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If Rumors Were Horses

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Against the Grain

"Linking Publishers, Vendors and Librarians"

ISSN: 1043-2094

1997 from a Bookseller's Perspective

by **Daniel P. Halloran** (Academic Book Center) <danh@acbc.com>

The beginning of a new year is always a time for hope and optimism. Looking back through the past year, in contrast, it's natural for us to focus on some of the things that went wrong, the occasional missed opportunity, or other negative events that affected our professional and personal lives. From a professional standpoint, however, I would have to search long and hard for the negatives in 1997. In fact, it's apparent to me that this past year brought to fruition a number of important trends, and they will coalesce into guideposts for developments in the next few years.

Among these trends and developments are:

- The widespread interest in outsourcing certain technical services functions.
- The commitment to Web-based technology among the larger library booksellers.
- The central role of approval plans in libraries, including smaller libraries that traditionally had used other collection management tools.
- The emergence of consortia as fun-

damental platforms for resource sharing and other forms of cooperation.

• The creation of a new university in Florida that combines all of these trends to form at least one model for the future.

What has motivated these trends and developments? The apparent answer is cost, or stated more broadly, the attempt by library administrators to control costs, use budgets more effectively, and manage the human, technological and material resources better than ever before. But behind this cost control effort is something far more interesting. The amount and the variety of information is growing explosively. Libraries are charged with the mission of collecting and making accessible all this information in a variety of formats, and the task is becoming more complicated. For instance, a simple CD that children buy in retail stores has all sorts of implications when a library purchases the same product: How can it be shared among patrons? What are the fair use restrictions? Can it be copied and networked? How is it protected against theft? Each of these questions requires a different

response, based on the many different producers of the information or the information itself contained on the CD.

And someone, or several people, have to make policy regarding these issues, and then manage those policies. The task gets more complicated in the electronic and database environment, and then there are the added requirements of knowledgeable li-

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If Rumors Were Horses

Well, it seems like something always happens while we are "in press!" We have just learned that **Williams & Wilkins** has agreed to be acquired by **Wolters Kluwer** in a transaction valued at about \$375 million. Apparently, there will be an integration between **Waverly's** business and **Lippincott-Raven's**. It is anticipated that **Kluwer** will maintain a "substantial operating presence and work force in Balti-

more." The consolidations continue. See this issue, p. 30 for **Judy Luther's** article on consolidations and mergers in our industry. Also, in the future, the energetic and awesome **Mary Brandt-Jensen** will be writing a column for **ATG** on mergers and acquisitions in the industry. And there's more, **Rob Richards** (see **Biz of Acq**, this issue, p. 68) sends word over the **lawlibrary listserv** that there is an updated version of "A Legal Publisher's List: The Shape of Legal Publishing Today," available at <http://www.colorado.edu/law/lawlib/ts/legalpub.htm>.

Bradford Wiley II, Chairman of the

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Board of Directors of John Wiley & Sons, Inc. (NYSE: JWA and JW.B) publishers, have just announced that **William J. Pesce**, Chief Operating Officer, has been appointed as the company's next President and CEO. Mr. Pesce, 46, will succeed **Charles R. Ellis**, who will relinquish the post on May 1, 1998, shortly before his 63rd birthday, as anticipated in his employment contract. Mr. Ellis, who has held the position since 1990, will continue to serve Wiley in a senior advisory role. Mr. Pesce, a member of the company's senior management team since 1989, has served as Wiley's COO since May 1, 1997, responsible for the management of all its worldwide publishing operations. Mr. Pesce led the turnaround of the College Division and has contributed significantly to the growth and profitability of the company's global publishing programs, both in print and in electronic form. "The appointment of Will Pesce as Wiley President and CEO represents continuity for the leadership of the company. Over the past eight years, Will has worked closely with **Charles Ellis** and other members of the senior management team to return Wiley to the ranks of leading publishers worldwide," said Mr. Wiley. "Will brings to his new assignment the leadership, management skills, and personal enthusiasm for the publishing craft needed to face the competitive realities of Wiley's future." If you want to know more, visit the Web site at <http://www.wiley.com>.

John A. Jenkins, a twenty-seven-year publishing veteran and author of two acclaimed books, has been hired by **Congressional Quarterly** as corporate Vice President and General Manager of CQ Books. In his new capacity, Jenkins will oversee an operation offering more than 200 book titles and directories on Congress, politics, and national affairs. CQ Books publishes about fifty new titles annually. Jenkins is president of the **Cobb Group**, a Louisville-based **Ziff-Davis** subsidiary that publishes magazines, newsletters, and electronic information products. Jenkins spent 23 years at the **Bureau of National Affairs, Inc.** The two widely reviewed and critically praised books mentioned above are *The Litigators* (Doubleday, 1989) and *Ladies' Man: The Life and Trials of Marvin Mitchelson* (St. Martin's, 1992).

