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If Rumors Were Horses

Katina Strauch

Against the Grain, strauchk@earthlink.net
Who Does the Selecting at Your Library?

by Audrey Fenner (Head, Acquisition Department, Jackson Library, University of North Carolina Greensboro, 1000 Spring Garden Street, Greensboro, NC 27402; Phone 336-256-1193; Fax 336-334-4731) <fafenner@uncg.edu>

Most acquisitions librarians probably have had this question put to them by eager tele-marketers intent on reaching someone who can agree then and there to make a purchase. The answer to the question is seldom as easy as giving one or two names. Selection for academic library collections may be done by librarians, by teaching faculty, or by representatives of both groups.

Responsibility for selection may favor one or the other of two extremes: either librarians do the selecting, or teaching faculty are asked to shoulder the responsibility. Between these extremes are varying ways and means of assigning and sharing selection duties. A liaison system is often used: faculty representatives of the academic departments work in conjunction with librarians designated as liaisons with their departments. Sometimes a faculty committee shares selection work. Obviously the model chosen will vary with the type of institution served.

Large, well-funded libraries have the resources to acquire a good percentage of currently published materials and enough librarians on staff to serve as subject bibliographers. Small libraries may struggle with a limited materials budget and their personnel may be stretched to provide basic services.

Raven Fonfa describes a shift from faculty to librarian control of materials selection as a factor in the professionalization of librarianship. Collection development, says Fonfa, has come to be seen as an activity central to library operations, and one that is rightly the responsibility of library professionals. By the mid-1960s, librarian control of selection was an accepted practice in American academic libraries.

In theory, collection development librarians work as full-time subject bibliographers concentrating on one discipline or a group of subjects. In practice it is much more common that librarians combine collection development duties with other library work. This entails difficulties, as discussed by Robert Sorgenfrei and Christopher Hooper-Lane. Besides staffing the reference desk, reference librarians carry out bibliographic instruction sessions, perform searches for patrons, and prepare instructional materials. In recent years tasks have been added: managing access to electronic resources, serving as Webmasters, providing email or online chat reference services. Much of an overtaxed reference librarian's work becomes “reactive,” according to these writers, carried out in direct response to patrons' needs and requests. Collection development work seems less pressing and may be postponed.

Some see selection by librarians only as the ideal means of acquiring a balanced collection. Ian D. Gordon, writing in a Canadian context, calls on librarians to reclaim an active role in selection. He states that librarians are “best suited to perform this function” and “have the subject

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Hope you all saw the awesome pictures of the fabulous women Audrey Melkin (Ingenta) and Ann Okerson (Yale) on the cover of Library Journal March 15! Audrey and Ann were pictured along with Vince Price (ProQuest), Steven Bell (Philadelphia University), Peter McCracken (Serials Solutions and U. of Washington), Sam Brooks (Ebsco Information Services), Diane Smith (LexisNexis) and John Barnes (Gale Group). The discussion was all about aggregators!

Tracked down the wonderful Janet Fisher <janetf@rcn.com> the other day. She’s in Boston, doing some project work for several different clients. You’ll remember that Janet left MIT Press for Cartref Science which abruptly closed operations. Anyway, she’s located at 39 Harrington Street, Watertown,
From your (frazzled) Editor:

Spring break has come and gone and the azaleas and dogwood are blooming in Charleston. This means it’s time to open the windows and let in the sun, put up the woolens (such as we have them here), and generally get things done. At the library, we are faced with potential budget cuts which means numbers, lists, reports, spreadsheets.

This issue of ATG, like all of them, has some really practical, relevant information. Audrey Fenner talks about selecting at an academic library, Sandhya Srivastava and Paolina Taglianti talk about using MS-Access for acquisitions ordering, and Dana Courtney revisits the paper-cloth issue from a vendor perspective. We also have a look by Kate McDill at her summer internship at Amazon.com. Interviews are with Vitek Trzec, Chairman of the Current Science Group and Barbara Haber, librarian and new author. Rick Lugg and Ruth Fischer defend us tech services people in the back room, and Sue Wiegand talks about the differences and similarities in products, vocabulary, and terminology. Whoa! Happy reading! See you in June!

Yr. Ed.

Letters to the Editor

Send letters to <stauensch@earthlink.net>, phone or fax 843-723-3536, or snail mail: Against the Grain, MSC 98, The Citadel, Charleston, SC 29409. You can also send a letter to the editor from the ATG Homepage at <http://www.against-the-grain.com>.

