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## Rumors

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Against the Grain

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FEBRUARY 1999

# Against the Grain

*"Linking Publishers, Vendors and Librarians"*

ISSN: 1043-2094

## Mergers and Acquisitions — 1998 M&A: The Year in Review

by **Linda Defendeifer** (Assistant Professor of Library Administration, University of Illinois College of Law, 504 E Pennsylvania Avenue, MC-594, Champaign, IL 61820)  
<defendei@LAW.UIUC.EDU> reply to: [defendei@law.uiuc.edu](mailto:defendei@law.uiuc.edu);  
Subject line: ATG M&A [mm/yy].

Imagine you are a character in a fantasy moving from one world to another—one of those tales in which no time elapses on one world while centuries pass on another. The fantasy here is that two months have elapsed since we introduced this column using a metaphor from Greek mythology.

Two months have indeed passed in the world of *ATG*'s publishing schedule, but on my planet, Columnist Deadline, it is still December, 1998, and I wrote to you of Medusa and of publisher marriages only two weeks ago. And in the weirdest time warp of all, on a much larger, more rugged planet known as Potential Sources, the entire mergers and acquisitions year 1998 continually offers, accepts, declines, negotiates,

prevails, pulls out, and otherwise struggles to a mixed and chaotic close before the eyes of any researcher willing to visit and to explore.

On my fact-finding trip to that planet, via review of excerpts or full text of about a thousand (literally) articles, I tried to augment my librarian's general awareness of recent large mergers and my associate attorney's experience in corporate law practice, with facts and opinions to broaden my knowledge and yours regarding less-publicized aspects of publication ownership. By the time I finished, it seemed to me that Medusa's symbolic head had sprouted more snakes, in more colors and patterns, and with more darting moves, than anyone could imagine—but at least I can now look her in the

face and go forward. I hope you can too as you follow the results of my search. I have saved all documentation, so if you need to verify anything below at the source, let me know. All mistakes are the results of a) the time warp; b) typos; c) mental and visual fatigue, strictly my own.

**Background.** *Mergers & Acquisitions*' final 1998 issue described m&a activity in general as "at an all-time high." Charting leveraged

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## If Rumors Were Horses

Well, the big news is that the truly awesome **Ward Shaw**, CARL's chairman and CEO, has purchased CARL and **UnCover** from **The Dialog Corporation** effective January 29, 1999. ALA Midwinter was abuzz when the buyout was announced! Shaw emphasized the benefits to CARL's library system customers. "We have always partnered with visionary libraries. CARL's independence will re-energize these partnerships." See this issue, **Rumors Focus**, p. 14 for more info.

Well, our wonderful, fabulous, energetic, swell, terrific, marvelous, amazing **Audrey Melkin** was downsized effective Friday, January 29! Audrey was in Philadelphia and looked

even more fabulous than ever. She is looking for a job. Here's how to reach her—phone: 212-213-0392 and 243 E. 33rd Street, Apt. 2A, New York, NY 10016.

The continually urbane and very lively

**John Cox** (John.E.Cox@btinternet, please note that this is case sensitive!) has established an international consultancy, **John Cox Associates**, to specialize in international scholarly publishing issues such as content

management, electronic publishing, licensing and consortia negotiation, and in seminar planning and management. Address: John Cox Associates, The Pippins, 6 Lees Close, Whittlebury, TOWCESTER, Northants NN12 8XF United

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**Rumors**  
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Kingdom Tel: +44 1327 857908 Fax: +44 1327 858564 E-mail: John.E.Cox@btinternet.com. John looked great in Philadelphia. Congratulations, John!

**Wendy Moore** (Acquisitions/Serials Librarian, U. of Georgia, School of Law Library) <wemoore@arches.uga.edu> sends word that she has a new job and she can't afford to miss an issue of *Against the Grain*! Wendy has moved to Georgia from Furman. Congratulations, Wendy, but we'll miss you in S.C.!

**Jacqueline Coats** <jacq@midway.uchicago.edu>—remember Jackie and **Sem Sutter**'s great presentation from at the 1998 **Charleston Conference**? Well, Jackie has just accepted a position with **Yankee Book Peddler** as their manager for technical services. She says she is really looking forward to learning what it's like from the vendor side. Beginning February 15, **Jim Mouw** (did you know he is an organist?) will be running the Acquisitions Department at the **University of Chicago** in an Acting capacity. Scott will continue as Assistant Department Head. And we'll be seeing Jackie at ALA Annual, I'm sure. Congratulations, Jackie!

