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Rumors

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Against the Grain

Cutting-Edge Articles on Cutting-Edge Approval Plans: An Introduction

by Beau David Case (Head, Linguistics and West European Language Collections, Ohio State University, 1858 Neil Avenue Mall, Columbus, OH 43210-1286; phone 614-292-2594; fax 614-292-1918) <case.42@osu.edu>

There are two reasons for these articles on approval plans. First, the library literature on approval plans is becoming stale. We are reaching the expiration date of many published papers. So the intent is to add fresh papers to our pantry of ideas. Second, many of the published papers are too academic and impractical for the practicing librarian. These papers provide slices from real-life approval plans, and serve them up to the reader, along with the recipes.

In my national call, I emphasized the need for papers on interesting, innovative approval plans. From the ancient Greek poet Callimachus to the contemporary Danish filmmaker Lars von Trier, Against the Grain continues the artistic revolution tradition by also promoting a Manifesto of New. Thus, banned and censored are the dime-a-dozen approval plan topics such as "how to select a vendor" and "comparative fill rates and turn-around times."

Instead, we advocate the topics "how to select a French vendor" and "comparative fill rates and turn-around times for small presses, academic departmental publications, and other obscure publishers."

As well as papers being unique an interesting, they ought to be able to be replicated in a kind of blue-collar scientific manner. Our professional journals offer too many theoretical papers whose results may or may not be duplicated in another's workplace laboratory. Rather, we ought to be able to learn from the papers we read and then able to apply printed methodologies and results in our own libraries and for the sake of our organizations and our clientele.

If Rumors Were Horses

Well... The energetic, and always smiling Sharon Cline McKay has joined SilverPlatter representing the western U.S. effective May 15. Sharon, once at Ebsco and Faxon, is well-known to all of us as a frequent participant in Charleston Conferences of which I hope the 20th will be another.

Baker & Taylor has recently announced the formation of a new company, Informatica.com, that will become the repository for all activities that Baker & Taylor conducts in the electronic business arena. Read our interview with the incredible Bob Doran in this issue, p. 62 to learn more.

And, as part of the above, the truly delightful, wonderful, and astute Pam Smith has been promoted to Senior Vice President, Internet Portals at B&T.

From the April 27 Financial Times, Ingenta has begun an aggressive expansion plan which began on the 27th with the "reverse takeover of Delyn, an AIM-listed investment vehicle, which will value the combined entity at £145m."

Market uncertainty and anxiety over overhyped and overvalued Internet companies was given as the reason for the decision. Ingenta reported an £81,400 pre-tax loss in the year to September 1999 on revenues of £1.5m. See our interview continued on page 8.

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with Christine Lamb in ATG (February, 2000, p. 40) and The Charleston Advisor interview with Mark Rose (April, 2000, p. 49).

WOW! I love it! Rick Anderson’s <rick.anderson@uncg.edu> May issue of his CD HotList: New Releases for Librarians is viewable at the following URL: http://library.uncg.edu/depts/acq/cdhl/archive.htm. CD HotList is a “heads-up” that Rick (as a full-time librarian and part-time music critic) issues to his friends and colleagues, each month. Check it out!

What can I say? I forgot to tell you that the new head of Acquisitions at SUNY Albany (as of Jan. 20, 2000) is Michael Young, but thank goodness that the always-on-the-ball Heather Miller <hm766@esc.albany.edu> noticed! Excuse me! Michael has an MLS from SUNY Albany (1998) and has several degrees, including a PhD in art history, from Columbia. He has taught at Bard College and Union College. Most recently, he has served as Reference Librarian/Bibliographer at SUNY Albany. His library school seminar paper was on the response of academic librarians to the problems posed by site licenses for electronic resources. He’s also enthusiastic about acquisitions!

