September 2003

If Rumors Were Horses

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Against the Grain

c/o Katina Strauch
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TM

SEPTEMBER 2003

Against the Grain

"Linking Publishers, Vendors and Librarians"

Follow the Greenback Road: Budgeting for Reference Resources

by **Frances C. Wilkinson** (The University of New Mexico; Phone: 505-277-4241; Fax: 505-277-7196) <fwilkins@unm.edu> and **Linda Lewis** (The University of New Mexico; Phone: 505-277-7828; Fax: 505-277-4446) <llewis@unm.edu>

This keynote column began in the *Reference Publishing Issue of Against the Grain* in 1997. Over the years the authors have asked librarians and sometimes students and/or publishers a variety of questions of current interest such as: what percentage of reference publishing is electronic vs. print, can you afford both, how do you decide which format to buy, what are the advantages of print vs. electronic, which do you prefer and why, which do your patrons prefer and why, how do you link to e-products, do you keep usage statistics, what are the future trends in reference publishing, and is print being abandoned?

So, what has changed? Five years ago the question seemed to be "Do we want it in electronic format in addition to print?" Only a year or so ago,

the question seemed to be "Do we want it in print in addition to electronic format?" Now the question seems to be "If it is only available in print, will our students use it?" Another change is the national drop in reference questions. In most libraries, patrons are not coming to the reference desk as they used to. Now they are often dialing in to locate reference materials. Libraries are expanding their electronic reference services to meet the increased demand.

According to the *Library Journal* review of the best reference sources of 2002 (*Library Journal*, vol. 128, no. 7, p. 40, April 15, 2003), print reference tools continue to be published and purchased at about the same levels as previously even though online reference sources continue to proliferate.

Many university presses have been hurt by the decline in the library market. Some have responded by publishing fewer titles, printing fewer copies and raising prices (*Choice*, vol. 40, no. 9, p. 1485-1490). The eternal inflation in serials prices and the growth in the number (and costs) of electronic resources add to the stress on library budgets and librarians. Many publishers produce their major reference tools in both print and electronic formats. Costs of materials continue to increase and patrons continue to want more resources while most library budgets remain stable at best. What does all this mean for

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If Rumors Were Horses

I tell you what! Just when we thought that the **Mergers & Acquisitions** bug had receded, here we go again!

ProQuest Information and Learning has acquired **SIRS Publishing, Inc. (SIRS)**, the publisher of **SIRS Researcher(r)**, **SIRS Discoverer(r)**, **SIRS Enduring Issues(tm)** and other databases. **SIRS**, based in Boca Raton, Fla., provides online, CD-ROM, and print reference databases to more than 50,000 libraries worldwide. The acquisition was finalized on July 21, 2003. **SIRS** co-founder **Eleanor Goldstein** will remain with **ProQuest** as Founding Publisher, reporting to **Barbara Beach** Vice President, K-12 Publishing, **ProQuest** Information and Learning. **SIRS** offices will remain in Boca Raton, Fla. www.il.proquest.com

Baker & Taylor, Inc. has announced the purchase of the 175-year old company by **Willis Stein & Partners** from **The Carlyle Group** for \$255 million. Based in Chicago, IL, **Willis Stein & Partners** is a private equity investment firm specializing in investments in profitable, well-managed, and growing businesses targeting the consumer products and services, media, telecommunications, business services, manufacturing, and health care industries. The principals of **Willis Stein** have made investments in more than 40 companies and currently manage approximately \$3.0 billion of equity capital. **The Carlyle Group** acquired **Baker & Taylor** from **W.R. Grace & Co.** in 1992. **Gary Rautenstrauch**, **Baker & Taylor's** CEO and President told employees at the sale's closing that **Willis Stein** would appoint **Richard Willis** as the new CEO and President. **Richard Willis** brings more than 20 years of experience in the media and manufacturing industries. **Mr. Rautenstrauch** will remain involved with the company through the transition. See our interview with **Gary Shirk**, President and COO, **YBP**, this issue, p.64.

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From your (envelope addressing) Editor

Well, my son's wedding is less than six weeks away. Guess what I'm doing (when I am not working on *ATG*)? You guessed it! Addressing invitations to the Rehearsal Dinner. I already have my mother-of-the-groom dress, now it's just a matter of fitting into it, so the Rehearsal Dinner is the next big event on the calendar. Yikes!

But I tore myself away from the calligraphy pen to read this issue. It is incredible. **Tom Gilson**, our guest editor, has put together some great papers from **Fran Wilkinson** and **Linda Lewis**, **Irv Rockwood**, **Phil Powell**, and **Alis Whitt**. We also have a paper on pricing models from **Barbara Schader** and **Mark Funk**, and another one on eBook buying from **Sydney Allen** and **Heather Miller**. Back further in the issue, we

have interviews with **Gary Shirk**, **Ron Boehm** and **Rolf Janke**, profiles encouraged of **Rob Withers**, a hilarious **Ned Kraft** piece on Fear Factors in libraries, and a timely article on filtering by **Bryan Carson**. Now you

just have to see for yourself what all else is in this issue. I have to finish the addressing. Or else I will be in trouble with my new "in-laws."

Yr. Ed.

