June 2001

Rumors

Katina Strauch

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VOLUME 13, NUMBER 3

Against the Grain

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

TM

JUNE 2001

Against the Grain

"Linking Publishers, Vendors and Librarians"

Eliminating Duplication in A Shared Storage Facility: Practical and Political Issues

by **Joanne Oud** (Collections Manager, Wilfrid Laurier University Library, 75 University Ave. W., Waterloo, ON Canada N2L 3C5; Phone: 519-884-1970 x2073; Fax: 519-884-8023) <joud@wlu.ca>

Introduction

Recent years have seen an increase in the number of shared remote storage facilities being constructed, as libraries facing space shortages see the value of sharing storage costs. As shared facilities become more common, the issue of how to deal with multiple copies is emerging as a concern in cooperative collection development.

The library systems at the **University of Guelph**, the **University of Waterloo**, and **Wilfrid Laurier University**, three public institutions physically located within a short distance of each other in Ontario, Canada, constitute the **TriUniversities Group of Libraries (TUG)**. These libraries built a shared storage facility called the **TriUniversities Annex** in 1996 to address chronic space shortages. Initially, 25 years of space was projected. Although the original

intention was to integrate collections, it was decided not to eliminate duplicates in initial shipments because of difficulties identifying overlap in the three separate online catalog systems, which were in the process of being merged into one database.

Only a few years later, transfers have happened at a much higher rate than expected and the **Annex** has only 5-7 years of space left. Concerns about space taken up by duplicate copies have resurfaced. This article discusses issues examined by the **TUG Information Resources Committee**, made up of the chief collections officers at each of the three institutions, to determine if eliminating duplicates in storage would be a feasible way to address looming space crises. Two options were considered: deselecting duplicate copies already in storage, and refusing to accept items sent to storage if a

copy from another library is already housed there. Except for some staffing and workflow implications, issues are similar for both.

Collection Use and Condition

Arguments for discarding duplicate copies are compelling: if materials are used seldom enough to be sent to remote storage, multiple copies are unlikely to be needed. Keeping only one copy would therefore free up much needed and expensive space with little effect on service to users or access to materials.

However, the issues involved with discarding duplicates are complicated, and few libraries have experience dealing with the situation.

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If Rumors Were Horses

SIRSI Holdings Corp., a privately held company, and **Data Research Associates, Inc.** (NASDAQ: **DRAI**) have jointly announced the signing of a definitive merger agreement providing for a subsidiary of **SIRSI** to purchase all outstanding common stock of **Data Research Associates (DRI)** for \$11 per share in cash, or approximately \$51.5 million. When combined, the new **SIRSI-DRA** company is expected to be a leader among vendors in the library automation industry, based on a number of installed systems, according to data compiled and published in the March 2001 issue of *Library Systems Newsletter*. **Michael J. Mellinger**, **DRA's** Chair of the Board, will remain an integral part of the management of the combined organization. He will serve as chairman of the new **DRA**, which will become a wholly owned subsidiary of **SIRSI**. He will

also serve on the board of directors of **SIRSI**. www.dra.com.

Seems to be more than just a rumor. The potential merger of **Swets Blackwell** and **Nijhoff** was recently discussed in the Dutch trade magazine, **Boekblad**. See <http://www.boekblad.nl/> Yours truly called **Nijhoff's Ineke Middeldorp** <middeldorp@nijhoff.nl> and **Bas Guijt** who say that, with all the "electronic capabilities" out there, they are "talking with several companies" to "form partnerships, alliances." More to come?

An **eBook lawsuit** is in the works in Manhattan's federal court. **ZDNet News** (May 4, 2001) reports on **Random House vs.**

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From your (doting) editor:

In just 14 days, our daughter, **Ileana**, will graduate from high school. It's unbelievable! Where has the time gone? Seems like I was 18 just a few minutes ago myself!

While **Ileana** is running around getting ready to graduate, your intrepid crew was putting together this June issue of **ATG**. This issue has all kinds of great articles that I know you will be interested in. First, there is "Eliminating Duplication in A Shared Storage Facility: Practical and Political Issues by **Joanne Oud**. Sound familiar? Then **Ana Arias Terry** has written two solid articles on topics of concern to all of us, the first on **digital archiving** and the second on **author rights**. **Margaret Landesman** talks about the "big deal." **Bob Nardini** and **Denise Novak** focus on the sales call. **Marilyn Geller** explores the "real" cost and price of E-journals. **Tom Loughran** is interested in some trends in electronic publishing, especially with **eBooks**. **Dennis Lambert's Biz of Acq** is about "Alibris and 21 North Main: Breaking New Ground in the Search for O.P.

Books." **Pat Ditzler** and **JoAnn Dumas** discuss the used book sale which they have developed in Pennsylvania.

We have a couple of new contributors: **Bob Molyneux** has written the first of a regular column about **critical mass in librarianship**, and **John Long** joins us with several publisher profiles on **A.K. Peters** and **PaperPath, Inc.** We also have a library profile on the **University of Cape Town** (South Africa). Our **Millennium Minutes** column this issue is a transcript by **Dora Biblarz** of **Richard Abel's** and **Don Chvatal's** testimony before the **House Appropriations Subcommittee** in 1971. And, last but not least and on the lighter side, we have **Ned Kraft's Adventures in Librarianship: If Rumors Were Mules**. It's hilarious.

There's a crisis at home (I wonder if this will stop when **Ileana** goes off to College? Duh ...). **Ileana's** graduation dress "isn't right." Do I feel a shopping spree coming on?

Have a great summer and see y'all in September!

Yr. Ed.

Letters to the Editor

Send letters to <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>>.

