November 1999

Rumors

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CHARLESTON CONFERENCE ISSUE

VOLUME 11, NUMBER 5

Against the Grain

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

TM

NOVEMBER 1999

Against the Grain

"Linking Publishers, Vendors and Librarians"

Alternative Presses

by **Bob Nardini** (Yankee Book Peddler)
<rnardini@YBP.com>

NB: This was first given as a paper at the Southeastern Library Association Annual Meeting.—KS

Most of us would probably be a little hazy if asked to say what an "alternative publisher" is. If pressed, I'd boil it down to two things: an alternative publisher's books must 1) contradict the opinions or grate on the sensibilities of most people; and, 2) be hard to buy.

Of course, number two ensures that number one rarely comes to pass. Publishing is the easy thing about publishing. Marketing and distribution are the hard things.

I'd refer you to an essay entitled, "The Culture of Everyday Venality, or A Life in the Book

Industry." It outlines four common views on alternative publishers:

- they're ineptly run by visionary but incompetent people living in former doll factories in Brooklyn or quaint Ruskinian cottages in Oregon;
- they have no money for quality production, promotion, or royalties;
- they owe printers a lot of money;
- you can't find their books anywhere.

They're idealistic and poor; but there's another reason why they fail: "these presses are not able

to function adequately because they are day in and day out screwed by the routine and hardly-worth-mentioning venality and psychopathology of everyday American business practices"—which practices, all centered on book distribution, the author, **Margaret Wehr**, describes in hilarious, depressing detail. I recommend the essay. It's in the Spring 1997 issue of the *Review of Contemporary Fiction*.

Fortunately for me, her essay is about retail, not distribution to libraries, where a book vendor actually might help to put books from alternative publishers onto shelves.

For larger academic libraries today, the approval plan is the predominant way to acquire new books, and approval plan sales account for most of the business of the company I work for, YBP. Approval plans have been criticized for channeling libraries toward mainstream books. So, as a kind of report card, I compared our approval plan list to the list of alternative publishers contained in the directory of alternative pub-

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If Rumors Were Horses

Let's see! What a surprise! Who would have guessed? **RoweCom** (NASDAQ: ROWE) has purchased **Dawson Information Services Group** including **Information Quest**, **Faxon**, **Dawson Espana**, **Dawson France**, **Dawson UK**, **Faxon Canada, Ltd.**, **Faxon Company, Inc.**, and **Turner Subscriptions** for a minimum of 30 million pounds (29 million pounds cash, 1 million in shares, with about 4.5 million pounds to come depending on performance over the coming year). **Dawson** will retain the book business as well as **EOSi** library software as well as the right to use the **IQ Internet** software. "The disposal

of the Subscription business will enable the Group to focus on its core distribution skills in newspaper, magazine and books activities. The Group will also be seeking new ways to utilize and expand its distribution net-

work," said **Lyndon Haddon**, the Chairman of **Dawson Holdings Plc** (London: DWN.L), in his letter to shareholders. The deal is subject to approval by Dawson's shareholders. The acquisition is expected to add more than \$350 million in annual revenues and significantly enhance RoweCom's gross margins and accelerate profitability. The acquisition is being accounted for under the purchase method of accounting. The units acquired are all companies involved in subscription services, Web-based electronic information delivery, and library information management software and services. The group employs approximately 500 people and serves over 20,000 clients, most of which are in RoweCom's core vertical and academic markets. All of Dawson's clients will ultimately be converted to RoweCom's Web-based **kStore** or **kLibrary** from Dawson's current services. The Dawson acquisition includes operations in nine locations: Folkestone, UK; Paris, France; Madrid, Spain; London, Ontario; Montreal, Quebec; Westwood, Mas-

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From your (volleyball-watching) Editor:

Volleyball season is in full swing and I am out every night watching our daughter Ileana's team win, win, win! It's pretty exciting, but also nerve-wracking. And, guess what it reminds me of? Our world. We librarians, publishers, and vendors just keep striving and striving and striving, hoping to come out the very best.. This issue of *ATG* is full of examples. First, we have great articles by **Ana Terry**, **Bob Nardini** and **Janet Flowers** about e-books, alternative presses, and antiquarian booksellers

and the Web. Plus check out **Donna Heady's** report on the ebooks ALCTS preconference on page.

This issue also has some great interviews with **Ken Howard** of MCB University Press and **Alan Klein** of RoweCom. At least four articles in this issue deal with the merger word. See **John Cox's Handling Medusa/Mergers in Publishing: Do They Matter**, **Gary Herald's Op Ed/Don't Discount Your Vendor**, **Tom Leonhardt's Oregon Trails/Support Your Local Bookseller**, and **Bob Schatz's sotto voce/My**

Last Word (maybe) on Mergers. And, of course, there's a lot more. I have to get going to another volleyball game and I hope they are over by the 1999 Charleston Conference! See you there!

