February 2001

Rumors

Katina Strauch

Against the Grain, strauchk@cofc.edu

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STATE OF THE INDUSTRY ISSUE

VOLUME 13, NUMBER 1

Against the Grain

c/o Katina Strauch
209 Richardson Avenue
MSC 98, The Citadel
Charleston, SC 29409

TM

FEBRUARY 2001

Against the Grain

"Linking Publishers, Vendors and Librarians"

Biz of Acq — Canadian National Site Licensing Project

by **Daniel Phelan** (Head of Technical Services, Ryerson Polytechnic University Library, 350 Victoria Street, Toronto, ON M5B 2K3) <dphelan@acs.ryerson.ca>

Column Editor: **Rob Richards** (Technical Services Librarian, University of Colorado Law Library) <rriichard@stripe.colorado.edu>

Column Editor's Note: Cooperation has come to be an indispensable method for acquiring electronic resources. In the U.S., acquisitions librarians routinely purchase access to digital titles by participating in regional consortia. Other countries have successfully created national consortia for negotiating site licenses for electronic products. In this month's column, **Daniel Phelan**, Head of Technical Services at **Ryerson Polytechnic University Library** in Toronto, describes his nation's promising national consortium endeavor, the **Canadian National Site Licensing Project**. Daniel's account explores the organizational and economic dimensions of the project, which may harbor the seeds of a national digital library for Canada. — **RR**

A site license is a way to gain a bulk discount when purchasing a significantly high number of copies of a given piece of software. For example, buying 100 copies of a particular piece of software may be cheaper if a group directly contacts the company that makes the software and gets a 100-copy license, rather than purchasing 100 copies individually over the counter. Since libraries seldom purchase individual journal titles solely in print format, entering into site licensing agreements with publishers or vendors to gain access to journal collections via electronic means has also become common.

The **Canadian National Site Licensing Project (CNSLP)** is the first attempt in North America to utilize this strategy to help a nationwide consortium gain access to electronic bib-

liographic and full-text databases at reduced prices. The goal of the **CNSLP** is to give Canadian academic library users access to the most current electronic research materials, at the best possible price.

Key institutions involved in **CNSLP** include the **Canadian Association of Research Libraries (CARL)**, which served as organizational catalyst for the project; the University of Ottawa, which will administer **CNSLP**; and 64 Canadian academic libraries that make up the consortium's members. **Deb deBruijn** will be the project's Executive Director.

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If Rumors Were Horses

Hot off the press! **ingenta**, the global research gateway, has just announced its merger with **CatchWord**, the e-journal online hosting and distribution service in a deal valued at \$16 million. The merged **ingenta** will now handle hosting and linking to over 4,500 publications for over 140 publishers. No doubt, we will all benefit from a single source of supply and interface to an extensive interlinked collection of research and reference content. The **CatchWord** staff will be absorbed into existing **ingenta** departments and the **CatchWord** management team are joining the senior management group of **ingenta**. "Our plan is to integrate fully the two operations," stated **Simon Inger** <simon.inger@catchword.com>, Managing Director of **CatchWord**. "In the interim, it is business as usual for our publisher and library

customers." That's all we have room for (we are in press after all ...) so for further information, contact **Kristen Chase** <kchase@rainierco.com>.

Guess what? **Sarah Lenzini** <slenzini@drugfacts.com> (of Becky fame) is Assistant Editor, **Facts & Comparisons**. Sarah is now doing SGML coding for the **Facts & Comparisons** Website, which is pretty cool, isn't it? Who would have ever guessed? **Facts & Comparisons**—**drugfacts.com**—is a wholly owned subsidiary of **Kluwer Int'l Health and Science**, of which the renowned **Herman Pabbruwe** is CEO. Here's more contact info: Sarah Lenzini, Assistant Editor, **Facts & Comparisons**, phone: 314-216-2225; cell: 314-323-5243.

And more about the kids! **Ward Shaw's** *continued on page 6*

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From your (my-toes-are-falling-off-they're-so-cold) Editor:

Okay. It's cold in Charleston. I know you don't believe it, but it is. I have learned more than I ever wanted to know about Wick socks, I have worn more coats for an extended period of time than I have ever worn in my life, and I am seriously considering moving to the hottest place on the map as soon as possible.

Still, *ATG* marches on. This issue is another great one. The awesome **Dan Halloran** remembers two incredible **Richards** in all of our lives, **Rick Anderson** talks about our new wired acquisitions world, **Daniel Phelan** fills us in on the Canadian national site licensing project, **Georgia Briscoe** scrutinizes publisher giveaways and **Michelle Flinchbaugh** talks about out of print books on the Web. (And don't miss **Jack Walsdorf's** regular column on the changing times of out of print acquisitions.). We have several new editors — **Bob Nardini** for **Vendor/Library Relations** who has given us two this time, one on changes in vendors and the other (with **John Abbott**)

called "Will Amazon Wal-Mart the Book Vendors?" (I'm not going to touch that one with a ten-foot pole.)

Another new columnist is **John Riley** for **Book Pricing Update**, this time about **Peter Piper** and pre-pub prices. And **Rick Lugg** and **Ruth Fischer** bring in a new column — **I, User** — which takes a totally different (and fun!) perspective.

Check it out! In fact, check everything in this issue out! Who says that librarians are dull? How about if each of us emails our columnists and authors how much we appreciate their contributions?! Okay!

In the meantime, happy warm toes to you and bring on the spring!

Yr. Ed.

Letters to the Editor

Send letters to [<strauchk@earthlink.net>](mailto:strauchk@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>](http://www.against-the-grain.com).

Dear Editor:

My husband and I have been enjoying the Millennium issue very much. Thanks for putting it together.

By the way, I think my subscription to *Against the Grain* has expired but I haven't received a renewal notice.

Kathryn Luther Henderson

(Professor, UIUC, GSLIS)

[<henderso@alexia.lis.uiuc.edu>](mailto:henderso@alexia.lis.uiuc.edu)

NB: Dear all! Your renewal invoices will be mailed later this month. I hope that all of you will renew your subs. Please! Yr. Ed.

Dear Editor:

I have withdrawal symptoms. Please can you check and let me know what has happened to my subscription to *ATG*. I queried this some time ago but nothing has happened. Do I owe you, you owe me or what ???