Rumors from page 1

www.ybp.com/ybp/newsarchive/
www.willisstein.com/
<http://news.corporate.findlaw.com/prnewswire/20030703/03jul2003194412.html>

And this as we go to press — **The Thomson Corporation** (TSX: TOC; NYSE: TOC) has acquired **Techstreet, Inc.** a digital content delivery company that provides full-text industry standards and specifications to engineers, researchers, and technical and information professionals worldwide. Terms of the transaction were not disclosed. **Techstreet** delivers full-text standards and specifications from **Standards Developing Organizations (SDOs)**, including the **American Society for Testing and Materials (ASTM)**, the **American Society of Mechanical Engineers (ASME)**, the **British Standards Institution (BSI)**, the **Institute of Electrical and Electronics Engineers (IEEE)**, and hundreds more SDOs giving them one of the world's largest collections of industry standards and specifications. Most documents can be obtained in both print and electronic format, via subscription or single-document delivery. The **Techstreet** offering also includes a large collection of technical books, materials property data, and technical training from publishers, industry associations, and technical societies worldwide. "This business provides **Thomson** a key source of foundational content ..." said **Mike Tansey**, **Chief Executive Officer of Thomson Scientific**. "Adding **Techstreet** makes **Thomson** a stronger one-stop resource for technical and intellectual property information for engineering research and development, delivering patents, journal literature, and standards information." "We are very enthusiastic about the opportunities presented by joining **Thomson**," said **Gregg Hammerman**, Co-founder and President, **Techstreet**. **Techstreet** will become part of the Scientific business within **Thomson Scientific and Healthcare**, and will be managed by **Gregg Hammerman** and **Andrew Bank**, Co-founder and Vice President of Business Development. www.techstreet.com

Plus — This just out courtesy of **Reuters** and **Liblicense**. — British private equity firm **Candover Investments CDIL** said recently that the U.S. Department of Justice has cleared its acquisition of science and trade publisher

BertelsmannSpringer, announced in May. **Candover**, which joined with fellow British-based buyout firm **Cinven** to make the 1.05 billion euro (\$1.14 billion) offer to Germany's **Bertelsmann AG BERT.UL**, said the U.S. had also given the go-ahead for the two firms to merge the unit with their own scientific publisher, **Kluwer Academic Publishers (KAP)**. The newly merged company, to be called **Springer**, will create the world's second-largest publisher of scientific, technical and medical titles, the private equity firms said in a statement. They added that **Springer** will have revenues of about 880 million euros. The deal is expected to close on September 15. **Candover** and **Cinven** acquired Netherlands-based **KAP** from publishing house **Wolters Kluwer** in January 2003 for 600 million euros. In May, they announced a deal to acquire **BertelsmannSpringer**, but have been waiting for regulatory approvals to close the deal ever since. The transaction was cleared in Europe in July after **Candover** and **Cinven** agreed to remove French competition concerns by offering to sell **Bertelsmann's** French medical publishing business. The two firms said they would each have a 50 percent stake in **Springer** and would plan to control the business for the next three to five years — a typical timeframe for private equity investments. <http://reuters.com/newsArticle.jhtml?type=businessNews&storyID=3337377>

I have some incredibly sad news to report. Heard from the incredibly energetic, fabulous, up-beat, hard-working, industrious, and just all-out wonderful **Dana Alessi** <dalessi4@cox.net>. Dana left **Baker & Taylor** to work for **Ovid** in January of 2000 and has held several other interesting and challenging jobs as well since she fell in love with Las Vegas and wanted to stay there. But now **Dana** is facing her biggest challenge of all. She has recently had surgery for a brain tumor and has been diagnosed with terminal brain cancer. **Dana** writes that she could last from months to a few years. She says she wants people to know since she'd love to hear from all of us about how we're all doing. In time **Dana** even hopes to go back to work. She can be reached at this new email <dalessi4@cox.net> or via snail mail at 7908 Riviera Beach Drive, Las Vegas, NV 89128, tel 702-562-0560. **Dana** says she treasures all her memories of all the wonderful Charleston conferences and her library, publishing, and vending friends. We love you, Dana!

8/12/03 was the anniversary of **Lyman**

Newlin's 70th year in the book business! He started his first job in 1933 working for the **Economy Book Stores** in Chicago. The Depression was on and so was the World's Fair. **FDR** had just pushed through the 40-hour work week with a minimum of \$15/week. The history this man has lived through is incredible as is his encyclopedic memory for everything, especially names! He says he'll be in **Charleston** in November! Plus he's just renewed his driver's license and it doesn't expire until he's 103! My gosh!