ARL Statistics 1998-99 is the latest in a series of annual publications by ARL that describe collections, staffing, expenditures, and service activities for the 121 member libraries of the Association of Research Libraries (ARL). Of these, 111 are university libraries; the remaining 10 are public, governmental, and private research libraries. A complete list of the ARL member libraries is located at http://www.arl.org/members.html. ARL member libraries are the largest research libraries in North America, representing 15 Canadian and 106 U.S. research institutions. The academic libraries, which comprise about 92% of the membership, include 13 Canadian and 98 U.S. libraries. Charts from 1998-99 ARL Statistics document Latest Trends on Serial and Monograph Costs, the Latest Trends on Interlibrary Loan/Document Delivery, and include Expenditure Trends in ARL Libraries. The full introduction is being made available online this year for the first time. at http://www.arl.org/stats/arlstat/99intro.html.

The Johns Hopkins University Press has announced the launch of Portal: Libraries and the Academy, a new quarterly journal, in January 2001. Portal is a new move by academic librarians to disseminate scholarship in all aspects of librarianship within higher education. This scholarly journal will also explore how technology is affecting librarianship and scholarship, as well as the role of libraries in meeting institutional missions. Each issue will include peer-reviewed articles on subjects such as library administration, information technology, and information policy. Reviews of newly published books in areas of librarianship and higher education, as well as reviews of computer and database resources will also be featured. Regular columns will address policy and strategic planning, technological issues, and management and personnel issues. Following the acquisition of the Journal of Academic Librarianship (JAL) in 1998 by a large European publisher, most members of JALS editorial board tendered their resignations in protest and sought out a publisher that was recognized for its support of libraries. Brought together again at The Johns Hopkins University Press, these individuals now compose a large part of Portal’s editorial board. However, the editors will not simply recreate JAL under a different name. The editors bring their experience and skills to a new journal that will go against the grain by addressing such controversies as the relative value of STM journals and their effect on research libraries. Portal will provide an unbiased outlet for issues that scholars have been unable or unwilling to address in other venues. Led by three well-known and respected librarians, Portal’s editorial board is composed of leading scholars, administrators, and practitioners in library science. Charles B. Lowry (Dean of Libraries, U. of Maryland, College Park) and Susan Martin (University Librarian, Georgetown University) serve as Executive Editors. Managing Editor is Gloriana St. Clair (University Librarian, Carnegie Mellon University). St. Clair urged individuals to submit their scholarship to Portal (http://www.jhu.edu/jhp/ or her attention at Hunt Library, Carnegie Mellon University, 4900 Frew Street, Pittsburgh, PA 15213. Because the journal is new, early submissions will benefit from quick review and publication. The Johns Hopkins University Press will begin publishing Portal: Libraries and the Academy in January 2001. Annual subscriptions for individuals will cost $48.00. The institutional subscriptions will cost $145.00. Portal will also be available on the World Wide Web as part of the Project MUSE collection of online journals. A reception to celebrate Portal’s launch will be held during ALA Annual in Chicago on July 8 from 6-8 P.M. at the Museum of Contemporary Art. All academic librarians are invited to attend. Visit muse.jhu.edu for more information.