Dear Editor:

Regarding some inaccuracies in my Report on the 2001 Charleston Conference (ATG, February 2002), I offer my heartfelt apologies to NERL for identifying it as the “New England Research Libraries” instead of its correct name, “North East Research Libraries”. I offer similar apologies to David Kohl. It is always unfortunate when misunderstandings or incorrect perceptions are widely disseminated. But I think this particular instance has a potentially useful and instructive result: it draws attention to the complexity, even the obscurity, of the terms encompassed by the “big deals” OhioLink negotiates, and to the difficulties of assessing the benefits of these deals. I had checked my notes from this session against those of my Assistant Director; both of us are keenly interested in the subject and familiar with its complexities. That we could both misapprehend the speakers in identical ways suggests an even greater potential for confusion among less sophisticated audiences, and a need for a more strenuous effort on the part of advocates of either position to prevent misunderstanding by thorough and evenhanded presentation of the major points of contention.

Sincerely,
Michael Young
(Head of Acquisitions Services, University at Albany Libraries)
<youngm@albany.edu>

Rumors
from page 1

MA 02472 and hopefully she will be at the Charleston Conference this year — October 31-November 2.

Dialog and Gale, two business units of The Thomson Corporation (TSE:TOC), have just announced a wide-ranging strategic alliance to build new online products and services for the academic and public library markets worldwide. The first set of products and services, being developed for public libraries, are expected to be available by mid 2002 when further details will be made available. The new alliance seeks to leverage Dialog’s depth and breadth of online-based content, brand power and technology platforms in combination with Gale’s expertise and sales support infrastructure for its worldwide markets. Executives from both companies described the alliance as comprehensive and long-term. Both companies said that the new services will not displace existing products or services offered by either company. Gale — www.gale.com — a business unit of the Thomson Learning division of The Thomson Corporation, creates and maintains more than 600 databases that are published in electronic form, as well as in print and microform. The Gale Group includes Macmillan Reference USA, Charles Scribner’s Sons, Primary Source Microfilm, UXL, Greenhaven Press, Lucent Books, Kidhaven Press, Blackbirch Press and Thorndike Press. Founded in 1972 by Dr. Roger K. Summit, a pioneer in developing the technology behind electronic information retrieval, Dialog is a leader in providing online-based information services.

continued on page 8
And, speaking of email, was talking to John Riley [<jrdiley@attbi.com>] [please note this is a new email, even different from last month!] the other day as well. He was telling me about Barbara Haber who is head of acquisitions at the Schlesinger Library at Harvard’s Radcliffe Institute. John tells me that Barbara has built a seminal collection of culinary history at the library and she has just published a book, From Hardback to Homefries: An Uncommon History of American Cooks and Meals (Free Press, April 2002). Anyway, read all about it in this issue, page 40.

And they were just making another movie on the College of Charleston campus. Curious, we asked one of the movie folks wandering around what film it was. It’s called Leopold Blum, based on the James Joyce novel, but set in Mississippi. Charleston substituting for Mississippi? Go figure! Anyway was just reading in the newspaper that Dennis Hopper is going to be in the film. We sure didn’t see him on the set.

A good article appeared in Business Week (March 4, 2002). “Copyrights — or Mothballs?” by Heather Green. http://www.businessweek.com/technology/content/mar2002/tc2002034_6498.htm. The need to balance fair use with copyright protection in the electronic environment is causing tenacious lobbying by publishers who have a lot of clout and tension with libraries and librarians.

This came courtesy of Rick Heldrich (College of Charleston, Dept. of Chemistry and Biochemistry) <heldrichr@cofc.edu> who informs us of UCAIR (“Undergraduate Cooperative Access to Information Resources.”) http://web.twesex.edu/ ucair/. In June David Flaxbart (Head of the Chemistry Library at UT Austin) and R. G.(Bob) Landolt (Professor of Chemistry, Texas Wesleyan University) <landoltr@ms2.twexes.edu> are conducting a workshop at the Chautauqua Center at UT. The program is designed to provide undergraduate Chemistry faculty and institutional librarians with practical, hands on experience in use of all phases of contemporary online access to chemical information. For details, see Course 51 in the Chautauqua announcement recently mailed to most Chemistry Departments or click: http://www.engr.pitt.edu/chautauqua/ coursesdescriptions2002.htm.