Dear Editor:

As you may know, my colleague, **James Gerard**, and I have been attending the **Charleston Conference** and reading **Against the Grain** for many years now. We find the conference and the journal extremely invaluable and feel both form a very integral part of the communication network within our of industry.

Barbara J. Church

(Ashgate Publishing Company)

<bchurch@ashgate.com>

P.S. I was unable to attend the **Charleston Conference** last year as I was in Frankfurt for the **Book Fair**. I hope to attend this year's show. Please be sure that my name is on the mailing list. Thanks!

Dear Editor:

You do one of the profession's very best journals. Keep up the great work!

Best regards,

Allen Veaner

(retired) <veaner@worldnet.att.net>

Dear Editor:

Got the April issue [of **ATG**] in the mail yesterday. Thanks for the kind words, and for accepting the article, even as long as it was. I'm happy to report I got some nice compliments on it from other former **Ditto machine operators**. [see v.13 no.2, p.46, 48].

David R. Fritsch

(Vice President, Sales, TDNet, Inc.)

<davidf@tdnet.teldan.com>

Rumors

from page 1

RosettaBooks which has legal gurus arguing over what defines a book really and whether or not authors signed away their eBook rights when they signed their original contracts. **RosettaBooks** is trying to sell digital versions of **Random House** titles by the likes of **William Styron**, **Robert Parker**, and **Kurt Vonnegut**. The question is: do authors own the digital rights to their books? The article, "E-Book Copyright Battle Heads to Court" by **Gwendolyn Mariano** is available at <http://www.zdnet.co.uk/news/2001/8/ns-21259.html>.

Tony Ferguson passed his dissertation defense with flying colors. He can now be reached at **University of Hong Kong Libraries**, Pokfulam Road, Hong Kong. Email: <ferguson@hkucc.hku.hk>. Phone: 852-2859-2200. Fax: 852-2858-9420.

Always on the job, **Tony** still had time to write his **Back Talk** (this issue, p.94) about the controversial book **Double Fold** by **Nicholson Baker**. And here's an **ARL Website** with reviews and responses to Mr. Baker: <http://www.arl.org/preserv/baker.html>

Well, **Tom Leonhardt** (**International University Bremen**) <twl@iu-bremen.de> writes that he started work May 2 and is now working on job descriptions and RFIs for vendors—monographs, serials, and automation. Everything has to be in place by early August since classes begin for the first time on September 3. So, he won't be sleeping for the next few months. Here's his contact information: Director, Information Resource Center and University Librarian, **International University Bremen**, Campus Ring 1, D-28759 Bremen. Postal Address: P.O. Box 750 561, D-28725 Bremen, Germany. Phone: ++49 421 200-4610. Fax: ++49 421 200-49 4610. Email: <twl@iu-bremen.de>. Alles Gute!

At a recent meeting, representatives of consortia of libraries from around the world expressed concern at the news of yet another information industry merger which is further concentrating control of access to publicly-used information into a few commercial hands. The acquisition discussed at the meeting of the **International Coalition of Library Consortia (ICOLC)** was the purchase of **SilverPlatter Information** by **Wolters Kluwer**, a multi-national publishing com-

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AGAINST THE GRAIN DEADLINES — VOLUME 13

Event	Issue	Ad Reservation	Camera-Ready
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

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pany. **Wolters Kluwer** already owns **Ovid Technologies**, which provides an alternative to **SilverPlatter** for library users to move from bibliographic information to the full-text of scientific and medical literature. **SilverPlatter** is widely-used as a "front-end" to numerous databases. The ownership of two major access-routes by the same company presents a potential threat to users of information, particularly as the new owner may consider consolidating software platforms and also owns substantial numbers of the full-text journals accessed. Monopolistic control can lead to unjustified price increases and limited service options for users. The acquisition of **SilverPlatter** by **Wolters Kluwer** is part of a wider concentration of access to information into the hands of a few giant multi-national companies. The acquisition of **Harcourt General, Inc.** by **Reed Elsevier, Inc.** is currently being examined by regulatory authorities in several countries. Library organizations across the world have been vociferous in pointing to the danger for society in such mergers. Open and unrestricted access to information is one of the cornerstones of democracy, and control of access to the world's information by a few powerful commercial interests is developing rapidly. **ICOLC** first met in 1996 as the **Consortium of Consortia (COC)**. The Coalition is an informal, international group that currently comprises over 100 library consortia in North

America, Europe, Australia, Israel, China, and South Africa. The coalition membership primarily serves higher education institutions by facilitating discussion among consortia on issues of common interest. **ICOLC** conducts meetings throughout the year dedicated to keeping its members informed about new electronic information resources, pricing practices of electronic providers and vendors, and other issues of importance to consortia directors and governing boards. The Coalition also meets with the information provider community, creating a forum for discussion about product offerings and issues of mutual concern. Further information about **ICOLC** and its participating consortia can be found at: <http://www.library.yale.edu/consortia>. For further information about **ICOLC**, contact: **Tom Sanville**, Executive Director, OhioLINK, Columbus, OH. Phone: 614-728-3600, ext. 322. Fax: 614-728-3610. Email: tom@ohiolink.edu

The **United States Department of Justice** will allow the company's proposed acquisition of **Harcourt General, Inc.** to proceed without challenge. The **US Department of Justice** review of the on-sale of certain Harcourt assets to **The Thomson Corporation** is continuing. Outside the United States, the acquisition has already received clearance from the competition authorities in Germany, Austria and Ireland and now awaits regulatory clearance only from the UK competition authorities. **Reed Elsevier plc** is owned equally by its two parent companies, **Reed International P.L.C** and **Elsevier NV**. The

parent companies are listed on the London, Amsterdam and New York Stock Exchanges, under the following ticker symbols: London: REED; Amsterdam: ELSN; New York: RUK, ENL. In 2000, **Reed Elsevier** made adjusted profit before taxation of 690 million pounds sterling (\$1,042 million) on turnover of 3,768 million pounds (\$5,690 million). The group employs 27,700 people, including 14,800 in North America. Further information on **Reed Elsevier** can be found on the company's Website at <http://www.reedelsevier.com>.