Routledge Publishing Holdings, established in June, 1996, when capital venture group **Cinven** purchased the 165-year-old company from the **Thomson Corporation**, has reported a group operating profit of \$4.45 million on revenues of \$59 million from the first year as an independent company. Those sales figures were converted from the British Pound at an exchange rate of \$1.65 U.S. dollars to one pound. During the past fiscal year, as *ATG* readers know (see *ATG* interview with **Colin Jones**, v.9#4, September 1997, pp.34-36) — **Routledge New York** has added to its staff in all departments, launched a U.S.-based reference program, created a new online marketing department (which will unveil a new U.S. Website in early 1998), and has redirected its publishing list to increase sales in both the academic and trade markets. **Routledge Publishing Holdings** consists of **Routledge Ltd.** (London), **Routledge Inc.** (New York), **Carfax**, and the recently acquired **Spon**, which joined the group in

Linus Pauling, two-time winner of the Nobel Prize, convinced himself that vitamin C was a cure for cancer and co-authored a book: Cancer and Vitamin C. Pauling's wife, Ava Helen, began taking large daily doses of the vitamin, in reinforcement of Pauling's theory and ten years after starting the daily megadoses died — of cancer.

November 1997. For the financial year July 1996, the performance of the individual growth companies is as follows: **Routledge London** — Sales: \$42,428,000, Earnings Before Income Tax: \$2,467,000; **Routledge New York** Sales: \$17,702,000. EBIT: \$1,256,000; **Carfax** (April-June) Sales: \$4,547,000, EBIT: \$1,269,000. After allowing for inter-company trading and group expenses, sales for the year were \$58,613,300 and operating income before tax and interest was \$4,512,000.

Just got a news bulletin and letter from the wonderful **John McNeil**. John has retired from **Annual Reviews** effective January 30, 1998. He says that his retirement gives him the opportunity to pursue other interests and spend time with two of his granddaughters who, after living in St. Paul for the past eight years, recently relocated to Davis. He says he also wants to get his house and garden "to the point that Martha Stewart might approve of my efforts." In case you didn't know, John is quite a gardener and he was able to trade all sorts of gardening stories with **Emily Whaley** (*Mrs. Whaley's Garden*) and **Corrie Marsh** (*Gale*), both great gardeners as well at the wonderful **Charleston Conference Post-Conference Reception** in Mrs. Whaley's garden hosted by Mrs. Whaley, **Angie LeClerc** (Director of the **Citadel's Daniel Library**) and her husband Fred! AND John is NOT deserting the **Charleston Conference**! He plans to come back many more times and writes that he can be reached at 205 Silvia Ct., Los Altos, CA 94024-3839. Happy gardening, John, and, don't worry, we don't care if Martha Stewart doesn't approve!

Well, 'twas the week after Christmas and all through my office there were Christmas cards galore. Thanks to ALL of you. AND, what to my wondering eyes should appear but a card from **Dr. Nigel Hollingworth** <nigel.hollingworth@iopublishing.co.uk> who is now Business Development Manager, Journals for the **Institute of Physics Publishing**!

Sandy Gurshman is the new Manager of Content Development at **Dawson Information Quest**. Sandy is that incredible woman who used to be Manager, Publisher Relations, at **Blackwells Information Services** and Manager of Continuations at **Baker & Taylor**. She holds a Masters of Library Science from Rutgers as well as a Masters degrees from both Cornell and the U. of Maryland. Sandy will be joining the awesomely patient **Jan Peterson**, Director of Content Development for Dawson Information Quest, Inc. Sandy will work with publishers and content providers to supply access to their content through IQ.

More. **Dawson** has announced the appointment of **Shaun Naughton**, **Terry Austin**, **Joanne Robillard**, **Frank Scales**, and **Amy Gerzog** to its sales team. These great sales executives come from the likes of **Chemical Abstracts Service** and the **DIALOG Corporation**, **Primary Source Media** and **Baker & Taylor Books**, **Digital Equipment Corporation**, **IME Systems** and **SilverPlatter Information**. Congratulations to all of them.

Elsevier Science, Inc. and **Engineering Information, Inc.** ("Ei") have announced the acquisition of the publishing and information service assets of Ei by **Elsevier Science**. These assets include the **Engineering Index** publication, the **Compendex** database with related products, and the **Engineering Information Village Service**. Financial terms were not disclosed. All you astute readers of *ATG* will remember that **Judy Luther** interviewed **John Regazzi**, President and CEO of Engineering Information Village, in *ATG*, v. 9#3 (June, 1997), pp.38-39.

Community of Science, Inc., (COS), a Baltimore-based World Wide Web publishing company, has just announced that it has signed a three-year agreement with the **University of California Office of the President** (UCOP). This agreement provides a framework for the nine campuses and three national laboratories in the U. of California system (UC) to participate in COS. The master agreement between UCOP and COS was agreed to in August, 1997, and eight of the nine UC campuses and Lawrence Berkeley National Laboratory have signed participation agreements and began using COS services this fall. The eight campuses are **UC-Berkeley**, **UC-Davis**, **UC-**

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Irvine, UC- Riverside, UC-San Diego, UC-San Francisco, UC-Santa Barbara, and UC-SantaCruz. UC-Los Angeles continues its relationship with COS through a separate agreement utilizing the COS Funding Opportunities Database. The UCOP-COS agreement permits these sites and UCOP to develop a system-wide repository of information about faculty research interests and expertise. Additionally, the UC-system information will be published for each individual campus and will be integrated into **COS Expertise**, a consortium of over 200 leading research universities which participate in the **Community of Science** system. According to the most recent survey by the **National Science Foundation**, the U. of California is the most research-intensive system of higher education in the world. Its nine campuses have a combined research budget of over \$1.8 billion. Community of Science, Inc., works with research universities, scientific societies, and publishers to create virtual communities of scientists and scholars on the World Wide Web. With the participation of the nine University of California institutions, the COS consortium includes the ten largest research universities, and seventy-five of the Top 100 research universities in the United States, as ranked by annual research expenditures. **The Johns Hopkins University** founded the Company in 1988 and remains a major shareholder. For more information, visit the Web site at <http://www.cos.com>.