NISO, the National Information Standards Organization has added a new voting member to its roster. Serials Solutions, <read Profiles Encouraged, ATG, Sept. 2001, v.13#4, p.58., and One Library’s Experience by Allison Mays, ATG, Dec.01-Jan.02, v.13#6, p.57 for more on Serials Solutions). Dedicated to improving the visibility of fulltext electronic format journals by providing client institutions of all types and sizes with comprehensive reports that show all the fulltext electronic journals available at their institutions. The organization partners with a variety of aggregators to provide visibility for journals within collections making these aggregated databases increasingly useful to library patrons. In welcoming Serials Solutions to NISO, Pat Harris, Executive Director said: “Internet development has spurred tremendous growth in the information intermediary arena. We are pleased to have Serials Solutions, a new kind of information service vendor, join NISO and help us shape standards that will be useful to all players in the information industry.” Serials Solutions will be represented by Mike McCracken, Co-Founder and Director of Technology. More information about the Seattle-based company can be found on their website at http://www.serialssolutions.com. NISO is the only U.S. group accredited by the American National Standards Institute to develop and promote technical standards for use in information delivery services providing voluntary standards for libraries, publishers and related information technology organizations. All NISO standards are developed by consensus under the guidance of experts and practitioners in the field to meet the needs of both the information user and the producer. http://www.niso.org.

And here’s more on Serials Solutions... Through an agreement reached in January 2002, Serials Solutions [www.serialssolutions.com] and Harrassowitz [www.harrassowitz.de] will collaborate to include individual e-journal subscriptions of their customers in the reports provided by Serials Solutions. According to Serials Solutions co-founder Peter McCracken, “A library’s individual E-journal subscriptions have been a challenge to include in their Serials Solutions reports. We have excellent control over the content of aggregator and gateway system contents, but the library’s individual subscriptions for e-journals, such as those that are free with a print subscription or online only subscriptions placed through their subscription agent, are often more difficult to include in our reports or may require maintenance by the library. Working with subscription agents such as Harrassowitz is a great way to enhance our service for our mutual customers.” According to Co-Founder and Managing Member Steve McCracken, Serials Solutions will add a check box for Harrassowitz to the Serials Solutions RFQ page and the Client Center update page. When a library identifies Harrassowitz in either of these locations, Serials Solutions will contact the agency, which will supply a list of that library’s e-journals currently handled by them. These will be included in the library’s next scheduled...

<http://www.against-the-grain.com>
uled Serials Solutions reports. The collaboration will begin in March 2002.

Just got back from PLA in Phoenix where I saw lots of people that ya’ all know. Even roomed with the fabulous Deborah Duke (Collection Management Administrator, Ft. Worth Public Library) <dduke@fortworthlibrary.org>. One of the people I ran into was Charles Halpin <charles@bookstreaminc.com>, once of Books in Print (see ATG, Feb. 2000, v.12/#1, p.46). He is now working with Bookstream Inc. (www.bookstreaminc.com) to produce the Bookwrap, “a state-of-the-art Web-based book commercial” that combines streaming video and audio, book metadata and author biographical information into a single cohesive Web frame. Check it out!

There is a lot of discussion (and angst) surrounding S. 2048, introduced in late March by lead sponsors Senators Ernest Hollings (D-SC) and Ted Stevens (R-AK). The bill, entitled the Consumer Broadband and Digital Television Promotion Act (CBDTPA), formerly known as the Security Systems Standards and Certification Act (SSSCA) is designed to address copy protection and fair use concerns regarding digital content and digital consumer technologies. The text is at http://www.politechbot.com/docs/cbdtpa/. And so is the Electronic Frontier Foundation’s Action Alert http://www.eff.org/Alerts/20020322_effCBDTPA_alert.html.

From Edupage, April 1, 2002 — The above bill recently introduced by Sen. Hollings has drawn criticism from various experts, though copyright owners support efforts to curb the illegal reproduction of copyrighted works. David J. Farber, a professor of telecommunications systems at the University of Pennsylvania in Philadelphia and a former chief technologist at the FCC, said the bill is a “very, very badly conceived idea.” Rob Enderle, an analyst at Giga Information Group Inc. speculated that restrictions would impose certain trade for PCs because copying songs is “one of the reasons people buy new machines.” The Recording Industry Association of America defended copyright protection measures, saying that piracy cost the industry $3 billion in 2001. From Computerworld, 1 April 2002 http://www.computerworld.com/storyba/0,4125,NAV47_STO69702,00.html.

