April 2000

Rumors

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Against the Grain

"Linking Publishers, Vendors and Librarians"

ISSN: 1043-2094

Libraries on the Book Buying Merry-Go-Round: Internet Book Seller vs. Library Book Vendor

by **Sydney K. Allen** (Instructional Support Associate, Acquisitions Department, University Libraries, State University of New York at Albany) and **Heather S. Miller** (Assistant Director for Technical Services and Systems, University Libraries, State University of New York at Albany) <hm766@cnsvox.albany.edu>

Background

Once upon a time libraries purchased current in print domestic books from book vendors who specialized in providing books to the library market. There were quite a few such book vendors to choose from, they were willing to cater to the peculiar and unique demands of each library, allowing the library (the buyer) to dictate many of the terms of doing business.

These suppliers were also willing to wait a long time for payment and were often willing to provide significant discounts on most books even though there was no real business reason to do so. After all, discounts are generally reserved for elements in the supply chain, not the end purchaser who is often subject to a huge markup in the retail world. For the most part, these vendors

were reputable and libraries often developed friendly long-term relationships with them. Occasionally a library might obtain books from a local bookstore, but seldom on a large scale.

Enter the Internet, a whole new playground no less seductive to librarians than to the average net surfer and lo and behold

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If Rumors Were Horses

Hmmm ... well companies may be merging, but people are emerging in new positions and venues all the time!

First up, **Roy Reinalda**. Roy, who I remember first meeting in 1979 as I started my new job as Acquisitions Librarian at the **College of Charleston** (I barely knew what a sales rep was and Roy was the oh-so-tall and sharp-as-a-tack Eastern Sales rep for **Faxon**, I believe), has just been named vice president of strategic development at **EBSCO Subscription Services**. Congratulations, Roy!

Another of our friends, the oh-so-awesome **Craig Flansburg** <Craig.Flansburg@galegroup.com> writes to say that he's changed companies and sales territories. With the **SilverPlatter** folks he was working in the midwest, but as of late January, Craig is with the **Gale Group** to work with the Carolinas! Craig says it's pretty exciting to be back here, and to represent all the companies Gale is pulling together: **Gale Research**, **IAC**, **Primary Source Media** and **Macmillan**. Another one

of the fun aspects of Craig's new job is that he's working with the oh-so-wonderful **Linda Hendrix** who is now covering Florida, Georgia, Alabama and Tennessee, and the also-oh-so-wonderful **Barbara Baumgartner**, who moved from **DRA** to the **Gale Group** to cover Indiana/Kentucky. Craig and his lovely wife **Ronnie** have moved to a new address while they are building their "empty nester" home since their daughter, **Christie** is at **Wellesley**. So Craig and Ronnie now have a cat on which to lavish their attention. Here's their current address: 3313 Palmetto Place, Ft. Mill, SC 29708; ph.: 803-548-2382 or 800-877-4253 x2094.

And **Craig** (above) tells me that **Diane Graves** (Hollins) has a daughter named **Elena**, just like the **Strauch** daughter **Ileana**. By the

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way, look for **Ileana's** interview with **Mark Berry** (**Arcadia Publishing**) in this issue, p. 44. (You figured we'd put her to work soon enough, right?)

And here's news of another **Christie**. **Christine Resha** has been named **Manager of Library and E-Commerce Interfacing** for **EBSCO Subscription Services**. During the past four years, Christie has worked closely with library system vendors to develop and implement interfaces between **EBSCO** and the multitude of Integrated Library Systems out there. She has also worked closely with industry standards groups and is well-versed and experienced with **EDI**, both **X12** and **EDIFACT**.

Robert N. Snyder, Chairman of Cambridge Information Group, Inc., has announced the promotion of **James P. McGinty** to President of Cambridge Information Group, and the promotion of **Matt Dunie** to President of Cambridge Scientific Abstracts. McGinty, the former President of Cambridge Scientific Abstracts ("CSA"), will now be presiding over **Cambridge Information Group, Inc.** ("CIG"), the holding company that owns CSA in addition to other investments. As CSA remains the most important company in CIG's portfolio, it will continue to benefit from a considerable amount of McGinty's attention. For more information, visit www.csa.com.

And wow! The incredibly creative "**Chet**" (**Czeslaw Jan Grycz**) has been appointed to the position of **CEO and Publisher of Octavo Corporation**, publisher of high-quality digital facsimiles of important and beautiful rare books. With experience in both traditional publishing and large scale electronic information projects, "**Chet**" has over twenty years of scholarly communication and academic publishing experience. **Octavo** has received numerous citations in the media. A recent *London Times* review of *Horae Beatae ad usum Romanum* (Hours of the Blessed Virgin Mary, following the Roman use) from the **Library of Congress** remarked, "That somebody should have persuaded the Washington authorities to allow this fragile manuscript to be digitally photographed, then issue the result with an excellent commentary and translation, on a CD-ROM that can be bought for a mere \$30, strikes me as little short of saintly. That someone is **Octavo**." **Octavo** was established in 1997 by **Adobe Systems' CEO John Warnock**, www.octavo.com.