Cheers,

Norman Horrocks

[<nhorrock@is.dal.ca>](mailto:nhorrock@is.dal.ca)

Dear Editor:

This was my second visit to the Charleston Conference and again I was impressed. There is sooooo much information offered in such a small amount of time that it is very hard to see and do everything that is of interest. So, I was very glad to hear mention of possible proceedings this year!

Thank you for your efforts that go into making it a well rounded, enjoyable event! Get some rest!

Lorraine McKinney

(Acquisitions Supervisor,
Connecticut College)

[<lmck@locust.conncoll.edu>](mailto:lmck@locust.conncoll.edu)

Against the Grain — Deadlines 2001 — Volume 13

Event	Issue	Ad Reservation	Camera-Ready
SLA, MLA	April 2001	02/07/01	02/21/01
ALA Annual, AALL	June 2001	03/28/01	04/11/01
Reference Publishing	Sept. 2001	07/11/01	07/25/01
Charleston Conference	Nov. 2001	08/15/01	08/29/01
ALA Midwinter	Dec. 01/Jan. 02	10/24/01	11/14/01

Rumors from page 1

[<wshaw@carl.org>](mailto:wshaw@carl.org) son, **Tucker Shaw**, has 3 books out—and was just given an ALA award. Here are citations for his titles (all from Al-loy/Penguin @ \$5.99—aimed at young adults): *Dreams* by **Tucker Shaw**, *This Book is About Sex* by **Tucker Shaw** and **Fiona Gibb** and *Any Advice?* by **Tucker Shaw** and **Fiona Gibb**. Wow! <http://www.ala.org/yalsa/booklists/bbba/2001bestbooks.html>.

Sage Publications is pleased to announce it has created a new imprint, **Sage Reference**, which will publish high quality social science reference works to include encyclopedias, dic-

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tionaries, and handbooks in print and digital formats for academic and public libraries worldwide. "Sage Publications has a rich history of publishing books and journals in the social sciences but has published reference works on a limited basis," states **Blaise R. Simqu**, Executive Vice President of **Sage Publications**. He also states that reference publishing has become a strategic focus of the book publishing program at Sage and that a strong list of encyclopedias, dictionaries, and handbooks will add significant revenue growth. Simqu has appointed **Rolf A. Janke** as Vice President and Publisher to head up the newly created imprint. Janke was the Vice President and Editorial Director for the Sage, Inc. Books Division and was the principal architect of the editorial vision and strategy for reference publishing at Sage. Prior to that, he was Vice President and Publisher of **ABC-Clio**. See our interview with Rolf in this issue, p.43.

And, speaking of interviews, look for our interview with **Ken Dzigan**, founder of **21NorthMain**. It's quite fun and inspirational! If you ever wondered if librarians were needed, read his wonderful words. See this issue, p.42.

And speaking of **ABC-Clio**, the award-winning independent reference publisher has announced that it has begun to publish eBook versions of its popular reference sources simultaneously with print. The program launched January 1, with over 20 bestselling titles available immediately, including the recently published *Encyclopedia of the Ameri-*

can Civil War (see our review in this issue of **ATG**, p.48). Throughout the year, **ABC-Clio** will also convert select titles from its backlist into eBook form, with more than 135 titles to be published by the end of 2001. If you would like a free preview of **ABC-Clio's** eBooks, contact **Alison Rivers** at <arivers@abc-clio.com>.

Well, do y'all remember **Hyperlaw, Inc. v. West Publishing Company**, 007029? I knew you did. Well, the **2nd Circuit Court** has recently found that a lower court's award of \$813,724 may have been erroneous and has sent it back to the lower court. This is based on a provision in the Copyright Act that prevents a publisher from claiming the rights to the work of the government. See: *Today's Legal News*, Jan. 24, 2001 or the *New York Law Journal*. <<http://tm0.com/sbct.cgi?s=112095509&i=295743&d=930254>>

Access Magazine <http://www.accessmagazine.com/reviews/> has awarded 4 A's to **21NorthMain.com** putting the site on the Access "A List." Sites on the "A List" have been judged by Access editors to have the deepest content, easiest navigation, and best presentation of all sites that share similar content.

Eric Gelin has joined **ingenta** as **Regional Manager-Library Services** for the eastern US and Canada. Prior to joining **ingenta**, Eric served as an Account Executive and Regional Coordinator for **SilverPlatter Information** where he promoted, sold and marketed **SilverPlatter** technology to libraries across the US and Canada. He is a graduate of **McGill University** and holds a BA in Anthropology. Eric can be reached at 888-263-5720, ext. 4023 or e-mail at egelin@ingenta.com.

Was recently talking on the Net to **Don Hawkins** <d.t.hawkins@att.net> about **ASIDIC** (**Association of Information and Dissemination Centers**) which is having its spring meeting March 18-20 in Charleston at the fabulous Mills House Hotel. Check out the program at <http://www.asidic.org>. Hearing about the Mills got me to remembering when we had a Charleston Conference meeting there the year that Hurricane Hugo hit Charleston. (This was because everything else was too torn up to use it ...)

Speaking of **Don Hawkins**, above, **Information Today, Inc.**, has announced that **Information Science Abstracts (ISA)**—which Don edits—has begun coverage of e-journals in the information science field. The current issue of **ISA**, v.35, issue 8, is a special issue exclusively devoted to coverage of the complete runs of several e-journals. The e-journals included in this issue are *Ariadne*, *D-Lib Magazine*, *First Monday*, *Issues in Science & Technology Librarianship*, *Journal of Library Services for Distance Education*, *LIBRES: Library and Information Science Research*, *PACS-R: Public Access Computer Systems Review*, and *Review of Information Science*.

The wonderfully energetic and forward-thinking **Betty G. Bengtson**, who has announced her retirement as director of University Libraries at the University of Washington in Seattle, has been named special advisor to the president for academic library services at **OCLC**. In this post, **Ms. Bengtson** will represent **OCLC** in the library community, serving as liaison for ideas, projects, new products, research agendas, and areas of mutual concern. Hooray!

And, speaking of the **University of Washington**, **Joyce Ogburn** <jlogburn@u.washington.edu> tells me that they have hired the incredible **Betsy Wilson**, the internal candidate, as director and they are very pleased! Congratulations, Betsy!