What a shock! Endeavor Information Systems Incorporated and Elsevier Science Inc. have formed an alliance that positions both companies to broaden the delivery of electronic content throughout the academic and research library marketplace. The union of Elsevier Science and Endeavor capabilities will allow the integration of bibliographic and full-text material including library holdings, library journal collections, reference books and other full-text content. Endeavor’s Voyager library management system will serve as a platform for uniting library collections with the scientific content in Elsevier Science’s primary and secondary publications and databases. “Integration of electronic information, such as full-text of electronic journals, has become an increasingly important part of our customers’ mission,” said Jane Burke, Endeavor’s President and CEO. John Regazzi, President, Elsevier Science Inc., adds, “There is a strong complement of organizational expertise. Endeavor has emerged very quickly as a market leader in the areas of local and networked library management systems and software development. Elsevier has a strong presence in the international academic and corporate market with a long track record in content development and electronic publishing innovation. We believe this combination will provide new and unique value to libraries.” Strong compatibility between the two companies’ technology platforms and product development efforts promises rapid rollout of integrated services. Seamless integration of the ScienceDirect Web editions program is envisioned as an early application. Endeavor will become a wholly-owned subsidiary of Elsevier Science, and all current management will remain in place. Burke states, “First of all, let me say that our organization is remaining in place and focused on Voyager. We are not reorganizing, we are not moving, we are not laying off staff ... This transaction will not detract from our corporate focus. Endeavor will continue to deliver the high quality products and services to academic and research libraries that have made us a leader in the market. We view this alliance as a means to provide an even greater level of integration for electronic resources.” Endeavor Information Systems Incorporated, based in Des Plaines, IL, is an information technology company formed in September 1994 and currently employs 131 people. Over 650 academic and research libraries of every size worldwide have chosen Voyager, Endeavor’s high performance library system. Well, I don’t know if y’all remember back in June, 1994 when Jane Burke was President of NOTIS Systems, Inc., and we interviewed her (see ATG, v.6(8)3. Jane left NOTIS not long after the ALA Annual, but, one thing we at ATG said was “you can’t keep a good woman down.” This is proof positive.

The oh so awesome Rick Lugg <ricklugg@hotmail.com> and the even more awesome Ruth Fischer have both resigned from YBP as of January 2000. Their personal partnership, sealed last October, continues as a professional partnership, named R2 Consulting (63 Woodwell’s Garrison, Contoocook, NH 03229; (603) 746-4478 continued on page 10

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Phone: (603) 746-5853 Fax: www.address.TBA. R2 works with academic libraries and library-related businesses on technical services workflows and data flows, from new title announcement to patron access. Look soon for R2’s half-day seminars on “eBook Basics for Librarians.” The essential idea is to map the industry, looking at current ebook providers (such as netLibrary and Questia) and other potential providers. See this issue, p.36 for more specifics and/or come to the Charleston Conference (November 2-4) for even more information since Rick and Ruth will be there!

And speaking of the Charleston Conferences. We have CHANGED the dates for the next two years of Conferences. The 2001 Conference will be October 30-November 2, 2001. The 2002 Conference will be October 29-November 2, 2002. This is because of Citadel Homecoming which was conflicting with our other times and we didn’t want to do that. Those of you who have been here during Citadel Homecoming will understand. Change your calendars! Now!

And speaking of eBooks, Blackwell’s and netlibrary have joined together to offer a special selection of eBooks previously named to Choice magazine’s “Outstanding Academic Titles” list. The initial collection includes electronic editions of titles published from 1988 through 1999 by leading academic publishers. New publishers and titles will continue to be added and the companies plan to offer a minimum initial collection of 500 “Choice Outstanding Academic Titles” as eBooks.

The wonderful Jan Peterson <jan.petersen@rowe.com> has left RoweCom and will stay on the West Coast, working for Infortrieve, based in LA.

Albert Henderson <7024.1532@compuserve.com> is turning over editorial chores of Publishing Research Quarterly to Robert E Baensch of NYU’s publishing education program. Albert says that he has served pro bono for six years and it’s time for a sabbatical. His last issue was 16,1 Spring 2000 and includes several articles covering the language of literary non-fiction.

Take note! WebCT and Bell & Howell’s (NYSE: BHW) Information and Learning business unit announced a joint distribution and marketing agreement. Under the terms of this agreement, WebCT will provide relevant links from the discipline-specific e-learning communities on WebCT.com to Bell & Howell Information and Learning’s ProQuest Academic Edition™. WebCT.com is the first higher education destination site that offers both teaching and learning resources in discipline-specific communities across course and institutional boundaries. Now students can quickly access up-to-date information from scholarly materials for term papers, projects and other assignments. This agreement also includes an array of proprietary content within WebCT’s e-learning hub to help students with their course assignments. Developed by scholars, Academic Edition allows students to find articles from leading newspapers, magazines and journals. Users can just click their way to find their subject of choice. Once they pinpoint their topic, students can simply click on the title of the article to view a fulltext, full image, printable version of the article. Launched in January, WebCT.com provides faculty with a place to communicate with colleagues, share teaching ideas and exchange valuable resources. WebCT is the most popular Web course platform in higher education today. More than 39,000 instructors at over 1,300 colleges and universities use WebCT to deliver over 147,000 courses to more than 6.0 million student accounts in 53 countries. WebCT.com, the Company’s e-learning hub, is the first destination site for the higher education marketplace to offer both teaching and learning resources and a community of peers across course and institutional boundaries. For more information, visit about.webct.com or http://www.bellhowell.institutelearning.com.