And speaking of jumping from the academic to the profit sector, I recently heard from **Keith Renwick** <keithr@acbc.com; keith.renwick@everett.co.uk> who did just that! Keith—who I have never met but hope to—is now working for **Everetts/Academic Book Center** in Manchester, UK since last October and sends word that the jobs are quite different. Keith, you'll recall was once a librarian (see his article in *ATG*, *The Art of Acquiring CD-ROM Technology*, v.9#4, September 1996, pp.81-83) and is now working for a vendor! Keith says he "thoroughly enjoys reading *ATG*!" Thanks, Keith, and send us specifics on what it's like "on the other side," okay?

And, speaking of **Academic Book Center**, did you recognize the profile which ran in the November issue of *ATG*? Well, **Narda Tafuri** (Acquisitions Librarian at University of Scranton's Weinberg Memorial Library) and **Beth White** (curator for the John P. McGovern Historical Collections and Research Center at the Houston Academy of Medicine—Texas Medical Center Library), sure did! It was **James Boswell** and for their skill in recognizing greatness, Narda and Beth will win a set of "Great Profiles" mugs from **Academic Book Center**. A new profile appears in this issue (p.11) and in the Dec/Jan issue of *ATG* (p.9). Visit [www.acbc.com](http://www.acbc.com) for details on how to enter.

And, guess what? **Fred Lynden** <AP010037@BROWNVN.brown.edu> has a new title! He is now **Director, Scholarly Communication and Library Research**. It is an impressive title, same pay, same rank, but different duties. Fred says he will be pri-

marily concerned with copyright issues at the Brown Library. Tally ho, Fred! Congrats!

**Julie Gammon** <jgammon@uakron.edu> sends word of **U. of Akron Press** bestseller *Wheels of Fortune: the Story of Rubber in Akron* which sold about 10,000 copies in 6 weeks! And our library doesn't have a copy ... yet.

Did you see the January 21, *NY Times* article by **Michael Marriott** about **Henry Louis Gates, Jr.** and **Microsoft** producing the **Encarta Africana**, a new electronic encyclopedia that attempts to distill the black experience into two honey-hued CD-ROM disks? Gates is a Harvard professor and widely known African-America scholar. The inexpensive encyclopedia (\$49.95 after a \$20 mail-in rebate that expires at the end of this year) has more than 3,000 articles that appeal to scholar and layman alike. Said **Michael Jordan**, who previewed the encyclopedia, "a reference work that every family should own."

This is from the **Diglibns** list. The **California Digital Library (CDL)** opens its public "digital doors" January 20, 1999 by making available an integrated Web gateway to digital collections, services and tools at <http://www.cdlib.org>. When launching CDL's organization in October 1997, **University of California President Richard Atkinson** described the electronic library as the beginning of "a future when our libraries, at the press of a button, can come to us, wherever we are, whenever we wish." Complementing the physical libraries on the nine campuses of the University of California system, the CDL focuses on selecting, building, managing, preserving, and providing access to shared collections of high-quality digital materials for the University and its partners.

Well, tis the season to be sickly. Yours truly and countless others had the flu. And **Heather Miller** writes to say that the horrible germ got her too so she is now hopelessly behind in everything. But Heather did send in her report on the Charleston Conference 1998—"a wonderful breath of fresh air, now all too long ago!" See this issue, p.66.

**Carol Pitts Diedrichs** (Assistant Director for Technical Services and Liaison to the Regional Campus Libraries, The Ohio State University Libraries) <diedrichs.1@osu.edu> and Editor, **Library Collections, Acquisitions, and Technical Services (LCATS)** has announced the recipient of the 1999 LCATS Research Award. **Jo Ann Carr**, Director of the Instructional Materials Center, School of Education at the **University of Wisconsin-Madison** has won for her proposal, "Full Text Journal Databases and Frequently Cited Titles: A Content Analysis." Carr's study will assess the ability of four fulltext journal databases to provide access to core journals as

reflected by the **Institute of Scientific Information's Journal Citation Reports**. The four fulltext databases to be studied are **Academic Search Full Text** from **Ebscohost**; **Expanded Academic ASAP** from **IAC**; **Periodical Abstracts Research II Full Text** from **ProQuest**; and **Wilson Web Full Text**. The coverage of these databases will be compared against the most frequently cited titles as reflected in the 1998/99 edition of **Journal Citation Reports**. This study will build upon previous work by the author in assessing the coverage of core titles in the fields of education and biology. Carr's proposal was the overwhelming choice of the five-member **LCATS** review committee. To quote one of the reviewers, "Every library is struggling with the myriad of full-text databases available. A study, such as this one, that proposes to examine both quality and quantity will be a significant contribution bringing a measure of scientific analysis to evaluating resources and would be extremely useful."