And more news about friends. That **Dan Tonkery**! You just can't keep a good man down! On March 6, 2000 in Westwood, MA, **Dan** was appointed to the position of President of **Faxon, RoweCom's Academic and Medical Services**, by **Dr. Richard Rowe**, President and CEO of **RoweCom, Inc.** In this capacity, Mr. Tonkery will be responsible for Faxon's sales, marketing and subscription

operations based in Westwood, Massachusetts; Oregon, Illinois; and Chantilly, Virginia. An industry leader, as we all know, **Dan** has had extensive experience in the medical and academic library communities, working with library automation and information management. Always connected in the industry, **Dan** currently serves as the **President of the North American Serials Interest Group (NASIG)** and is a member of the Board of the **Council on Library and Information Resources**. He holds an **MLS** from the **University of Illinois**.

More. Our long-time friend and colleague, the incredibly astute **Nadav Katz**, writes that **Accents Publications Service** of Silver Spring, Maryland, has been acquired by **The Kraus Organization Ltd** and is currently being merged with **Bernan Associates**. You'll remember that **Bernan Associates** is the suburban Washington-based publisher and distributor of government information. **Accents** distributes international scholarly and professional books, U.S. and foreign government publications, international intergovernmental organization publications, and association and learned society publications. **Accents'** business operations will be moved to **Bernan's** business offices in Lanham, Maryland, and **Bernan** will immediately begin fulfilling all new and existing **Accents** orders. **Nadav**, director of **Accents** is confident that: "**Accents'** customers are in good hands. **Bernan** has an excellent management team in place, they know this business, and they are customer-oriented. I expect the transition to be seamless." In order to reach him from now on you may phone, 301-530-4537 or email aubreybooks@att.net. And he still has a subscription to **ATG**. His new address is 5538 Johnson Ave., Bethesda, MD 20817. Watch for our upcoming interview with **Nadav** in June!

The warm, elegant, and on-top-of-it **Barbara** and **Michele Casalini** barbara@casalini.it send word that **Casalini Libri** is pleased to present their new **Digital Division** for electronic publishing and related services. In collaboration with publishers, institutions and aggregators, the **Casalini Libri Digital Division** manages and distributes digital resources for libraries worldwide. Under the direction of **Rufus Deuchler**, the Digital Division offers publishers a full range of integrated document management solutions for Full Text conversion and Print on Demand. For libraries **Casalini Libri** handles e-publication subscription management and distribution and for publishers they handle all aspects of integrated document publication.

I think we told you last time (see p.8, February **ATG**) that **Deborah Duke** (once of **Enoch Pratt**) is now working for the **Sirsi Corporation**. Anyway, **Deborah** writes that her new job is very satisfying and that, though she is out of the collection development business, she will still be attending the **Charleston Conferences!** Hooray!

YBP has announced a series of Town Meetings to be held across the country, pro-

viding an opportunity for their customers to participate in a restructuring of the business model for the industry. Acknowledging that the old model fit the business of book delivery, **John Secor**, President and CEO of **YBP**, noted that a new model is necessary to provide for the technological developments expected by customers. The Town Meetings will be led by well-known industry consultant **Judy Luther**, President of **Informed Strategies**, and **John Secor**, who founded **YBP** in 1971. The issues are addressed in greater detail in a paper John presented at the **Charleston Conference** last fall. It is available at the **YBP Website** www.ybp.com <http://www.ybp.com/> under the heading on Town Meetings. The forums are due to begin toward the end of March.

And speaking of **John Secor**, I have apologized to him and **Heather Miller** hm766@cnsvox.albany.edu for spelling his name wrong (Secore) on p.78 of **ATG**, February 2000. John was very gracious, explaining to me that the mis-spelling was probably the way his name was spelled by some of his (French?) ancestors, so not to worry. Whew! Anyway, have you read the article by **Heather** ("**Not Go to Charleston?**") **ATG**, February 2000, p.78?

There is an update to the ongoing story about **Thomson** and **Dialog**, with additional details about **Teltech**, at the **Online Inc. Website** <http://www.onlineinc.com> according to **Marydee Ojala**, Editor, **EContent Magazine** (formerly **DATABASE**) marydee@xmission.com.

Jennifer Eagleton says that, like in the States, electronic resources are also popular in Hong Kong. She says that lots of Websites (bilingual) have started recently and they desperately need content. Read Jenny's profile encouraged and brief article ("**A Brief Word in English**"), in this issue, p. 70.

The Books section of the *London Times* <http://www.the-times.co.uk> recently had a write up of the new online **Oxford English Dictionary** <http://www.oed.com/>. Check it out. Fascinating.