Yr. Ed.

Letters to the Editor

Send letters to <strauchk@earthlink.net> (Please note **NEW** email address), 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:

Just wanted to send a thank you note for the publication *Against the Grain*. I've always enjoyed reading it and know that this whole publication must be quite a bit of work. In my new job (I was at East Tennessee State's Medical Library) I'm now doing primarily Acquisitions and love it.

Kim Laird (Acquisitions, Documents, Serials Team Leader, Library of Michigan, PO Box 30007, 717 West Allegan Street, Lansing, MI 48909)
<klaird@libofmich.lib.mi.us>

Dear Editor:

In the April 1999 issue of *ATG*, our issue is missing pages 22-28. We received 2 copies of this issue, and both copies are missing these pages. Is it possible to receive them?

Thanks,
Sharon Eckert (University of New England Libraries) (207) 283-0170 x2364

Editor's note: Actually, these three pages are really and truly in the April issue, just at the end of the wrong signature. (I guess printers have their own set of problems!). But, not to worry. We will send you good clean issues to replace the ones that

you got. Will any of you please let me know if you need another copy of the issue for that same reason! Thanks! — KS

Dear Editor:

I really look forward to reading each issue of *Against the Grain*. The Rumors column is the first place I check, primarily to keep up with my friends in the vendor world. Thanks for the great work!

Best regards,
Linda Kyprios
(RIA) <Linda_Kyprios@clr.com>

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sachusetts; Oregon, Illinois; Chantilly, Virginia; and Carlsbad, California. "International expansion is essential to the success of any e-commerce company," said **Dr. Richard Rowe**, president and CEO of RoweCom. "In Western Europe, revenues generated by e-commerce are expected to grow from approximately \$5.6 billion in 1998 to \$430 billion in 2003, the bulk of which will derive from business-to-business transactions. Exploiting the Internet is absolutely essential for future growth—RoweCom's **kStore** and **kLibrary** will provide the vital infusion of technology that is necessary to maintain and expand Dawson's broad client base." **Knowledge Store (kStore)** and **Knowledge Library (kLibrary)** provide new levels of control, convenience, and cost-savings, allowing companies to order, pay for, and manage 120,000 titles online from over 17,000 publishers as well as 8 million discounted books via **RoweCom** partner **barnesandnoble.com**. See our interview with **Adam Klein**, Chief Client Officer, **Rowe.com**, p. 28 this issue. To find out even

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<i>Against the Grain</i> Deadlines			
1999 & 2000 — Volumes 11 & 12			
Event	Issue	Ad Reservation	Camera-Ready
ALA Midwinter	Dec. 99/Jan. 2000	10/27/99	11/17/99
Annual Report	Feb. 2000	12/08/99	12/22/99
ACRL, SLA, MLA	April 2000	02/09/00	02/23/00
ALA Annual	June 2000	04/05/00	04/19/00
Reference Publishing	Sept. 2000	07/05/00	07/19/00
Charleston Conference	Nov. 2000	08/23/00	09/06/00
ALA Midwinter	Dec. 00/Jan. 01	10/25/00	11/08/00

Rumors

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more visit <http://www.dawson.co.uk/uks41010.htm> or <http://www.rowecom.com/home.asp>.

Moving right along, the fabulous **Charles Germain** has been named **Vice President of International Operations**, responsible for RoweCom Canada, RoweCom France, RoweCom UK, RoweCom Spain and ISA—RoweCom Australia. Prior to joining RoweCom, since 1989 Mr. Germain served as president of Publishers Communication Group, Inc., a marketing and consulting firm located in Cambridge, Massachusetts that helps scholarly publishers increase their presence in the world's libraries. From 1984 to 1989, Mr. Germain served first as European Sales Director and then Managing Director of Faxon Europe BV Amsterdam, The Netherlands, a subsidiary of the Faxon Company, and now a subsidiary of Dawson Information Services Group. Prior to that, Mr. Germain was International Sales Manager for Verkade BV Zaandam, The Netherlands, in charge of marketing and sales to France, Spain and Italy. Mr. Germain, who has extensive speaking experience on the subject of sales and management, received a Bachelor's Degree from **Universite Des Lettres**, Poitiers, France and an M.B.A. from IBW, Zeist, The Netherlands. But then you know all about Charles and PCG since you read the *ATG* interview with Charles in v.6#4, June, 1994, pp. 23-25).

More stunning news! **Bell & Howell Information & Learning** (formerly **UMI**) (NYSE: BHW) has purchased **Chadwyck Healey**! **Sir Charles Chadwyck-Healey** (see our interview with him in September, 1999, pp.36, 38), who founded and ran the company for 26 years, decided to accept the offer which he believes will allow the company to expand in the next century. Said **Joe Reynolds**, President of B&H, "The humanities and social sciences information perfectly complement our holdings and balance our content in business and general reference databases." The wonderful **Stephen Rhind-Tutt**, president of **Chadwyck-Healey**, will be a speaker at the **Charleston Conference**.