According to **MSNBC News**, January 26, 1999, **AltaVista** will be spun off by **Compaq** as a publicly traded company.

This from **Claire Fund** <funde@cofc.edu>—Beginning in March, the **U of Penn Library** will host the first in a series of librarian exchanges with the **University of Tartu Libraries** and the **Estonian Library Consortium**, thanks to \$75,000 in support from the **Mellon Foundation**. The Visiting Fellows Program aims to help bring advanced library operations and digital systems to Estonia. "We have much to learn from them," said Penn's Director of Libraries, **Paul Mosher**, in a university press release. "The Estonians have valuable experience in the conservation and preservation of print collections that can aid our efforts in this vital area." The program will run for four or five years, with at least two visits by program participants per year lasting up to one month.

From **Edupage** (24 January 1999) as reported in the *Chronicle of Higher Education*, January 22, 1999). The **California State University** system has adopted a new strategy for purchasing subscriptions and licenses to online journals. It plans to assemble a list of exactly what it wants—full-text access to more than 1,250 journals—and accept bids from companies willing to build a customized database of those journals for the system. A request for proposals was posted December 1 <<http://www.co.calstate.edu/irt/seir/RFP/RFP.html>> and 10 companies have indicated they plan to respond. The Cal State strategy, if successful, could become a model for online journal acquisition for other universities.

And, the *Washington Post* (January 26) reports that **Marc Andreessen**, who co-founded **Netscape**, has accepted a position

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as chief technology officer at **America Online**, which recently acquired **Netscape**.

I'm sorry I wasn't there. It was the official launch of **Blackwell's** new Web service **Collection Manager** in Australia and New Zealand at the Trade Exhibition, **Information Online & On Disc 99**, Sydney Convention Centre in January. See: [www.blackwells.com/cm/](http://www.blackwells.com/cm/)

And, speaking of Australia, **The Scholarly Publishing & Academic Resources Coalition (SPARC)** (an initiative of the **Association of Research Libraries**) has been joined in its effort to increase competition in scientific journal publishing by the **Council of Australian University Librarians (CAUL)**. As with many other libraries and library associations overseas, **CAUL** has been hard-hit by super-inflationary journal price increases and views the alliance as a way to offer alternatives to today's high-priced titles. "Australia's currency devaluation and declining funds for higher education and research have exacerbated an environment that was already difficult," said **Diane Costello**, Executive Officer of **CAUL**. "Libraries here are inhibited by the small size of our market relative to the global market, and the increasing size of the publishing entities with whom we have to deal. As libraries, we have long seen that our chances of changing the world on our own are negligible, and we need to be part of the wider global market." **CAUL** represents all Australian university libraries and promotes collaboration among them and with other Australian and international libraries and organizations. **SPARC** membership has doubled since its formal launch seven months ago, and in that time several partners have joined its effort, including the **Royal Society of Chemistry** and the **American Chemical Society**. Both of these societies will offer new lower-cost alternatives to high-price journals in return for **SPARC** endorsement. **SPARC**-supported journals include *Evolutionary Ecology Research* ([www.evolutionaryecology.com](http://www.evolutionaryecology.com)), which began publishing this month; *PhysChemComm* ([www.rsc.org/physics](http://www.rsc.org/physics)) which is now available online; and *Organic Letters* ([www.acs.org/journals](http://www.acs.org/journals)), which launches in July 1999.

More on **SPARC**. Fifteen members of the **Oberlin Group Library consortium** have joined its effort to expand competition and drive down prices in scientific journal publishing. **Oberlin Group** libraries represent many of the nation's most selective liberal arts colleges so this marks a significant expansion by **SPARC** into the college library community. **Oberlin Group** libraries that are now full members of **SPARC** include **Bowdoin College**, **Bucknell University**, **Claremont Colleges**, **Oberlin College**, and

**Wesleyan University**. Consortial members include **Albion College**, **Colorado College**, **Denison University**, **Eckerd College**, **Franklin and Marshall College**, **Macalester College**, **Trinity College**, **St. Lawrence University**, **Simmons College**, and **Williams College**.