According to Reuters (2/15) **Thomson Corp.** is planning to sell off all of its newspaper assets, with the exception of the Toronto-based **Globe and Mail**, and to focus on its electronic resources. **Thomson Newspapers** publishes 55 daily newspapers, more than 75 non-dailies and offers about 400 specialty products and services. The division, excluding the **Globe and Mail**, produced estimated revenues of \$810 million in 1999 and earnings before interest, taxes, depreciation and amortization (EBITDA) of \$220 million, the company said in a statement. Excluding the newspaper business, some 50 percent of **Thomson's** 1999 revenues were generated through electronic services, including over \$330 million in Internet-based revenues. **Thomson** said its annual revenues were more than \$6 billion. The company was founded by **Thomson Corp. Chairman Kenneth Thomson's** father **Roy**.

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Did you see the article in the March 2000 *American Libraries* by **GraceAnne DeCandido** <ladyhawk@well.com> ("Hanging out my Shingle: From Librarian to Consultant," p.46 ff)? It's a good read and shows how you can land on your feet if you "do the things you're skilled at". **GraceAnne's** Website is <www.well.com/user/ladyhawk>.

This issue is full of information on **eBooks** as well as **eJournals**. In an effort to foster adoption and use of **eBooks** among a greater number of consumers across the Internet, **netLibrary**TM (www.netLibrary.com) has reached an agreement to acquire **peanutpress.com**. **netLibrary's** acquisition of **peanutpress.com** unites two of the most prominent names in the **eBook** marketplace. Since being founded in August 1998, **netLibrary**TM has established relationships with numerous publishers to build an extensive collection of digital titles for sale to academic, corporate, and public libraries, as well as to consumers through the **netLibrary**TM Website. **peanutpress.com** has approached publishers in a fashion similar to **netLibrary**TM, but has pursued a consumer-direct business model, allowing **eBook** enthusiasts to purchase digital titles from the **peanutpress.com** Website and download those titles to their handheld devices for convenient, portable reading. Visit <www.netlibrary.com>.

And there's even more from **netLibrary**. A groundbreaking digital text agreement with

the **University of Virginia Library** has recently been signed. The agreement calls for numerous works of historical significance to be offered to readers through **netLibrary** for the first time by forming an alliance between **netLibrary** and **UVA** to transfer and preserve historic texts in digital form and distribute them to patrons of academic, special, and public libraries throughout the world. In addition to offering free access to existing texts from the **UVA Electronic Text Center** <<http://etext.lib.virginia.edu>>, **netLibrary** will also create new **eBooks** for its private collection from the **University of Virginia Library**. This agreement is the first instance in which the **UVA Library** has released these historic texts and documents to an outside commercial entity. "We are excited about this new agreement between the **University of Virginia Library** and **netLibrary**," said **UVA Electronic Text Center Director David Seaman**. "Our materials include works of true historical importance. We are pleased that **netLibrary** will provide wider distribution of free texts from our electronic collections. **netLibrary's** assistance in converting, storing, and serving these works to a global audience of scholars and general readers is a great plus." A focal point of the collection will be the **Thomas Jefferson Letters**, which will be available for free by the end of January 2000. Jefferson was a prolific and eloquent writer, and many of his letters are archived by the **UVA Electronic Text Center**. The **Jefferson Letters** cover a variety of topics including the establishment of the **University of Virginia**, the

ratification of the **Constitution** of the United States, and numerous personal matters providing a rich portrait of late-18th and early 19th century American life. The commercial collection currently under development by **netLibrary** and **UVA** will consist of approximately 2,000 titles taken from the **UVA Library**. Subject areas include American History, Literature, Philosophy, History of Science, Children's Literature, African-American History, and Native-American History. Great works of fiction by authors such as **Harriet Beecher Stowe**, **Stephen Crane**, and **Louisa May Alcott** also will be featured.

Jerry Seay has taken a big step. Besides having a new baby, **Tristan Kinsman** (TK, I call him; the little tike is over 6 months old!), he has changed his name to **Jared**! And more congratulations are in order! Did you see the reprint of one of his **You Gotta Go To School** ... columns in the *Cyberlibrarians Manual 2* by **Pat Ensor** (ALA, 2000)? Wow!

Let's see ... A voice from the past. How time flies! I just the other day heard from **Kitty Porter** <Porter@LIBRARY.Vanderbilt.edu> who I worked with at **Duke University Medical Library** in Durham, NC, in another lifetime. Kitty and her husband **Ned** packed up and left **Duke** after 29 years when **Vanderbilt** made **Ned** an offer he couldn't refuse. **Kitty** is working in the **Stevenson Science & Engineering Library** at **Vanderbilt**, in the center of the science complex, with great colleagues. And **Kitty's** a grandmother as of Jan. 30, when her son and his wife had the world's cutest baby, at least until August, when her daughter and husband have their baby. Soon we'll be able to start a Librarian Grandparents Club! Or there probably is one already! Like I said, time flies!