Speaking of which, the new Digital-Copyright listserv is a subscription must! The listserv aims to be a discussion space for educators, policy makers, librarians, lawyers, and all who have a vested interest in digital copyright and other intellectual property matters of importance to the higher education community. To subscribe to the digital-copyright list, send a message to: <listproc@listserv.umuc.edu>. Be sure to leave the subject line blank and the body of the message should read: “subscribe digital-copyright your name.”


Institute of Physics Publishing (IOPP) has taken responsibility for the electronic-only publication Journal of High Energy Physics (JHEP) (1997-). All submissions and the peer review process will continue to be managed by the International School for Advanced Studies (SISSA) in Trieste. As well, IOPP and the International Atomic Energy Agency (IAEA), based in Vienna, Austria will jointly take responsibility for publishing the journal Nuclear Fusion though peer review will continue to be managed by the IAEA. For further information, contact the astute Nigel Hollingworth (Business Development Manager, Institute of Physics Publishing) <neh@iop.org>.

ABC-CLIO will link its historical abstracting and indexing databases, Historical Abstracts and America: History and Life, to journals contained in the Project Muse database. The service is expected to be available in spring. Historical Abstracts and America: History and Life, established in 1955 and 1964 respectively are research tools for students, scholars, and historians. They contain abstracts of journal articles and book reviews pertaining to the history of the world, with more than 16,000 new abstracts added to each database every year. Both databases were brought to the Web in 1998.

Are libraries the principal source of articles in print but not in electronic format? Is it a matter of branding? Of perspective? Of the huge volume of information available on the Web? The Ingenta Institute, the independent research organization funded by Ingenta, has just published the results of a new study of user behavior in sourcing scholarly information. Supported by the International Council for Scientific and Technical Information (ICSTI), the research project consisted of three qualitative and quantitative studies, undertaken by the British Library, industry analysts Electronic Publishing Services (EPS), and David Brown (Director of Strategy, Ingenta). The conclusions indicate significant changes in how scholarly information is sourced today. Some of the findings include: The number of articles involved in all facets of separates distribution is over 300 million per annum, a three-

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fold increase over earlier estimates. There is a 15% overlap between document requests and subscriptions to scholarly publications. The potential value of the separates distribution business is currently estimated at $1 billion in the US, equating to 50% of journal subscription activity. While readers see the library as the principal source of articles in print, only one-fifth credit the library with responsibility for online material. Readers are becoming more self-reliant. A quarter of respondents paid for articles personally by credit card, indicating the importance of convenience for the reader. The Ingenta Institute Report is available for $135.00 for academic institutions and $235.00 for commercial organizations. For further information: institute@ingenta.com.

Have you heard of Dspace? http://www.dspace.org/live/home.html. As a joint project of MIT Libraries and the Hewlett-Packard Company, DSpace provides stable long-term storage needed to house the approximately 10,000 articles produced annually by MIT faculty, researchers, centers and labs. For the contributor, DSpace offers the advantages of a digital publication in a variety of formats including text, audio, video, images and datasets. All contributed materials are subject to access control and rights management protection. Individuals and their academic communities may determine who will have access to archived works. In addition, DSpace offers versioning of documents. While contributors must submit "finished" works to DSpace, they may also update and revise their work after the initial submission date. For the library user, DSpace enables easy remote access and the ability to read, and search DSpace items from one location: the World Wide Web! http://www.dspace.org.

From Today's Legal News, April 3, 2002 – From The Recorder — Attorneys defending a Russian software company against a criminal indictment for trafficking software used to circumvent copyright protections tore into the Digital Millennium Copyright Act on Monday. Urging a federal judge in San Jose, Calif., to dismiss charges against Moscow-based EcomSoft. The attorneys argued the DMCA blindly protects copyright holders while plowing through due process, fair use, and First Amendment protections. http://www.law.com/.

The UK Library Association are holding their first joint Colleges of Further and Higher Education (CoFHE) and University, Colleges and Research Libraries Group (UCR&R) conference at the University of Bath from 3-6 April. It is titled: "Gate-crashing or hurling the barriers to collaboration."

Collaboration, co-operation and communication are the buzzwords across the post 16 educational sector in the UK and the conference aims to offer those in further and higher education, research, national and sixth form college libraries the opportunity to exchange views on a rapidly changing world. Speakers include Howard Nicholson the University of Bath Librarian, Dr Alicea Wise Assistant Director of Collections and Communications at JISC and Anne Bell, Director of Library Services at Kings College, London. It promises to be a lively event.