Guess what? The bubbly and fun **Kam Hitchcock-Mort** (Support Services Manager, Carrollton Libraries, Carrollton, Texas) <Khitchco@ci.carrollton.tx.us> and her new acquisitions librarian, **Vicky Kemp** are coming to the **Charleston Conference**. Kam remembers the CC way back when, and she was also here in 1996.

Have just received word that the ebullient, gracious and generous **Sara Miller McCune** has been appointed interim President of **The Fielding Institute** by its Board of Trustees. Board Chairman **David Carpenter** of the Institute made the announcement. **Sara Miller McCune** currently resides in Montecito, CA. She and her husband George founded **Sage Publications, Inc.** in 1965. Prior to that, she held positions at **Macmillan** in New York and at **Pergamon Press, Ltd.** in Oxford England. Why not pull out the interview that *ATG* did with Sara in the November, 1993 issue, (v.5#5, pp.32-35)?

And the news is out! After a brief hiatus, the

Feather River Institute is back! The **First Acquisitions Institute at Timberline Lodge** "Acquisitions and Collection Development in the 21st Century" Saturday, May 20, through Tuesday, May 23, 2000 Timberline Lodge (one hour east of Portland, Oregon on the slope of Mt. Hood). Deadline for submitting a proposal (an abstract of 200 words or less) is **November 15, 1999**. See: <http://libweb.uoregon.edu/acqdept/institute.html> and <http://libweb.uoregon.edu/acqdept/call.html> Contact person: **Richard Brumley**, Oregon State University. Richard.Brumley@orst.

The astute and smiling **Wendy Bahnsen** (Rittenhouse) has been named **New England Regional Sales Manager at Rittenhouse**. **Elizabeth (Beth) Ten Have** has succeeded Wendy Director of Library Services at **Rittenhouse**. Beth holds her undergraduate degree from **Hollins College** and received her MILS from the **University of Michigan**. She previously held positions as an acquisitions librarian at **Michigan State University Libraries** and as a library systems and training consultant with **Innovative Interfaces, Inc.** She was most recently employed as systems consultant at **Temple University Libraries**. As we all know, **Rittenhouse Book Distributors, Inc.**, located in suburban Philadelphia, has served libraries for over forty years. RBD specializes in the distribution of medical and health sciences information through firm order, approval plan, and standing order services.

CARL Corporation has appointed **Daniel Deneweth** Director of Technology. He will be responsible for managing **CARL's IMDS (Information Management and Delivery System)** and Special Projects Development teams, and will coordinate resources for other company-wide technology projects. Deneweth will also work with senior management to communicate development directions to **CARL** customers and to the marketplace.

Heard from the grand **Claire Wyckoff** <wyckoff@pipeline.com> who has left **Columbia University Press** and is now working on a consulting assignment. Here is her new address: Process Corp., 106 East 85th Street, New York, NY 10028. Sounds exciting!

The most wonderful man in the world, **John Long** <john-long@worldnet.att.net> writes to say that he has left **Springer-Verlag** (his choice). He says he really enjoyed working with the North American Library Community and with Springer's book publishing program, but he is pursuing other interests and opportunities within the STM Community. Here is his home address: 31 Lawn Ave., Warwick, RI 02888-1621. Phone: 401 785-0129.

Sounds like a success! Eight months prior to the debut of the **Asia International Book Fair (AIBF)/International Library Expo (ILE)**, 100% of the available floor space has been booked and the exhibition has expanded into a second hall. This is organized by **Reed Exhibition Companies (REC)** and **TDB Holdings**, an investment holding company of the Singapore Trade Development Board. Just some of the familiar names to exhibit include: **Cambridge University Press**, **Dorling Kindersley**,

Thomson Learning, **John Wiley & Sons**, **McGraw-Hill Book Company**, **Oxford University Press**, **Pearson**, **Springer-Verlag**, **Ingram and Baker & Taylor**.

Karger Medical and Scientific Publishers and **SilverPlatter Information** have reached an agreement to link SilverPlatter's bibliographic databases to the fulltext of journals published by **Karger**, adding more than 70 journals to which users can link. In addition, the agreement will allow linking to fulltext from SilverPlatter's forthcoming multidisciplinary Internet service, the **KnowledgeCite Library**.

The awesome **Jan Peterson** tells us that **Information Quest**, the Web-based electronic delivery product specially developed for libraries, has recently finalized linking agreements to provide access to a number of journals from publishers such as **Academic Press (AP)**, the **American Mathematical Society (AMS)**.