Recently heard from **Sara Miller McCune**, Publisher and Chairman of **Sage Publications, Inc.**, in Thousand Oaks, CA. Sara is a most nurturing, supportive, kind woman not to mention bam-zowie! It was she who helped me in so many aspects of *ATG* when it was just getting started! Sara wrote the first publisher profile to appear in *ATG*, June 1989, see v. 1#2, p.28, ("Making it Public: Sage Publications) and we also interviewed her in *ATG*, v.5#5, November 1993, pp.32-35.

Anyway, Sara sent along a review which appeared in the *Times Literary Supplement* in January 1998. Called "Page-turning detective tales." This is a review of *The Book Trade and its Customers, 1450-1900*, edited by **Arnold Hunt**, **Giles Mandelbrote** and **Alison Shell** and is published by **Oak Knoll Press** in its St. Paul's Bibliographies series. The review is by **Christopher Phipps** of the London Library and, Phipps says, that the book is a sort of Festschrift for "**Robin Myers**, one-time schoolteacher and librarian, honorary archivist of the Stationers' Company and recently elected first female president of the Bibliographical Society." And, Phipps continues, this series of seventeen essays contains a "blockbuster" essay about Charleston and the **Charleston Library Society**. Maybe next year at the Conference, we should have a tour to the Library Society? What do y'all think?

I tell you, looking back at *ATG* in June, 1989 (mentioned above) is quite a trip down memory lane. In the rumors column was news about **Key Book Service** filing for Chapter 11, relocation of **Ballen Booksellers International** to Hauppauge, NY, **Jossey-Bass** being acquired by **Maxwell Communications Corporation**, **W.R. Grace's** announcement of its plan to sell **Baker & Taylor**, **Keith Schmiedl** talking about the fact that **B.H. Blackwell** and **John Menzies** plc

For the late James Michener, writing success came through hard work. "I write everything three or four times," he once said. "My books are very long, very involved, very arbitrary. For example in Chesapeake I spent forty pages on geese ... I spend a lot of time on background ... that's the way I work."

had agreed to cease negotiation on the sale of **Coutts Library Service** because of objections to the sale by the Canadian government, and, the acquisition by **John Wiley & Sons** of **Alan R. Liss, Inc.** WOW! It's a historical archive! Plus, y'all this is happening all around us!

And speaking of **Publisher Profiles**, **Julie Gammon** has done one of the **U. of Akron Press** which we are looking forward to running in the April issue. Coming up. So — renew, renew, renew!

As we told you above, this issue of *ATG* contains an article by the astute **Judy Luther** on mergers and consolidations in our industry (see page 30). We should mention that the outcome is still unclear about the purchaser of **CARL** and **UnCover**. However, we have received word that **Thomson** has sold its science and professional division to **Wolters Kluwer**.

And speaking of Thomson science and professional division, did you meet **Anthony Watkinson**, who works for that division, at the **1997 Charleston Conference**? Anthony, who looks a bit like Rip Van Winkle I think, and who very patiently just went out on the Charleston cold night streets during the **Charleston Conference** to help me look for my lost husband, I hope will be a speaker at the **1998 Charleston Conference** — November 5-7. I am trying to pin him down ...

John Wiley & Sons, Inc. has acquired **Peter Brinckerhoff's Mission Management series** from the Colorado-based publisher, **Alpine Guild**. The series currently comprises three bestselling titles for nonprofit organizations, *Mission-Based Management*, *Mission-Based Marketing*, and *Financial Entrepreneurship*. **Robert Follett**, owner and founder of **Alpine Guild**, and former Chairman of **Follett Corporation**, said, "I am delighted that a very fine companylike Wiley will be taking over the books of my friend and author Peter Brinckerhoff. This arrangement will be good for nonprofit leaders, good for Peter Brinckerhoff, good for Wiley, and good for me, since it will free my time to enjoy more of the great Colorado skiing."

Christopher Brown-Syed, PhD, of the Library & Information Science Program, **Wayne State University**, Detroit Michigan is assuming editorship of the biannual *Library & Archival Security* (Haworth Press), starting with volume 15. Congratulation, Christopher and more info is available at <getinfo@haworth.com>.

Peter Lyman is resigning as university librarian at the **U. of California, Berkeley** effective July 1 to join the faculty at Berkeley's School of Information Management and Systems.