The **National Library of China**, the largest library in Asia and the fifth largest library in the world in terms of size of its collection, is now an **OCLC** member. As an **OCLC** member library, the **National Library of China** will do its current cataloging online with **OCLC** and will participate in the **OCLC Interlibrary Loan (ILL)** service. Established in Beijing in 1909, the **National Library of China** houses the largest collection of Chinese literature in the world. Serving as a comprehensive research library and national repository, it contains a vast and varied collection of some 21 million items. Its ancient book collection and extensive range of foreign publications are among its most valued holdings. More information about the **National Library of China** is available on their Web site at <<http://www.nlc.gov.cn/etext.htm>>. <<http://www.oclc.org/oclc/press/981218b.htm>>.

**CARL Corporation** is pleased to announce that the **Northeast Massachusetts Regional Library System (NMRLS)**, a consortium of over 225 libraries, has subscribed to **Dialog@CARL** and is making the service available to its members. Patrons of **NMRLS** libraries can use the intuitive Web interface designed by **CARL** to independently search and retrieve information from the array of commercial databases available through **Dialog@CARL**. **NMRLS** is licensing access to the **Dialog@CARL Basic Collection**, a multidisciplinary set of approximately 300 **Dialog** databases, of which nearly 60 percent are full-text sources. Because **Dialog@CARL** subscriptions are based on a flat annual fee price structure, **NMRLS** libraries are able to offer unlimited patron use of the service with no transaction fees. The **Dialog@CARL** interface provides a point-and-click environment so that **NMRLS** users do not have to learn search commands or

protocols to utilize the **Dialog** databases. More complex search features such as Boolean, truncation, proximity, and limiters are also supported for more advanced searchers. **NMRLS** joins

several other consortia and library systems that have subscribed to **Dialog@CARL**, including the **Colorado Alliance (CO)**, the **Rochester Regional Library Council (NY)**, and **Westchester Library System (NY)**. **NMRLS** is a regional, multitype library system whose mission is to support cooperation among member libraries to enable them to provide access to the

widest possible range of resources and information for the people of northeast Massachusetts. Programs offered through **NMRLS** include interlibrary loan services, access to electronic resources, and continuing education workshops. **NMRLS** services are provided through state funds administered by the **Massachusetts Board of Library Commissioners**. The **NMRLS** Web site can be accessed at <http://www.nmrls.org>.

**Richland County Public Library** (Columbia, South Carolina) recently announced that it will migrate from its current **Dynix Library Automation System** to a **Horizon Library Automation System**. **Richland County Public Library** has been an **Ameritech Library Services** customer since 1984, when it became the first urban library client to purchase **Dynix**. The **Richland County Public Library** system consists of a main library, nine branches and a bookmobile. The library system serves a county population of 285,720 and a Greater Columbia metropolitan population of 453,331. Along with a fifty percent increase in visitors, **Richland's** annual circulation has doubled since 1993 and is currently over three million with more than two million annual visitors.

The library is accessible twenty-four hours a day from its Internet Web site at <http://www.richland.lib.sc.us>. "The **Richland County Public Library** has enjoyed a long and successful partnership with **Ameritech Library Services**," said **C. David Warren**, the director of **Richland County Public Library**. "We look forward to this new venture with increased enthusiasm and expectations of what the future holds in the delivery of public library services in the new millennium." "This migration is significant for several reasons," said **Lana Porter**, president of **Ameritech Library Services**. "**Richland County Public Library** is one of our oldest customers and with this migration, **Richland** will be one of the first U.S. public library clients east of the Mississippi to be operational with the **Horizon** system. **Ameritech** provides a pathway for libraries to migrate from **Dynix** to **Horizon** when they are ready to move to open systems with client/server architecture and this installation will allow **Richland** to use the newest technologies to provide patrons the best possible services at individual workstations." For further information, contact **Judy McClendon** (**Richland County Public Library**) at 803 929-3472 or <[jmcclend@richland.lib.sc.us](mailto:jmcclend@richland.lib.sc.us)>.

**Lori Burrington** has been appointed assistant general counsel for **OCLC**. Ms. Burrington joined the **OCLC** Legal Department in October 1992 as a staff attorney. She has served as a legal advisor to **OCLC** management for many of **OCLC's** products and services—including the **OCLC RetroCon** service, the **OCLC TechPro** service, **OCLC SiteSearch** suite, the **OCLC FirstSearch** ser-

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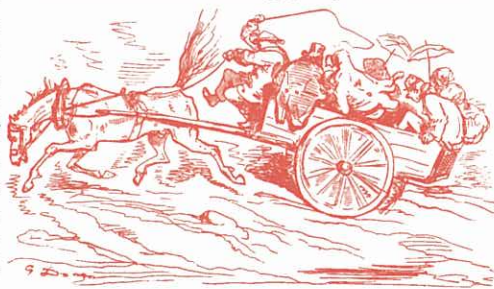
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vice and the OCLC Access Suite—and works regularly with OCLC's regional offices and OCLC-affiliated U.S. regional networks. Before joining OCLC, she was an associate at the Columbus, Ohio, law firm of Emens, Kegler, Brown, Hill and Ritter. Ms. Burrington is a 1990 graduate of the **Ohio State University College of Law**. She received her bachelor of arts degree in 1987 from the **University of Michigan** <<http://www.oclc.org/oclc/press/981218.htm>>.