I found myself cursing myself for calling myself lucky (can you believe that I used the same word three times in that short sentence!). Just after we finished the September issue of *ATG* (and Hurricane Dennis) along came Hurricane Floyd! Ouch! Thank goodness Charleston was spared, but not so our friends in eastern North Carolina. There's a report on the damage at the North Carolina State Library Web site: <http://statelibrary.dcr.state.nc.us/>.

Thanks to **Eleanor Cook** <cookei@conrad.appstate.edu> we are expecting a report by **Lynne Lysiak** on her recent trip to Cuba!

I don't think that I told you that **Lyman Newlin's** son **Fred** is running for County Legislator in Lewiston, NY! Good luck, Fred! Plus Lyman sends word (and a picture) of the dedication of the new Children's Room at the **Lewiston Public Library**.

Just saw information about **Digital Libraries: Philosophies, Technical Design Considerations, And Example Scenarios** edited by **David Stern** (Director of Science Libraries and Information Services, Yale University) (078900769x, \$40) published by **Haworth Press**. I ordered it right away and am looking forward to reading it. Remember David's great panel (with **Chuck Hamaker** and **Karen Hunter**) during the 1998 Charleston Conference?

K. Nayer <knayer@gpu.srv.ualberta.ca> sends word that there are two digital licensing seminars coming up in Seattle (October 29) and Washington, DC. (November 22). Registration information is available at http://copyrightlaws.com/online_sub/us_new_seminars.html. The instructor, **Lesley Ellen Harris**, author of *Digital Property: Currency of the 21st Century*, will lead participants through a clause by clause analysis of typical licensing agreements. And

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don't worry if you can't attend, just email seminars@copyrightlaws.com or there is further information at <http://copyrightlaws.com/seminfo.html>.

Andrew Cox <coxam@sbu.ac.uk> sends word of the electronic information scoping study for the **UK's National Electronic Library for Health (NeLH)**. A team from **Learning and Information Services** and **LITC, South Bank University** led by **John Akeroyd** has won the contract to carry out a three-month scoping study of the issues relating to the purchase of electronic information for the UK's National Electronic Library for Health. The project will aim to:

- Identify core electronic content and publishers;
- Define appropriate licensing models;
- Evaluate national level purchasing experience in other sectors, e.g. Higher Education;
- Consider the issues raised by authentication of users, security and privacy;
- Define the technological prerequisites for users;
- Identify the management, support and training issues.

On the **National Health Service (NHS)** side, the project is being led by **Veronica Fraser**, NHS Library Adviser, working with **Louise Jones**, **Jane Mackenzie** and **Pam Prior** of the **NHS Regional Librarians Group (Purchasing Panel)**. For further information, contact **Andrew Cox** at <coxam@sbu.ac.uk>. The project home page is <http://www.sbu.ac.uk/litc/NeLH/>

Come on! Why don't you volunteer to take over the coordination of the **Charleston Conference** evaluation from the intrepid and loyal **Heather Miller** (who has been doing it for for-

ever)? Heather will be at the Conference and you can ask her about what's involved! This is a golden opportunity to get really involved in the workings of the CC!

Let's see. Got word that **NISO** has elected **Beverly P. Lynch** (Professor, Graduate School of Education & Information Studies, UCLA), **Brian Green** (Director of Book Industry Communication, UK), **Richard Luce** (Research Library Director, Los Alamos National Laboratory) and **Norman Paskin** (Director of the International DOI Foundation) to serve on the Board of Directors for the 1999/2000 term, effective July 1, 1999. Dr. Lynch will serve as Chair of the Board. **Jan Peterson** (Vice President, Publisher Relations, Dawson Information Quest) also joins the Board as Treasurer.

Well, the **Internet** has turned 30 (I thought it was much younger than that, I guess it holds its age well.) and there was a big celebration. Read about the Net's beginnings at <http://www.cnn.com/TECH/computing/9909/02/internet.anniv/>.

Microsoft says that electronic books will "inevitably" replace paper books and is planning on releasing software that will improve on-screen reading. For more info, visit <http://abcnews.go.com/sections/tech/DailyNews/msreader990830.html>.

EarthLink plans to merge with another Internet service provider, **MindSpring**. Read all about it at <http://www.earthlink.net/about/pr/mindspring.html>.

And, speaking of **Earthlink**, I have recently gotten an email account at home which is <strauchk@earthlink.net>.

The energetic **Tom Smith** <smith79@llnl.gov> writes to say that the **Department of Energy** are descending on Charleston again this November for the **19th Annual Charleston Conference** and their **10th DOE Acquisitions Mini-Conference**. They also reserve a conference room at the College of Charleston library for said mini-conference. Have you been over to visit the **College of Charleston Libraries**? Why not try it this year?