RoweCom Inc. (Nasdaq: ROWE) has announced a significant expansion of the company’s academic and medical sales teams and the appointment of sales directors dedicated to the key academic and medical verticals and specific geographies in North America. The move more than doubles the size of the sales team dedicated to these communities, representing a substantial investment in growing these markets. The new teams, appointed to RoweCom’s Faxon Academic and Medical Services division, are headed by Georges Sarazin, responsible for the eastern academic region, Robert Loffredo, responsible for the national medical and federal market, and Frank Semancik, directing the western academic market. Georges Sarazin, based in Ottawa, Ontario, is a 25-year veteran of the library industry, beginning his career with the Canada Institute for Scientific and Technical Information (CISTI). Mr. Sarazin has held several management positions in client service, technical services, and electronic sales with various subscription agents including Faxon Canada Ltd., Readmore Canada Ltd., and Blackwell’s Information Services. Most recently, he served as the Canadian Managing Director of SIRSI Corporation. Robert Loffredo, based in Barrington, Rhode Island, joined Faxon’s sales force in 1996, prior to its merger with RoweCom. He began his career at CCR Data Systems, a hardware and software solutions provider for large retailers and K-12 school systems. Mr. Loffredo has a diverse background in sales and technology. Frank Semancik, based in Cleveland, Ohio, has served as director of academic sales for Faxon since 1998. Prior to Faxon, Mr. Semancik spent nine years in automation and...
in business administration from Franklin University. He is founding editorial board member and contributing columnist to the Journal of Internet Cataloging, founding associate editor of LIBRES, and currently serves as guest editor of the Library Trends issue on library cataloging and the Internet.

The American Institute of Physics (AIP) and the Naval Research Laboratory (NRL) have completed a two-year project to provide expanded online access to AIP’s large body of scientific literature, more than doubling the number of AIP journal articles available online. AIP, with the assistance of NRL’s Ruth Hooker Research Library, has created six additional years of digital archives for seven of its core journals. <tingold@ail.org>

Grove’s Dictionaries is publishing the second edition of the New Grove Dictionary of Music and Musicians in November 2000 in both print and online formats. www.grovelibrary.com

Charles Halpin <charles.halpin@howker.com> writes that he will be leaving Bowker this summer. Upper management has implemented changes for all the companies located at the New Providence, New Jersey site. Michael Cairns is the new VP for Business Development.

William Kane <billk@ailibrary.com> writes that Ailbiris is creating a strong library sales/management team and, as such, has recently hired him as Regional Sales Manager, Library Services. And, guess who else? The supernova Steve Sutton (longtime Blackwell’s employee, most recently at netLibrary) has joined the team as well! www.ailibrary.com/library

The he’s-here-his-there-his-everywhere Nat Bodian had an article in the winter, 1999/2000 Publishing Research Quarterly (v.15#4, “Short Words Work Well, Make Good Sense” They even published an article “How to write in words of one syll... uh...” in the New Jersey Star-Ledger (March 9, 2000) with Nat’s picture on the front page. Check it out.

In fact, you should check out the entire issue of PRQ (mentioned above) because it is full of interesting, enlightening information, starting with “The Use of Branding by Trade Publishers” (by Jo Aroye, Louise Cooper, and Rosemary Stockdale), “North American Approval Paogram Coverage and Cost Study 1998/99” (Blackwell’s Book Services), to mention only a few.