And we must ask **Kitty** and **Anna Belle Leiserson** <a.leiserson@law.vanderbilt.edu> (**Vanderbilt Law Library**) if they know each other. **Anna Belle** has another great column in this issue, "Designing Librarians on the Web — What Are the Elements that Every Website should have?", see p.82.

Have you heard? The **Association of American Publishers (AAP)** has introduced the **Guidelines for Online Information eXchange (ONIX)** intended to establish a standard vocabulary for describing and sharing bibliographic and promotional information among publishers, wholesalers, retailers, online catalog providers, and all others involved in the sale of published content. The **ONIX Guidelines** explain the full set of data elements, format and recommended sets of codes for electronic delivery of data ensuring that all parties use and understand a common descriptive language. This will provide reliability and consistency in the exchange of important descriptive data. **ONIX** was developed under the auspices **AAP**, working closely with US and European standards bodies (including **BIC**, **EDItEUR** and **BASIC**), publishers, booksellers, and distributors. For in-

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formation about **ONIX**, visit <http://www.publishers.org/onix.htm>.

More on **eBooks**. According to a survey of the current generation of college students, completed by **Yankelovich Partners**, 82 percent of college students evaluated own a computer, and virtually all of them use the Internet. **netLibrary** and **Yankelovich Partners** examined the online habits of 2,060 full-time American college and university students in October 1999. While 93 percent of the students surveyed claim that finding information they need online makes more sense than going to the library or bookstore, nearly all of them (98 percent) buy their textbooks at campus bookstores and rely on school libraries to conduct research. In addition, 83 percent say it is common to be unable to get the reading material they need because it is too late or too early to go to the library. The survey showed that 76 percent of students see their lack of money as a major challenge, while 75 percent of students say they do not have enough time. Nearly every college student surveyed (97 percent) said "finding more ways to save time and money online is a smart thing to do." More than three-quarters of the respondents said they like the convenience of getting study materials online around the clock, and 71 percent said they liked the time saved by finding information online. Nearly eight-tenths of the college students surveyed say that being able to get a book they need around the clock is more important than being able to get a pizza at any time, highlighting the importance of access to library books around the clock. Fifty-eight percent of men and 53 percent of women said they wish they had more time to spend on fun things

at college rather than studying. To read more, visit www.netLibrary.com.

Did you read the statement by the energetic **Liz Bishoff** who is a candidate for **ALA Treasurer** in the March, 2000, issue of *American Libraries*? (p.68)

The **California Digital Library (CDL)** recently appointed **David Walker** as Director, California Digital Library Technologies. David will provide leadership for the ongoing technical design and implementation of CDL technologies, and will be involved in the technical planning for **eScholarship**, the **SPARC-supported** e-print infrastructure hosted at the CDL.

The **MIT Press** has announced the integration of an upgraded version of **MITECS** into its **MIT CogNet [TM] digital library**. **MITECS** is the fully-digitized *MIT Encyclopedia of the Cognitive Sciences*, now featuring Oracle-backed database searching and a growing collection of dynamic links to sites of specific interest to the collection of over 400 authoritative essays. **MITECS** is one of three major reference works to be included in the CogNet Library. The next work slated for inclusion is the second edition of **Gazzaniga's The Cognitive Neurosciences**. <http://cognet.mit.edu>

The **American Physical Society** has established, in cooperation with **Brookhaven National Laboratory**, the first electronic mirror in the U.S. for the **Los Alamos e-Print Archive**. The Archive allows authors of physics articles to post their papers online and, so, is a great resource for physics research. The mirror, a duplicate Website updated daily, will provide wider and faster access to the heavily used Archive. It can be accessed at <http://xxx.aps.org>.

SPARC has announced that year-end membership stands at 178, including institu-

tions in North America, the U.K., Belgium, Germany, and Hong Kong.

Who says that women can't do anything? **Lynne Brindley**, librarian at the **University of Leeds**, is the first woman to hold the position of **Chief Executive of the British Library** since the library separated from the **British Museum** in 1972. (see *American Libraries*, March 2000, p.24, to learn even more plus see a picture of this awesome woman.

A new Web initiative for biomedical researchers, **BioMed Central** <http://www.biomedcentral.com>, has been created by **Current Science Group (CSG)** to give researchers the tools they need to publish their data quickly and easily and make it widely available on the Internet. This service will peer-review articles and channel them to the **NIH PubMed Central** repository. All primary research papers will be available free, online, and without barriers to access. A variety of value-added services such as reviews, commentaries and analysis will be available for a fee. **BioMed Central** is currently under development and will launch in May. **CSG** previously created **BioMedNet** and **ChemWeb**, which are now owned by **Elsevier**. For further information: info@biomedcentral.com.