And talk about energy! **Pamela Rose** (Web Services and Library Promotion Coordinator, Health Sciences Library, University of Buffalo) <pmrose@acsu.buffalo.edu>—read **Webworthy** and **Bet You Missed It** (otherwise known as **BYMI**) in this issue, pages 00 and 00—has it! She writes that she won't be coming to the CC this year since she's taking a Web tools/software/marketing/promotion course. But, on the brighter note, she and her husband will travel to Charleston to next year's conference (November 5-7, 2000). They are doing some family genealogy research too and. Charleston's the place to do it.

Portland Press Ltd. has been providing fulfillment and distribution for journals and books for nearly 30 years. Beginning in 2000, the Press will begin fulfilling and distributing three additional journals on behalf of **International Water Association Publishing (IWA Publishing)** from its Sales and Distribution Centre at Colchester, bringing the total number of clients to fourteen. Portland Press Ltd is the not-for-profit publishing subsidiary of the **Biochemical Society**. Further information about publications and society matters can be found on the following URL: <http://www.portlandpress.com>

I am looking forward to meeting **Irene Risser** (Collection Development Librarian, **Millersville University**, Millersville, PA 17551) and two of her colleagues (Geraldine and Marjorie). Irene (from the Greek word for "peace") is the name of my favorite aunt and the name of the latest hurricane to hit Charleston! Anyway, Irene and her colleagues are running a **Lively Lunch** discussion on "The Successful Liaison Program— Librarians and Classroom Faculty as Partners in the Instructional Process."

I chuckle every time I look at the September issue and see the article by **Janet Flowers** ("Son, I hate to tell you this but your mom and dad just got picked up by the police", p. 85). Janet writes that she is coming to the **Charleston Conference** even though her department is MOVING the very day of the conference! Lord! And you'd better read her article, this issue, page 22 quick!

Talked to **Joyce Ogburn** at the **University of Washington** the other day. She sounds very happy, but she won't be coming to the Conference this year. We miss you, Joyce.

Read **Donna Heady's** excellent report on the **ALCTS ebooks Preconference** at ALA in this issue, p.72. Donna will be in Charleston!

Miami-Dade Public Library System and **Northern Illinois University** have signed up for the **Dialog@CARL News Collection**, a service which provides online access to newspaper and newswire databases.

Book and Serial Industry Communica-

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Take a closer look at....

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tions (BASIC), a committee of the **Book Industry Study Group, Inc.**, has released a CD-ROM containing updated versions of the formats for book industry electronic data interchange (EDI). These formats, based on Accredited Standards Committee X12 Transaction Sets, are Y2K compliant and include minor modifications from the 1998 version. The CD-ROM also contains BASIC's Year 2000 Statement, a "Cookbook—Recipes for EDI Success"—for the **Book Industry Systems Advisory Committee** EDI Transaction Sets for use between publishers and their customers, as well as between publishers and their manufacturing vendors. For further information, visit www.bisg.org. Or, you know what? Why not ask **Sandy Paul** herself (she knows all about it) and she will be at the **Charleston Conference**!

SPARC (The Scholarly Publishing and Academic Resources Coalition) has endorsed the *New Journal of Physics* and the *Internet Journal of Chemistry*. The two journals are now part of **SPARC's Leading Edge** program, which supports community-based electronic ventures in science publishing. *New Journal of Physics* (www.njp.org) is a peer-reviewed, all-electronic journal available at no charge to readers via the Internet and is produced by the **Institute of Physics (IOP)**, based in London, and the **Deutsche Physikalische Gesellschaft (DPG)**, or **German Physical Society**, based in Bad Honnef, Germany. The *Internet Journal of Chemistry* (www.ijc.com), created by an independent group of chemists in the U.S., U.K., and Germany, uses the Internet to offer information in greater depth than paper journals and in ways that can be better understood by chemists. Authors will retain copyright to articles that appear in *Internet Journal of Chemistry*, and the journal will license limited rights to these articles. Currently available free of charge, *Internet Journal of Chemistry* subscriptions will be offered in 2000 at \$48 for individuals, \$289 for educational and government institutions, and \$489 for corporate sites. www.arl.org/sparc.

Volkswagen (VW) has contracted with **Ex Libris Germany** to replace their BIS library system (also from Ex Libris Germany), running on a mainframe computer, with the latest version of **ALEPH500**. The new VW system will be named **BIBLIO** and will be housed on a HP UNIX server.

Copyright Clearance Center (CCC) has announced that it has successfully completed \$3.5 million in payments directly to U.S. copyright holders for the overseas photocopying of their works. The money was paid out via two separate distributions this year. **Overseas Reproduction Rights Organizations** forwarded the money to CCC, without identifying the specific works that generated the royalties. CCC then distributed the previously unavailable foreign funds. By developing a "proxy model" with econometric experts, CCC was able to distribute the "non title-specific" funds directly to U.S. authors, publishers, and other creators. The

proxy model provides a formula for equitably distributing funds straight to individual rightsholders.

