) were held? Anyway since Ballen was bought by **BNAM**, I thought they weren't going to do the calendar this year. My staff, which badgers me to get them copies every year badgered me again this year! In desperation I wrote **Matt Nauman** <NAUMAN@BNAMF.BLACKWELL.COM> so that I could tell them that there were no calendars. But, lo and behold! There are calendars! Hooray! My staff is very happy.

And speaking of calendars, **Kinokuniya** always has a great wall calendar every year and so does **Harrassowitz**. Like I told you many years ago, I am a calendar freak! I love them!

While I had **Matt Nauman** on the line, I asked him about how things were in Portland with all the ice, snow, and water. He said they didn't have flooding but the ice brought lots of trees down and they lost power for a day — pretty common during Christmas break. His neighbor had a big Douglas fir limb go right through the ceiling. Seems a little aggressive for Santa!

This came from **Chuck** (the magnificent and lovable, even if he is a bit cantankerous at times) **Hamaker**. He was mad with me for printing his wrong email address! Here is the right one <NOTCAH@LSU-VM.SNCC.LSU.EDU>. I told him that if he'd ever communicate with me by email, I might have his right address! So — he whipped this right off to me — In the December 23, 1996 of *Science*, the editors list scientific breakthroughs for 1996. The 'winner' was AIDS research. The 'first runnerup' was possible life on Mars. The 'second runnerup' was research on prisons. The 'third runnerup' — electronic publishing. Here's what they had to say: "In 1996, almost every scientific publisher sought an identity in cyberspace, joining the ever-expanding circle of online databases, usernet groups, and Web pages. Although some merely showed images of their pages online, others — spurred by competition from independent journals and tempted by the chance to go beyond the printed page — experimented with new ways to exchange information." No one knows just yet how often researchers will reach into cyberspace rather than to their shelves, and growing pains still sometimes turn the Web into the World Wide Wait. Physicists can download data sets too large to publish, thanks to a service of the **American Institute of Physics**. Medical scientists can watch three-dimensional (3D) videos on the electronic *Journal of Image Guided Surgery*, and Gene-COMBIS readers, like users of *Science's* Next Wave, can debate each other in forums. "Behind the scenes, library and database experts are designing searchable electronic repositories, bringing several fields closer to 'online maturity', which is defined by one journal editor as the point at which a researcher can write a credible review article — without leaving the office." Source: *Science*, 274(5295):1988, 20 December, 1996. <<http://www.sciencemag.org/science/scripts/display/full/274/5295/1988c.html>>.

The truly indefatigable **Papa Lyman** [Newlin] says anyone interesting in the presence of **John James Audubon** in Charleston and his

friendship with the reverend **John Bachman**, pastor of St. John's Lutheran Church, will find a great read in *Had I the Wings, The Friendship of Bachman and Audubon* by **Jay Schuler** (U. of Georgia Press, 1995, ISBN 0820317055, \$29.95). Mr. Schuler, a former planner for the National Parks Service lives in McClellanville, SC, just twenty miles up the road from Charleston. Lyman says that Schuler has done a credible job of describing Charleston of the early and mid-nineteenth century as he records in considerable detail the friendship and activities of these two great naturalists. Lyman is indebted to his friend of long standing, **Malcolm Call**, Sr. Editor of U. of Georgia Press, for bringing this book to his attention. In addition to being a great read, Lyman says this book should be a prize-winner in the AAUP displays.

Lyman also sends word that **Maria Fitzpatrick**, a Charleston Conference attendee when she was library sales manager at **Academic Press** and **Gunnery Sgt. John Hagedorn**, USMC were united in marriage October 3, 1996. He says that the announcement was accompanied by a photo proving that the beautiful and handsome do manage to merge.

The Yale University Library, with support from the Commission on Preservation and Access & the Council on Library Resources, is pleased to announce the availability of the beta version of **LIBLICENSE**, a World Wide Web resource intended to provide information and assistance for academic and research libraries as they read and negotiate licenses with information providers for electronic information content in a variety of formats, CD and online. The **LIBLICENSE** URL is: <<http://www.library.yale.edu/~Llicense/index.shtml>>. For further information, etc., contact: **Ann Okerson** <Ann.Okerson@yale.edu> Fax: 203-432-8527 <<http://www.library.yale.edu/~okerson/alo.html>>

And an accompanying announcement from **Ann Okerson**. **The Yale University Library, Commission on Preservation & Access**, and the **Council on Library Resources** are pleased to announce the creation of **LIBLICENSE-L**, an outgrowth of the Electronic Content Licensing Project. **LIBLICENSE-L** is an Internet moderated discussion list on the topic of **Electronic Content Licensing for Academic & Research Libraries**. This list will be of value to librarians, information providers, publishers, attorneys in the field, and other interested parties. To join the list, which became active as of 15 January 1997, send a message to: <listproc@pan-theon.yale.edu>. Leave the subject line blank. In the body of the message, type <subscribe **LIBLICENSE-L** Firstname Lastname>.