And this is from **ARL**. The announcement from the **U.S. Department of Justice** clearing the way for the merger of **Reed Elsevier** and **Harcourt** directly affects the academic, research, and library communities. Because of the way publisher price increases have shaped the scholarly publishing marketplace during the past decade, **Association of Research Library (ARL)** members remain very concerned about the ongoing consolidation of the publishing industry. We believe that continued extraordinary price increases will severely erode the academic journal marketplace. In the aggregate, **ARL** libraries spend over \$900 million per year on books and journals to support the information resource needs of faculty, students, and the public. But these dollars have been unable to keep pace with the inflation in the cost of materials from commercial publishers. For example, science, technology, and medical journals from commercial publishers have increased in price about 11% a year between 1990 and 2000, at a time when the consumer price index increased at an annual rate of just 2.6%. As has been documented elsewhere, mergers and acquisitions have a negative impact on pricing policies. Data shows that after the purchase of **Pergamon Press** by **Elsevier Science** (a **Reed Elsevier** company) in 1990-91, the price of **Pergamon biomedical titles** increased 27% while the **Elsevier** titles increased in price about 5.2%. Similarly, after the purchase of **Lippincott** by **Wolters Kluwer** that same year, **Lippincott** titles experienced a 25% post-merger price increase. These data demonstrate that modest transactions that may not rise to the concentration thresholds of current antitrust guidelines could in fact enhance the market power of the merging companies and significantly increase the price of scholarly journals, among other publishing areas. Although the **Reed Elsevier** acquisition of **Harcourt General** was today allowed to proceed without challenge, we hope that this merger does not follow the pattern of previous mergers, whereby consolidation negatively impacted the academic, research and library communities. In addition, we note that this merger is still under review in the U.K. **ARL** and its members will monitor closely developments in pricing that follow this merger, and document any erosion of libraries' ability to provide information resources for their constituencies. As advocates for scholars, researchers, students

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and the public, **ARL** will continue to work to assure that library materials remain within the reach of the broadest possible community, and that pricing and access policies ensure access for generations to come. The **Association of Research Libraries (ARL)** is a membership organization representing more than 120 of the largest research libraries in North America. It is located on the Web at <http://www.arl.org>. For detailed information and data on scholarly publishing and the impact of publisher price increases, please see: <http://www.arl.org/scomm> and <http://www.arl.org/scomm/resources.html>.

Bob Martin has been appointed Director of the **Institute of Museum and Library Services** by President George W. Bush. Pretty impressive!

Jack Walsdorf of Portland, Oregon, and **Alibris** has a new book! *The Yellow Barn Press: A History and Bibliography* compiled by **Jack Walsdorf** with History and Comments by **Neil Shaver**. (The Yellow Barn Press, Council Bluffs, Iowa, 140 pp., \$400). Neil Shaver began the Yellow Barn Press, a truly fine private press, which took its name in the 1960s and began serious printing in 1979. Jack is the compiler of this excellent and excellently produced monograph.

Rick Anderson <rickand@unr.edu> is

working on plans for a new library at the **Univ. of Nevada at Reno** while he is also finishing a **Neal Shumann How to Do It Manual** on serving library patrons through the Web. In the meantime, he was confused because the **Charleston Conference Website** lists the Conference as running from October 31 to November 4. Well, the preconferences are October 31. The **Charleston Conference** is its usual two and a half days, Thursday, Friday, and half a day Saturday. Somehow, Sunday just got thrown in for good measure! We are taking registrations online even as we speak—www.cofc.edu/library/conference. Come on down!

The incredible **Amira Aaron** has been appointed **Vice President, Library Services for Faxon Library Services/RoweCom**. As Vice President for Library Services, Amira is responsible for strategic planning, product development and marketing for the academic, medical, public, federal, and corporate library markets. Amira joined **Faxon** in 1998 from **Blackwell's Information Services Group**, where she was the electronic services product manager responsible for serials management and push technology products, as well as U.S. marketing of electronic services. Prior to Blackwell's, she served as the coordinator of library automation and product development at **Readmore**. She also has significant experience in academic libraries, having held several key technical services, management and systems positions at the **UCLA library system**. In addition, she served as associate director for systems and planning at the **Massachusetts Institute of Technology libraries** in the 1980s. Amira holds an MLS from **UCLA** and completed coursework in the university's Ph.D. program as well.

Robert Loffredo has also been appointed **Vice President, U.S. Sales for Faxon/RoweCom**. In his new role, he is responsible for managing and coordinating the sales activities across all markets, including academic, medical, public, federal and corporate accounts. Most recently, **Loffredo** was national sales manager for **RoweCom's** corporate, medical and federal accounts, and

earlier in his career he served as **Faxon's** New England territory sales manager. Prior to joining **Faxon** in 1996, **Loffredo** had a diverse career in several technology fields, most recently as the director of sales at **CCR Data Systems**, a hardware and software solutions provider for large retailers and K-12 school systems located in Easton, Massachusetts. He received his B.S. from **Northeastern University** and is currently pursuing his M.B.A. at **Providence College**. <http://www.faxon.com>.