This is from **Hugh Jarvis**, Editor, **Anthropology Review Database** ("Anthropology Review Database Cultivates New Fields"): A fledgling publication, the **Anthropology Review Database (ARD)** is run independently by members of the **Department of Anthropology** at the **University of Buffalo**. Its development has benefited from local projects in Internet communication, including several major disciplinary discussion lists, Website development, and, most importantly, lessons learned from publishing the short-lived *Journal of World Anthropology*. The evolution of **ARD** has demonstrated to its founders and editors the value of constantly adapting technology to the changing needs of scholarly communications. The **ARD** currently lists over 900 reviews. Visit <http://wings.buffalo.edu/ARD/>.

The **Andrew W. Mellon Foundation** has granted \$42,000 to the **Yale University Library** to fund a one-year pilot project that will be conducted by eight of the eighteen members of **NERL (the NorthEast Research Libraries consortium)**. The project is called **BYTES, Books You Teach Every Semester**, and grows out of the **NERL** libraries' desire to exploit and influence effectively the rapidly developing electronic book marketplace, which began clearly to emerge in 1999. The participating institutions include: **Columbia University, Cornell University, Dartmouth College, Harvard University, New York University, Syracuse University, University of Connecticut, and Yale University**. Through pooling and analyzing bibliographic information about the reserves collections of the participating university libraries over the course of an academic year,

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in two areas widely taught to undergraduates—history and literature in the English language—the investigators will attempt to answer a series of fundamental, policy-shaping questions related to the potential digitization of books and other reading materials that support study and teaching in these areas. These questions include: What similarities and differences exist between the reading materials used to support basic courses at these schools? Do these readings represent a core group of materials that might be most usefully digitized by the publishers? Is there any clear sense of what types of books might be most usefully digitized by the publishers and vendors making investments the electronic-books arena? Under what circumstances would teachers and students using commonly-taught works be interested in digital collections? How can institutions that are an important marketplace for such materials influence the information provider community to convert and render useful the materials that universities find of greatest utility and value? What is the relationship between academic institutions, particularly the libraries that deliver much of the information supplied to readers, and the e-Book publishers or third party vendors that are so rapidly springing up? A re-

port to the Andrew W. Mellon Foundation will be delivered at the conclusion of the pilot project, and results will be widely distributed to the academic library community. For further information contact the always-right-on-the-cutting edge **Ann Okerson** (Associate University Librarian, Yale University) <Ann.Okerson@yale.edu>, ph: 203-432-1764.

It's hard to keep all these initiatives straight, but also exciting! The non-profit corporation created to develop **BioOne** <www.BioOne.org>, an electronic aggregation of information resources in the biological, ecological and environmental sciences, has installed its first **Board of Directors**. **Alan Covich**, Professor, Department of Fishery and Wildlife Biology at **Colorado State University** and President of the **American Institute of Biological Sciences (AIBS)**, was elected Chair of the Board. The **BioOne Board** is responsible for guiding **BioOne's** policies and progress. **BioOne's** Board of Directors is comprised of ten individuals from the five organizations that are collaborating to create **BioOne**: **AIBS**,

SPARC (the Scholarly Publishing and Academic Resources Coalition), **University of Kansas**, the **Big 12 Plus Libraries Consortium**, and **Allen Press**. The Board is in the process of adding representation for content providers. Other board officers include **Marilu Goodyear**, Vice Chancellor for Information Services at **University of Kansas**, Secretary of the Board; and **Adrian W. Alexander**, Executive Director of the **Big 12 Plus Libraries Consortium**, Treasurer. A broad selection of the journals published by many of the **AIBS' 70** member societies will form **BioOne's** core offerings. **BioOne** collaborators are currently working with societies to create model licenses tailored to these publishers' needs. All research included in **BioOne** will be extensively hyperlinked, offering cross-journal searches and inter-journal linking from references. **BioOne's** beta release is scheduled for early 2001, and it will be fully operational soon thereafter. **BioOne's** development costs have been funded by **SPARC** and **Big 12 Plus** member libraries, along with other libraries that are committed to playing a leading role in transforming scientific communications.

More from **liblicense-l@lists.yale.edu** and **Laurie Thompson** (SUNY (SUNY Upstate Medical University, Syracuse) <ThompsoL@mailbox.hscsyr.edu> or <thompsoL@upstate.edu>. **PubMed Cen-**

tral, the "barrier-free **NIH** repository for peer-reviewed primary research reports in the life sciences," is now available at <<http://www.pubmedcentral.nih.gov>>. Fulltext of all articles for one issue of each journal is currently available for *Molecular Biology of the Cell* and the *Proceedings of the National Academy of Sciences*. More issues, additional journals, and other enhancements will become available on an ongoing basis. In the future there will be also direct links from **PubMed** search results to the fulltext of articles in **PubMed Central**. For more information, click on "About PubMed Central" at the site.