Did you attend **Ruth Fischer** <ruth@r2consulting.org> and **Rick Lugg**'s <rick@r2consulting.org> **Ebook Mapping Session at the Charleston Conference** in November? Well, whether you did or you didn't, there is going to be a half-day professional development workshop on Friday, Feb. 23 from 8 AM—12 noon in Cambridge, Mass. (Cambridge Center Marriott—at the Kendall/MIT stop on the Red Line) by **Ruth** and **Rick** on **eBooks for Libraries: Mapping a New World**. The workshop is intended for librarians, publishers, book vendors, and library system vendors—anyone interested in the issues related to eBooks and libraries. This is the first of a series of such workshops, to be held in various cities, and is an expansion of **R2's** session at the **Charleston Library Conference** in November. Cost is \$150. To quote someone from the **Charleston Conference**: "R2 presented an outstanding session at Charleston on how to map and make sense of all the e-book players, announcements, and hype. It was the best thing I've seen on e-books."

At **ALA MW**, I had lunch with **Rick** and
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Ruth (above) who I had never really sat down and talked to. They are delightful. I learned that they have a daughter who is 16 so we could compare notes (though my daughter just turned 18, there are still a lot of similarities), a son who is 13 (I'm not going to tell you how old my son is, so there), and a love of oysters! Anyway, I am sure that this workshop will be great and Rick and Ruth will be back to Charleston so look for them here too! In the meantime, be sure and read **I, User** which Rick and Ruth wrote for this issue of **ATG**. It's an intriguing new column. See p. 32, It's hilarious and oh so true in our world these days!

Well, everywhere we go, the talk is about eBooks. So I was recently poking around on the Web to see what eBook initiatives are out there. One of the sites I visited was http://ebooks.barnesandnoble.com/bn_digital where I learned about **Barnes & Noble Digital** which is a publisher of eBooks for established authors. Their focus is to acquire the digital right to books currently in print, particularly in fiction, science fiction, business, history, self help, science, and current affairs. **Barnes&Noble.com eBookStore** is also an Internet site for eBooks with thousands of titles offered in all major formats. It still seems safe to speculate that students, if they need the information will embrace the eBook format, especially for reserve materials and textbooks.

ARL Supplementary Statistics 1998-99, available for purchase for the first time, is an annual publication, which provides quantitative data on how much individual ARL member libraries spend on a variety of electronic resources. The data show that overall expenditures have increased from an estimated 3.6% of library materials budget in 1992-93 to 10.56% in 1998-99. In 1998-99, 105 ARL university libraries reported spending over \$77 million on electronic resources, with the majority spent on electronic serials and subscription services. This is a useful benchmarking tool. **Martha Kyrrilidou** is the compiler and editor. (December 2000. 46 pp. ISSN pending. \$44 ARL member, \$100 non-member). For more information, visit <http://www.arl.org/stats/arlstat/#sup>.

Now here this! Always on the cutting edge, **Mike Markwith** is President, **TDNet, USA**, as of February 26, 2001. <michael-markwith@hotmail.com>.

Have to tell you that **Vicky Speck** <vspeck@abc-clio.com> and **Rosann Bazirjian** <rvb9@psulias.psu.edu> have been hard at work on the proceedings from the 2000 conference. The proceedings should be coming out for **ALA Annual**, thanks to **EBSCO's** generous help, especially **Joe Weed** <joeweet@ebSCO.com> and **Leigh Marie Lunn** <lmLunn@ebSCO.com> and will contain much new material as well as some of the many papers which were presented at the Conference. Watch this space for more information!

Well, the planning for the **2001 Charleston Conference** — October 31 (preconferences), November 1-3 (main conference)—is

underway and I have heard from lots of you. Thanks to you all for your kind words and great notes! I got an especially nice note from **Jill Carraway** (Collection Development Librarian, Z. Smith Reynolds Library, **Wake Forest University**) <jill@wfu.edu> who tells me that she really enjoyed the conference. She also says that at her library "they are learning to have faith in the power of alternating current as we ever so cautiously say good-bye to first one print item and then another." Boy, ain't that the truth for all of us. I am looking forward to interviewing Jill in an upcoming issue of **ATG**! Hold me to it!

Heard great things about the **Elsevier Science Digital Symposium** that honored **Scott Bennett** (University Librarian, **Yale University**), **Dick Dougherty**, **Dougherty & Associates**, and **Miriam Drake**, dean and director of libraries, **George Tech**. I'm just sorry that I couldn't get there. Did you? Would love a report, if you did.

The **American Cancer Society** and **John Wiley & Sons, Inc.**, have launched **Cancer MobileEdition**, an online service that delivers the Tables of Contents and Abstracts from the latest issues of *Cancer* and *Cancer Cytopathology* to personal and wireless handheld devices and Web-enabled phones. *Cancer*, the flagship journal of the **ACS** is available in print and online at www.interscience.com. **MobileEdition** is a new service of **Wiley InterScience**, Wiley's online publishing business. *Cancer* is the first Wiley journal to be delivered via this new service. **MobileEdition** is enabled through software designed by **AvantGo**, a mobile Internet company, which is now bundled on many **Palm OS** and **Windows CE** based handheld computers, as well as Internet-enabled phones. Readers can register for this service free of charge through the **Wiley InterScience** online service at www3.interscience.com/mobile_edition or at the **AvantGo Mobile Internet** service "Channels Page" at www.avantgo.com. Updates will be automatically delivered to readers' machines with each new issue of the journal 30 times a year. www.wiley.com

In addition to offering in-depth structured critical reviews of Web resources of interest to librarians, **The Charleston Advisor** has been launching a variety of enhancements to its Website. One of the newest elements to be added has been the **TCA Press Room** where publishers, vendors, consortia and individuals can post press releases of interest to the library community. The scope of the **TCA Press Room** is meant to mirror the interests of the journal itself and will focus on industry news related to electronic library resources, scholarly publishing, and the areas that surround these forums. <<http://www.charlestonco.com>>

And here's more about **The Charleston Advisor** which was created in the summer of 1999 to provide reviews and opinions about products and developments in the field of information. Now, just 18 months later, there are over 100 in-depth, structured and critical database reviews available! Many of the reviews and all of the non-review, informative articles (including Op Ed's, In the Field reports and

Interviews) are available free of charge to any user who logs on to the Website <www.charlestonco.com>.

And get ready to cast your vote (chads are prohibited!) whether you are a subscriber to **TCA** or not! At this summer's **American Library Association** annual meeting, **The Charleston Advisor** will be issuing its first "People's Choice" awards for best products in a wide array of categories. Log onto **TCA's** Website for voting options or send information to **Becky Lenzini** at <rlenzini@charlestonco.com> before March 15, 2001. <www.charlestonco.com>.