It's more than a year old. **The Legal Issues** section of yours and my favorite journal, *Against the Grain*. Can you believe it? **Anne Jennings** (Sinkler & Boyd) <jenningsa@cofc.edu> and **Jack Montgomery** (U. of Missouri-Columbia Law Library) <montgomery@law.missouri.edu> have done a great job of keeping their eyes out for what might interest you readers. Thank you to both Anne and Jack from all of us out here in reading-land. And with this issue, continuing the tradition, **Anne Klinefelter** <aklinefe@law.miami.edu> keeps us informed about the decision, *Princeton University Press v. Michigan Document Services*, 99 F.3d 1381 (6th Cir., 1996). Thank you, Anne K.! See this issue, page 70.

Well, as predicted, time has indeed turned the next page in the **West/Thomson** story (see *ATG*, v.8#6, Dec. 1996/January 1997, p.43) **Bill Hannay** (Schiff Hardin & Waite) <whannayn@counsel.com> sends word via email in early January that U.S. District Court Judge **Paul L. Friedman** in Washington, DC. has rejected the **West-Thomson** merger consent decree. The merger settlement would have blessed the union of West Publishing Co. and Thomson Publishing, Inc., reputedly the two largest providers of legal information. The U.S. Department of Justice and antitrust enforcers from seven states had endorsed the consent decree that Friedman rejected. More from Bill later, he promises.

CARL Corporation is very pleased to announce the addition of **Arlington County (VA) Department of Libraries** to its customer base. The **CARL Integrated Library System** will serve 10 Arlington Public Library locations and approximately 38 Arlington Public School locations, and replaces a NOTIS system that was installed in 1984. "We are looking forward to working with CARL very intensely in the first quarter of 1997 on conversion and migration", says **Ann Friedman**, Director, Department of Libraries. She added that "public and school libraries have diverse processing and service needs, and we believe that the CARL System will be able to meet these needs as we move into the

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next century." Final migration is currently planned for Summer 1997. The addition of 48 Arlington Public Library and School locations will boost the total number of CARL libraries to 674 across the United States. Current CARL sites in the area include **Baltimore County Public Library**, the **University of Maryland System**, **Morgan State University**, **Maryland Interlibrary Consortium**, and **Montgomery County Library System**. Want to know more? Arlington Public Library (703)358-3346 <afriedma@leo.vsla.edu> or CARL (303)758-3030 <downes@carl.org>.

Teri Harrison was at Faxon a long time — through several administrations and kids. She has left. Does anyone know what she is doing these days?

And I recently heard from **Tommy Mitchell** (EBSCO) who took the wonderful **Laura Ralstin's** place after she retired to be with her new baby and go to graduate school. Well, Tommy, you have a hard act to follow, but I'll bet you can do it!

This is also from **Claire Fund** <fundc@cofc.edu> at the College of Charleston Library who discovered it in *Business Week* (23 December, 1996, p. 80). In an effort to realize its goal of generating half of its revenues from electronic rather than traditional publishing by 2000 the article reports that **Simon & Schuster** has invested \$750,000 in a new **Corporate Digital Archive system** developed by **SRA International Inc.** The digital archive "will become the centerpiece of how we develop and produce everything as we move forward. It will give us the ability to reuse information over and over again," says the company's chairman. The system enables researchers in the Higher Education department to access all 40,000 of the publisher's photos when looking for images to illustrate a textbook, for instance. The CDA can then tell another set of in-house systems to create a print-ready copy in just the right size and image resolution for the use specified (high for traditional print and low for the Web). The CDA then tracks the image's use, adding a "digital watermark" and automatically calculating any royalty payments.

If you get paperbacks instead of hardbacks in your library as some of us do, are you binding them before you put them into the circulating collection? Remember the survey on this that **Neil Jaffe** (Marketing Manager, San Val, Inc.) <NeilJaffe@aol.com> did in *ATG* (v.8#4, p. 32) did? Anyway, it caught my eye recently when the incredible **Paul Metz** <pmetz@mail.vt.edu> (Virginia Tech — did you know that he's now president of the Faculty Senate!) asked some of us on *serialst* if we had any guidelines on types of books that we would bind if we got them in paper. Paul found out that many of us are struggling with this issue even as we speak. Is there anyone out there who wants to do some research on this for a future *ATG*?

Vikki Medaglia (Babson College) <Victoria=Medaglia%ITSD_Library%BABSON@hcc01.babson.edu> is working to get **Sirsi** up in her library and get her Web site responsibilities under some semblance of control. She sends regrets that she didn't make the Charleston Conference and promises to get back to Marketing to Libraries soon!