More from the CCC. The fully automated, online version of its **Republication Licensing Service (RLS)** for licensing the rights to republish copyrighted works has been released. Among the publishers already registered with RLS are **Academy of Management**, **Dow Jones Reprints**, **The San Francisco Chronicle**, **The Boston Globe**, **Proceedings of the National Academy of Sciences USA**, **Brill Academic Publishers, Inc.** and **Congressional Quarterly, Inc.** CCC's new service lets publishers set their own royalty fees and control precisely how a licensee can, and cannot, redistribute their copyrighted works within specific media (e.g., print, email, intranet, Internet, CD-ROM). RLS provides users with a way to obtain republishing rights.

For heaven's sakes. What a surprise! Remember the interview with **Bob Miranda** in *ATG*, November 1998 (v.10#5, p.32,34,36)? Well, he has this neat ad in this issue of *ATG* (a year later) alluding to it. Look for it, this issue, p.85.

Spent some delightful time on the phone the other day talking to **Lynne Stevens (Randolph-Macon Woman's College)** who is coming to her first **Charleston Conference** and wanted to be sure and sign up for the newcomer's breakfast, the conference reception, and the Rump Session. Since my daughter, **Ileana**, will be going off to college in a couple of years (can you believe it? where does the time go?), I wanted to hear more about this prestigious woman's college. Let's be sure and look Lynne up while we're in Charleston.

Elaine DeVoss, Director of Loomis Chaffee School's Katharine Brush Library, has been awarded the **Electronic Online Systems (EOS) International Excellence in Library Automation Award!** Located in Windsor, Connecticut, the Loomis Chaffee School is an independent co-ed college preparatory boarding high school (grades 9-12) with 740 students. The library collection contains 56,000 books, 165 periodicals, 1,000 videos, and a variety of other formats.

Chuck Costakos has been promoted to director, **Product Management, OCLC Marketing—Reference and Resource Sharing Division**. Before joining OCLC, Chuck was with **America Online's CompuServe** online information service from 1996-1999 and introduced CompuServe's new Web channel for research and education.

In Search of Excellence is on more library shelves (3,971) than any other book according to a survey of OCLC's **WorldCat**. The book has held that position since 1989. Also on the list of the top 100 books held by libraries that catalog their materials on WorldCat are four entries by **Bob Woodward** (who has authored or co-authored the most titles on the list), *The Brethren: Inside the Supreme Court* (17), *The Final Days* (38), *Veil: The Secrets of the CIA, 1981-1987* (44), and *All the President's Men* (73). To see the complete list, go to www.oclc.org.

SilverPlatter Information has launched its new medical headline service **WebMedLit**, available at www.webmedlit.com. **WebMedLit** is a medical headlines service that scans the Web each night for updates to more than twenty key medical journals. www.webmedlit.com

David Carlson has been appointed **Customer Support Manager** at **Endeavor Information Systems, Inc.**, reporting to **Jim Miesse**, Director of Customer Services.

Cambridge University Press is celebrating the 50th anniversary of its North American Division.

I am looking forward to meeting **John Abbott** at the **1999 Charleston Conference**. Every time I see his name, I know that I have an email message that I want to keep!

GALILEO (Georgia Library Learning Online) consortium has subscribed to **The Grove Dictionary of Art Online** as of July 1 1999. This means that seven million people in Georgia will have access to this comprehensive art historical reference source. Currently totaling 345 libraries or library systems in the state of Georgia, **GALILEO** is comprised of 34 University Systems of Georgia Libraries, 37 private academic institutions, 37 technical institute libraries, 57 public libraries, and 180 K-12 school systems. See the review which **Tom Gilson** published of the **Dictionary of Art** print and online in *ATG* (print: September, 1997, p. 44,46; online: September, 1999, p.50, 52). There is also an upcoming review of the **Dictionary of Art Online** in *The Charleston Advisor* at www.charlestonco.com.

ISI (Institute for Scientific Information®) has announced that it is providing complimentary access to two of the company's premier Web databases, the **Web of Science®** and **Current Contents Connect™**, to future information professionals. Fifteen **American Library Association (ALA)**-accredited institutions have been selected to participate in the **Information and Library Science Student Access** to ISI Project. The schools participating in the program include: **Catholic University**; **Clarion University of Pennsylvania**; **Dominican University**; **Emporia State University**; **University of Hawaii**; **Long Island University**; **University of North Texas**; **Pratt Institute**; **University of Rhode Island**; **San Jose State University**; **Simmons College**; **Southern Connecticut State University**; **University of Southern Mississippi**; **St. John's University**; and **Texas Woman's University**.

See the *New York Times* (10/11/99) where there's an article about e-commerce and the fact that **Compaq Computer**, **Intel**, **Microsoft**, **Hewlett-Packard**, and **IBM** have formed the **Trusted Computing Platform Alliance** which is trying to develop "universal standards for e-commerce technology to improve the security of personal computers" since business-to-business transactions are expected to generate \$1.3 trillion dollars by 2003. PCs are obviously a crucial component in the expansion of e-business.