Claudia Wagner has rejoined **Gaylord Information Systems** as **Polaris®** account manager for the western region of the U.S. Claudia returned to Gaylord after a year with **Campus Pipeline** in Salt Lake City, Utah. Three librarians have also joined the staff of **Gaylord Information Systems** as product analysts to support the **Polaris** library automation system. The veteran librarians are **David Brossart**, who will work as a product analyst, and **Mary Burgett** and **Linda Scott Zaleski**, who will serve as senior product analysts.

Well, write this down and put it where you can find it! **Sandy Paul's** <Sandy@SKPAssociates.com> new address is: Sandy Paul, President, **SKP Associates** 1521 Alton Rd., #345, Miami Beach, FL 33139; phone: 954/457-5003; fax: 954/457-8578; e-mail (usually): Sandy@SKPAssociates.com; e-mail (infrequently, when traveling): SKPaul@attglobal.net. Sandy says her two cats traveled down to Miami from the big apple extremely well and are getting accustomed to the accents down in Miami-land. I still can't imagine Sandy not in New York in her neighborhood and wonderful apartment and office building. But, times, they keep changin' us, don't they?

And there's more to add about Sandy! She is now also Chief Executive Officer of **Ocean Books** in Hallandale, Florida. Did you ever wonder how they get books on ocean liners? Well, Sandy is a librarian after all since she will be acquiring books and other reading materials for oceanliners. I tell you, some people have all the luck! www.oceanbooks.com

Ebsco Online is now giving users the ability to purchase articles in online journals that are viewable on **Ebsco Online** even if they do not have a subscription to the journal. The pay-per-view feature is available both to registered users of **Ebsco Online** as well as to users linking from **Ebsco Online's** linking partners, including proprietary and third-party databases available on **Ebsco Publishing's Ebscohost** service. To purchase an article, the user clicks the "Purchase Article" button and enters credit card information and an email address. The article is accessible online for seven days and can be downloaded, saved to disk or printed as needed.

Well, individual pay-per-view by credit card is definitely gaining momentum. **IDEAL OnDemand** allows access to all articles in **Academic Press** and **Harcourt Health Sciences** journals on **IDEAL**. Through **IDEAL**

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Rumors
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OnDemand, journal articles on IDEAL are available to individuals not previously authorized to access the journals via IDEAL consortial or institutional licenses. Each online order is payable with America Express, MasterCard, or Visa credit cards. A user must select an article, agree to terms of its use, and pay for this use. During a 24-hour access period, the user may view the article on IDEAL and may also download the article on his or her personal computer. The terms of use allow printing, copying, and storing the article for personal use. Because IDEAL licenses differ, an authorized user such as a scientist or librarian affiliated with a licensed institution may not be able to access all journals on IDEAL. The feature "My Profile"—available on the IDEAL homepage—can tell a user to which journals access is authorized. To learn more about this useful profile resource, anyone can go to <http://www.idealibrary.com> and click on "My Profile." More information on IDEAL *OnDemand* is at <http://www.academicpress.com/www/ideal/aboutOnDemand.htm>. IDEAL is licensed in more than 20 countries by more than 1,700 academic institutions and industrial and pharmaceutical companies. IDEAL offers close to 250 STM journals published by Academic Press, W.B. Saunders, Churchill Livingstone, Balliere Tindall, and Mosby.

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AKAM) has been selected by Academic Press to accelerate the delivery of rich Web content to end-users of IDEAL. Akamai's FreeFlow service improves IDEAL's speed, performance, and reliability by delivering content from Akamai's globally distributed network of more than 6,000 servers located at the edges of the Internet. www.idealibrary.com.

Speaking of IDEAL, recently signed license agreements will deliver STM information to 210,000 researchers in the People's Republic of China, India, Cyprus, and Chile. The China Academic Library and Information System (CALIS) was the first to sign a licensing agreement

to deliver IDEAL to 131,000 researchers affiliated with 13 universities in the People's Republic of China. Licensed institutions span much of the republic and include Jilin University in the northern province of Shengyang, Sun Yat-sen University in the southeastern province of Guang-dong, and Peking University in Beijing. As well, journals on IDEAL are now available to researchers affiliated with the University of Pune in the Republic of India. Establishing first-ever access to IDEAL for the academic community of the Republic of Cyprus, the University of Cyprus has joined the HEAL-Link consortium and signed a license agreement. More information about the HEAL-Link consortium appears at <http://www.apnet.com/www/ap/conslist.htm>. And, finally, through a SWETS IOC (IDEAL Open Consortium) licensing agreement, 78,000 researchers in the Universidad del Bio-Bio, Universidad Austral de Chile, Universidad Catolica del Norte, Universidad de la Frontera, Pontificia Universidad Catolica de Chile (PUC) and Universidad de Concepcion now have access to IDEAL. Whew!

Lyman—the fabulous—Newlin keeps me up-to-date. How he keeps up with everything is beyond me! Anyway, he tells me that the wonderful Nancy Essig, director of the University Press of Virginia since 1988, is retiring in April. Nancy has helped guide the Virginia Press into growing prominence during a time of rapid change in the publishing industry. During her tenure, the state's only university press has roughly doubled the num-

ber of books it publishes annually and been acclaimed for the breadth and strength of its offerings. Several of its scholarly book series are known worldwide. Nancy's retirement plans include learning more about Southern history and writing a book about the family of Virginia writer Ellen Glasgow. Previously assistant director at the Johns Hopkins University Press and publicity director at Columbia University Press and in trade publishing Nancy Essig has served on the board of directors of the Association of American University Presses and was founding editor of its newsletter, *The Exchange*. She has also been president of Women in Scholarly Publishing and of the Washington/Baltimore chapter of the Women's National Book Association. She has taught publishing courses at Howard University, George Washington University, and in the Summer Publishing Institute of the University of Denver. A committee to conduct a national search for her successor is expected to be appointed shortly. Contact: Bob Brickhouse, (804) 924-6856.

I recently had a flat tire and found myself wondering how that small, barely seeable nail could get all insinuated into my hard-charging tire and cause it to go poof! Physics, I thought, I need to know more about Physics. At which point my 18-year-old-daughter Ileana, who's taking AP Physics explained the whole thing to me (sort of). Anyway, Physics is a fascinating and complex discipline and understanding the underlying principle that matter can neither be created nor destroyed merely changed is apparently very important. (I guess I knew this once upon a time!) Anyway, where am I going? *Physics Matters!* a ten-volume Grolier Educational science set demonstrates this and many other important principles of Physics. Physics is in action all around us! You heard it here! (0717255093, \$300).