According to *Bookselling This Week* (January 19, 1998), p.1, **Viacom** has confirmed reports that it plans to sell off most of its **Simon & Schuster** publishing operations. Viacom is \$8 million in debt and is hoping to recoup \$4 or \$4.5 million from the sale. Companies which Viacom will keep are in the area of "consumer" publishing and include **S&S**, **Pocket Books**, **Scribner**, **The Free Press**, **Fireside**, **Touchstone**, **MTV Books**, **Nickelodeon Books**, **Star Trek**, **S&S Children's Publishing** and **S&S Audio**. They plan to sell **Macmillan Computer Publishing**, **Macmillan Digital Publishing**, and **Macmillan Reference**, **Prentice Hall**, **Allyn & Bacon**, **Appleton & Lange** and **Jossey-Bass**, among others.

The Institute for Scientific Information® (ISI) and **Derwent Information** have announced a planned collaboration to create links between the **ISI Web of ScienceSM** and **Derwent's Patent Explorer®**. Links between these two Web-based services will facilitate the access of researchers worldwide to the significant intellectual value of patent literature and the journal literature supporting that patent. This collaborative effort is expected to be available in the first half of 1998. To learn more, go to <http://www.derwent.co.uk> or <http://www.isinet.com>.

Also, the **Northeast Research Libraries Consortia (NERL)** has purchased extended years of the **ISI Web of Science**. NERL members participating in the Web of Science agreement include: **Columbia University**, **Cornell University**, **New York University**, **University of Rochester**, **Dartmouth College**, **Harvard University**, **Massachusetts Institute of Technology**, **Princeton University**, **Tufts University**, **University of Pennsylvania** and **Yale University**. NERL

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comprises a total of seventeen universities. For more information, contact **Ann Okerson**, Associate University Librarian at Yale University and NERL Coordinator at 203-432-1764.

ISI has announced that it will release **Discovery Agent** in February 1998. This alerting service is designed for organizations and individuals who want Web access to sophisticated profiles running against one of the world's best research databases. **Discovery Agent** enables subscribers to create, manage, and edit their own personal profiles on the Web. A specially designed interface assists the user in testing profile results so that the user can refine it using relevant keywords and targeted criteria. **Discovery Agent** filters its profiles against the **ISI/Current Contents** data. Alerts are delivered weekly directly on the Web and also by email as an option. Librarians can create profiles for individuals in their organization and automatically email the results to the appropriate individual. A Web demo of **Discovery Agent** is available at <http://www.alerting.isinet.com>.

Also, the **State University System (SUS) of Florida** has licensed the **ISI Web of Science**. The agreement covers multiple years of access through the Web browser, the **Web of Science**, to the **ISI Citation databases** by six participating institutions which include — **University of Florida**, **University of South Florida**, **Florida International University**, **Florida State University**, **University of Central Florida**, and **Florida Atlantic University**. Also participating are the medical schools — **University of Florida Health Science Center**, which includes the **Boland Medical Center** in Jacksonville, and the **University of South Florida Health Science Center**. Earlier in 1997, **Florida Gulf Coast University**, Florida's newest state university, licensed the **Social Science Citation Index®** component of the **Web of Science**. **Sam Gowan**, Associate Director of Collection Management at the **University of Florida** said that "the Web of Science is a valuable tool for research faculty. It will enhance productivity, enabling the research community to complete literature research more quickly and apply for funding more efficiently."

Speaking of **Sam Gowan** (above), remember that he is co-producer of **Ulee's Gold** for which **Peter Fonda** is up for the Academy Awards. Have you seen it? As we told you back in the November issue, **Bob Nardini** of **Yankee Book Peddler** did an interview with Sam which is available at the Yankee Web site <http://www.ybp.com>. AND — ta da — **Bob Nardini** will be updating his **Ulee's Gold** interview in the NEXT issue of **ATG**! Watch for it in these pages and, for heaven's sake, **RENEW** your subscription to **ATG**! Do you want to be left out of the news loop?

One thing I really regretted about Midwinter was missing **Eleanor Cook's** panel on "Your Boss is Not Your Mother." Did anyone go who can give us a report?

And, speaking of **Eleanor Cook**, are you going to the **Seventh North Carolina Serials Conference**? It's March 3-6 in Chapel Hill and has as its theme, "The Seamless Interface: Weaving Serials Partnerships." Eleanor is organizing a Symposium there on "Partnerships" which will be great and includes such leading lights as **David Ferriero** (University Librarian, Perkins Library, Duke University) and **Bruce Heterick** (Director, Electronic Sales, Blackwell's Information Services). There are plenty of other great speakers. Here are a few that come to mind — **Clifford Lynch** (CNI), **Maggie Rioux** (Woods Hole Oceanographic Institute "Maximizing the Web for Serialists"), **Elaine Drusedow** (Duke University, "Cataloging Electronic Serials"), **Arlene Hanerfeld** (UNC-Wilmington, "Claiming and Database Maintenance Serial Housekeeping"), **Nancy Gibbs** (NCSU Libraries), "Wheeling and Dealing for Electronic Resources: A Panel Discussion," including **Amy Dykeman** and **Bill Potter**. There are plenty of people I have left out and I don't mean to slight anybody. So, for further information contact **Cheryl Reddish** or **Wanda Rascoe** at NCCU: 919-560-6485 (voice) or 919-560-6402 (fax).

Heard from **Ruth Hodges** <lb_hodges@scsu.scsu.edu> who is

in the process of planning for **SACS (Southern Association of Colleges and Schools)**, an accrediting agency. Ruth has asked SACS for their criteria for library journal holdings. I am sure that a lot of you have experience with accrediting agencies and am wondering if you would contact either me or Ruth. As always, this is a topic that we would love to cover in a future issue of **ATG**!