And, speaking of e-commerce, the last conference issue of *ATG* (November 1998, v.10#5, p.1ff) has an article by the awesome **Kent Mulliner** ("E-commerce: A Collection Development Perspective—Part I—Identification and

continued on page 14

Rumors from page 12

Selection"). Well, we now have Part 2. Watch for it soon in an upcoming issue of *ATG*. And, when you see Kent in Charleston you can ask him about his article and get a preview directly from the author.

And you know what? It's time to **renew your subscription** for *ATG* beginning in 2000! How else will you read **Kent Mulliner's** Part 2 article? Or read more about the merger of **YBP** and **Baker & Taylor**? Or see our upcoming **February "state of the industry"** issue on the ramifications of the **Tasini** decision? All this and more coming to a mailbox near you soon!

From the **Chronicle of Higher Education Online** (10/15/99)—("Archivists Struggle to Preserve Crucial Records as Paper Gives Way to Pixels" by **Florence Olsen**)—University archivists are unsure what electronic documents to try to preserve. **Robert P. Spindler**, the archivist at **Arizona State University**, says the Web—"the most ephemeral electronic environment man has ever known." Spindler told about Arizona State's decision, in December 1996, to stop printing policy manuals in favor of publishing them exclusively on the Web. This decision was reversed a year later because of Arizona's public-records law. **Clifford Lynch** <cliff@cni.org>, commenting on this phenomenon and, as always, forcing us to think says, "What does it really mean to archive a dynamic object such as a Web page? Do you make snapshots, or traces of its evolutionary life, or something in between?" We are oh so sorry that Cliff will not be in Charleston this year. Sob!

Got an email from **Tony Leisner** <ABLEisner@cs.com> who is no longer working for **Dawson** now that the merger with **Rowecom** has taken place. Tony says that he and his wife **Patti** are off on a five-week trip via ship from Athens to Singapore from mid-November to Christmas. Sounds like the life, doesn't it? However, Tony promises that he will continue to send us some mental stimulation (**Not Fit for Print**) every now and then.

I'm looking forward to meeting **Jacqui Darling** (Marengi & Associates Public Relations) <jdarling@marengi.com> at the **Charleston Conference**.

And the bam-zowie **Christine Lamb** (CEO, **ingenta, inc.**) will be at the Conference as well. It's been ages since I saw her. I think the last time was when she was **President of SSP (Society for Scholarly Publishing)**.

The fact that Christine is CEO of **ingenta** might clue you in to knowing that **ingenta** (www.ingenta.com) has extended its global reach by establishing an office in Cambridge, Mass. **ingenta** was founded in the U.K. in September 1998, where its comprehensive offerings for both the publisher and professional knowledge worker have made it extremely popular—the sixth most visited site in the country. The company already counts among its customers a number of significant players on the world market, including: **Elsevier Science**, **Academic Press**, **Blackwell Science**, **John Wiley & Sons Ltd.**, **Blackwell Publishers** and **Oxford University Press**. The company was formed through a public/private partnership with the **University of Bath** to provide electronic distribution for publishers of scholarly content and to develop the industry's primary portal site for the professional knowledge worker. **ingenta** offers a range of services for the scholarly publishing

market to enable publishers to host and distribute their electronic journals to the worldwide research community and to link them directly into other research resources. The company also operates the **BIDS** services for the UK's higher education community on a not-for-profit basis through its **BIDS Academic division**.

Be sure and check out this article by the astute and energetic **Birdie MacLennan**, "Presentation and Access Issues for Electronic Journals in a Medium-Sized Academic Institution." It talks about e-journals in aggregator databases, access, e-journal use and user reactions, etc. The fulltext of the article is available at: <http://www.press.umich.edu/jep/05-01/macLennan.html>. **JEP** is the **Journal of Electronic Publishing** <http://www.press.umich.edu/jep/>

I saw **Rolf Janke** (Vice President and Editorial Director, **Sage Publications, Inc.**) give a great paper at **SSP** about e-books. Before he went to **Sage**, Rolf was Vice President and Publisher for **ABC-CLIO**. Rolf is speaking at the **1999 Charleston Conference**.

Lolly Gasaway (UNC-Chapel Hill) <laura_gasaway@unc.edu>—see her copyright questions and answers column in this issue of *ATG*, p. 50—is everywhere! Just learned about her recent article in **Cause/Effect** (v.22#3, 1999) entitled "Distance Learning and Copyright: Is a Solution in Sight?" <http://www.educause.edu/ir/library/html/cem9932.html>

Some sad news. **Fred Lynden's** (Brown University) wonderful wife, **Debbie** died Monday, October 4. Obviously, Fred will not be at the **Charleston Conference**, but we need to send him all our support as he and his daughter get through this difficult time.