Founded in 1997, the California Digital Library (CDL) is a "co-library" of the UC campuses, with a focus on providing patrons with digital materials and services. In collaboration with the UC campus libraries, the CDL is building a comprehensive systemwide digital collection of information resources. Licensing content for the UC system from electronic journal publishers is a key component of collection building activities, which also include digitizing unique and original content owned by the university and dozens of other California institutions for use by the public. Under a recent agreement, Ebsco will negotiate with publishers on behalf of the CDL to secure e-journal licenses. Initially, Ebsco will serve as a representative of the CDL to a limited group of publishers. As licenses are secured with the group, other publishers will be added to the list. For further information, visit www.cdlib.org or www.ebsco.com.

This is from PW Daily for Booksellers from *Publishers Weekly* <http://www.publishersweekly.com> — ConTEXT, the National Association of College Stores annual conference on textbooks and technology (long Beach, CA, February 22-24), will host a panel discussion on strategies for us-

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

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ing e-commerce, digital books and other technologies to deliver educational materials in the future. Information about ConTEXT is available online at <http://www.nacs.org/public/events/context/>.

Wolters Kluwer nv www.wolterskluwer.com and **Loislaw.com, Inc.**, www.loislaw.com of Van Buren, Ark., USA, an online provider of comprehensive legal information, have entered into a definitive agreement for the sale of **Loislaw.com** (Nasdaq: LOIS) to **Wolters Kluwer nv** for approximately net USD 95 million, or USD 4.3545 per share. When the sale is completed, **Loislaw** will become a unit of **Aspen Publishers**, Gaithersburg, Md., USA, a provider of legal, business and health care information and a **Wolters Kluwer North America** company. **Loislaw** is a national provider of primary and secondary source material for legal research that is delivered on a subscription basis over the Internet. **Loislaw** provides more than 2,200 databases and citation research services, containing more than 10 million documents, covering federal case law, statutory law, administrative law, court rules and other legal information for the U.S. as well as for all 50 states and the District of Columbia. Through the acquisition of **Loislaw**, **Wolters Kluwer** will be better able to serve attorneys, particularly those in small- and mid-size law firms. The transaction further positions **Wolters Kluwer** as a major publisher of online legal information and strengthens Aspen's ability to move rapidly ahead with online delivery of its existing proprietary legal content. In addition, the integration of **Loislaw** into **Aspen** will give Aspen's large customer base access to **Loislaw's** timely source data, further enhancing its value proposition to all customers. **Loislaw** currently employs approximately 400 employees and has projected 2000 sales of approximately USD 14 million. The transaction will be funded through internal resources and is expected to be cash EPS enhancing in 2002. **Wolters Kluwer** expects the tender offer for **Loislaw.com** shares to be completed by spring of 2001. The agreement is subject to the usual regulatory clearances in the United States.

David J. Smith was appointed as CEO of the **Wolters Kluwer Legal, Tax & Business Europe** cluster on January 1, 2001. The Legal, Tax & Business Europe cluster has annual sales of more than EUR 1.2 billion and comprises operations in fifteen countries. David Smith (51, British nationality) is currently CEO of **Wolters Kluwer Education**. He recently successfully integrated the educational publishing operations spread over six European countries into one integrated cluster. Mr. Smith joined **Wolters Kluwer** in 1992. **Peter van**

Wel, member of the Executive Board of **Wolters Kluwer**, will act as interim CEO of the Education cluster until a new CEO has been appointed.

Baker & Taylor, Inc. has announced that **Gary Rautenstrauch, Baker & Taylor's Chief Operating Officer**, will succeed **Craig Richards** as **President**, effective immediately. **Rautenstrauch** will retain his title of Chief Operating Officer and will be responsible for the day-to-day operations of the company. **Rautenstrauch** (I like the way his name ends, don't you?) joined **Baker & Taylor** 19 years ago and has served several leadership positions with increasing responsibility, including General Manager of the Momence, Ill. service center, Chief Technical Officer and President, **Baker & Taylor Institutional**, one of the company's two customer focused divisions. **Richards** departs **Baker & Taylor** after nine years with the company, the past six years as CEO. All positions previously reporting to **Richards** will report to **Rautenstrauch**, including those in **Informata.com**, **Baker & Taylor's** business-to-business e-commerce unit that distributes electronic content, licenses database services and applications and creates Internet Portals hosting services tailored to target customers such as libraries, educational institutions and traditional and Internet retailers.

The **Millennium Minutes** keep coming in! Have you sent yours in yet? This month, we hear from **Marisa Anna Scigliano** <mascigliano@trentu.ca>, Technical Services Librarian, at Trent University, Peterborough, Ontario, Canada, about the "back room." I've always thought that libraries would make a great sitcom, don't you?

Got a great paper from **Andrew Payne** <andrewpa@global.co.za> who would like to know if South African publications covering a host of subject areas would be welcome in libraries outside of South Africa. For example, would a title that has just been published by an MD who is now head of the school of Homeopathy at a Johannesburg technikon (polytechnic) be of interest? The title is *Manual of Clinical Homeopathy* by Dr. M. E. A. Moiloa, 279 pages, \$26 USD, sample copies are available. Let him know if you are interested, okay?

Data Research Associates, Inc. (DRA) (Nasdaq: DRAI) has announced that revenues for its first quarter of fiscal 2001, ended December 31, 2000, were \$5.7 million, compared with \$6.5 million for the first quarter of fiscal 2000. The company reported a loss for the first quarter of fiscal 2001 of \$205,000, or four cents per share basic and diluted, compared with earnings of \$206,000, or four cents per share basic and diluted, for the same period in fiscal 2000. "Although we are disappointed in the results of this quarter," stated DRA President and CEO, **Michael J. Mellinger**, "throughout the company's history, first quarter earnings have typically been the lowest of the fiscal year."