The end of March was busy at Olympia in London with The London Book Fair and Internet Librarian running side-by-side. Internet Librarian ran an exciting schedule of PreConference and General Conference workshops, including the popular "Searchers Academy" with Greg Notess, Reference Librarian, Montana State University and Gary Price, co-author "The Invisible Web" giving their very slick and informative presentations. Greg Notess also ran an "advanced searching" workshop packed with useful tips. Darlene Fichter from the University of Saskatchewan Library in Canada ran a pertinent workshop on "The Secret to Successful IT Management." I think librarians everywhere must wish that they had a "Darlene" on hand at their library!

e-Pub London ran in parallel to the London Book Fair and was packed with electronic publishing "celebrities": David Warlock, from EPS explored the subject of Digital Rights Management and the current trends in Electronic Publishing, John Bond from Penguin stimulated a discussion about branding and Hazel Woodward, University Librarian Cranfield University gave an up-to-date on her interesting experiences relating to usage statistics for e-journals.

Fred Perkins, COO of The Stationery Office summed up the flavour of the conference when he said: "New Media Revenues: new players, new technologies, new models - ALL CHANGE!"

The West Midland wing of the University College and Research Group are running a day's course for librarians on May 21st, entitled: "Because you're worth it: marketing your library and information service." It's to be held at the Coventry University Library and the outline programme is: "Don't get left on the shelf: marketing is a library issue," a workshop with Antony Brewerton Subject Team Leader for Arts, Social Sciences and Health Care Information, Oxford Brookes University "Marketing a new building - Coventry's experience" - Pat Noon, University Librarian of Coventry. Interested attendees should contact Judith Hegenbarth <j.hegenbarth@bham.ac.uk>.

A stash of gunpowder which may have come from the barrels that Guy Fawkes and his fellow conspirators hoped to use to blow up the Houses of Parliament in 1605 has been unearthed by curators in the basements of the British Library. The potentially explosive discovery was buried deep in the Library's collections, housed in a box of assorted gunpowder, most dating back to the 19th century but some possibly earlier!

The British Library have said that they will give it to the Royal Artillery-the rationale being that it will be safer to hand it over to an institution which specialises in artillery rather than books!

The HERON Partnership, which offers a national service to the UK Higher Education community for copyright clearance, digitisation and delivery of book extracts and journal articles has announced that a preliminary agreement has been signed between HERON and Ingenta. Completion is expected to occur on 31st March 2002, after which Ingenta is expected to take over the management and operations of HERON. Ingenta, specialists in the online distribution of published scientific, professional and academic research, provides an excellent match for HERON.

xref are running an afternoon's discussion with presentations in conjunction with the British Library on May 13th called: "Living up to user expectations. The librarians' challenge of delivering online reference within and without the library." Wine and nibbles will be available afterwards. It is to be held at the conference centre at the British Library in St Pancras, London. Speakers are to be finalised. Interested delegates should contact: Daryl Rayner <daryl.rayner@xref.com>.
REMELIR WHEN?

Subscription Agencies were service businesses and your account was as important as any other account your agency handled?

Basch Subscriptions, Inc. provides serial service that saves you and your library both time and money. Any agency will take your order, only Basch Subscriptions, Inc. will prove its commitment every day with the personal service you deserve.

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E-Mail: Subs@Basch.com

There has been much discussion about the bid for Blackwell Publishing by Taylor & Francis. Did you see this article in the Telegraph (UK)? Entitled “Taylor & Francis gets 10pc boost from journals” by Simon Goodley (3/22/2002)? The article goes on to report: “Last week [Taylor & Francis] unveiled a £30m takeover bid for privately owned rival Blackwell Publishing, which is reeling from a family battle over its future direction.” Taylor & Francis is expecting a response to its bid before Blackwell’s EG, which must be called within the next six weeks.” http://money.telegraph.co.uk/money/

In the meantime, I decided to visit the Taylor & Francis homepage — http://www.tandf.co.uk/news/pdf/Preliminarу_2002.pdf and located some interesting statistics regarding preliminary results for the year ended December 31, 2001. Turnover is up 18% to 137.3 million pounds. The operating profit is up 20% to 30.6 million pounds reflecting improvement in operating margins and successful integration of acquisitions. Pre-tax profit is up 2%

to 26.8 million pounds. Dividend per share is up 10% to 3.99p. Interest cover improved to 8.0 times (6.2 times in 2000), reflecting strong cash flow. 2002 is expected to be another good year. Libraries should be so lucky!