The truly amazing **Charles W. Bailey, Jr.** <cbailey@uh.edu> has been appointed **Assistant Dean for Digital Library Planning and Development** at the **University of Houston Libraries**. He served as Assistant Dean for Systems at the University of Houston Libraries from 1987 to 2003. As you may remember, in 1989, Bailey established **PACS-L**, a mailing list about public-access computers in libraries, and **The Public-Access Computer Systems Review**, one of the first scholarly electronic journals published on the Internet. He served as Editor-in-Chief of this free, peer-reviewed e-journal until the end of 1996. In that year, he made available the first version of the **Scholarly Electronic Publishing Bibliography**, a free electronic book that is regularly updated. As the bibliography evolved, a resource directory and a Weblog were added. Forty-nine versions of the bibliography have been published, and there have been over 2.5 million requests for its component files. In recognition of his early electronic publishing efforts, Bailey was given a **Network Citizen Award** by the **Apple Library** in 1992 and the first **LITA/Library Hi Tech Award for Outstanding Achievement in Communicating to Educate Practitioners Within the Library Field in Library and Information Technology** in 1993. Bailey was profiled in the **Movers & Shakers 2003: The People Who Are Shaping the Future of Libraries** supplement to the March 15, 2003 issue of **Library Journal**. Bailey has served as co-editor of **Advances in Library Automation and Networking** and on the editorial boards of **Library Computing and Reference Services Review**. In 1988, he served as the first Vice Chairperson of the **Library and Information Technology Association's Imagineering Interest Group**, and he subsequently served as its Chairperson. He is a frequent contributor of reviews to **Current Cites**. <http://info.lib.uh.edu/cwb/bailey.htm>

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Rumors

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The basic story is that **Ingenta's** senior management opted to reorganize and, faced with ongoing financial pressures, decided to cut some costs. As a recent hire without deep roots in the company the splendid **Adam Chesler** <adam.chesler@rcn.com> (he'd been there less than five months, but he gave up 18 years at **Kluwer**. Ouch!) was the first man out. For now, Adam is working part-time at **Northeastern University**, helping them with their licensing backlog but hopes to be back in the publishing swim soon! He says that he and **Marla** already have a room at the **Francis Marion** for the upcoming **Charleston Conference**. Do you?

On August 25th, the awesome **Michael A. Arthur** (Old email address <marthur@bsu.edu> new one TBA) will begin as **Acquisitions & Serials Librarian** at **Perry Library, Old Dominion University**, 4427 Hampton Blvd., Norfolk, VA 23529-0256. Michael will be in Charleston so we can congratulate him personally!

Library Print Preservation: An Administration Briefing by **George J. Soete** with contributions by **Janice Mohlenrich Lathrop** 2003 (ISBN 0-918006-99-6) (29 pp., \$10 US, \$15 Canada) responds to a need articulated by **ARL** library directors for a brief non-technical survey of preservation, preservation methods, their appropriate uses, advantages, and disadvantages, and preservation costs. It is intended to provide an overview and to help library administrators in their local planning for preservation

and in their communication with preservation specialists. The document focuses chiefly on the preservation of paper resources, such as books, journals, newspapers, maps, archives, and photographs, as paper still constitutes the major area of preservation activity and expenditure in libraries. A complimentary copy has been sent to all **ARL** libraries. <pubs@arl.org> <http://www.arl.org/pubscat/order/>

This is from **Edupage**, August 11, 2003 — Three members of **Stanford University's PageRank** team have founded a company on the sly they hope will revolutionize Web searches. The **PageRank** team's goal is to improve the algorithm developed by **Larry Page**, **Stanford** alumnus and cofounder of **Google**. Founders of the new company, called **Kaltix**, hope to use "research done at Stanford University as well as several new technologies developed at Kaltix" to introduce effective personalization to Web searches. Experts say personalization is one of the "holy grails" for search engines, and most of the major players, including **Google**, **MSN**, and **Yahoo**, are working to develop personalized searches. With a personalized search, the search engine gathers information about the user to limit search results to those presumably most appropriate for the user. Data collected could include information submitted by the user or details of past search history. For example, personalization would use location information to return soccer-related results for a British surfer looking for "football." **CNET**, 11 August 2003. http://news.com.com/2100-1024_3-5061873.html

The marvelous **Audrey D. Melkin** <audrey@atyp.com> left **Ingenta** at the end

of May and joined **Atyp** as **Director of Business Development**. **Atyp** created the **Academic IDEAL** platform, and currently hosts **Blackwell's Synergy**, **Annual Reviews**, and **Lawrence Erlbaum** in the near future. Also, they built and provide continuing technology support for **CrossRef**. **Audrey** will be at the Conference and we look forward to hugging and dancing with her there! Congratulations, **Audrey!** www.atyp.com

Heard from the amazing **Bob Nardini** <rnardini@YBP.com> who was in Newfoundland on vacation for several weeks in July. I wonder if he was fishing?

I'm sure that you have all been following the FCC rulemaking proceedings on **broadcast ownership rules**. In late 2001, the FCC Chairman created the **Media Ownership Working Group** To file public comments in this proceeding, go to <http://www.fcc.gov/ownership/>. Or if you would like to read more, go to <http://www.fcc.gov/ownership/studies.html>. Or go to this article from **The Washington Post** <http://www.washingtonpost.com/wp-dyn/articles/A61629-2003Jul15.html>.