Becky Lenzini (CARL) <rlenzini@carl.org> is always on the move! She was recently in Las Vegas for daughter Annie's Gymnastics Competition and Annie did a great job!

Buzzy Basch, President of **Basch Subscriptions**, is pleased to announce that **Alice Laona** has joined Basch Subscriptions. Alice, a twenty-year veteran of the publishing industry with special expertise in serials, will focus on publisher and customer services.

The **National Research Council of Canada** has announced that it has signed an agreement to include all fourteen of the **NRC Research Press** titles on the **ADONIS** Electronic Journal Subscriptions service. Beginning in January, NRC Research Press started supplying PDF files of all new journal issues to ADONIS electronically in advance of paper publication. The ADONIS production system ensures that electronic publication in ADONIS EJS will be concurrent with the paper issues. For further information, call **Paul Ashton** 800-944-6415. You will remember that **ATG** carried an article on ADONIS in the June, 1997 issue, pp.26-28.

Swets & Zeitlinger and the **National Research Council of Canada** have reached an agreement for the electronic journals of the NRC to be made available via **SwetsNet** technology and search engine, and then view the article fulltext on screen in Adobe PDF. **Kathryn Mikoski**, Acting Director of **NRC Research Press**, states that their participation in **SwetsNet** is seen as an integral part of the long-term strategy to utilize the enhanced functionality of the electronic environment to provide greater access to published scientific research. "We anticipate that our agreement with **Swets & Zeitlinger** will be a mutually beneficial partnership between content creator and access provider in which the sum will be greater than the two parts," she said.

More about **SwetsNet**. **Swets & Zeitlinger** and **Springer Verlag** have announced the conclusion of an agreement for Springer's **LINK** to view article fulltext and multimedia material and to also use the broad range of user services within **LINK**. The joint service was launched at the **London Online Conference** in December, 1997 and initially 225 titles will be available. **LINK** is an innovative service combining printed and electronic editions of Springer journals, bringing a wide variety of information directly to the user's desktop. **Hans Ulrich Daniel**, Managing Director of Springer Verlag said, "The demand for access to **LINK** has been enormous since its very inception. **LINK** and **SwetsNet** are an excellent fit and **SwetsNet** will quickly broaden the **LINK** user base even further.

Fred Lynden (Brown University) and the **Charleston Conference** go way back. One of my favorite stories is how a group of us women, after a Charleston Conference, stuck Fred with a big restaurant tab (almost). Anyway, Fred's a good sport, but he is also a serious professional. He is co-editor of **Advances in Librarianship** and gives a good look at the pricing trends for books and journals in this issue, p. 33.

Looking to reduce costs without affecting public services, the **Palos Verdes Library District (PVLDD)** in Rolling Hills Estates, California, has signed a three-year outsourcing contract with **Brodart**. The Palos Verdes Library District plans to add service hours to its branches. "We needed to outsource our cataloging and processing, and we also needed a more efficient selection process," said **Peg Tarbox**, central library manager for PVLDD. "With Brodart's **TIPS** all of our selection information — including fulltext reviews — is grouped together. It's a great time saver over our previous journal review process." Brodart's selection lists are provided in machine-readable (MARC) format for loading into the District's **Dynix** system. Once the PVLDD staff has selected their print and non-print materials, orders are placed using **Dynix** acquisitions with **Enriched**

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BISAC selection tools. Then **Compleat Book Serv**, Brodard's "material in hand" cataloging service, provides cataloging with customized holding records and shelf-ready processing. The PVLVD has three branches and serves four cities in Los Angeles County. If you want to know more, contact **Michael Wilder**, Brodard Books Division, 800-233-8467, ext. 551.

Electronic Online Systems (EOS) International has released the Q series, its new Next Generation, fully-integrated, modular library information management system. Cataloging, Circulation, OPAC, Powersearch, a Web OPAC and System Setup began shipping in 1997. Modules for Serials and Acquisitions are planned for release in 1998. **Linda Yoder**, the Director of **Nappanee Public Library** in Nappanee, IN, is just one of the people who is happy with the results. Visit the Web site at <http://www.eosintl.com> for more info.

I remember being really impressed by the soft-spoken and astute **Laura Parker**. Well, guess what? Laura has joined Academic Press' sales force of **IDEAL** online library. Laura has seventeen years of experience in scientific publishing with **Elsevier Science**. Before joining Elsevier, Laura had been technical librarian for **Sunkist Growers** (1977-1980) and reference librarian at the **Morton Arboretum** in Lisle, Ill, for the previous four years. Laura received a master's degree in library science from **Rosary College** in 1976.

Jan Banks, Southeastern Regional Manager for **Rittenhouse Book Distributors, Inc.**, has been promoted to National Sales Manager of the privately-held Pennsylvania-based distributor of health sciences information. Jan has been with Rittenhouse for five years. **John Fishback** is Assistant National Sales Manager, and **John Gosden** is the Northeastern Regional Manager.