The purpose of the **Academic Libraries of the 21st Century Website** project is "to provide a channel that stimulates creative thoughts and ideas for envisioning and planning for academic libraries of the future." The focus of the project is to connect people who with each other and to provide a forum for discussing, organizing, retrieving, and archiving these ideas. This project is sponsored by the **Texas A&M University General Libraries**. Very intriguing. Check it out at: <http://library.tamu.edu/21stcentury/index.html>.

Sue House (Information Librarian for Computing and Law, UK) <schouse@glam.ac.uk> <http://www.glam.ac.uk/lrc> has announced a new list the discussion of eBooks **LIS-E-JOURNALS@JISMAIL.AC.UK**. The list is primarily intended for the use of UK academic librarians and other interested parties to discuss the new and exciting developments that are happening in the world of eBooks. To join the list send the following message in the body of the message with nothing in the subject box or below the message (no autosignature) to <jiscmail@JISMAIL.AC.UK> "join lis-e-books (first name) (last name)" without the brackets.

Mark Kendall (Vice President Library Services, **North America ingenta, inc.**) <mkendall@ingenta.com> writes that they've officially just had their first heat wave in Boston with three straight days of over 90 degrees (and it's only the beginning of May). What can I say? It's cold in Charleston. The weather's barely gotten to 82 degrees. Can this be the result of global warming? Tourists to Charleston are flabbergasted!

And, speaking of **ingenta**, the following have just joined the company. **John Elliott** <john.elliott@ingenta.com> is **Regional Manager—Library Services** for the western US and Canada. John once served as Senior Sales and Marketing Manager of Electronic Products for **Academic Press** where he was responsible for developing business models and sales/marketing plans for new electronic reference products. In addition, John also served as Director of Partner Marketing for **The Scientific World** where he was responsible for planning, budgeting, and implementing the affiliate and relationship marketing programs. A graduate of **San Diego State University**, John resides with his wife and children in the San Diego, CA area.

And here are more additions to **ingenta**. **Carole Myles** <cmyles@ingenta.com> is
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Regional Manager—Library Services for the southern US. Carole brings a tremendous amount of library market experience to her position. A librarian herself, Carole most recently served as Director, Library Business Development for **Books 24X7.com** where she developed a sales/marketing strategy for the higher education and public library market for full content databases of electronic books and journals. Prior to **Books 24X7.com**, Carole was the Director of US Sales and Customer Relations for **SilverPlatter Information**. A resident of North Attleborough, MA, Carole earned her Library Master's degree at **Simmons College** and undergraduate degree at **Trinity College (VT)**.

And, last but not least, **Pat Ryan** <pryan@ingenta.com> is Manager, Corporate/Special Libraries for the United States and Canada. Prior to joining **ingenta**, Pat was Regional Sales Director for Corporate Sales for **Elsevier Science, Inc.** Pat's extensive experience serving the needs of the special library market includes positions with **ISI (Manager, Corporate Accounts)**, **Medical Economics (Account Manager)**, and **Maxwell Online (Senior Director, BRS Colleague)**. A librarian, Pat earned her Master

of Information Science at the **University of Maryland** as well as Master of Arts in Psychology from **Hood College**. She holds additional degrees from **Farleigh Dickinson University**. Pat resides in the Phoenix, AZ area.

This is from **Swets Blackwells E-notes** (May 1, 2001) <e-notes@us.swets-blackwell.com>. **Georges Sarazin** has joined Swets Blackwell as General Manager, Canada. A 25-year veteran of the library information and services industry, Georges began his career with the **Canada Institute for Scientific and Technical Information (CISTI)**, where he later served as Manager of Serials Acquisitions. Georges has held several management positions in customer services, technical services and electronic sales with various subscription agents, including **Faxon Canada Ltd.**, **Readmore Canada Ltd.**, and **Blackwell's Information Services**. Georges also served as the Canadian Managing Director of **SIRSI Corporation**. Most recently, Georges held the position of U.S. National Academic Sales Manager for

Faxon Library Services, a **RoweCom** company. **Swets Blackwell's North American Co-CEOs**, **Heather Steele** and **Philipp Neie** were enthusiastic about the appointment. Georges is based in Ottawa, Ontario, and can be reached at +613-590-2211 or by email at <gsarazin@ca.swetsblackwell.com>.

Hennepin County Public Library (Minnetonka, MN) has chosen **epixtech's Horizon Sunrise** system as their future library automation system. The library has used **epixtech's Dynix** system since 1993. **Hennepin County Public Library** was named the second best library in the country among libraries serving more than 500,000 people according to the **Hennepin American Public Library Rating** in 1999. This rating takes into account a variety of input and output measures, including circulation, expenditure, visits, volumes, etc. The library system serves a population of 735,000 (475,000 registered patrons), with annual circulation of 10.6 million, 400,000 bibliographic records, and 26 branches throughout suburban Hennepin County. www.epixtech.com.

Swets Blackwell has launched **SFX functionality** in **SwetsnetNavigator**, their electronic journal service. SFX technology provides libraries with a fully inter-linked environment, whereby heterogeneous scholarly information resources are seamlessly

linked via the **OpenURL** protocol. Said **Geert Visscher**, CEO of **Swets Blackwell**: "Users now have the option of linking out from **SwetsnetNavigator** just as easily as they can link in. With this powerful new linking strategy, together with our multi-level linking technology, **SwetsnetNavigator** is paving the way for libraries to integrate their services." **SwetsnetNavigator** offers online access to nearly two million full-text articles, as well as abstracts and tables of contents from 17,000 journals. Find out more by visiting www.swetsnetnavigator.com.

Here's some more contact information on the wonderful **David Fritsch** (Vice President, Sales, TDNet, Inc.) His new email address is <davidf@tdnet.teldan.com>. And, have you read his "The Ditto Machine," **Millennium Minutes** column in the April **ATG** (p.46)? Even my printer says she laughed out loud!