The dynamic **Annette Emerson** <awe@ams.org> sends word from the **American Mathematical Society** of a new, free tool for authors: **MR Lookup—A Reference Tool for Linking**. Authors can access the **MR Database** to verify and create references that can link to reviews and original sources. Authors input basic reference data in the form at <www.ams.org/mrlookup> and **Mathematical Reviews (MR)** delivers electronic publication-ready references with live links to reviews in **MathSciNet** and to original articles. The older literature from the past 60 years becomes part of the Web immediately through reviews of the papers. And, as those older articles become available online on **JSTOR** or other publisher sites, new links will be added automatically from the review on **MathSciNet** to original articles, without any action by those source publishers.

The incredible **Vicky Reich** <vreich@stanford.edu> and **Stanford University's HighWire Press** announced in mid-March over **Liblicense** that publishers of the journals **HighWire** hosts now provide free online access to the fulltext of more than 137,000 articles. As a result, **HighWire Press** is now home to the second-largest free fulltext science archive in the world and the largest in the life sciences with three entirely free journals, 51 journals offering free back issues and 32 offering free trial access. **HighWire Press**, the online journal-production division of the **Stanford University Libraries** provides free and subscription-based access-technology services to more than 180 high-impact journals and more than 600,000 articles, mostly in the fields of science, technology and medicine. A complete list of journals offering free back issues and free trials is on the **HighWire Press Website** at <<http://highwire.stanford.edu/lists/freart.dtl>>.

Many people at **ALA Midwinter**, attended a reception jointly hosted by **Alfred Jaeger, Inc.** and the **British Library** for introducing clients and potential clients to the new **Jaeger Document Delivery Service**. Clients can simply request a password and go in and either browse or order documents from the **British Library's** collection of over 11 million articles and conference proceedings. Visit www.ajaeger.com to learn all about it.

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chronology for McFarland. **Everett Jenkins Jr.** outlines this early development in precise, and telling detail. The first volume of a planned series, the *Muslim Diaspora* (1999, 0786404310; \$75) lives up to its subtitle by being *A Comprehensive Reference to the Spread of Islam in Asia, Africa, Europe and the Americas from the birth of Mohammed in 570 until 1500*. Arranged by date and then subcategorized geographically, the *Muslim Diaspora* offers the reader not only the dates and facts, but a sense of how Islam grew and spread. Nor is Jenkins' work Euro-centric. He pays equal attention to the historic development of Islam in Africa and the Indian Subcontinent, as well as in Asia. Jenkins also interweaves the relationship between Islam and the other great religions, Christianity and Judaism, as they influenced and were influenced by each other. A variety of appendices accompany the text, including definitions of the Five Pillars of Islam, a description of the Islamic calendar, a list of holy days, various movements and sects, and lists of Muslim rulers. But far more essential is the subject index. After each entry in the index there are two numbers, one referencing the date of the occurrence and the other, in parenthesis, the page on which the information appears. Therefore, it requires some awareness of the time in which one is interested in order to make efficient use of the index. Nonetheless, it is a very useful tool.

The Muslim Diaspora: A Comprehensive Reference to the Spread of Islam in Asia, Africa, Europe, and the Americas: 570-1500 is a unique resource that has relevance for students of Islamic Studies, as well as religious and world history. Serious scholars may even find this book a useful reference for their personal collections. Academic libraries could consider it suitable for either reference or circulation.

More informative than the *CIA World Fact Book* and less dense than the *Europa Yearbook*, H.W. Wilson's *Facts about the World's Nations* (1999, 0824209559; \$75) is a worthy mid-range alternative. Edited by **Michael O'Mara**, this book covers close to 250 countries, territories and dependencies. Each entry contains information on the history, economy, geography, climate, demographics, religion, language, government, foreign relations, communications, education and welfare of the nations covered. Arranged alphabetically, this is an information-rich volume that would be a natural for a ready reference collection. However there are a couple of negatives. While the pages are crammed with useful in-

formation, the accompanying maps lack detail and look like they have been excerpted from *Maps on File*. Also, although the publication date is 1999, it was first published in the UK as the *ITN Factbook* in a 1998 edition. In short, the information is somewhat dated. Nonetheless, this book would be a good choice for libraries needing a thorough, inclusive and easy-to-use reference on the nations of the world.