The program for the 2000 Charleston Conference (November 1-4) is shaping up. One of the presentations will include Dora Biblarz (Arizona State University) and Sally Loken (OCLC) talking about the OCLC.WLN Collection Assessment Initiatives. And there’s TONS more! The Charleston Conference brochure should be included in this mailing of ATG. Look for it!

The Book Industry Study Group has announced formation of the EBX Working Group, an organization that will develop an industry standard for protecting copyrights of electronic books (eBooks). As demonstrated by the March 14 release of Stephen King’s new novella, Riding the Bullet, the all-digital “electronic book” has arrived on the Internet mass market. Publishers, booksellers, distributors, and technology companies in the Working Group will work together to develop an accepted standard for protecting books published in this new medium. EBX Working Group Chairman is Jonathan Hahn of Versaware, Inc. The EBX Working Group is an officially constituted independent body, functioning under the auspices of the Book Industry Study Group’s Book and Serial Industry Communications (BASIC) E-Book Committee, announced in November 1999. Companies currently participating in the EBX Working Group include Adobe, Systems Incorporated; Books.com; Glassbook, Inc; GlobalMentor, Inc.; Handheld Media; Harlequin Enterprises Limited, RightsMarket.com Inc.; SoftLock.com, Inc; Versaware, Inc.; and Yankee Rights Management, Inc. http://www.bisg.org

The awesome Don Fendler (Standard & Poors) <don.fendler@standardandpoors.com> sends word that S&P’s NetAdvantage platform of eleven databases with new enhancements will be demonstrated at SLA in Philadelphia and ALA in Chicago. Why not stop by and check them out?

Dun & Bradstreet (NYSE: DNB) has teamed up with ALA to sponsor a Public Librarian Support Award and an Award for Outstanding Service to Minority Business Communities. The cash awards of $2,500 each will be presented at ALA Annual in Chicago on Monday, July 10 from 5:30 to 7:30 at the RUSA Awards Ceremony. The first-ever recipient of the D&B Public Librarian Support Award is Karen Van Drie, business librarian at the Portage District Library in Portage, Michigan. Anne McCarthy Kennedy and the Newburgh Free Library Business Resources and Information Exchange (BRIX) was chosen as the first recipients of the D&B Award for Outstanding Service to Minority Business Communities. Sounds like some very innovative services to the communities the libraries and individuals served! Congratulations!

NISO, The National Information Standards Organization, continued on page 14

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dards Organization, (executive director, Pat
Harris) and OASIS (http://www.oasis-
open.org), a non-profit, international consor-
tium dedicated solely to product-independent
data and content interchange (executive di-
rector, Laura Walker), have exchanged
memberships in an effort to further standards
for structured documents within the informa-
tion industry. The reciprocal membership opens
communication between the industry-
vertical NISO, which develops technical stan-
dards for libraries, publishers, and informa-
tion services, and the cross-industry effortsof
OASIS, which advances XML and SGML
structured date interoperability.

More from NISO which has just an-
nounced the publication of Library Binding
standard is the result of collaboration between
NISO and LBI (the Library Binding Insti-
tute), the principal trade association rep-
resenting the library binding industry. The
new standard is available for downloading at
the NISO Website <www.niso.org/standard.html> or in hardcopy from NISO
Press Fulfillment, 877-736-6476 (toll free).
The committee charged with writing this stan-
dard included library binders, librarians, and
suppliers of bookbinding materials. Chaired
by Barclay Ogden, U. of California-Berke-
ley, the Standards Committee also included
Jack Fairfield, Information Conservation,
Inc., Fritz James, LBS, Jan Merrill-
Oldham, Harvard University, Robert
DeCandido, New York Public Library, Steve
Heckman, Heckman Bindery, Inc., Debra
McKern, Library of Congress, Sally Moyer,
Library Binding Institute, Robert L. Silbert,
Bound To Stay Bound Books, Inc., and Paul
Parisi, Acme Bookbinding Company, Inc.