When I was in Phoenix, saw Dora Biblarz and her husband, Mike. She told me a trick that she uses for getting restaurant reservations. Shhh… She takes the surname of a sales rep who works for a prominent library vendor who must be known in all the right circles and gets right in wherever she wants to go! Sounds like a plan! And Dora has not really retired! She is working on a history of the Richard Abel Company.

In Phoenix, also saw Mary Jo Godwin and her husband, Charlie. You’ll remember that MJs used to work in Phoenix when she was marketing manager with Phyllis Steckler’s Oryx Press so she knew her way around and even showed me all the old haunts.

Speaking of Phyllis S. Oryx Press as a donor on the list of donors at the entrance of the spectacular Phoenix Public Library. Quite a place! I hope ours in Charleston turns out so well.

And, the College of Charleston Library — the new one — has begun construction, probably, to be completed and opened in the summer/fall of 2004, we hope. To read all about it, visit our homepage at http://www.cofc.edu/~library.

Spring is definitely here in Charleston. In fact, it is already beginning to feel like summer. It is in the 80’s today, and the sun is very bright and you can feel a little humidity. Talked to two people in the same day (Frank Mols <fmols@binghamton.edu> and Edna Laughery <elaughery@aol.com>) who mentioned snow!?!? What can I say?

Got this notice from Chuck (he sees everything!) Hamaker announcing a periodical called the Digital Document Quarterly (DDQ). DDQ will address the core challenges of digital preservation: data integrity and information trustworthiness. DDQ will address on document qualities that can be conferred and managed automatically or semi-automatically — properties such as integrity, confidentiality, authenticity, trustworthiness, and so on. These are the properties that machines, data structures, and algorithms can provide. DDQ will be mostly silent on qualities that human beings must provide, such as interesting content and selection into collections. See http://home.pachbell.net/egladyney/ddq.htm. H.M. Gladney, HMG Consulting, 20044 Glen Brae Drive. Saratoga, CA 95070.

This is from Edpage, April 1, 2002, <educause@EDUCAUSET.EDU> and the original article comes from USA Today (March 31, 2000). This spoke to me because back in the dark ages, at the beginning of email, when you couldn’t store your email on your individual computer so you kept it on the college system, remember? Well, I got emails and calls regularly because I had too much email stored on the VAX. Now, I have all my emails stored, thank you very much, on my personal computers which have so much space these days they don’t care how much email you get. Anyway, the times they do a-change. This article is by Jefferson Graham, “E-mail is evolving into fee-mail” and talks about the charges that some email providers are considering for simple membership, special services, such as email forwarding and extra storage space. I tell you, if they don’t charge you one way, it’s another. http://www.usatoday.com/life/cyber/tech/2002/04/01/fee-mail.htm.

The EBONI (Electronic Books ON-screen Interface) Project’s Electronic Textbook Design Guidelines are now available from the project Website: http://ebooks.srath.ac.uk/eboni/. The guidelines are the result of extensive evaluations of electronic books involving over 200 students, lecturers and researchers from a range of disciplines and backgrounds in UK Higher Education. They are a valuable resource for all developers of digital educational content. EBONI, funded under the JISC DNER Programme for Learning and Teaching and based at the University of Strathclyde, ran from August 2000 until March 2002. Further information about related research at Strathclyde can be found at http://ebooks.strath.ac.uk/.

If you haven’t, look at Swets Blackwell’s e-journal survey for 2001 www.iucr.org/~ps/survey.pdf. Among the 33 STM publishers surveyed, pricing models are becoming more uniform. 88% of those surveyed said they plan to maintain their existing pricing policies. 73% sell their electronic versions bundled with print; 36% apply a separate surcharge of between 5% and 20% for the electronic version, though this number appears to be decreasing. 61% sell the electronic version separately.

<http://www.against-the-grain.com>
rately, at between 80% and 125% of the
print price. 18% already offer e-only jour-
nals, though 40% said they are not going
to offer e-only journals. And this is just
SOME of the data. Very interesting.

MnLINK, the Minnesota Library Infor-
mentation Network, has contracted with
Fretwell-Downing, Inc. for its VDX and
ZPORTAL software for the MnLINK
Gateway to facilitate electronic access
and resource sharing within the State. With
the introduction of ZPORTAL and VDX
solutions, MnLINK will expand the services
it provides Minnesota residents with easy
Web-based access to all the resources con-
tained in the libraries for the University of
Minnesota, the Minnesota State Colleges
and Universities, and the Minnesota State
Agencies. Other participants in the
MnLINK Gateway include private colleges,
public libraries, K-12 school libraries, and

This book was recently mentioned by
Daniel Zalewski, an editor in the New York
Times Magazine and it looked like some-	hing we should read. The Future of Ideas:
The Fate of the Commons in a Connected
World by Lawrence Lessig. Described as
a "passionate" new book by the Lessig, a
Stanford law professor, the book argues
that "America's concern with protecting intellec-
tual property has become a oppression
obsession." Zalewski notes that the book
"is less valuable as legal scholarship than
as sweeping cultural criticism." http://
www.nytimes.com/2002/01/06/books/re-
view/06ZALEWST.html?d=hemcp=7=
0411fU041fFe3Q8t012000ma12vA14b.