With more than 1,200 electronic journals from a broad range of publishers around the world, powerful searching capabilities and a range of administrative/management features, **EBSCO Online**® was released Jan. 4, 1999. "EBSCO Online is a natural extension of the services and expertise we've offered for many years as a subscription agency," said **F. Dixon Brooke Jr.**, vice president and division general manager of **EBSCO Subscription Services**. As a full-service solution for electronic journal management, **EBSCO Online** is a World Wide Web-based service that provides a single site for end users to search and access their library's collection of electronic journals. A key feature of the system is the ability to search across journal content regardless of publisher. Administrative features enable librarians to manage a dynamic electronic journal collection, order new electronic journals and track usage. **EBSCO Online** handles authentication so customers do not have to deal with the problems of keeping up with multiple URLs, usernames and passwords. Administrators can choose from a variety of authentication methods to accommodate access depending on user community needs. Development of the system began more than two years ago. External system testing began in early 1998 and involved numerous large academic and research libraries in the United States, Europe, Australia and Asia. Test sites used all the features and functionality of the system including fulltext searching, direct full text access and subscription management features. **EBSCO Online's** goal is to provide a full-service electronic journal system for information professionals, librarians, information users and publishers, according to Brooke. "We wanted to ensure that our goal of providing a complete service was met prior to releasing the system," he said. "Beta testing was comprehensive and provided us with valuable feedback that assisted with system development. **EBSCO Online** is well-proven and a viable option to meet the needs of our customers for electronic journal ordering, management and access. As a result, we can make managing electronic journals more streamlined." To request **EBSCO Online**, customers and prospects can simply contact their nearest **EBSCO Regional Office**. Trials of the service are also available by calling

regional offices. For customers already subscribing to electronic journals, EBSCO can provide transition services to consolidate those subscriptions, simplifying order and access functions.

An agreement between the international publisher **Wiley-VCH**, based in Weinheim, Germany, and the **German Materials Science Society (Deutsche Gesellschaft fuer Materialkunde e.v., DGM)**, based in Frankfurt, has been announced. **Wiley-VCH** is a business of **John Wiley & Sons, Inc.** (NYSE: JWA and JW.B), which is headquartered in New York. Effective January 1, 1999, the agreement involves the acquisition of DGM's current book program by **Wiley-VCH** and the co-development of future **DGM** titles under a joint imprint. Moreover, commencing mid-1999 **Wiley-VCH** will publish in collaboration with the **DGM** a scientific/technical journal for both **DGM** members and the materials science community with the title *Advanced Engineering Materials*. The **DGM**, one of the strongest organizations in materials science in Europe, is involved with the materials science aspects of the production, processing, and application of metallic and non-metallic materials. It has 3,000 personal members from industry and academia and its corporate members total 100 industrial companies and 100 universities. The **DGM** supports numerous committees and working groups and holds a



wide variety of conferences and exhibitions as well as continuous education courses.

**Cambridge Scientific Abstracts (CSA)** and **Academic Press (AP)** have entered into an agreement that strengthens their products. Subscribers to both services will be offered seamless access from the abstract databases on **CSA's Internet Database Service (IDS)** to the fulltext articles on the AP journal service **IDEAL**. The **Academic Press** partnership with **CSA** capitalizes on the advantages of hypertext linking to bridge the gap between research resources and retrieval of original documents. As part of the agreement, bibliographic records with abstracts of content published by **AP** are sent electronically to **CSA** for inclusion in the **IDS** databases, ensuring that **AP** journal information, found by users of the **CSA** interface, is consistent with the content available directly through **IDEAL**.