We're a little late in telling you this, but still it's important! **Joyce Meskis**, owner of **The Tattered Cover Book Store** (Denver, CO) has been awarded the 1997 **Jack D. Rittenhouse Award** by the **Rocky Mountain Book Publishers Association** (RMBPA). The Rittenhouse Award was established in 1990 as a way for RMBPA to recognize publishers, booksellers, librarians, printers, salespeople, wholesalers, etc., who have made substantive, lifetime contributions to the region's publishing and reading communities. **Joyce Meskis** purchased the Tattered Cover in 1974 when it was located in Cherry Creek North in Denver and had two employees and 950 square feet. Today, the Tattered Cover operates in two Denver locations and ranks as one of the country's most preeminent independent bookstore operations. Meskis began her bookselling career in 1960, working at a university bookstore in her Midwestern college town. When I was in Denver many years ago, I visited the Tattered Cover's LoDo (Lower Downtown) store and was impressed by the size, congeniality and depth of stock. The July 1997 special anniversary issue of *Publishers Weekly* named Ms. Meskis among the industry leaders who have, "been most influential in the development of the American book business over the past century and a quarter." Hear, hear!

Speaking of bookstores, **Lyman Newlin** — Papa — just sent an

In the early years of this century, history books did not sell as well as novels. One journalist-turned-historian, Kenneth Roberts, was able to convert history into bestselling novels by weaving in a plot, giving his historical presentation a fictional title, and providing it with a happy ending. His best-known work was Arundel.

article about the "Expatriate Press in Paris in the 1920s" by **Henry A. Campbell**, a retired minister who has opened a bookshop called **Second Storey Books** in Omaha, Nebraska. The article's in *AB Bookman's Weekly*, January 19, 1998, p.189-190, and Papa says he recommends we read articles like this rather than about "outsourcing" and "virtual" things. See more from him in this issue, page 74.

The **American Philosophical Society of Philadelphia** recently chose **Brodard Automation** to perform the Retrospective Conversion of their collection. With many of the historically significant materials dating back to the 1700s, **Dr. Martin Levitt**, Associate Library Director, explains the need for an automated public access catalog. Funded by a grant from the **Andrew W. Mellon Foundation**, this unique retrospective conversion project will provide wider access to the collection for researchers, scholars, scientists and humanitarians worldwide, via the Internet. For further information, try 800-233-8467, x581.

Blackwell's Information Services has signed an agreement with **Science Archive** to supply an exciting new series of videos entitled *A Life in Science*. This innovative project aims to create a permanent 'archive' of interviews with key twentieth century scientists. Each scientist tells the story of his or her life in science in their own words, covering the major events and scientific achievements of their career. Here are some of the scientists coming or to come. Physics (**Edward Teller**, **Hans Bethe**, **John A. Wheeler**), Mathematics (**Sir Michael Atiyah**), Biology (**John Maynard Smith**, **Sydney Brenner**), Biochemistry (**François Jacob**), Chemistry (**Manfred Eigen**) and Zoology (**Ernst Mayr**) are covered and Blackwell's will be supplying the video archives to libraries all around the world. The transcripts of the interviews are also produced in book format which include regular timecodes corresponding to the video to allow ease of reference and navigation. Further information can be obtained from **Marianne Jacques** at marianne.jacques@gladkwell.co.uk.

EBSCO Document Services (EBSCOdoc) has announced development of a new service that permits librarians to control user access to document ordering. The new service, called **EBSCOMentor™** and will permit administrators to load local title holdings and notify and or block users from ordering those titles; provide unmediated ordering to end-users; and allow different user groups to have different permission and spending levels.

Journal of Women's Health is expanding both its frequency and content in 1998. In its seventh year, the *Journal* will be published ten times in 1998, starting with the February issue. Publishing original papers and review articles *Journal of Women's Health* is indexed in **Index Medicus**, **MEDLINE**, and **Current Contents Clinical Medicine**. For more information, contact — **Vicki Cohn**, Mary Ann Liebert, Inc., at 914-834-3100, ext 616.

Okay. Long time ago — maybe 3 years — the fantabulous **Phil May** (Mumford Library Service) sent me a letter about millennium versus millenium that I should have put in *ATG*. For one reason or another, I never got around to doing it, so we have had to wait for **Dave Fritsch** to enlighten us on this issue. See page 6. Sorry about that Phil, but see you soon in Jacksonville!

Well. For the second year running the **Institute of Physics** has won the **Technical Web Site of the Year Award**. "The Institute's site is simply enormous," said **Conrad Taylor** of the **Information Design Association**, reporting the judges' findings. Recognising the high standards in design, content and functionality of the Web site, Taylor noted that since winning the award last year, the Institute has added new services and content to support physicists and physics-based small businesses. The judges appreciated the site's relatively light use of graphics, dense network of navigational links and minimal use of HTML to keep the site accessible to the wide range of Web browsers used. "It is gratifying to receive this award for the second time in a row," said **Andy Stevens**, chief technologist at Institute of Physics Publishing. "The judges not only recognised the quality of our interface design and implementation, but that we have added many new features and services since winning last year, including a

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Adventures in Librarianship — Death on the Podium

by **Ned Kraft** (Smithsonian Institution Libraries) <nkraft@sil.si.edu>

"You know, there was a study that showed most people fear public speaking more than they fear death. In other words, they'd rather die than make a speech."