And be sure to read **Janet Flowers'** <janet_flowers@unc.edu> (UNC-CH) interview in this issue of **ATG** with **Mike**—we knew him when—**Markwith**, president of **TDNet, Inc.** <michael@tdnet.teldan.com> in this issue. See page 42.

And, hey, if any of you out there want to interview anyone for **ATG**, let me know! <strauchk@earthlink.net>!

And speaking of **Millennium Minutes**, the incredible **Lucretia McClure** <lucretia_mccclure@hms.harvard.edu> guest editor of the **ATG Millennium issue** (December 2000-January 2001) and column editor of the **Millennium Minutes** column (see this issue, p. 76) was recently in Charleston for a medical history conference. We had a lovely time renewing old acquaintances and meeting new ones. And, my husband, **Bruce** is well and cooking so **Lucretia** came to dinner! Aren't I lucky that I have a husband who loves to cook?

And, speaking of people visiting Charleston! We had the pleasure of entertaining **Lolly Gasaway** (UNC-CH Law Library) <laura_gasaway@unc.edu>, **Dee Boggan** (MUSC) <boggandm@muscul.edu>, and **Anne Robichaux** (retired from MUSC, but she's still working!) <akr@charleston.net> for dinner since **Lolly** was in town doing her famous copyright workshop (Have you been to it? If not, you really need to go! **Lolly's** one of the few lawyers, my husband notwithstanding, who will give you real answers to your real questions.)

And speaking of Charleston, heard from **Julie Arnheim** (Princeton) <jarnheim@Princeton.EDU> who was one of two people who got picked at random (I didn't even draw the names! And, I wasn't even present for the drawing!) in the drawing for a **FREE ATG** sub and **FREE Charleston Conference** attendance for 2001 **BECAUSE SHE FILLED OUT the ATG Annual Report Survey** (did you? If you didn't, you have nothing to complain about!). She is excited! And have I told you that **Julie's** son goes to the **College**

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of Charleston and lives near the College in a restored church which was recently featured in *Charleston magazine*. It's a yummy place! Remind me to show you the article the next time you are in Charleston!

The program for the **2001 Charleston Conference** is shaping up. Have you sent in what you want to be involved in? A brochure for the conference should be enclosed with this issue of *ATG*, but let us know if you didn't get one, or go to the CC Website at www.cofc.edu/library/conference/. See you here!

Speaking of the **2001 CC**, heard from long-time friend and **CC Director Barbara Dean** (Arlington Public Library) <Bdean@co.arlington.va.us> who is planning a **Concurrent Session** (with Lyman—he's here, he's there, he's everywhere—Newlin) entitled: "Are Approval Plans in the Public Library's Future?" Tentative speakers so far include **Larry Price of Ingram, Linda Phillips of Blackwells**, and **Pam Smith of Baker & Taylor** representing the vendor's side. The librarians may be **Deborah Duke of SIRSI**, **Louise Merriam from the Minneapolis Public Library**, **Rodger Smith of Charleston County Public Library**, and Barbara herself. Sounds like a plan!

And more CC great news! **EBSCO's Leigh Marie Lunn** <lmunn@ebSCO.com>, **ABC-CLIO's Vicky Speck** <VSpeck@ABC-CLIO.com>, and **Penn State's Rosann Bazirjian** <rvb9@psulias.psu.edu>, have been working away on the proceedings of the **2000 CC**! The proceedings will hopefully be available this summer and will be distributed at the **CC 2001**!

Just heard from **Edward T. Hart** (Acquisitions Librarian, **New England School of Law**) <ehart@nesl.edu> who wants to get info on the **2001 Charleston Conference**.

Will do but why don't y'all tell him how great it is in the meantime!

And, always eager to get the best, most current, and practical information for all of you, *ATG* continues to develop for all of you! Note the **NEW columns** that we have in this issue! **The Devil's Advocate—Canaries in the Coal Mine** by **Bob Molyneux** <bob@molyneux.com> of **USC's School of Library and Information Science** is about library education, fads, and technology. **Public Prayers: The Reverent Wishes and Desires of a Public Library Collection Development Librarian** by **Rodger Smith** <smithr@ccpl.org> shows us that we're all on the same page. Really!

The **Carla Stoffle** article that was in *ATG April* ("A Library View of the SPARC Initiative") is loaded online at <http://www.arl.org/sparc> as well as on the *ATG* Website—www.against-the-grain.com.

Was taking to **Gail Kennedy** <gkennedy@pop.uky.edu> the other day. She is the new Director at the **Lucille Caudill Little Fine Arts Library** at the **University of Kentucky**. Gail WILL be coming back to Charleston in November to talk about "Survival Techniques for the Branch Library: A New Model for the Future." Gail and I were reminiscing about fifteen years or so ago when her hot topic at the **CC** was the difference between Acquisitions Librarians and Collection Development Librarians! **The Trends They Are A-Changing!**

And speaking of another Kennedy, I was also talking to **Kit Kennedy** <KKennedy@us.swetsblackwell.com> the other day. What a woman!

This is from **Mike Somers** <isugw.indstate.edu> and *The Charleston Advisor*—be sure to visit their Website at www.charlestonco.com—the press room is really cool as is the rest of the site!

The Houston Chronicle for May 8, 2001, (my mother's birthday) has an article on **Questia Media** and layoffs at the company, "Online College Library and Research Firm Slows Pace, Reduces Staff by Almost Half" by **Tom Fowler**. To read the whole article visit <http://www.chron.com/cs/CDA/story.htm/business/903977>.