And there's more from **Academic Press**. **IDEAL** will expand the number of titles it offers to nearly 200 publications with the addition of 19 journals published by **Churchill Livingstone** and **W.B. Saunders Ltd.** The

new journals will be available on **IDEAL** beginning with their January 1999 issues. The **IDEAL** online resource delivers content to nearly 7 million authorized users in more than 900 institutions in 13 countries. Supporting **IDEAL** is a consortia licensing program, known as the **Academic Press Print and Electronic Access License (APPEAL)**, which was introduced in 1996. Current **IDEAL** subscribers will be given the option to add the new **Churchill Livingstone** and **W.B. Saunders Ltd.** journals to their existing **APPEAL** contracts.

The **Dawson Information Services Group (ISG)** has announced an agreement with **ADIS International** to provide the full content of 12 journals through the Web-based electronic delivery product—**Dawson Information Quest (Dawson IQ)**. **ADIS International** is a leading medical publisher offering comprehensive, up-to-date drug and disease management content. **ADIS International** journals now available through **Dawson IQ** include *BioDrugs*, *Clinical Drug Investigation*, *Disease Management and Health Outcomes*, *Drugs*, *Drug Safety*, *Pharmacoeconomics*, and *Sports Medicine*, to name a few. In addition to journals, **Dawson IQ** will also link to the full content of several **ADIS International** newsletters, including *Inpharma*, *Reactions*, *Pharmacoeconomics* and *Outcomes News*. "We are continually working to provide our clients with a dynamic and ever-growing selection of electronic journals in all the major disciplines," said **Jan Peterson**, Vice President of Publisher Relations and Content Development for **Dawson ISG**. "The **ADIS International** collection is a relevant source for medical information, and certainly will be of great value to our clients." **ADIS International** is a world-renowned medical publisher and database provider specializing in strategic healthcare communications and intelligence systems for global drug development and disease management. For nearly 30 years, **ADIS International** has been a leading publisher of objective and evaluated information related to the optimal use of drug therapy in clinical practice. **ADIS'** goal has been to present the best scientific evidence to support clinical decision-making and ultimately improve patient outcomes. A free trial of **Information Quest, Version 2.0**, is now available at <http://www.informationquest.com>. For more information regarding **Dawson IQ's** unparalleled search, access and retrieval capabilities, or to try **Dawson IQ**, please contact your **Dawson**, **Faxon** or **EOSi** representative, or visit <http://www.informationquest.com>. Publishers should contact **Jan Peterson** at <[jpeterson@eiq.com](mailto:jpeterson@eiq.com)>.

More. **Dawson Information Services Group (ISG)** has signed an agreement with **The National Technical Information Service (NTIS)** to provide nearly one million bibliographic citations and abstracts through **Information Quest (IQ)**. **NTIS** is a non-

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appropriated agency of the U.S. Department of Commerce's Technology Administration. The NTIS collection includes government-sponsored technical reports, business and management studies, international marketing reports, materials and chemical science data, technology innovations, training tools, and much more. "NTIS is the premier source for government-sponsored research products. The NTIS collection contains a wealth of information, supporting U.S. industry's competitiveness in today's global marketplace," said **Ron Lawson**, Director, NTIS. To preview **IQ**, see the information above.

**SilverPlatter Information and Dawson Information Services Group** have agreed to link **SilverPlatter's** bibliographic databases to the fulltext of journals offered through **Information Quest (IQ)**. This agreement will add more than 20 publishers to **SilverLinker's** growing list of quality fulltext publishers. In addition, the agreement will allow linking to fulltext from **SilverPlatter's** forthcoming multidisciplinary Internet service, the **KnowledgeCite Library**. For more information, visit [www.silverplatter.com](http://www.silverplatter.com).

The **Library Corporation (TLC)** will host the **ILL Protocol Implementation Group (IPIG)** meeting designated to complete the interlibrary loan (ILL) profile promoting interoperability between library automation systems. The meeting, to be held February 24-26 at the Wingate Hotel in Winchester, Virginia, marks the first time a vendor has been selected by the IPIG organization to host an IPIG event. The three-day meeting will bring together representatives from the 45 companies and organizations involved with the implementation of ISO ILL standards to address a single topic. The sole purpose of the meeting is to complete the IPIG-ILL profile—a description of the operating characteristics of automation technologies which provides a blueprint to technology developers for communication and interoperability between systems.