The Voting Members of the **National Information Standards Organization (NISO)** have elected **Carl Grant** (President and COO of **VTLS, Inc.**) Vice Chair/Chair Elect and have elected **Daniel Greenstein** (University Librarian for Systemwide Library Planning and Scholarly Information at the University of California Office of the President and Executive Director of the California Digital Library), **Oliver Pesch** (Chief Architect and Senior Vice President of **EBSCO Publishing**), and **Ed Ramsey** (Director, Corporate Applications at **Random House Inc.**) to the **NISO Board of Directors**, **NISO's** governing body. **Carl Grant** will serve as Vice Chair/Chair Elect from July 1, 2003 until June 30, 2005 and will be **NISO Chair** from July 1, 2005 through June 30, 2007. **Greenstein**, **Pesch** and **Ramsey** will each serve three year terms beginning July 1, 2003. <http://www.niso.org>

The **Institute of Electrical and Electronics Engineers (IEEE)** has announced that ten new members from around the world have joined the **IEEE Library Advisory Council (LAC)**. Representatives of corporate, academic and government libraries worldwide serve on the LAC for two-year terms. IEEE established LAC in 1999 to get ongoing feedback about its products and policies. The new IEEE LAC members are: **William Mischo** (Engineering Librarian and Professor of Library Administration, University of Illinois), **Joong-Yo Lee** (Vice Director, Division of Technical Services, Seoul National University), **Cynthia Hill** (Manager, Sun Library & Learning Technology, Sun Microsystems), **Dr. Hiroshi Nakanishi**, Senior Manager, Library, Corporate Research and Development Center, Toshiba), **Dr. Layne Johnson** (Worldwide Head, Information Management, Pfizer), **Judy Carlson** (Manager, Technical Libraries, Motorola), **R. James King** (Acting Chief Librarian, Naval Research Laboratory), **Jacqueline Stack** (Associate Director, Los Alamos National Laboratory), **Heath O'Connell** (Library Manager, Fermi National Accelerator Laboratory), **Miles Porter** (Electronic Information Journal Manager,

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Rumo(u)rs from Paddington

by **Daryl Rayner** (Marketing Director, xrefer; Phone: +44 (0) 20 7479 9204;
Fax: +44 (0) 20 7479 9212) <daryl@xrefer.com> www.xrefer.com www.xreferplus.com

I spent all of last winter waiting, in anticipation, for warmer days and now that 30 degrees C has arrived I'm thinking—maybe autumn won't be so bad after all. You have to consider that the word "air-conditioning" does not exist in the English vocabulary. I've also been blighted by hay-fever for the first time in my life, which I still can't quite believe. How do these allergies suddenly arrive?

Enough of the weather and my health. In spite of the heat, there has been lots happening over here.

I notice from the **BBC Website** <http://news.bbc.co.uk/1/hi/entertainment/3053423.stm> that a manor house that once belonged to **Jane Austen's** brother is opening to the public later this month as a library and study centre for women's writing.

The **National Library of Norway** has selected **FAST Data Search** to power its many digital information archives, including: **The Digital Radio Archive (DRA)**, **Culture Net Norway (Kulturnett Norge)**, **The Digital Newspaper Library**, **Cultural Heritage Ekofisk**, **The Nordic Web Archive (NWA)**, **Paradigma**, and **The National Library's** own public Website. For those of you that speak Norwegian <http://www.nb.no/>.

Vitek Tracz <vitek@cursci.co.uk> and his colleagues at **BioMedCentral** <http://www.biomedcentral.com/home/tell>

me that they have now published over 2,500 articles of peer-reviewed biomedical research, all of which are covered by their open access agreement.

I am also pleased to announce that our friends at **Palgrave Macmillan** have announced that **Statesman Yearbook Online (SYB World)** is now available for trialing <http://www.sybworld.com>.

The **3rd Scottish eBooks Seminar** will be taking place in Edinburgh on September 24th organised by **SLAINTE** <http://www.slainte.org.uk>. **Colin Galloway** of **Glasgow University** will be chairing the event and there will be speakers from the **National Institute for the Blind**, **North Lanarkshire Council** and the **NHS e-library**.

I can't write this column without mentioning **Harry Potter** and the *Order of the Phoenix*. I am told that British library supplier **Askews** made special arrangements to ensure that **Harry Potter** and the *Order of the Phoenix* reached library shelves on the same day as it hit the bookshops. Scheduled events in the UK included **Potter** workshops at **Newcastle City Libraries**, a midnight vigil at **Cheltenham Library** and breakfast events by **Gloucestershire** libraries. If you don't know your howlers from your owls, go to the **Harry Potter** site at <http://www.bloomsbury.com/harrypotter/> and find out more.

The **University of Edinburgh** and the *Sunday Herald* newspaper have launched a plea for books to send to the looted library of **Baghdad University**, reputedly the oldest university in the world. The campaign has successfully secured a copy of every book in the catalogues of **Edinburgh University Press** and **Canongate Books**. Further donations have come from **Blackwells** and **Elsevier**. To help, contact **Ian Revie** +44 131 650 8415 <ian.revie@ed.ac.uk>.

I am told that the information services centre for **Kings College London**, the **Maughan Library** has won the **2003 City Heritage Award** for the most outstanding conservation project in the City of London. The **Maughan Library** is thought to be the largest new university library facility in Britain since the Second World War <http://www.kcl.ac.uk/depsta/iss/sites/chancery/topchancery.html>.

Congratulations to **Tim Owen** and **Barbara Buckley** who became **Mr. and Mrs. Buckley Owen** recently. **Tim** is Head of External Relations at **CILIP** and **Barbara** secretary to the **Statistics Commission**. The **North West Museums, Libraries and Archives Council (NWMLAC)** has appointed **Clare Connor** as Chief Executive. We wish you luck, **Clare**! I am also pleased to announce that **Christine Milne** previously **Liaison Librarian** at the **University of Reading** has been appointed librarian at **Christies Education**.