The **Fiesole Collection Development Retreat Conference Proceedings** from the 1999 retreat are out from **Casalini Libri**. What Is the Likely Shape of the Library in 2005? And How Do We Build Collections For It? The online edition is available at

digital.casalini.it/retreat/index.htm. Check it out!

ebrary™ will make all **Amsterdam University Press** titles available through **ebrary.com**. English books, including high level academic research works as well as more popular titles, will be the first priority. Subject areas in which **AUP** is the leading academic publisher in the Netherlands and has particular strength in art history, political science, economics, history, cultural studies, women's studies and sociology. **ebrary** is creating a rich collection of authoritative and valuable content that includes books, journals, maps, periodicals and digitally archived material, most of which was previously inaccessible via the Web. **ebrary** patrons will gain access to this content without having to pay membership or subscription fees. Using **ebrary's** advanced search technologies, they can freely browse and search documents to find material relevant to their needs. Using the photocopy analogy, **ebrary** patrons will pay to copy or print specific paragraphs, pages or chapters as needed. For more information, visit **ebrary** at www.ebrary.com.

netLibrary (www.netLibrary.com) continues its shared eBook resources agreement with **SOLINET**, a membership-based network serving more than 1,500 libraries in the Southeast. As the largest regional library consortium in the United States, **SOLINET** serves academic, research, public, school, corporate, medical, law, and special libraries in 10 southeastern states and the Caribbean. **SOLINET** is offering member libraries perpetual access to more than 15,000 **netLibrary** eBooks initially and will continue to add new eBooks in the coming months. In addition to being invited to participate in the shared resource collection, **SOLINET** member libraries may voluntarily elect to obtain individual library collections through **netLibrary**. **SOLINET** and **netLibrary** have worked closely over the past few months to build an initial shared eBook resources collection of titles appropriate to all member libraries. **netLibrary** eBooks are available on the Internet 24 hours a day, seven days a week. Patrons may search, preview, check out, and read eBooks at terminals in library branches or from any Net-connected computer.

I ran into him twice at **ALA** in Washington! Couldn't believe it! **Lenny Schrift** <lschrift@madeE-Z.com>, once of **Ballen Booksellers** (remember them?) is now at **Made E-Z Products** in Deerfield Beach, FL. He looks great. That Florida sun must agree with him.

Also ran into **Joe Raker** <joseph.raker@quality-books.com>, once of **Boston Public Library**, now a sales representative for **Quality Books, Inc.** He looks great himself!

And **Peter McCallion** <tanglemac@aol.com> is doing wonderfully! His card says "Library and Publishing Consultant" and I am sure he's the very best. I tell you, these people who retire ...

George I. Lewicky, a famous person known to us all, **H.W. Wilson's Senior Vice President** and **Director of Indexing and**

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Correction: In the Dec. 00 - Jan. 01 issue of ATG, Simon Inger was identified in the Table of Contents as "Bryan" Inger instead of Simon Inger, we apologize for this oversight.

Canadian National Site Licensing from page 1

Ms. deBruijn comes to CNSLP from her former position as manager with the **British Columbia Electronic Library Network (ELN)** in Burnaby, British Columbia, and brings a wealth of expertise in the domain of library information systems. "The CNSLP represents a collaborative effort of the nation's universities that is unprecedented in scope and impact," said **Ms. deBruijn**. "The opportunities and challenges of this project are great, but I'm confident that the university, library, and research communities involved are more than equal to the task. As Executive Director, I look forward to working with all partners to implement the CNSLP and to achieve the project's transformative goals."

Ms. deBruijn and representatives of the 64 CNSLP member libraries are now conducting negotiations with journal publishers and vendors to obtain pan-Canadian site licenses for electronic versions of scholarly journals, mostly in scientific disciplines. The titles being considered in these negotiations include the following: **American Chemical Society Web Editions; APS Journals; Annual Reviews Online; Bioline International; Cambridge Journals Online; ESDU (Engineering Sciences Data Unit); Evolutionary Ecology Research; IDEAL** (174 full-text Academic Press journals); **IEE Online Journals; IEEE/IEE Electronic Library (IEL); IOP Journals; Journal of Biological Chemistry; On-Line JAMA & Archives Journals; Kluwer Online; MathSciNet; Portland Press Online Journals; RSC Electronic Journals; Science Direct** (1136 full-text titles); **Springer LINK; Synergy** (247 full-text journals); **Turpion E-Journals; Web of Science Indexing/abstracting; Wiley InterScience** (336 full-text journals).

Through CNSLP, Canadian institutions will substantially increase their buying power and ability to negotiate better contractual terms for access to a much larger body of published research. The participating institutions will also improve accessibility through electronic delivery of research material.

This initiative thus creates the possibility of a national digital library service. Price increases from publishers, proliferation of publications, and rapid technological innovation in electronic publishing have provided a powerful impetus to change academic library systems. Information technology use is accelerating the entire research process. Distribution of research results in print format is giving way to quicker dissemination through electronic networks.

Throughout the last year and a half, CNSLP's negotiations with the publishers have continued. Major agreements are expected before the end of 2000. There seems to have been little resistance on the part of vendors to this new, consortial approach to

purchasing. However, the massive amount of money needed to secure licenses for 64 universities may be daunting. Negotiators are confident that the advantages of the consortial arrangement will encourage vendors to settle on a reasonable cost that meets the financial abilities of all concerned.

Costs will not be insignificant. The **Canada Foundation for Innovation (CFI)** has agreed to provide \$20 million over three years to fund CNSLP. CFI is a corporation established by the Canadian government to strengthen Canadians' capability for research. Its mandate is to increase the capacity of Canadian universities, colleges, hospitals, and other not-for-profit institutions to carry out important world-class scientific research and technology development. This \$20 million grant from CFI's Institutional Innovation Fund will cover about 40% of the cost of the CNSLP, with an additional \$30 million coming from regional or provincial partners and CNSLP's 64 participating institutions. There is still need for a greater commitment of funding on the part of universities, as well as the hope that other sources of funding may be found. These sources are imperative if the initiative is to expand to cover resources in the social sciences and humanities.

In recent years, Canadian libraries have entered into site licensing arrangements at the provincial and regional levels. The strategy worldwide, however, is toward national site licensing. Because the Canadian academic market for electronic publications is relatively small, it is crucial to consolidate the negotiating and buying power of academic libraries to reduce costs.

Initiatives of this sort have not been at-

tempted on a countrywide scale in the United States. Regional efforts like **OhioLink** could be the basis of larger initiatives in the future. Similar efforts to the CNSLP in Finland, the United Kingdom, and Australia have yielded agreements, such as site licenses for **Academic Press**, for a whole country. Several Canadian publications (*Quill and Quire*, No. 1999; *Information Highways*, Aug.-Sep. 1999) have noted the CNSLP initiative, and *Maclean's*, Canada's equivalent of *Time Magazine*, recently published a major article. However, the Canadian media in general has not covered this initiative in depth, and CNSLP is virtually unknown in the United States. CNSLP has established a website to keep members and those interested up to date (<http://www.uottawa.ca/library/cnslp>).