**Ex Libris (USA)** has undertaken a major expansion in North America. The company has opened a new, expanded North American Office in Chicago Illinois. "This facility will house sales, marketing, support and development staff" said company President, **Carl Grant**. Grant also announced that **Russell McDonald** has joined the company as Vice President of Sales/Marketing. McDonald who is also an industry veteran, was most recently Director of Sales at **Ameritech Library Services**. Prior to that, he was the Director of Strategic Accounts at **Innovative Interfaces**. In another step, the company has moved **Oren Beit-Arie**, from the company Headquarters in Israel, to the Chicago office to assume duties as the Vice President of Operations. The company also

announced that **John Kolman** has assumed the new role of Vice President of Research and Development. Kolman is widely known and respected for his many years as a Vice President at **NOTIS**. The company also announced the addition of staff to the sales, development and operations departments. **James Steenbergen**, joined the company as Sales Librarian. **Luis Lacayo**, joined the Research and development department and finally, **Jerry Spect**, joined the Operations department. The system marketed by **Ex Libris**, called **ALEPH**, is now in over 450 installations with more than 16,000 concurrent users in 39 countries. **Ex Libris** World Headquarters are in Israel with offices in Jerusalem and Tel-Aviv. The company also maintains offices in Brazil, Argentina, Luxembourg, UK and Germany, and has exclusive distributors in Scandinavia, France, Greece, Hungary, Italy, Mexico, Norway, Poland, Portugal and South Africa. <http://www.exlibris-usa.com>

The fall 1998 issue of **Issues in Science and Technology Librarianship** is now available at <http://www.library.ucsb.edu/ist/>. The theme of this issue is the serials crisis in science and technology libraries. You'll find an



article by **Albert Henderson**, editor of **Publishing Research Quarterly**, and responses by **Rob Kirby**, **David Flaxbart**, and **Emily R. Mobley**.

**Adam Marshall** <adammm@portlandpress.co.uk> sends word that the fulltext of papers for **Biotechnology and Applied Biochemistry** are now published online as soon as they are ready. This will mean that a paper may be published and available to readers online several weeks before the printed edition. The first three papers from volume 29, part 1 (February 1999) were published online on 30 November 1998, and as of 15 January the issue is complete with eleven papers now available on the **Biotechnology and Applied Biochemistry** Web site: <http://bab.portlandpress.co.uk/bab/029/1/default.htm>. Full free access

to this online journal is restricted to institutions that have a subscription to the printed version. Access is by IP address registration. Contact the following for further information about how to register: <support@portlandpress.co.uk>.

According to **Edupage**, 26 January, 1999, a company called **RuleSpace** may have found a filtering software solution that won't cut out *continued on page 85*

## Rumors Focus — CARL Corp., UnCover Company Purchased by Ward Shaw

by **Bruce Strauch** (the Citadel)

**A**t the top of our acquisitions news, **Ward Shaw** has purchased **CARL** and **UnCover** from **The Dialog Corporation** for \$2.25 million, of which \$1 million is cash with the balance payable through a loan note by January 2001. Ward has been Chairman and CEO of **CARL** since its founding. The pair of companies were first bought by Knight Ridder (now **The Dialog Corporation**) in 1995 and in turn by **MAID** plc in November 1997. Now they're back full circle.


Reached by phone in Colorado, Ward says he "has a lot of confidence in the future of the company" and looks forward to reestablishing partnerships with libraries. "I am excited about the future of this company. We have an extremely talented staff who are committed to providing libraries the means to empower their users. Our goal is to create a structure in which the employees participate in the profits. I can't imagine a better group of people to go forward with the enterprise."

When asked about the money which is

needed to operate the company, Shaw said that "we have more than adequate capital at hand for operation of the company." He stressed the value of **CARL's** independence with the new ownership structure which "assures that **CARL** and **UnCover** control their destinies."

And this news breaks just as **CARL** was busy signing major contracts in Singapore with the National Library Board to provide the **CARL** system for all public libraries and the Minister of Education for all schools.

**CARL's** innovative systems and products for libraries include: **Information Management and Delivery System (IMDS)**, **UnCover** online article database, **Kid's Catalog**, **Everybody's Catalog**, **CARLweb**, **Dialog@CARL** and **NoveList**. Over 750 libraries use **CARL** systems and products.

**ATG** has known **Ward Shaw** for a long time and is always gratified to see a familiar face in there swimming with the mergers & acquisitions sharks. 



## Call for Ideas/ Papers/Speakers/etc.

### Issues in Book and Serial Access and Ownership

If you are interested in leading a discussion, acting as a moderator, coordinating the lively lunches or simulation rooms, or would like to make sure we discuss a particular topic, please let us know. The **Charleston Conference** prides itself on creativity, innovation, flexibility, and informality. If there is something you are interested in doing, please try it out on us. We'll probably like it...