And, speaking of *The Charleston Advisor*, **Pat Shroeder** (President, **Association of American Publishers (AAP)**) has a follow up editorial to **Chuck Hamaker's** ("Why is the AAP Waging War on Librarians?") in the last issue of *The Advisor*. Her editorial is called "Why the AAP is not Waging War on Librarians." You need to check this debate out!

And while we're on the subject of **Chuck** <cahamake@email.uncc.edu>, he sends word of a recent article in *The Times* (Feb. 2, 2001) about decreased cancellation levels at **Elsevier**. "Ski enthusiast who reversed Reed Elsevier's downhill run—How Crispin Davis steered publishing group away from the slippery slope," by **Raymond Snoddy**. **Crispin Davis**, a former **Procter & Gamble** executive, is the chief executive of **Reed Elsevier**.

This tidbit is from **John Kremer's** <johnkremer@bookmarket.com> *Book Marketing Tip of the Week* (May 7, 2001)—**Cliff Hillegass** the founder of the **CliffsNotes** study guides died just recently at the age of 83. His first guide (which he produced out of his basement in 1958) was on **Shakespeare's Hamlet**. To read more, go to Self-Publishing Hall of Fame ... <http://www.bookmarket.com/selfpublish.html>.

I love word games more than crossword puzzles. This is why an article in the recent (*Charleston Post & Courier* (5/12/01) caught my eye. It's about misplaced/incorrect use of the apostrophe. The author of the article (Associated Press), decries the use of the apostrophe (s) when it is not the possessive—e.g., the bird's and the bee's. Anyway, for those of you who are interested, there are two gentleman in London (**John and Stephen Richards**) who have formed **The Apostrophe Protection Society!**

Ramune Kubilius <r-kubilius@nwu.edu> (Collection Development, Special Projects Librarian, **Galter Health Sciences Library**, Northwestern University)—and a **Charleston Conference Director**—sends an announcement and invitation to U.S. bibliophiles of a **Bibliophyle Seminar** at the **Vilnius University** in Lithuania. **Vilnius University** is apparently one of the oldest Universities in Eastern Europe (established around 1580) and the library, still housed in the old town, has a wonderful rare books collection. The Conference will be held September 20-22, 2001. For further information, contact **Ramune** (above) or **Dale T. Lukas** (National Library of Medicine, TSD, Selection and Acquisition) <lukasd@mail.nlm.nih.gov>.

Recently heard from **Jody Fernald** (Acquisitions Dept., U. of New Hampshire) <jodyf@cisunix.unh.edu> who attended the **2000 CC** and hasn't been receiving her *ATGs*. Poo! But she says she will be at **CC 2001** anyway.

From **ePublisher's Lunch** (May 4, 2001) <michael@caderbooks.com> which is an excellent weekly newsletter intended to provide a deeper

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Rumors

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focus on e-publishing specific issues and news by **Cader Books**.—**Rocket-Library.com**, a free library of **Rocket ebooks** “disappeared sometime during the week of April 17. According to an anonymous source, the site was taken down after several copyrighted books showed up online.” The **Rocket/e-book newsgroup** at www.news.nuvomedia.com has apparently gone away, too. <http://link.ixs1.net/s/link/click?rc=al&rti=f35752&si=p12449529>.

netLibrary™, has announced the adoption of industry standards for **netLibrary eBooks**. A member of the **Open eBook Forum**, **netLibrary** has actively supported the development of industry standards for the past two years. This strategic move positions **netLibrary** to significantly accelerate the adoption and use of eBooks by its library customers while continuing to support a quality eBook experience and maintain core functionality. Adoption of **OeBF** standards will result in lower cost and faster conversion processes which will facilitate the availability of more front-list titles from the world's leading publishers. Going forward, **netLibrary** will accept electronic files meeting **OeBF** standards directly from publishers or, at the publisher's request, manage the conversion process on behalf of the publisher. Doing so will result in the re-allocation of conversion work to outsource vendors, changing the scope of conversion processes handled in-house. This shift in **netLibrary** eBook conversion processes to outsourcing vendors will result in a restructuring that reduces the company's headcount by approximately 90 positions. The remaining employee base will be focused more directly on customer and publisher support programs. www.netlibrary.com

Recently got an email from the fantastic **John Garralda** <jgarralda@carl.org> regarding the closing at the end of May of the **UnCover** operation in Denver. The great people at **Ingenta** will have the merger completed by then. Still, it's a sad event and we send our best luck to John who tells me that he is really retiring this time ...

This is from **Today's Legal News** (May 2, 2001) <http://www.law.com/techlaw.html#news>. Three Judges for the 2nd US Circuit Court of Appeals are considering the merits of **DVD Copying** (**New York Law Journal**) Is the software that allows people to copy movies from DVDs a useful tool for scientific study and journalistic inquiry—or a crowbar designed for breaking, entering and stealing?

BEU.S. National Library of Education's ERIC database, the most widely used index to educational literature in the world. **ERIC PlusText** also includes full text and/or full image for over 260 of the indexed publications. Index coverage extends from 1966 to the present; full text, from 1996. To request a trial or more information, email <pqsales@bellhowell.infolearning.com>.

From **Today's Legal News** (May 3, 2001) As has been learned in more than one

court case, that “delete” key doesn't always get rid of information on a computer's hard drive. Software that shreds can be found on the Web. <http://www.law.com/cgi-bin/nwlink.cgi?ACG=ZZZY9DIVV6MC>.