A voice from the past and there is life
after libraries. Recently heard from Gita
Gunatilleke once from New Zealand who
has turned from libraries to food (hmmm...)
and has set up her own new business
Serendib Foods — Authentic Sri Lankan
Flavours in Wellington. Sri Lankan food
is getting into outlets around New Zealand
and a Website is forthcoming!<serendib@paradise.net.nz> Pretty cool!

Also heard from Digby Sales (U. of
Cape Town)<digby@uctliblib.ac.za> who
tells me he has earmarked Charleston for
2002! It will cost South Africans a lot more
to come since the Rand has further nose-
dived. Digby says this means that he doesn't
know how they are going to deal with jour-
nal subscriptions this coming year. He
speculates that they will have to cancel
many paper journal titles, and obviously
will buy fewer books since 95% of their
materials' expenditure is in foreign cur-
cency. Also the proportion of journals to
books is now over 9:1 in terms of the allo-
cation of our budget. Do I feel a Charle-
ton paper coming on?

In the meantime, Carol van Zijl
<carolvz@nt.tritek.ac.za> has organized a
2nd Acquisitions conference to be held in
Pretoria in August.

And was poking around the net and lo-
cated the fantastic Suzanne Wilson-
Higgins (once director of marketing com-
munications and electronic product
development at Blackwell's). She is now
the Commercial Director for Lightning
Source UK which she joined in July 2000.
Lightning Source is a division of Ingram
Industries, Inc. She has three daughters

Coutts has purchased the book portion
of Martinus Nijhoff from Swets
Blackwell. As part of the agreement, Swets
Blackwell has taken over John
Smith's journal subscription
business from the
www.lights.com/scott/.

Paul Peranteau
<paul@benjamin.com>
(John Benjamins Publishing) was rec-
ently at ARLIS. He
asked if libraries had
lost funding either di-
rectly or indirectly be-
cause institutions,
organizations or govern-
mental agencies needed
money to address se-
curity issues in the wake of 9/11. Com-
ments???

Just got word that the fabulous Dr.
Martin Dillon, Executive Director Emeritus of the OCLC Institute
and consulting acquisitions editor for Librari-
ies Unlimited has been named Director
of Acquisitions and Editor-in-Chief of
American Reference Books Annual
(ARBA). Dr. Dillon will work from home
in Dublin, Ohio, where he lives with his
wife.

Iris L. Hanney has joined TechBooks
as senior vice president of the Corporate
Publishing Group. Founded in 1988 and
employing more than 2,200 people,
TechBooks is a global company that de-
livers composition services, front-end
XML workflow processing, and data con-
version services to publishers.

Hope y'all saw in the annual report
survey report (this issue, p.52) that Albert
Joy <albert.joy@uvm.edu> (U. of Ver-
mont) and Mary Page <mspage@rci.rutgers.edu>(Rutgers University) were
chosen at random from the librarians who
returned their survey. They will both rec-
ceive a free subscription to ATG and a free
Charleston Conference 2002 registration.
Now, don't you wish you'd turned in your
survey?

Well, remember when ATG interviewed
Rolf Janke (Vice President and Publisher)
about the launch of Sage Reference (see
ATG Feb. 2001, v. 13/1, p.46.)? Anyway,
Sage Reference has just launched its first
title, the Encyclopedia of Crime and Pun-
ishment (editor, David Levinson) at a rec-
session held in the President's Office of
John Jay College of Criminal Justice
in New York City on April 2, 2002. The high-
light of the event was when Sage Refer-
ence donated not only a generous sum to
the college, but also the first copy of the
Encyclopedia to the College Library. Sage
Reference's mission is to publish high qual-
ity social science reference works (in-
cluding encyclopedias, dictionaries and
handbooks, in print and digital formats).