Baran Rosen (Whitestone Communications,
NY) sends word that Frontline Group
has acquired Communispond, Inc.

As we all know, the development of the
Internet as a publishing medium has raised
powerful and complex digital rights manage-
ment issues. To meet the varied demands of
rightsholders comprehensively, Copyright
Clearance Center (CCC) is creating a separ-
ate, for profit corporation designed to offer
technology-based solutions for permissions
management at the point of content. Three
customers are on board: The New York Times,
The Wall Street Journal Interactive Edition,
and Barron’s. What will this mean for librar-
ies? Read our interview regarding this new
CCC spin off, this issue, p.64.

According to the New York Times (May
22, 2000), the Progressive Policy Insti-
tute has issued a report calling for an update to
the Digital Millennium Copyright Act that
would stifle Internet companies and practices
such as Napster and MP3 which many feel
have encouraged illegal copying of music
over the Internet. There will be opposition
to the report from civil libertarians, tele-
communications firms, and Internet
companies.

Five Japanese national universities
have signed license agreements to gain
access to IDEAL, Academic Press’
online science journal library. Ciba
University, Saitama University,
Tokyo Institute of Technology,
the University of
Tsukuba and
Yokohama Na-
tional University
join over 100 other
institutions in Asia.
IDEAL launched its
presence in Asia
through licensing
agreements signed with the National
Science Council of
Taiwan and the
Korean University Consortium for Elec-
tronic Databases (KUCED). “The concept of
a virtual library has gained acceptance in
Japan as universities recognize that electronic
content is more powerful and economical
than printed material,” said Mayumi Shinohara,
statistical business analyst and licensing con-
sultant for IDEAL.

I don’t know who Alexis G. Brown
<market@abc-clio.com> is, but I admire her
publicity for ABC-CLIO. Here is an excerpt
from a recently-received press release. Talk
about fun to read... “Who was the originator
of the term ‘documentary.’ ... Which Ger-
man author and playwright dressed as an
elderly woman to escape from France dur-
ning World War II? ... World Cultural Lead-
ers features...”

Questia Media, Inc., a new media ven-
ture, has developed an online research service
that, it says, “will deliver on the true
promise of the Internet by providing access
to the wealth of human knowledge.” Through
ongoing funding projected to total $210 mil-
lion during this year and next, Questia is
building the first online service to provide
unlimited access to the full extent of hundreds
of thousands of books, journals and periodi-
cals, as well as tools to easily use this infor-
mation. For millions of college students, the
Questia service will enable them to research
and compose their papers at any time, from
every connected corner of the world. “Questia
is different from most eBusinesses,” CEO
Troy Williams states. “By digitizing the
books most needed by college students, by
making them accessible to all students at any
time, and by hyperlinking footnotes and re-
ferences to the precise page cited, Questia is
creating a revolutionary research tool that
enables users to instantaneously follow a com-
plete train of thought from one book to an-
other.” Questia expects to have 50,000 vol-
umes digitized by early 2001 and is projected
to have over 250,000 within three years.
Questia has quietly amassed over $45 mil-
dollar in venture funding from the ven-
ture capital firm TA Associates of Boston and
individuals, and has grown in just a few
months to over 200 employees in Houston and
New York. Troy Williams (see article in The
Healy) founded Questia Media, Inc. in
1998 after completing Harvard Law
School. The Questia service will be live at

We have two obituaries in this issue of
Against the Grain, p. 34 and 76. Meta
Nisley was a warm breath of sunshine for
all of us who knew her. I remember Gerry
Stormer as a real gentleman and scholar. May
they rest in peace.

More sad news. Jack Montgomery’s fa-
ther passed away after a long illness. Our love
to Jack at this difficult time.

Sorry to be the bearer of such bad news, but,
hey, let’s have a good summer, okay? Cheers!

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