If that was designed to encourage me, it missed the mark.

My wife and I were in Chicago for a library conference — she as a spectator, I as a speaker. This was only my third speaking engagement, all three within one year, so I was still enough of a novice to be shaking in my boots. My wife is honest to a fault — a family trait — and she's a cataloger who can't help analyzing the situation.

"Thanks," I said, "I'll try to remember that as they clip the microphone around my neck."

Add to that anxiety the fact that this conference weekend marked two other disturbing events: my fortieth birthday and the last cigarette of my life. Just pass me a bowl of Valium, please.

"When's that firing squad?"

I looked at my watch. "Thirty-one and one-quarter hours to go."

My fortieth birthday. It wasn't so bad, really. My twenty-ninth was traumatic. Twenty-nine marked the spot where I had to stop fooling around, had to get serious, make some important decisions for a change — more important than, say, which nightclubs are best on Friday nights and which on Saturdays, or, can I still get away with purple ties. So at twenty-nine I put away childish things, became a librarian, lost my hair, and got married.

My fortieth birthday. Did I say that already? I am getting older, you see.

Only one problem: the fear that I was becoming set in my ways, conservative, cautious, that all my purple ties were now replaced by muted shades of respectability. I was giving up cigarettes — another vestige of the younger, rebellious self gone. I owned property, worked from nine till five, wore shoes surprisingly similar to those my father wore, and appreciated fine

port. Just point me toward the podium. It's time to die.

I checked my watch again. "Twelve more hours ... and twenty-two minutes."

My wife told everyone we met at the Saturday night reception that it was my birthday. I saw her chatting with strangers, librarians from who-knows-where. I walked up to them, handed my wife the plate of hors d'oeuvres I'd just gathered and before any word of introduction had passed, one of the strangers said to me, "You don't look forty."

Am I so insecure that I need such stroking? Maybe.

Eleven hours and three minutes to go as the band played "The Girl From Ipanema" and I scoured the dessert table for something perhaps not so loaded with cholesterol.

A librarian! A forty-year-old librarian! What would the boys in my neighborhood think, the boys I played football and soccer with? "Ya know, Ned is now a forty year old librarian. No, I'm not kidding." They may as well say that Ned is now wrapped in tweed, paunchy, and near-sighted. Oh, that's not fair, I know. Blame it on panic ... and a plummeting blood-nicotine level.

As I turned off the lights that night I stood for a moment looking out toward the Chicago skyline. Vibrant. Glorious. A dome of glow lit the black as if Bucky Fuller had succeeded in

covering the toddling town with his geodesy. Hey, wasn't he quite old when he hit full stride? I glanced toward the bedside clock. Nine and one-half hours to go ...

"Good Morning!" I rehearsed as I stepped into the shower. "Hello" as I tied my (muted maroon) tie. "Welcome" as I paced the room waiting for my wife to finish her make-up. Fifty-two minutes to go.

A librarian ... about to give a speech on fund-number design as it relates to organizational structure and reports! Yikes! Maybe no one will show. Maybe the world will end and I'll be saved from giving my speech. Maybe ... I checked myself in the mirror one last time and realized that all this worry about my becoming hide-bound and safe was superficial. That the risks I'd taken as a young man — physical things like rock climbing, skiing the double-diamonds, wandering into bad neighborhoods, or the general risk of letting life happen — none of that was nearly as risky as what I was about to do. To face a crowd, just me and my experience and a few notes scribbled on index cards, that was by far the greater risk. The possibility of humiliation is so real you can smell it. Put away the childish risks and take up the adult.

"Good luck." My wife kissed me on the cheek and pushed me toward the front of the room. The seats were gradually filling. Two and one-half minutes to go.

Lo, though I walk through the valley ...

The moderator clipped the microphone to my collar. She said something to me. I don't know what she said. I just smiled.

I shall fear no evil ...

The moderator turns toward the room. She introduces me as somebody who does something in some library. I ... I can't quite make it out. Then all eyes turn toward me. I smile back at them. Who are these people and why are they here? I check my watch. Three. Two. One.

"Good morning ..."

Rumors

from page 14

major upgrade to our electronic journals system and significant new products like PhysicsWeb."

The **Oryx Press** book that was named a *Library Journal* "Best Sci-Tech Book" of 1991, has been completely expanded for the second edition. *How the Technology Works: A Guide to High-Tech Concepts* by **Robert J. Cone** and revised and updated by **Patricia Barnes-Svarney**, explains in clear, easily understood language how high tech systems work and how they affect our daily lives.

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Consolidations from page 31

PointCast made push technology popular by using screen savers to deliver customized news that was advertising based at no cost to the subscriber. This broad-based innovative approach attracted many administrators who were not included in the profiled contract information service provided to selected staff in their organizations.

As corporate Intranets expanded to include information from outside the company for internal distribution, new opportunities appeared along with additional competitors such as **Reuters**. By summer **NewsNet** succumbed to increased competition and closed their doors.

About this time, **WavePhore Inc.**, whose specialty is data broadcasting, acquired **Paracel Online Systems**, which provides Internet-based corporate business intelligence services. The combined operation strengthens WavePhore's position in the desktop information market and the combined operation will provide customized, real-time information to more than 125 corporate customers including **IBM**, **3M**, **Lucent**, **Toyota**, **U.S. Robotics**.