The March 2002 issue of
In-cites, the newsletter of
ISI, features an interview with
Dr. Amos Smith, editor of Organic Letters. The interview addresses Organic Letters' skyrocketing citation figures; the
SPARC-partnered journal achieved the highest increase in total citations in No-
ember 2001 and January 2002, and is
moving steadily up in the chemistry jour-
nal rankings in the ISI Essential Science
Indicators Web product. The interview with Dr. Smith is available at: http://
in-cites.com/journals/organic-letters.html.

BioOne and the American Society of
Plant Biologists (ASPB) will collaborate
to create and produce an electronic book.
The book, titled Arabidopsis, marks the
first foray into online book publishing for
both organizations. The ASPB had previ-
ously published this book in print; but with
the completion of the genomic map of
Arabidopsis, the book's editors, Drs. Elliot
Meyerowitz and Christopher
Sommerville, wanted the new edition to
be quickly and easily updated to reflect new
research results as they became available.
BioOne will serve as the technical partner
and hosting platform for this e-Book, which
will follow an open access model and be
freely available on the BioOne Website.
The project will begin in early summer.
My Summer at Amazon.com
by Kate C. McDill <km7372@u.washington.edu>

Traditional library and information science (LIS) theory and practice are well-developed and have come to be used by e-commerce companies to sell goods and services. The axiomatic of the marketplace is that sellers need buyers to be able to find what they want — effortlessly. In the information world, people with information want people needing it to be able to find and access it easily. Last summer I worked as an intern at Amazon.com, assigning browse nodes to nodeless ASINs in the toy & baby store. What this really means is I applied subject indexing to merchandise, utilizing the in-house taxonomy, with the goal of improving the information retrieval.

Amazon.com’s goal, besides the obvious one of profitability and making Wall Street happy, is for a customer to locate needed information or to purchase goods easily. This requires robust taxonomies, called browse trees in the language of Amazonia. The items in the Amazon.com catalog are all assigned an Amazon Special Identification Number (ASIN) and every browse leaf node has its own ID number. I spent the summer connecting ASINs to all applicable browse nodes using MS Excel spreadsheets.

Amazon.com has two types of stores. For the Books, Music and Video (BMV) stores, they use cataloging and subject terms direct from the specific industry. Other merchandise is sold through "hardline" stores, which requires a person (me) to assign browse nodes (index) and subject terms to each item individually. For the toy store, in addition to the "category" browse tree, there are "age range" and "brand" browse trees, which makes indexing toys a greater challenge. The browse structures are not faceted but are hierarchical. The browse trees have main branches and leaf nodes. Each leaf node is assigned a specific number in the database and when a customer clicks on "category" or "age range," the different branches are shown. For example, the board game Monopoly would be assigned the leaf node: Toys > Categories > Board Games > Classic Games. A customer could also find it through the age-range categories. Unless a searcher knows the age-range suggested by the manufacturer there is a bit more guess-work involved. Monopoly is recommended for 8 and up and so the game would surface in three age ranges: 8-11, 12-14 and grownups. It also would be listed under two leaf nodes in each age range: games > board games and games > classics. This game is also searchable as Monopoly or by the brand name. Parker Brothers and Hasbro both hold brands to Monopoly. The brand branch gives an additional two places to find the game: Parker Brothers > Family Game Night and Hasbro > Family Game Night. The total number of leaf nodes assigned to Monopoly would be nine. Can you imagine assigning 9 LC codes to a single book?

A consumer searching Amazon.com would think that the items are co-located in many different places. Each item obviously only has one home in the warehouse, such as in a library. The necessity of cataloging items in a broad array of places in an e-commerce site validated my LIS education. Items must be organized in many different ways to be understandable to the users. Additionally, the browse structure must be flexible enough to handle fluctuating inventory and consumer interest. (The toy industry is notorious for items blooming and dying in popularity very quickly.)

The application of LIS theory and practice is alive and well on the Amazon.com site.

Poking around to find ATG back in 1992 (can you believe that was ten years ago?) to see who we were talking about, here are a few of the Rumors from the first issue of the year (v.4/1) (ATG had five issues back then, was 48 pages, cost $25 a year, and Rumors was less than two pages long!) — Jolanda von Hagen had left Springer Verlag, Ameritech had bought NOTIS, Christine Lamb was named Director of the Faxon Institute, Audrey Melkin had left Wiley for Henry Holt, Ruzicka Bindery had changed its name to Southeast Library Bindery, Inc., and Gary Shirk had just been made President/COO of Yankee Book Peddler. And that’s not all and it’s just the first issue.

<http://www.against-the-grain.com>