Sandhya Srivastava (Long Island University, Brooklyn Campus, Library Learning Center) <Sandhya.Srivastava@liu.edu> writes that she heard that there is a fabulous Conference held in Charleston in November. Have you heard of it? **Sandy** has recently become the Acquisitions Librarian at Long Island University's Brooklyn campus and she wants to come and gain more insight into the Acquisitions of books especially as she was in Serials before. Why not check the registration list and see if she made it here this year? If not, why not write her and tell her to come next year! One thing's for sure she assures me, she is going to subscribe to *Against the Grain*!

Well, this year's conference is going to have a lot on the program about **e-Books**! In the meantime, why not read **Ana Terry's** thorough article in this issue (p.1f) and **Janet Flowers'** article as well (p.22) on **netlibrary** and the **UNC Press**. And here's the **Open eBook announcement** from Frankfurt—<http://www.prnewswire.com/cgi-bin/stories.pl?ACCT=104&STORY=/www/story/10-13-1999>

Over Acquet, Nancy M. Stanley (Penn State) <nms@psu.edu> sends news of the **ALCTS AS Leadership in Library Acquisitions Award**. The Committee is pleased to call for nominations for candidates who meet the criteria. Complete information about this award—\$1500 donated by **Harrassowitz Company**—is provided at <http://www.ala.org/alcts/awards/leadership.html>. Deadline: December 1, 1999.

Barbara Gundersen (Coordinator, Collection Management Support Unit, U. of Florida, Gainesville) <bargund@mail.uflib.ufl.edu> has been on vacation and nearly missed the **Charleston Conference**! But, praise be, she will be here. Why not say "hey" to her!

And another Barbara—**Barbara Schader**—(Head, Collection Development, UCLA Biomedical Library) <bschader@library.ucla.edu> was trying to get info on the Conference. I hope she made it. Let's look for her?

More about Barbara! **Barbara Nelson** (Auburn University Libraries) <nelsobk@auburn.edu> will definitely be at the Conference.

The hard-working and delightful **Vee Carrington (Choice)** <vcarrington@ala-choice.org> wrote to say that she included a plug for the **Charleston Conference** in "News from Choice" at <http://ala8.ala.org/acrl/choice/news.html>.

Thank goodness **Phil Green** <pgreene@ebSCO.com> is still hard at work even though he retired! He is doing a **Lively Lunch** on the training of serials librarians—which he was going to do with **Marifran Bustion** (Acquisitions, Gelman Library, George Washington University) <marifran@gwis2.circ.gwu.edu> but Marifran won't be able to attend Charleston so Phil is doing the lunch alone. Phil and Marifran have even developed a syllabus which is incredibly useful. I wish I had had it in library school!

You know who else won't be in Charleston? **Danny Jones** (Harrassowitz) <djones@ottosvc.com>! Imagine that? Danny writes that he has better plans. He and his wife are celebrating their 20th anniversary with a long-planned trip to Andalusia! Have a wonderful time, Danny, but we will miss you!

And Danny wants us to know about **Electronic Journals: A Selected Resource Guide** [<http://www.harrassowitz.de/ms/ejresguide.html>], which is a recent addition to the **Harrassowitz** homepage. The guide is produced independently by **Katharina Klemperer** <klemper@tiac.net>. It was recently noted in **Biblio Tech Reviews** [http://www.biblio-tech.com/html/july_98.html] as "A useful collection of resources for standards and other technical issues relating to Electronic Journals..." **Kathy Klemperer** is an independent library and information systems consultant in Acton, Mass., and she regularly updates the guide which "covers the history of e-journals and the main issues involved in their production, management and use"

Speaking of **Harrassowitz**, **Knut Dorn** (Managing Partner and Director of Library Services, Otto Harrassowitz) <kdorn@harrassowitz7.wi.unet.de> is coming! Hooray! I hope he's bringing his lovely wife **Renata**.

Linda Defendeifer <defender@peaknet.net> has moved. Here is her address: 112 Oak Hill Drive, Belleville, IL 62223 home email: <defendei@alexia.lis.uiuc.edu>. This enterprising young woman is now working at the Chambers of Judge David R. Herndon, United States District Court for the Southern District of Illinois, 750 Missouri Avenue, East St. Louis, IL 62201, phone: 618-482-9252. She would like for one of us to help her with her **Mergers & Acquisitions** column (Handling Medusa). How about it?

Heard from **Jennifer Anne Eagleton** <jennifereagleton@cuhk.edu.hk> (Renditions, Research Centre for Translation, **Chinese University of Hong Kong**) who is writing an article about English-language publishing in Hong Kong and the politics of what is translated.

And, again, here's my new email—**strauchk@earthlink.net**. My other email works, but this is for *ATG* mail and should work better if you can remember to use it, okay?