Emily Gillingham <Emily.Gillingham@blacksci.co.uk> sends information that **Synergy**, the online journals service from **Blackwell Science** has a new search engine. This enables readers and researchers to find the information they need fast, from among 70,000 peer-reviewed articles in 280 highly cited and reasonably priced science, technical and medical journals. Take a look at <http://www.blackwell-synergy.com>

In the development of digital library services, traditional reference assistance is becoming more important. Because Digital Reference Services are an essential component of digital library operations, **NISO**, the **National Information Standards Organization**, sponsored an invitational workshop on **Networked Reference Services** on April 25-26, 2001. Approximately 25 people attended, representing the broad spectrum of practitioners, researchers and software developers. The goal for this workshop was to recommend to **NISO** the most appropriate next steps for possible standards development. To provide comprehensive and seamless service for the user, libraries and service providers must make a variety of different components of this type of service interoperable. The objectives for the Workshop included determining what aspects of digital reference can benefit from standardization, identifying the stakeholders who would benefit from the standard, understanding what existing work has been done that could be a starting point and examining the time frame for development of the standard or set of standards. More information about this Workshop including background documents and presentations can be found on the **NISO** Website at: <http://www.niso.org/netref.html>. The **Networked Reference Workshop Planning Committee**, chaired by **Rebecca Guenther** of the **Library of Congress** will summarize the results of the workshop in a report for the **NISO Standards Development Committee**. <http://www.niso.org>.

Alex Holzman <aholzman@qmny.cup.org> provided a write up of the **Fiesole Retreat**, held in Fiesole, Italy, March 22-24, 2001, which didn't quite make it in this issue. So look for it in September!

Heard recently from **Barbara Church** (Ashgate Publishing Company) <http://www.ashgate.com> (see p.6). She says that **James Gerard**, and she have been attending the **Charleston Conference** and reading *Against the Grain* for many years now. Barbara says they find the **CC** and **ATG** invaluable! Hip, Hip, Hooray, I say! Anyway, in talking with Barbara and others, I began to wonder—what do y'all think of a place where you can ask the “burning questions” that you've always wanted to ask librarian but were scared to show our ignorance by asking? And how about the same for vendors and publishers? Anyway, **Rosann** and I have decided that

we will have just a time in **Charleston** at the **2001 conference**. Watch for it! And **Bob Schatz** had agreed to help. Since we lost Bob for **ATG** (we miss you, Bob), at least we will have his *sotto voce* in Charleston!

And, guess what? As I was working on this issue of **ATG**, got an email from **John Riley** (Eastern Books) <jdriley@mail.javanet.com> wanting to do a “burning questions” panel called “**The Weakest Link**.” Stay tuned.

SPARC (the **Scholarly Publishing and Academic Resources Coalition**) has just partnered with **Theory and Practice of Logic Programming (TPLP)**, a print and electronic journal published by **Cambridge University Press**. **TPLP** is available for US\$300 per year (£180). It is the sole official journal of the **Association for Logic Programming** and it is found on the Web at <http://www.cambridge.org>. In November 1999 the complete 50-member Editorial Board of the **Journal of Logic Programming (JLP)**—including the Editor-in-Chief for the past nine years, **Professor Maurice Bruynooghe** of the **University of Leuven (Belgium)**—resigned after 16 months of unsuccessful negotiations with its commercial publisher about the price of library subscriptions. The Editorial Board then founded **Theory and Practice of Logic Programming** with the **Cambridge University Press**. The price of **TPLP** for libraries is 60% cheaper than **JLP**. The **Association for Logic Programming**, acting in full cooperation with the former Editorial Board of the **Journal of Logic Programming**, withdrew its support for the **JLP** and adopted **TPLP** as the sole official journal of the association. The **JLP** was later renamed the **Journal of Logic and Algebraic Programming**.

TPLP debuted in Jan. 2001. The Founding Editor is Professor Emeritus **Jack Minker** of the **University of Maryland** who, as planned, relinquished the editorship after one year to the current and former Editor-in-Chief, Professor Bruynooghe. The story of how and why the editors of the **JLP** collectively resigned and founded **TPLP** is told in “Scientific Publishing: A Mathematician's Viewpoint,” *Notices of AMS*, Vol. 47, No. 7, pgs. 770-774, Aug. 2000. The article can be viewed at: <http://www.ams.org/notices/200007/forum-birman.ps> or <http://www.arl.org/sparc/core/index.asp?page=f34>.

IFLA's Executive and Professional Boards have approved a set of **Licensing Principles** which should prevail in the contractual relationship and written contracts between libraries and information providers. Aspects that have been touched upon by these principles include: the law, access, usage and users, and pricing. **Marianne Scott**, Chair of the **IFLA Committee on Copyright and other Legal Matters (CLM)** which prepared the text of the Principles, commented: “Licensing is increasing in importance as a means of gaining access to commercially available digital information. I am pleased that the library community worldwide now has a set of principles to provide support and guidance in negotiating these licenses”. The text of the **IFLA Licensing Principles** is available on

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three library systems share a single catalog database, separate records still exist for many older items. Older records often were created using previous cataloging standards and may have varying forms of title entry. Records for older materials are also unlikely to have ISBNs or ISSNs for easy matching. Generating an accurate list of duplicate items from the catalog is therefore problematic.

If we decided to stop sending duplicate items to the Annex, staffing requirements and processes would be slightly different. Currently, transfers at two of the libraries are done by students or night circulation staff since processes are straightforward and require minimal training. Barcodes for volumes are wanted, changes to location and storage number are made, and the record is saved. Changes that require searching for duplication first would require staff trained to do relatively complex bibliographic searching. At the **TUG Libraries**, that would mean responsibilities for the transfer workflow would need to shift from casual, less trained staff to more qualified permanent staff members not currently involved in the process, at a higher rate of pay.