It was good to see **Helen Henderson** <helen@helenhenderson.com> earlier this month as she came to visit us in **Paddington Station**. She was as effervescent as ever as she told me about all her new projects including **Book-Link** a project which involves publishers sending books to libraries in Ethiopia. If any publishers want to know more about this good cause they should contact **Helen** on the address above.

xrefer are hosting their own event this week in the Hilton in **Paddington Station** called "Libraries on the Web: collections or services?" **Ben Schott**, the author of *Miscellany* is speaking along with **Elizabeth Malone** head of e-content and strategy at **Kingston University** and **Michael Lightowler** of **Westminster Libraries**. If you can't make it in person full details of presentations will be posted under news and events at <http://www.xrefer.com/>

That's all for now. Until next time...

Rumors from page 10

QINETIQ - UK Defense Research Agency). www.ieee.org.

EBSCO Publishing (EBSCO) has acquired two popular databases from **Information Today, Inc.** — **Information Science & Technology Abstracts** and **Internet & Personal Com-**

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Rumors

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puting Abstracts. "It has become increasingly obvious that users of information services prefer integrated solutions," said **Tom Hogan**, president and CEO of **Information Today, Inc.** "They want abstracting and indexing databases to be seamlessly linked to full-text sources. Rather than create yet another full-text aggregator, we chose to find a home for our databases that would better serve the needs of our user community." **Information Science & Technology Abstracts** ISTA (formerly *Information Science Abstracts*) is designed to promote the science, management, and technology of information through the abstracting of pertinent books, journals, e-journals, conference proceedings, reports, and patents. ISTA, published nine times a year, has provided worldwide library and information science records from more than 450 publications dating back to 1966. **Internet & Personal Computing Abstracts (IPCA)** (formerly *Microcomputer Abstracts*) provides access to concise and comprehensive information on the latest personal computing products and developments in business, education, libraries, the Internet, information science and technology, and the home. Over 120 of the most important trade publications, mainstream computer magazines and professional journals are covered, including those that focus

on specific topics such as electronic commerce, publishing, Macintosh, Windows, programming and more. **IPCA** is updated on a monthly basis.
<http://www.ebsco.com>

Speaking of which, the **International Bibliography of the Social Sciences (IBSS)** is now available through the Internet Database Service from **CSA (Cambridge Scientific Abstracts)**. The IBSS database provides coverage of the core social science disciplines of sociology, politics, economics, and anthropology, containing more than two million records published since 1951. International in scope, a quarter of the IBSS database reflects materials not originally published in English. **IBSS** also features extensive coverage of books and monographs. <http://www.csa.com/csa/factsheets/ibss.shtml>

Elsevier Inc., The MIT Press, and John Wiley & Sons, Inc. have settled their pending copyright infringement lawsuit against **Custom Copies, Inc.**, and its president, **Kenneth F. Roberts**, both of Gainesville, Florida. The suit charged the defendants with unauthorized photocopying of material from the publishers' books and journals. In settlement of the case, the defendants agreed to pay an

undisclosed amount, regularly report photocopy usage, and promptly pay associated royalties to rights licensing agent **Copyright Clearance Center**. www.copyright.com/News/PressRelease2003July14.asp

Project MUSE®'s Web Development Specialist **Brian Wingenroth** and UNIX Systems Administrator **Thom Maszczenski** were selected to present their recent research on mirror sites at the **Ausweb 2003 Conference**. The conference was held July 5-9, 2003 in Gold Coast, Australia. **Wingenroth** and **Maszczenski** jointly submitted "Transparently Guaranteeing Fault Tolerance, Geographic Affinity, and Load Balance Mirror Sites" for the 2003 Ausweb Conference. While there, the pair presented and discussed their work on potential solutions to the mirror site problem many content providers are faced with today. Their research involves utilizing communication between mirror sites to enable transparent failure in the event of a single site failure; transparent redirection of a user to the closest copy of the Website; and the incarnation of load balancing to distribute requests so a single site is not disproportionately overburdened. <http://muse.jhu.edu>

xrefer is adding 16,000 digital images from the **Bridgeman Art Library** (www.bridgeman.co.uk) to **xreferplus**, its flagship online reference service. **Bridgeman Art Library** images will be integrated with **xreferplus**' existing content, enabling users to

research artists' works in the context of biographical or historical information from other **xreferplus** resources. www.xrefer.com

"Scholarly Tribes and Tribulations: How Tradition and Technology Are Driving Disciplinary Change" will be held October 17, 2003 in Washington, DC. Information technology is creating massive changes in how scholars work and communicate, what they produce as scholarship, and how they teach. The traditional communication practices in the humanities, social sciences, and sciences are both shaping and being transformed by the use of information technology in support of research and publishing. The **Association of Research Libraries** will convene a group of scholars, librarians, information technologists, and administrators to explore how the disciplines and sub-disciplines are approaching the use of technology. Each discipline has deeply rooted research and communication traditions that are shaping how they use technology and defining the capabilities they need from technology to support and enhance their work. **Blaise Cronin**, Rudy Professor of Information Science at Indiana University, will deliver the keynote address. **John Unsworth**, Dean of the Graduate School of Library and Information Science, University of Illinois at Urbana-Champaign, will discuss the challenges of information technology in the humanities while **Barbara O'Keefe**, Dean of the School of Communication, Northwestern University, will address the same issue from the perspective of the social sciences. **Clifford Lynch**, Executive Director of **CNI**, will moderate the closing panel and share his views of the day's discussions. Preliminary Program is available at: http://www.arl.org/scomm/disciplines_program.html. Registration, Cost, and Hotel Information can be found at: <http://db.arl.org/stt/>.