The planning Directors for the **1999 Charleston Conference** include — **Barbara Dean** (Arlington County Public Library), **Robin Lent** (U. of New Hampshire), **Heather Miller** (SUNY-Albany), **Katina Strauch** (College of Charleston) and **Jack Montgomery** (Western Kentucky University).


Send ideas by **June 30, 1999**, to:

**Rosann Bazirjian**


Assistant Director Technical Services  
Florida State University Library  
Phone (850) 644-6321  
Fax (850) 644-5170  
Internet: <rbazirji@mailers.fsu.edu>.

### Inside Pandora's Box from page 65

ers in the brave new worlds that they describe. The lesson, in my mind, is that we must do a better job of appearing necessary to the future of libraries. In the minds of most leaders of consortia and many directors, we provide books and services, but our destinies are not joined.

I believe, by contrast, that our futures are tied, that libraries and booksellers are in the midst of an evolutionary event, and that we are co-evolving. Ultimately, consortia will achieve their real potential when vendors are brought in as partners to assist in envisioning the broad strategies that will give consortia far more value than when discount or even cooperative collection development are the driving forces. 

### Back Talk from page 86

So, what are we to do? We need to cultivate within ourselves and with our organizations a tolerance for off-the-wall thinking so that out-of-the-box solutions can be aired and adopted when appropriate. The alternative is more of the same old, same old solutions with which we are all too familiar. 

### Rumors from page 14

too much needed information in the hopes of cutting out distasteful information. **RuleSpace's WebChaperone** software is based on an "artificial-intelligence engine called the Intelligent Content Recognition Technology, and is designed to differentiate between legitimate content and pornography." See **TechWeb** 26 Jan 99.

According to **Jim Nichols**, *Plain Dealer* reporter, **The American Civil Liberties Union** says it will file a barrage of lawsuits in 1999 to ensure that adults can use libraries' Internet-connected computers to look at pornography and other materials that may be deemed offensive. <http://www.cleveland.com/news/pdnews/metro/calibe.phtml>

Here's a publisher that archives the product! **Against the Grain!** **Lea Fraser** <leaf@pop.ucr.edu> sends word that the **University of California at Riverside** has an **ATG** subscription but needed a replacement volume! Here we are at **ATG** ready to help!

Speaking of which, your full-service publisher, value-added librarian recently heard from **Margaret A. Rioux** <mrioux@whoi.edu> who needed help with an **ATG** article citation. Do you remember the article by **Tony Ferguson** called "Interesting Problems Encountered on My Way to Writing an Electronic Collection Development Statement." Well **Maggie** and **Steve Oberg** are doing a seminar on digital resources in libraries for the **IX Transborder Library Forum** in Mexicali in March and they wanted to cite this article by Tony. Pretty exciting that **Maggie** and **Steve's** article is going to be translated into Spanish.

**Bill Schenck** (Library Services, Library of Congress) <wsch@loc.gov>, reported to **Collection Development Officers of Large**

**Research Libraries Discussion Group** during **ALA Midwinter** (and to **Colldv-l**) that the Library had received an increase of 5.2% (\$454,000 in its materials budget) for FY99. This increase permits additional spending for subscriptions for electronic materials, increased support to acquire current publications from the People's Republic of China and Taiwan, replace missing and lost books, and increased support for Special Collections. The **Library of Congress** lifted the moratorium on all but high-priority subscriptions at the beginning of FY98 but continues to exercise restraint in initiating new subscriptions. I was remembering when I first met the wonderful **Bill**, when he was Head of Acquisitions at **UNC-Chapel Hill**. **Bill** attended the first **Charleston Conference** in 1980 and was one of the movers and shakers behind the Memorial Service which we held for **Judy Webster** in Philadelphia just last month. Additional information about activities at the Library of Congress can be found on the **ALA Briefing Update**, accessible through the Library's homepage ([www.loc.gov](http://www.loc.gov)).

This is off the **Law-lib** listserv which last month was featuring an article on Internet use policies, and it includes a sample policy. Take a look at **Internet Usage Policies in the Workplace**, by **Todd Wulffson** at <http://www.llrx.com/features/wulffson1.htm>.

**Gary Herald** <gary@absbook.com> sends word that **Ambassador Books & Media** has been contracted to distribute the publications of the **Summer Institute of Linguistics** located at 7500 W. Camp Wisdom Road, Dallas, TX 75236.

**Nat Bodian** sends word that **John Kremer**, the publisher of **Open Horizons**, has dropped the price of **Nat Bodian's The Joy of Publishing** to \$19.95 (plus \$4.50 shipping and handling). Lets all buy a copy!

Okay. That's all (for now) folks! 

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