DataTimes, acquired by **University Microfilms Inc. (UMI)** in 1996, fell victim to a shift in the corporate strategy of its new parent when UMI decided to close their corporate division during 1997 and transferred their accounts to **Dow Jones** with whom they have a new partnership.

Finally at the end of 1997, **Desktop Data, Inc.** and **Individual, Inc.** both located in Massachusetts announced a merger to form a new company called **NewsEDGE**. Desktop Data has a strong reputation for delivering real-time news over company intranets to corporations, financial institutions, government agencies and publishers. Individual has developed highly personalized news packages for both individual and enterprise settings.

OTHER NEWS

During 1997, **John Wiley and Sons**

bought **Van Nostrand Reinhold** from the **Thomson Corporation**, expanding their offerings in architecture and design, environmental and industrial science, culinary arts and hospitality, and business technology.

Carfax was sold to **Routledge Publishing Holdings** and aim to be the world's premier journal specialist in the humanities, social sciences, education and healthcare.

Harry Abrams, the largest and most eminent art book publisher was sold off by parent **Times Mirror** to a young French company, the **Latigny Group**.

The Learning Co. (TLC) agreed to buy **SkillsBank Corp.** for \$15.4 million in stock. It has also bought **Learning Services**, an educational catalog company, for \$9.8 million in stock. This will put TLC's School Division into the top five K-12 electronic instructional materials publishers in the U.S. The acquisitions will expand TLC's products and move the school division into new markets, according to **Paul Gullickson**, president of **TLC School**. **SkillsBank** and **TLC School** are planning to launch a subscription-based curriculum Web site similar to the **Scholastic Network** by fall of 1998. **Quality Education Data** claims that 84.7% of schools use TLC products, making TLC the leading educational software company in the nation.

NEW VENTURES

It seems as though large companies (**Thomson**, **Reed-Elsevier**) are managing by incorporating new technology, buying competitors and aligning with partners to adapt to the changing market. Part of their challenge is that their size makes it difficult to move quickly and they are economically vested in a print-based subscription model.

New companies can introduce innovative ideas and begin with current technology and workflow without having to reinvent themselves by dealing with legacy systems. Some examples of new entrants include those born as related but separate identities from their parent institutions.

KnowledgeCite, created by **Silver**

Platter, offers Web-based collective access to a range of scholarly bibliographic and fulltext databases which can be searched by database or by discipline across databases. Natural language and advanced Boolean searches produce results which are ranked by relevance. Similar in concept to **Nightn**, this product has a logical market with **SilverPlatter's** existing customer base.

The **Community of Science** was created ten years ago as a spinoff of **Johns Hopkins University** and was focused on linking researchers and serving their grant information needs. They just introduced their journal and Web site publishing services which offer societies a flexible, affordable and current approach to putting their journals online and linking them to bibliographic databases.

Yankee Rights Management, whose parent company is **Yankee Book Peddler**, offers online copyright transactions from within online documents. **Copyright Direct** supports compliance by making it easy for users to obtain permission and pay for legitimate use of copyrighted works.

As the economic model shifts from supply (offering what is available) to demand (transactional sales, buying as needed), the entire market will become more customer oriented. The Web technology provides the ability to offer customized services to end users and publishers, third party vendors and intermediaries will find new roles to meet the specific information needs of their customers. 🐾

NB: I would like to acknowledge the support I received in writing this article from — **Corrie Marsh**, *Gale Research*; **Glen Secor**, *Yankee Book Peddler*; **Phil Wallas**, *EBSCO Publishing*. — JL

Rumors from page 23

This issue contains the results to the **ATG Annual Report Survey**, see page 42. The two winners are **Julia E. Ben-Simon** (Head of Acquisitions, King County Library System, Seattle, Washington) and **Chuck Longfellow** (Delaware State University, Dover, DE). These people were chosen at random from the group of people who took the time to fill out the survey. They will be given a complimentary subscription to **ATG** as well as free registration to the next **Charleston Conference** (November 5-7, 1998). Hooray!

CORRECTION. ATG, v. 9#6, Dec. '97-Jan. '98, page 82, Paragraph 3, line 1, the word "not" should be inserted before the word "cook". The point is that **Papa Lyman Remembers** that he is not going to cook his lunch and must, therefore, outsource it. 🐾

Sleepless Nights from page 30

tial applications of the DOI in e-commerce, which gave rise to a library worry that somehow everything will become pay-per-view. In fact, as unique numbers with persistent ways of being found, DOIs can be powerful tools for links between different publishers' materials, which in turn will permit the type of seamless movement from one database to another that librarians and researchers are asking for. In that same way, they can be used to link from a listing of a journal in an OPAC to the journal itself on a publisher's Web site.

But for this to be successful, it is essential that the initial negative library reaction be replaced by a thorough and careful understanding of what is actually being proposed. Publishers have an educational mission to perform here.

Which leads to my last remark. As a community we are going to get nowhere if we continue to encourage a bunker mentality. Therefore, I have made a New Year's resolution to try to get out and talk with as many people as possible, to listen and to respond as objectively and openly as possible. I would encourage all readers to do the same. What have we got to lose but our prejudices? 🐾