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Abstracting Services, has announced his retirement from the company. He will remain a member of the **H.W. Wilson Company Board of Directors**. Mr. Lewicky joined **H.W. Wilson** in 1965 as Administrative Assistant for Indexing Services and also served as Director of Personnel Administration from 1967 to 1974. He was elected Vice President in 1974 and joined the company's Board of Directors in 1976. Sounds like a job well done to me! Happy Retirement, Mr. Lewicky! We will miss you!

Speaking of **H.W. Wilson**, had a delightful visit with **Leonard diSanto** <ldisanto@hwwilson.com> and **Nancy Kolady** <lkolady@hwwilson.com> of **H.W. Wilson**. Nancy is especially fond of Spoleto in Charleston and wanted some tips on places to go and stay and eat, etc., in Charleston. You know, I think we should compile a list of favorite places in Charleston by Charleston Conference attendees. How about it?! I'd love to read it! Anyone turned on by the idea?

Oh! Just got word of the release by **Wilson of Biography Reference Bank**. To be published exclusively on **WilsonWeb**, this

biographical database covers over 195,000 figures from antiquity through today. **Biography Reference Bank** combines the in-depth profiles database *Wilson Biographies Plus Illustrated* and the periodicals and book coverage of *Biography Index Plus* (an expansion of *Biography Index*). Profiles from *Wilson Biographies Plus Illustrated* and citations from *Biography Index Plus* link to fulltext articles and abstracts of articles from any of more than 4,000 magazines and journals covered by the range of Wilson periodicals databases. www.hwwilson.com.

Verity, Inc., a leader in software support for Internet portals, will provide the tech infrastructure behind the all-new version of the **WilsonWeb** database services planned for fall 2001.

Freek Langhoff — cute as ever and still with **I.B.D** — was also at **ALA** in Washington. Supposedly Freek was in the company of **Paul Peranteau** <paul@benjamins.com> (John Benjamins) but I never saw him. However, there's always the **Publisher Profile** in the Dec./Jan *ATG* (p. 80) to fall back on.

Stanton C. Gray has joined **Brodart** as the Automation Division's newest West Coast Sales Associate covering the territory of Wash-

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The Dilemma of Publisher Giveaways

by **Georgia Briscoe** (Associate Director and Head of Technical Services, University of Colorado Law Library, Fleming Law Building, Rm 190, CB 402, 2405 Kittredge Loop Drive, Boulder, CO 80309; phone: 303-492-7312; fax: 303-492-2707) <briscoe@colorado.edu>

The holidays are over and I suspect most of us received many tangible gifts. We are most likely thankful for each gift and respect and understand the intentions of the giver. Some of the gifts we will cherish, some will be put to work immediately, some have already become a nuisance . . . and you name what else.

In my work life I am offered many gifts from vendors and publishers. These are directed to me as the holder of my professional position in the library. They come at the holiday season, throughout the year, and especially at professional meetings. They include all variety of drinking containers, office supplies, T-shirts and recently include beanie babies, jackets, gymbags and photoframes. I seem to receive more and more gifts as the years go by—I hope this is only a reflection of the booming economy rather than my increasing age. Gifts from publishers or vendors have become so prolific that they are no longer known as gifts, but as “giveaways.” This name change is somewhat indicative of aspects of the giving. I am often less thankful of giveaways than gifts and I am not always sure of the intentions of the giver of giveaways.

I suspect that publishers and vendors give giveaways for several reasons: they get our attention, hold our attention, help us use their products, oblige us to think seriously about their products, and foster good will. But lurking in the back of my mind is always the thought, “is this why the cost of this publisher’s titles is increasing so rapidly?”

The “Biz of Acq” column recently ran an article on how ethics and values inform the practice of acquisition librarians. **Rob Richards** found a large body of ethical literature regarding the business relationship between acquisitions librarians and their suppliers. The primary document of this literature is the **American Library Association**, Association for Library Collections & Technical Services, “Statement on Principles and Standards of Acquisitions Practice.” Number five of the twelve principles states, “In all acquisitions transactions, a librarian: declines personal gifts and gratuities.” It can, of course, be argued that accepting a giveaway from a vendor is not part of an actual acquisitions transaction. **Richards** also found three primary values that make relationships between librarians and vendors or publishers more effective: partnership, mutuality, and trust. It can be argued that partners give each other gifts and that mutuality (the well-being of the vendor and library are

interdependent) is fostered by giveaways.

Chris Graesser, Chair of the **American Association of Law Libraries**, Council on Relations with Vendors, wrote a provocative piece in the *AALL Newsletter* titled: “Are We Branded? Examining the Nature of Librarians’ Relationships with Publishers.” **Chris** asks, “How much influence do gifts have on a librarian?” She believes that the more experienced librarian is less likely to be swayed by marketing efforts of gifts, whereas, novice librarians “may be gratified by the little gifts and free lunches. Or, may be intimidated by the money expended by publishers.” Having worked as a librarian for over 25 years, I must consider myself a veteran but I admit that I feel more like a novice according to **Chris**. I often feel as uncomfortable declining a gift/giveaway from a vendor as I do receiving the same. If I decline a gift, the vendor or publisher may think I’m not interested in their products or in developing a good working relationship with their representatives. But when I accept the gift or giveaway, I can’t get the voice out of the back of my mind that these gifts are increasing the cost of the products to my library.

Another issue once I have accepted a giveaway is what I do with it. If I display the item am I “branded” as a recipient of the giver? **Chris Graesser** says, “After many years, I have concluded that it is unwise to display legal publisher brands at work. If we have a preference for one product over another, it is our job to make recommendations to our patrons, but we should not become tacit billboards. I take my mugs home and I do not wear publisher T-shirts on casual day.” I have a different take on this; it seems to me that the giveaways are meant to be used at work. Indeed, many of the items, such as office supplies, really help keep our supply budget from being exhausted in the first half of the fiscal year. Basically, I’ve become addicted to sticky notes and pens from publishers.

I learned my lesson to give equal display time to vendor giveaways the hard way. A salesperson for company X was in my office and complained bitterly that he didn’t see any giveaways from his company (Y) in my office. I pointed out that he just wasn’t observant enough, but I did rearrange my mouse pads after he left. Now I am very careful to always display products from major competing vendors. (I have an eagle beanie baby from **LEXIS** sitting on the left corner of my monitor and a frog beanie baby from **WESTLAW** on the right!)