Tracing its publishing history back 230 years, *Debrett's Peerage and Baronetage 2000* (2000, 156159265X \$375) is an Anglophile's delight. In one volume, it provides biographical sketches for the Royal family, peers of the realm (those entitled by heredity to sit in the House of Lords) and baronets (a lower hereditary order of honor, made up of commoners). It also acts as a genealogical guide to their families and collateral branches, as well as providing the family coat of arms. In addition, *Debrett's* pro-

vides a guide to the wearing of Orders of Chivalry, Decorations, etc., a discussion of the institution of the Royal Family, explanations of the various ranks and titles, and a discussion of the Orders of Knighthood and Chivalry. What it is not, is a way to search your family tree, unless, of course, you are a member of the Royal Family, a peer, or a baronet. And, even then, it is not a complete family lineage. Oh! Neither **Sir Paul McCartney** nor **Sir Elton John** is listed. They are mere knights, not peers or baronets. However, what *Debrett's* does contain is a fascinating glimpse into the British aristocracy and its formal manners.

Debrett's Peerage and Baronetage 2000 is worthwhile addition to libraries where there is high interest in British biography and the Royal family. But, the question other librarians will have to ask is do we really need it? And, is it worth \$375. Admittedly, *Debrett's* is published every five years, so if you amortize the cost it sounds more reasonable. As always, the decision is based on need.

Berry & Everingham Interview
from page 44

ATG: What about the future? Do you have other plans? How about electronic books?

B&E: We want to continue publishing all across the U.S. and the South. We have books regarding 44 states, and we would like to make that 50. We are also diversifying.

As for other series, we are commissioning and producing visual histories that focus on colleges, sports teams, and small communities. We are also publishing books that contain oral histories of a specific town or county with photographs. We feel that these new series will be just as popular as our *Images of America* titles.

ATG: One final question. Tell us about yourselves.

MB: I graduated from Furman University in Greenville, SC, with an English degree and am a certified secondary English teacher. I worked as a part-time editor at my first job before joining Arcadia as a production editor. I currently serve as the publisher for the Southern office, coordinating the commissioning and production of all titles in this region. I find my job to be challenging and rewarding.

KE: I have worked in England, Australia, and South Africa and have been in publishing all my life. I, too, enjoy working for one of the great secrets of the American publishing industry—Arcadia.

Rumors
from page 14

Well, I've heard about "bad hair" days, but how about "bad mail" days (that's mail, not email)? Poor **Mary Beth Pappie** (Dinand Library, College of the Holy Cross) <MPAPPIE@holycross.edu> in Worcester, Massachusetts tried to send her renewal to *ATG* in to the right address and the postman stamped that there was no such address! Gulp! Maybe I'm living at a virtual address?! No one else has had a similar problem, have you? And thanks, Mary Beth, for your perseverance, patience, and subscription!

On Tuesday, December 14 at the **Tropicamar Beach Club** in Carolina, **Puerto Rico**, **Secretary of Education of Puerto Rico Victor Fajardo** presented **Project SABER (Electronic Libraries Network Automation Systems)**, Puerto Rico's island-wide centralized school and public library automa-

tion network. Fajardo also announced the selection of **SIRS Mandarin**, a Boca Raton, Florida-based library technology firm, to provide library automation initially to 120 libraries in Puerto Rico. Over 400 librarians, educators and administrators attended the event. **Project SABER**, developed and implemented by the Department of Education of Puerto Rico, is part of the Department's efforts to revolutionize the educational process in Puerto Rico. More than 640,000 students and 1,500 libraries are projected to benefit from Project SABER, which is supported by State and Federal funding provided by the **Library Services and Technology Act (LSTA)** and **Technology Literacy Challenge Funds**. With an initial funding of \$4.3 million, Project SABER aims to provide all Puerto Rico public schools and libraries with access to a centralized library automation system, new audiovisual and technology equipment and

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access to SIRS electronic databases. For more information about **Project SABER**, contact **Sandra Castro**, Director of Project SABER, at 1-787-754-1120, or by email at <Castro_S@de.prstar.net>. Or see <<http://www.sirs.com/corporate/press.htm>>.

More latest developments at **RoweCom**. **RoweCom** (Nasdaq: ROWE) and **NewsEdge Corporation** (Nasdaq: NEWZ) have, by mutual consent, agreed to terminate their acquisition agreement. Instead, the companies have announced that they will form a strategic partnership for the development of joint services. Under the agreement, which was announced on December 7, 1999, **RoweCom** would have acquired **NewsEdge Corporation** in a stock transaction. The companies have chosen instead to move forward with a partnership that will enable the services of both companies to be integrated in ways that benefit their customers. The partnership is expected to financially benefit **RoweCom** and **NewsEdge** in two ways. First, by making both companies' services available to one another's client base, **RoweCom** and **NewsEdge** tap new distribution channels, expanding their respective potential user bases. Second, the addition of new services is expected to increase purchasing among existing clients with little incremental cost to the companies. For more information, visit <www.rowe.com> or <www.newsedge.com>.