The latest set of **Impact Factors** released by **Thomson-ISI** in Philadelphia shows **Nature** journals dominant across a wide range of disciplines. Of the top ten journals of all types published at least once a month, no fewer than seven are **Nature** titles. Leading from the front, **Nature** records its highest ever Impact Factor, 30.432, up more than two points over the previous year and maintaining its established position as #1 among multidisciplinary journals. The results for the **Nature Research Journals** show them at #1 among primary journals in Genetics, Cell Biology (also at #3 in this field), Biotechnology, Immunology and Neuroscience, all as classified by ISI. In addition, **Nature Structural Biology** is #1 in the specialized area of Structural Biology (ISI does not have a formal classification for this area). The **Nature Review Journals** series was launched in the autumn of 2000. <http://npg.nature.com>

For sure, you know about all the hoopla in California. Well, now the library field has its own entry in the fame column. Here's all about it. There was an article recently in **The Seattle Times** seattletimes.com by **Jack Broom** <jbroom@seattletimes.com> called "Toymaker finds librarian who's a real doll." Anyway, this is the story of how **Nancy Pearl**, a librarian at **Seattle Public Library**, will have a **Librarian**

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action figure available in early September at the Archie McPhee store in Ballard — www.mcphee.com. “The role of a librarian is to make sense of the world of information. If that’s not a qualification for superhero-dom, what is?” says Nancy. Go and read all about it. Buy a doll. What the hey. Like wow. I wonder what the doll will be worth in twenty years on eBay?

Did you see the article “Behind a Hacker’s Book, a Primer on Copyright Law,” by **Seth Schiesel**, *New York Times*, July 10? The article is about **Andrew Huang** (known online as “bunnie”) and his book, *Hacking the Xbox: An Introduction to Reverse Engineering*. Apparently, **John Wiley & Sons** had agreed to publish the book but decided, on advice from internal legal counsel, not to do so because of concerns over the **DMCA (Digital Millennium Copyright Act)**. According to the article, one or two chapters ran the risk of “disseminating information about how to circumvent copyright protection.” This is illegal according to the **DMCA**. Huang ended up publishing the book himself and, with help from the **Electronic Frontier Foundation**, has found a publisher, **Bill Coleman**, who is President and Publisher of **No Starch Press**. For more information, go to <http://www.nostarch.com/xbox.htm> or <http://www.nytimes.com/2003/07/10/technology/circuits/10book.html>.

The above will be under discussion in **Charleston** and is the subject of a censorship panel on Friday afternoon run by **David Goodman** and **Chuck Hamaker**. Hope you are coming to Charleston. Sign up now! Here’s the URL: <http://www.katina.info/conference/>.

Got a letter/email from, guess who, the inimitable **Charles Wittenberg** <rcwitt@teleport.com>. Moving right along, Charles says that his “alert friends” told him of his mention in *ATG* (v.15#3,p.6) (which I guess they will tell him again once this issue comes out. Charles, maybe you need your own subscription?). Anyway, Charles took issue with my description of him as wearing “Mickey Mouse watches.” To wit, from Charles: “I do not now, nor have I ever owned/worn such a foolish thing.” So, apologies to you, Charles, I could have sworn that I saw ... Anyway, Charles says that he is deep in a research project/book that he abandoned “when [he] was seduced by [Mike] Markwith into becoming a **Willie Lohman** wannabe.” What can I say. Except I hope this starts a chain letter/email reaction and that I get an email from **Mike Markwith** <michael@tdnet.teldan.com> next!

Remember our fantastic interview with **David Dekker** in *ATG* (v.15#2, April 2003, p.54)? **Dekker**, the publishing company, has appointed **Suzanne Müller** and **Danielle Berke** to its team. **Suzanne** will lead Dekker’s international sales force in the newly created position of International Marketing and Sales Development Manager based in the Basel, Switzerland office. Prior to joining **Marcel Dekker**, **Suzanne** worked for **Birkhäuser Publishing** where she was head of the architecture sales and marketing department. **Danielle** is

Conference Mentoring Program

The **Charleston Conference** is establishing a conference mentoring program that will link students and other new librarians with veterans in the fields of librarianship, publishing, and vending. Most of those to be mentored are the students from the **University of South Carolina’s School of Library and Information Science**. You may remember seeing these students at last year’s conference where many of them were interns helping with the day-to-day activities of the conference. Most of these are students in **Heidi Hoerman’s** course on serials. And for most, it is their first professional conference.

Expectations of mentors are few and simple. First, contact **Heidi** at <heidihorman@yahoo.com>. She will assign a mentee to you and you can take it from there. At a minimum, you will be expected to introduce yourself to the student and offer to let them tag along with you for a bit at the conference. Anything beyond that is up to you.

Anybody else new to the conference or the field is welcome to contact **Heidi** as well to be assigned a mentor.