Fred Lynden (Brown University) <AP010037@BROWN.VM.brown.edu> writes that we can see more about the **Bangemann report** at the following address: <<http://www.xlink.net/misc/bangemann.html>>. He also mentions that the **European Union** has a large number of Web sites. Of particular interest — the Directorate General XIII — Telecommunications, Information Market and Exploitation of Research. At this site, the names of staff in Luxembourg who are in a unit devoted to Electronic Publishing and Libraries are listed. The phone number is (352) 4301-1 centr, and the two individuals in this unit are: **Ariane Iljon** and **Bernard Smith**. Visit <<http://www2.echo.lu/dg13/en/dg13direct.html>>. Also, be sure to read Fred's annual discussion of the current price situation. See this issue, page 52.

Todd Spires <TODDSPI@choctaw.atastate.edu> wrote to thank us for a wonderful (1996) **Charleston Conference**. He says he had a great time, learned a lot and made a bunch of friends. Thanks for writing, Todd. Happy New Year.

Bill Fietzer (Serials Cataloging Librarian, UNC-Charlotte) <ali00whf@uncvm.unc.edu> also wrote to say that he and his wife enjoyed the Conference. He wants to come back next year and play

golf! Will it be available? We'll have to ask Dorinda. She says that some people out there (not you and me) sign up for golf and then back out because they want to stay at the Conference. This messes up all of her arrangements. But she did tell me the other day that **John Riley** (Eastern Book) was hot on the trail of next year's golf game!

There are lawyers everywhere. Here's some intriguing information off of **cni-copyright**. *The Shetland News* is waging a legal battle for free WWW links and the latest news is that *The Shetland News* is having to launch an appeal for funds to help with the costs of the court case being fought. The case is due to be heard in early 1997. If you visit *The Shetland News* Web site at <www.shetland-news.co.uk>, under the title, "Help fight the legal battle for free WWW links" which links to <<http://www.shetland-news.co.uk/appeal.html>> you will know more about the issues. **Graeme Storey** (Technical Director, *The Shetland News*) <graeme@zetnet.co.uk> is the Defendant in this case.

We told you last issue (8#6, Dec/Jan, p. 62 and p. 10) about the **San Francisco Public Library** and the article in the *New Yorker* by **Nicholson Baker**, who asked whether information technology was actually replacing books — in some cases valuable or hard-to-replace titles — in public libraries. His case in point involved alleged extensive weeding prior to the move to a new building by the **San Francisco Public Library**. Well now **Ken Dowlin**, Director, has stepped down. But, hey, according to *The Charleston Report* (September/October 1996, v.1#2, p. 3) San Francisco's book budget has tripled and 2,200,000 volumes are held.

Robin Downes, Director of Libraries at the University of Houston since 1980, has requested a re-alignment of his responsibilities. Under his leadership in the past seventeen years, the Libraries have become a model among academic research libraries for innovative applications of information technology, for high quality service, and cost-effective operations. Effective January 1, 1997, Mr. Downes will assume the title of University Librarian. He will focus on the planning process for a redesigned and expanded library facility and on the increasingly important area of information policy and electronic publishing in the emerging digital library environment. In his request to the University Administration, Mr. Downes noted that, "the Library is widely respected by faculty and students, and the outstanding staff has positioned it to create the 'New Kind of Library for the 21st Century' which the University of Houston and all other U.S. universities will need in the immediate future. As my years at the University of Houston accumulate, however, the wisdom of planning for a transition in the Library's leadership becomes more evident." Pending final approval by the University of Houston Board of Regents, **Dana Rooks** has been named Dean of Libraries effective January 2, 1997. Executive Vice President for Academic Affairs and **Provost John M. Ivancevich** stated that "Ms. Rooks has the leadership, vision, and skills necessary to take the University of Houston Libraries into the 21st century." Ms. Rooks is currently Assistant Director for Public Services and Administration in the Libraries. Among her many accomplishments, she successfully led the highly acclaimed statewide academic library resource-sharing project, **TexShare**, during its initial two years of development and implementation. Ms. Rooks is very highly regarded by a wide range of leaders in higher education and research libraries, across the campus, in the State of Texas, and across the U.S.

Another reason to renew your *ATG* subscription. We have just interviewed **Joseph Andrews** (U. of Central Florida) <jandrews@pegasus.cc.ucf.edu> (the neat-keeno) and if you don't renew you won't get to read the interview! So there!

This is from the **CNI-copyright listserv**. If you want to learn more about domain names and some of the issues out there visit <http://www.yahoo.com/Computers_and_Internet/Internet/Domain_Registration/Domain_Name_Controversies/>

SISAC, the **Serials Industry Systems Advisory Committee**, is pleased to announce its new Internet list, **SISAC-L**. The purpose of **SISAC-L** is to conduct **SISAC** business, to distribute **SISAC** announcements and publicity, and to discuss initiatives underway by **SISAC** and its subcommittees. All **SISAC** members and interested parties are invited and encouraged to subscribe and participate. The list will be unmoderated, but only subscribers to **SISAC-L** may post messages to the list. To subscribe to **SISAC-L**, please send a message with no subject line to: <listserv@sun.readmore.com> that reads: <subscribe sisac-l firstname lastname>