And there's another partnership for **RoweCom Inc.** (Nasdaq: ROWE). This partnership is with **Absolute Backorder Service, Inc.**, a backorder fulfillment com-

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Designing Librarians from page 82

electronically, how and at what price. But my theory is if they can do a great job of marketing their traditional products on the Web, they will gain invaluable experience, making it easier to do the harder things, such as migrating to ebooks. After all, we're all still buying their traditional products. The only difference is that a lot of us look to the Web first for quick information

Thumbs Up

A Great Publisher Site

Harvard Business School Publishing
<<http://www.hbsp.harvard.edu/>>

I was looking up Harvard Business School's new bestseller, *Blown to Bits: How the New Economics of Information Transforms Strategy* by Philip Evans and Thomas S. Wurster, when I happened on this handsome site. The book seems apropos, which is why I mention it in passing. It's about how the "new economics of information is blowing apart the foundations of traditional business strategy." The site itself not only loads quickly, it has a modern professional color scheme and design. More importantly it meets practically all the criteria listed above: There is a date, a good search engine, a "support" page, and even

the option of being emailed updates. The only things missing are ISBNs.

Great Information Source: Studio B Buzz

<<http://www.studiob.com/cafenews/>> If you want pointers to the latest news on the commercial U.S. publishing industry, this is the site to see. Studio B Buzz, from Studio B Productions, Inc., is part of the "Computer Book Café." While its focus is the computer book industry, it picks up the larger industry. Almost every week there is some interesting tidbit in the "Publishing, Writing, & Bookselling News" section (near the bottom of the page). It's a particularly good resource for those tracking the latest on ebooks.

A Helpful Utility: C4U

<<http://www.c-4-u.com/>> To monitor Studio B and a few other favorite news Websites, I use C4U, a handy free software tool called a "site-minder." Just go to C4U's Website and download the software. It runs with your browser, planting a button in the upper right corner. You click this button to add a site to your C4U list of pages to monitor. Every day or two I pull up C4U and it compares sites to the last time I used them, showing a yellow smiley face if there are any changes to the text, links, images and email addresses. If there are, I just zoom on over to the site in one click and check it out.

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pany. The two companies will seamlessly integrate their respective services. For more information see <www.rove.com>.

Haven't you always wondered where to go when you see a table or graph in a publication labeled **Source: OECD**? Now you can have easy online access to all that material. **Source: OECD** is the new collective brand name for OECD's online services. These online services will be bundled with the traditional print versions to provide subscribing libraries with comprehensive products that provide publications that can be searched for and accessed through OECD's own aggregator, **ingenta**, as well as through **ingenta's** partners **OCLC** and **EBSCO Online** (there are other partners outside the US). Subscribers to **Source: OECD** will have to sign license agreements similar to those found on <www.licensingmodels.com>. The OECD will soon post its own model license agreement at <www.oecd.org/sourceoecd>. Here are some useful URLs: <www.ingenta.com>; <www.licensingmodels.com>; <www.ivation.com>; <www.oecd.org/sourceoecd>; <www.oecd.org/bookshop>.

The Book House has just released a new version of its **Online Order Status** web page at <www.thebookhouse.com>. Firm and standing order accounts can request access to the **Online**

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Order Status site by emailing <bhinfo@thebookhouse.com> or by calling 800-248-1146.

Electronic Business and Information Services (EBIS), Baker & Taylor's information services unit has released a new version of its Internet bibliographic database. EBIS' The Title Source™II version 2.3 — a subscription product for verified bibliographic information on the Internet — now includes links to ElectricPress.com's page-by-page book browsing service, enhanced bibliographic record printed reports, a larger note field, flexible MARC record downloading and the ability to extend a user's log-on period. More information can be found at <www.btol.com> or by calling 800-775-1800.

This is from Law News Network Legal Newswire (March 5, 2000): Legal publishing superpowers Westlaw and Lexis have been targeted by a group of small-firm lawyers who claim illegal price fixing and copyright violations are forcing lawyers to pay too much for research material. Paul J. Ruskin, a sole practitioner from Douglaston, N.Y., represents two Virgin Island practitioners in what would appear to be a hugely lopsided David v. Goliath legal battle. From the Connecticut Law Tribune. <<http://www.lawnewsnetwork.com/stories/A17800-2000Mar3.html>>.

Okay, I have to apologize to all of you, but especially to Papa Lyman (Newlin). Lyman wrote an absolutely delightful Papa Lyman Remembers for this issue of ATG, but it is NOT in here. This is because we just simply did not have time to get the column in order. The bibliography was not right and Papa wanted to add even more to his fascinating account of the McGuffey Read-

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ers. If you haven't renewed your subscription, you might want to!

And we saved the very best for last! Visit the ATG Website at <<http://www.against-the-grain.com>>! There are two features there that you are going to love. First, there is Quote of the Day.

And, second—as of April 15—a new Job Bank component will be available! Check it out and tell us what you think, okay? Because if y'all don't like them, they are gone ...!!!

Wish I had more room to talk, but that's about it for this month. Catch you in June.

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