What a great opportunity! <heidihorman@yahoo.com>

Editor-in-Chief of Journals. She has served as the Managing Editor for a number of prestigious publications, including the **American Society for Clinical Pathology** in Chicago. In her new position, **Danielle** will evaluate and adjust Dekker’s Journal portfolio to meet market needs. Additionally, she’ll work to determine which disciplines Dekker should develop or divest. www.dekker.com

Well, some exciting news. The **Charleston Conference** this year is going to have student interns from the **University of South Carolina’s School of Library and Information Science!** Most of them are enrolled in **Heidi Hoerman’s** <heidihorman@yahoo.com> course on serials. This is one of a handful of serials courses available in the country. They are busily working to understand the world of serials in preparation for the Conference. One of the students who attended last year, **Mary (Tinker) Massey**, is on this year’s program! If you are interested in mentoring an intern, please contact Heidi <heidihorman@yahoo.com>. More information is in this issue of *Against the Grain*, p.16.

See this article “Agreement Ensures Permanent Public Online Access to Government Information” by the awesome **Miriam A. Drake** (August 25, 2003, *Information Today*). Anyway, “Public Printer, **Bruce R. James**, and Archivist of the United States, **John W. Carlin** have announced an agreement that will enable the **Government Printing Office (GPO)** and the **National Archives and Records Administration (NARA)** to ensure free and permanent access to more than 250,000 federal government titles available through **GPO Access** (<http://www.gpoaccess.gov>).” We all know how fragile and ephemeral much electronic information is. <http://www.infotoday.com/newsbreaks/nb030825-1.shtml>

See the hard-working **Tom Gilson’s** <gilson@cofc.edu> interview with **Ron Boehm** of **ABC-CLIO** in this issue, p.70. We have just learned that **ABC-CLIO** has announced that its databases, *Historical Abstracts (HA)* and *America: History and Life (AHL)* will support the OpenURL standard. The implemen-

tation is now complete and those databases are now certified **OpenURL-compliant** by SFX. As we all know, **OpenURL** is an emerging **NISO** standard, which allows users to link from a citation to a library’s holdings. **Meiko Yamaguchi**, Technical Services Manager/System Coordinator for the University of Wales Main Library is already an OpenURL enthusiast, both for making the research easier and for the way it helps promote electronic journals in the humanities. “Like many academic libraries we are spending an increasingly large amount on electronic databases and journals. But where scientists now expect most journal articles to be accessible online, researchers in the humanities may not realize just how many journals in their area are as well.” OpenURL is part of a much larger trend that has gathered momentum within the last 12 months. By adopting the standard, content providers are creating a new information Web that is facilitated through any library’s ILS systems. www.abc-clio.com/

As we have all heard, **COUNTER** is a widely supported international initiative that serves librarians, publishers and intermediaries by facilitating the recording and exchange of online usage statistics. **COUNTER** is owned by its members and all publishers, intermediaries, libraries, consortia and industry organizations are eligible for full voting membership. To apply for **COUNTER** membership go to <http://www.projectCounter.org>. The following annual membership rates apply for 2004*: Publisher £500 (\$750); Intermediary £500 (\$750); Library £250 (\$375); Library Consortium £335 (\$500); Industry Organization £250 (\$375). *UK Value Added Tax (VAT), at 17.5%, will be added where applicable. <http://www.projectCounter.org>

The **Alibris Collection Award** was announced at ALA in Toronto this summer — The **Alibris Collection Award** is an annual grant of up to \$3,000 worth of books to an academic, public, special, or K-12 library supporting specific collection development projects that advance the mission, priority areas, and goals of

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the selected library. The purpose of the Award is to help provide materials for libraries with replacement projects, retrospective collection development projects, or routine collection building needs. Applications must be received by December 1, 2003, so that the winning library can be selected and the award announced at the **ALA Midwinter 2004**. The Award is to be administered by the Alibris Collection Award Review Committee, appointed by Alibris, and currently including **Michael Keller**, University Librarian, Stanford University; **Richard Weatherford**, Chairman and Founder of Alibris; and **Jack Walsdorf**. For more Information visit <http://www.alibris.com/library> or see this issue, p.93.

And, speaking of awards, the **Charleston Conference** this year (and for the next five years!) is lucky enough to be able to give a \$1,200 scholarship in the name of **Rachel K. Schenk**, a wonderful, caring, capable librarian, to some deserving librarian who has never attended the conference. Spread the word! See this issue, p.32 for more information or go to <http://www.katina.info/conference>.

And since we're on **Alibris** — The deserving **Brian Elliot** was recently promoted from Senior Vice President to **Chief Operating Officer**. Wow! Congrats, Brian! Will we see you in Charleston?

