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If Rumors Were Horses

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Against the Grain

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If Rumors Were Horses

What a surprise! Effective May 14 **Mike Markwith** has been appointed Vice President, Sales and Marketing, **Yankee Book Peddler**, Contoocook, New Hampshire. His replacement at **Faxon** has not yet been named but the interim contact is **Craig Flansburg**.

According to a memorandum from the **Association of Research Libraries** dated May 30, 1990, "Richard Meserve of Covington & Burling, attorneys for the AIP/APS, has just telephoned to relate that today, in Frankfurt, West

Germany, the Trial Court has entirely dismissed the **Gordon & Breach** lawsuit. The dismissal represents a very favourable development for the physical societies and Dr. Barschall, with positive implications for the American Mathematical Society. ... The matter is still subject to appeal and we will be informed of future developments. Cases are still pending in Switzerland and France."

And we were hoping to get **Robert Maxwell** to speak at the **Acquisitions '90** Conference in St. Louis in May (report coming in our next

issue) since he was to receive an honorary degree from Washington University at the same time. But no dice. Why? Because Mr. Maxwell was in East Berlin announcing his intention to buy a substantial stake in **Berliner Verlag**, a major publisher of newspapers and periodicals owned by the Former Communist Party of East Germany. Oh well ...

And **Sandy Paul** (that's **Sandra K.**) has been elected Chairman of **ANSI Information Systems Standards Board**. This is the Board which coordinates the activities of

a l l
organizations
accredited
by ANSI to
develop
standards in

the area of information systems and sciences.

Word is that **Jolanda von Hagen**, President and CEO of **Springer-Verlag** New York will be moving back to Springer-Verlag Germany this summer.

According to **PW** (April 6, 1990), **Commerce Clearing House** is selling **Facts on File**. FOF revenues for last year were approximately \$20 million and it has a backlist of 950 reference books that sell primarily to libraries.

From a press release dated April, 19, 1990: "Starting 1 January 1991,

Rumors continued from page 1

Martinus Nijhoff Eastern Europe, a subsidiary of Martinus Nijhoff International in The Hague, The Netherlands, will start the supply of scientific literature to the Soviet Union worth approximately 1.5 million Dutch guilders per year. . . The Dutch company will be supplying predominantly scientific journals to the library of the Academy of Sciences of the Soviet Union in Leningrad."

And, after a year at Stanford University, **Pam Censer** will be returning to the **University of Florida** (Gainesville) this summer. Pam will be a bibliographer.

Do you all remember **Clara-Mae Chitum** who way back when worked as Acquisitions Librarian at MIT? Well, for those of you who do, Clara recently was married to Ruud F. Van der Velden and is living in The Netherlands.

EBSCO Subscription Services will host a reception honoring ALA President Pat Berger following the President's Forum on Sunday, June 24, 3:30-5 at ALA Annual. The Forum features Clifford Stoll, an authority on computer security who uncovered an international network of spies selling computer secrets to the KGB. Stoll will speak on preserving library materials in an electronic age.

According to *Inforonics Info* (v.III, no.1, Spring/Summer 1990) **Harvard University Press** "is upgrading their book catalog

database to an on-line TitleBank system. TitleBank is a complete book marketing and catalog production service, which maintains book data in an easily accessible computer file for use throughout the marketing and sales process."

Rosann Bazirjian has been named Head of Acquisitions at **Syracuse University**.

Sara Miller McCune's husband George passed away unexpectedly in Wawona, Yosemite National Park on Saturday May 19, 1990. Mr. McCune, born October 18, 1924, "began a long and distinguished career in the publishing industry with Macmillan Publishing Company (New York). In 1966 he joined a fledgling publishing company **Sage Publications, Inc.**, which was founded in New York by his wife Sara, in 1965." He is succeeded as President of Sage Publications by his son, David.

According to a recent press release, **Martindale Hubbell** has been acquired by **Reed Publishing (USA)**. Ira Siegel, president of Martindale Hubbell as well as R.R. Bowker (also owned by Reed Publishing), has stated that Bowker will be relocating to New Providence, NJ, the headquarters of Martindale Hubbell. "Both companies will be housed together in a new building set for completion in early 1991."

And **Baker & Taylor Books** has announced the acquisition of a new IBM 3909 200J computer that will enable customers to send and receive electronic orders faster than ever. According to a recent press release, this system will reduce processing time, sending data at a rate of less than two seconds a line. 🐘

Biz of Acq

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months or a year later under another name in another state. And given the vicissitudes of determining absolutely whether the publisher in question is a rip-off artist or merely cantankerous, developing a list which is truly comprehensive, fair and accurate is difficult indeed.

Even so, the best defense against bogus publications and bogus publishers is a network of acquisitions librarians who are informed, suspicious, snoop, and willing to pick up the phone to check with...

...a colleague,
...a vendor,
...or the publisher himself.

(P.S. I would be very interested in hearing more on this topic from any of you. Are there other clear signals that the library should be wary of ordering from this publisher? Which tactics have you used to determine whether a publication has been bogus and which have been most successful? "Tricks of the trade" are what this column is all about. Your comments or suggestions would be most welcome in this space.) 🐘