Other transfer processes would also become more complex, since records need to be deleted and new holdings records added to show shared ownership for items already in the **Annex**. A workflow analysis at one of the libraries found that the revised transfer process would take 2.5 times as long as the current process. Subject specialists would also need to double check titles about to be withdrawn to catch volumes with special circumstances requiring retention, since Cataloguing staff is not trained to do this type of assessment.

Space Gains

So far, discussion has been on the issues determining the costs of a shared storage deselection project for the **TUG Libraries**. These costs must be examined in the context of potential gains in space. Since it is not easy to get lists of duplicate items from the **TUG** shared catalog for the reasons discussed earlier, it is not easy to determine accurately what space savings would be made by eliminating duplicates, especially for monographs. However, a study was done for **TUG** by an outside consultant on serials overlap among the three library systems in late 1997. The study concluded that about 4% of the total number of journal titles held in the **Annex** at that time were duplicate volumes. The **Annex Management Group** updated this study with a report in summer 2000 which calculated that 16% of journal titles sent to storage after 1997 were duplicate volumes. Current estimates are that these duplicates, if discarded, would free space equivalent to 8 months of shelving at current growth rates.

Conclusion

Based on an examination of the costs and gains involved in eliminating duplicate materials in the **Annex**, the **TUG Information Resources Committee** has recommended that more detailed study on the possible gains be completed before proceeding with individual monograph titles. There are many complicating factors and unclear potential savings for eliminating monograph duplication. Before a large-scale project is undertaken, comparisons of potential savings with costs of other space options need to be compared.

However, large monograph sets and serials runs have clearer potential for space savings at less cost. A test project will be started with a small number of non-current serials and monograph sets in shared storage to get a better idea of the details of the processes and savings involved.

Many difficult issues still need to be worked out in dealing with duplication in shared storage projects like this one. Decisions for other libraries in similar situations will depend on the relationship between the libraries, the climate of the campus and administration, and individual circumstances such as collections overlap, staffing patterns, and ability to generate reports from library

catalogs. Our advice to libraries looking at duplication in shared storage is to examine the issues carefully and calculate the costs and the benefits.

Keeping single copies of low-use items to be shared by multiple institutions makes good sense, but making it happen even on a small scale is a challenge. Making it happen on a large scale will require a change in attitude toward our local collections, more education of our local administrators and our ranking agencies, and more serious thinking about regional or national cooperation over long-term preservation and accessibility of library collections.

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IFLANET at <http://www.ifla.org/V/ebpb/copy.htm>

According to **Liblicense** (April 11, 2001) and *The New York Times* of the same date, **The Borders Group** has closed its online bookstore in favor of having **Amazon.com** serve its customers instead. "Borders Turns Over Its 'Online Book Sales to Amazon'" by **Saul Hansell** and **David D. Kirkpatrick**. **Borders** had sales of \$27 million last year while **Amazon** sold \$1.7 billion of books, music and videos in the same time period.

Virginia Commonwealth University has created virtual new book shelves for every user. See the article in *The Chronicle of Higher Education* by **Florence Olsen** (April 17, 2001). <http://chronicle.com/free/2001/04/2001041701t.htm>

Library expenditures as a percent of **university expenditures** data for FY1998 and 1999 is now available on the Web at: <http://www.arl.org/stats/eg/>

I want to give a special public thanks to **Jenny Fuller** (EBSCO Subscription Services) <jfuller1@ebSCO.com> who is the **College of Charleston's** inside Account Representative. Setting up electronic journal subscriptions can be a pain and Jenny is always cool, calm, and collected in the face of the %#!*^% Thank you, Jenny!

Brandeis University in Waltham, MA, has successfully used **Ex Libris' ALEPH500** integrated library system to send monograph purchase orders to **Blackwell's**, **Brandeis'** major domestic monograph vendor. While not a new capability to **ALEPH500**, this marks the first time one of **Ex Libris'** North American customers has used **ALEPH's EDIFACT** capability to dispatch purchase orders. **Brandeis** now plans to switch its ordering activity with **Blackwell's** entirely to the **EDIFACT** arena. www.exlibris-usa.com

With all these mergers and acquisitions, you

should all know about **Rob Richards'** Website <http://www.colorado.edu/Law/lawlib/ts/legpub.htm>. "A Legal Publishers' List: Corporate Affiliations of Legal Publishers (Updated 4/9/2001)" Compiled and Maintained by **Rob Richards**,

This is something to watch. **Microsoft Press** now has **custom books**. Customers who visit the **Microsoft Press** Website can browse and compile individual chapters from selected works, and have them delivered as a single, custom book—either in printed or electronic form. To create a custom book, customers go to <http://mspress.microsoft.com/> and click **Order Custom Books** from the left navigation menu. From the Custom Books page, they can view available titles organized by topic, and drill down to view chapter listings. Chapter content can be previewed while building a custom book, and search capabilities are built into the site to help customers identify relevant material. Once the desired chapters have been selected, users can organize the contents of their custom book and create their own title. Users can order their book either as a printed and bound book, as an **eBook in Microsoft Reader** format, or as an **Adobe Acrobat PDF** file. Printed books will be shipped in as little as four days, and e-books in as little as four hours. Pricing is based on a flat per-chapter charge, which decreases as more chapters are selected. Chapter prices begin at US\$8 and slide to approximately US\$5 per chapter. Initially, customers can select chapters from 30 works on Windows 2000, Exchange Server 2000, SQL Server 2000, Office 2000 and XML. **Microsoft Press** will make more titles available, as determined by customer feedback and demand. **Microsoft Press** previewed the **Custom Book Builder** at a recent meeting of the **Back Office Professional Association**, a Seattle-based user group. Is this the new model for publishing? <http://www.microsoft.com/presspass/features/2001/may01/05-14custombooks.asp>

That's it for now. Have a great summer! See you at **ALA!**

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