

November 1999

Deadlines

Editor

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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

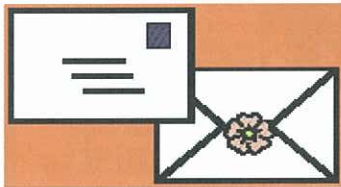
and the Web. Plus check out **Donna Heady's** report on the ebooks ALCTS preconference on page.

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' 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> 

Rumors

from page 1

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

continued on page 8



Against the Grain 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