There is another issue involved with these giveaways. It is the general issue of what creeping affluence and increasing amounts of “stuff” are doing to our environment. In short, it is creating more harm than most of us realize and makes us culpable in the crime of leaving the earth less healthy for our children and grandchildren.

For myself, the dilemma of how to handle vendor giveaways continues. I try to find the middle ground of being selective in what I accept by making sure the gift is useful and will get used. I try to accept gifts that are not especially harmful to the environment (such as disposable products). And most importantly, I make sure the larger question: are the gifts given with the intention that I place an order with the giving vendor or publisher, never enters my mind. This can become a fine line between accepting or sponsoring and restraint. Each librarian must find his or her own comfort zone on how best to handle giveaways from vendors. This is an issue which is not going away soon; it only seems to be increasing.

References

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AALL Spectrum v.5, no.2, October 2000, p.22.

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ington, Oregon. Idaho, Nevada, Utah, California, and Arizona. Educated at **Trinity College** in Sioux Falls South Dakota, Gray holds a degree in Business administration. Wonder if he has met **Rick Anderson** who is new at the University of Nevada?

Speaking of **Rick Anderson** (above) (Electronic Resources/Serials Coordinator, The University Libraries, University of Nevada, Reno <rickand@unr.edu>), Did you run into **Rick Anderson** in Washington? I know he said that coming to Charleston made him slightly homesick for the East.

Charles Germain (Rowecom) <cgermain@rowe.com> is always up to something. This time it’s grandfathering his fourth grandchild who lives in Brazil. He was showing us pictures from his laptop. Ain’t technology great?

Chuck Hamaker was impressed by **Serials Solutions** which is a way for patrons to determine if a full-text electronic version of a specific journal is available from database aggregator services to which your library subscribes. Check

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Medicinal Plants

When you sip a cup of echinacea tea, you may not worry about the purple cone flower becoming an endangered species, but that in fact is what is happening to many wild medicinal herb plants (many of which were once considered common weeds) as demand continues to grow. United Plant Savers was founded in an effort to prevent extinction. Its mission is native North American medicinal plant conservation and cultivation, and activities include: Identifying at risk native medicinal plants; Raising public awareness; Creating and managing botanical sanctuaries; Providing seed and rootstock; Replanting; Consulting regarding sustainable land practices; Sponsoring programs for school systems and communities; and Carrying out focused research.

<http://www.plantsavers.org/> [reported in *TipWorld* from Topica.com (<http://www.topica.com/>)]

Neuroimaging

There's no such thing as an average brain. The degree of variability in human brain structure makes it difficult to determine abnormality in a single individual just on examination. The Laboratory of Neuro Imaging at UCLA collaborates nationally and internationally to develop brain models that track and analyze complex patterns of dynamically changing brain structure in development and disease. The LONI Web site offers incredible images, for example a recently completed multi-modality atlas of the brain in Alzheimer's disease which combined thousands of annotated structure models with MRI, PET cryosections, histologic and bio-

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the Website out—www.serialssolutions.com.

Marietta Plank was looking great. And it's still hard as hell to drive a bargain with her!

John Tagler <j.tagler@elsevier.com> was talking about the debate at the 20th Charleston Conference between David Goodman and Tony Ferguson. Maybe next year we can get John on the debating podium. Suggestions for topics? Debaters?

As shown at ALA in Washington, Faxon, RoweCom Library Services have implemented a completely electronic claims handling process with major publishers including John Wiley & Sons, Inc., Elsevier Science, and Kluwer Academic Publishers. The process utilizes Internet FTP and other electronic exchange methods to transport industry standard EDIFACT messages between Faxon and its suppliers.

Last but not least, I have to brag for a minute. My daughter Ileana Strauch, has just published a book on the College of Charleston in the College History Series of Arcadia Publishing (0738508362, \$19.99). I'm not telling you all to go out and buy a copy, but it's a great book and will have lots of anecdotes for the next time you visit Charleston!

chemical data in a common coordinate space. Researchers can also access the LONI Resource and its software for using a database of MRI scans from more than 7000 subjects. You'll also find a complete description of LONI's facilities and personnel, as well as available jobs!

<http://www.loni.ucla.edu/>

Oceanography

Tropical Ecosystems: Coral Reefs, Rainforests & A Potpourri of Weather, Earth Science & Other Good Things. Now that's a mouthful! R. Hays Cummins personal page reflects his eclectic interests and his department: Interdisciplinary Studies. The opening page is extensive, with drop down menus to weather sites, tropical ecosystem courses and images, and field presentations. There's a "Treat of the Day," which was spectacular volcano and earthquake imagery on January 12, 2001. Drop in on one of the Discovery

Labs, or check out the course discussion sites. Look at the weather and earth science resources while enjoying the colorful tropical cyclone activity map image. Or just enjoy the randomly selected images the author provides.

<http://jrscience.wcp.muohio.edu/html/index.html>

Physics

From the fizz-ics of champagne to why your electric toothbrush recharges without metal-to-metal contact can be found at Physics Central. This educational site from the American Physical Society is aimed at high school and up, offering articles, brief reviews, miniprofiles of scientists, the latest physics news, links to other physics sites, and a "how things work" column where questions are answered by physicist Lou Bloomfield.

<http://www.physicscentral.com>

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- We already outsource much of what is selected to standing order and approval plan vendors and we outsource much of our cataloging to bibliographic utilities because these steps reduce our legacy costs – look for more opportunities at every turn.
- Most of us have made the transition from individually selected journals to publisher and aggregator e-journal packages. Get mentally ready for pay-per-use because it will be the next logical step toward buying what is read, not what might be read. I say mentally ready, because for many of us volume counts are the means that we use to establish worth. We need to look at how non-incumbents define worth.

- Focus on buying digital materials which link to other digital materials. Knowledge output results from the interaction between time, intelligence, and content. Our users have time and intelligence. The faster we can deliver the right content to them, the more successful they will be in producing knowledge. Giving them access to digital materials that are linked to other materials at the bibliographic reference level, is the most valuable thing we can do for our users.

Unless we can take advantage of the new advances in information technology, and rethink what legacy assets are really needed (e.g., cannibalize some and discard others), we will not be able to compete with the non-incumbents of the new information economy. We have too much to offer to allow ourselves to be pushed to the margin of the information age.

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