The always-knows-everything-that-you-need-to-know **Chuck Hamaker** <cahamake@email.uncc.edu> sends word of **The Penn Library Data Farm**, a repository of quantitative information developed to aid the measurement and assessment of library resource use and organizational performance. In its design, this repository is multipurpose, providing space to assemble, process, integrate, analyze, and disseminate data. The Data Farm is a utility for staff who need quantitative information to manage resources, improve service, and assess library performance and impact. It is not a static warehouse of figures, but a more dynamic program that, to the greatest possible extent, equips staff to analyze and assess their work independently. The development of this site and the manner of its presentation are motivated by the need for empirical data that support planning and the achievement of goals, and will evolve according to this principal. <http://metrics.library.upenn.edu/prototype/datafarm/>

Serials Solutions, Inc. is freezing its 2003 price schedule and offering additional price breaks. Through January 1, 2005, **Serials Solutions'** price schedule will not increase for its A-to-Z title list reports, full MARC records for e-journals, and full-featured OpenURL link resolver: **Article Linker**. In addition to the price schedule freeze, **Serials Solutions** is offering community and junior colleges an additional 25% discount on all services. The company is also eliminating a \$150 fee that was charged for hosted reports. www.serialssolutions.com/join.asp.

And, as we go to press, I just learned that **Stephen Rhind-Tutt** and his wife have had a

baby boy! It's their first. No wonder he's been so quiet lately!

For the third year **The Charleston Advisor's Readers' Choice Awards** have been published in the July 2003 issue (v.5, no.1). The awards are given for the best and worst electronic services and databases for libraries. A special one-time award, called the **Five Star Award** — went to the incomparable **Ann Okerson** and **Liblicense** for contributions to the library community in the licensing of digital content. Check out the other awards at <http://www.charlestonco.com/>.

My husband **Bruce**, daughter **Ileana**, and I spent a delightful few days with **Michael Moss** and his wife **Lynn** in Dunlop, Scotland this past summer. Michael is the Archivist at **Glasgow University** and he and Bruce were old friends from when they were students at **Oxford University**. Michael is quite a gardener and has written numerous books and essays. His latest is **The 'Magnificent Castle' of Culzean and the Kennedy Family**, Edinburgh University Press. Quite an impressive achievement. Maybe we can get Michael over here one of these days.

Word has it that the wonderful **Colin Harrison** <colin.harrison@everett.co.uk> is selling **Everetts'** subscription business to **Swets Blackwell** and their book business to **Blackwells**. I hear that **Colin** will be working for **Blackwells**. **Everetts** began life as a shop in the shadow of London's **St. Paul's Cathedral** in 1793. Gee whiz! Stay tuned.

Speaking of which, **Swets Blackwell** is changing its company name to '**Swets Information Services**' in December 2003. The new name will be officially launched during the **Online Information 2003** conference and exhibition held in London in December 2003. As part of the agreement with **Blackwell** concerning the purchase of shares from the **Swets Blackwell** joint venture, the **Blackwell** trade name will no longer be used for subscription activities. The use of the **Blackwell** name will continue to be used for the renowned chain of **Blackwell bookstores**. **Eric van Amerongen**, Chief Executive Officer of **Royal Swets & Zeitlinger**, says: "The continued use of 'Swets' in the company name emphasizes our century-long tradition of expertise, service and innovation. It also underlines the fact that the company is now wholly owned by **Royal Swets & Zeitlinger Holding**." <http://www.swetsblackwell.com/press.htm>

Speaking of **Blackwell's Book Services**, got word from the hard-working **Tom Loughran** (Manager, Approval Services, **Blackwell's Book Services**) <Tom.Loughran@Blackwell.com> that he just got the data for his annual **book pricing update** column. The much-awaited-by-all-of-us column will run in the **November Charleston Conference** issue of **ATG**. Watch for it!

More with the **Blackwell** name — **Nylink** and **Blackwell Publishing** have negotiated a license arrangement for **Nylink** members wishing to access **Blackwell's** online journal collections. The license, agreed after several months of negotiation from both parties, will help university, college and other New York

state library members of **Nylink** to purchase access to **Blackwell's** 629 highly cited, peer-reviewed journals, many published for scholarly and professional societies. Benefits of the **Nylink/Blackwell Publishing** license include access to all available online back-issues of the journals for faculty, researchers and students both working within the participating sites, as well as off-campus. **Nylink** member libraries wishing to take advantage of this new license agreement should contact **Diane Conroy** at 781-388-8354 or via email at <dconroy@bos.blackwellpublishing.com>. <http://www.blackwellpublishing.com> <http://www.blackwell-synergy.com>

SOLINET and the **HBCU Library Alliance** have received a \$160,000 grant from **The Andrew W. Mellon Foundation** for a collaborative project to assess needs and develop a program to increase the effectiveness and visibility of libraries at the nation's **Historically Black Colleges and Universities**. The 12-month project will promote the role of the librarian on each campus and advocate for total integration of libraries into campus programs for teaching and learning. **HBCU** libraries serve as unique and indispensable gatekeepers for history, culture, and the African-American experience. Created by the deans and directors of these libraries after an historic meeting in October 2002, the Alliance seeks to ensure excellence in **HBCU** libraries through the development, coordination, and promotion of programs and activities to enhance members' collections and services. Current Steering Committee members are **Loretta O'Brien-Parham**, (Director of the Harvey Library at Hampton University, VA); **Janice Franklin** (Director of the Library and Learning Resource Center at Alabama State University); **Tommy Holton** (Dean of Libraries at Dillard University, LA); **Emma Bradford Perry** (Dean of Libraries at Southern University and A&M College, LA); and **Elsie Stephens Weatherington** (Dean of Library and Technology Services at Virginia State University). www.solinet.net/

Those of you who have come to Charleston for many years will remember **Melanie Gullberg**, the delightful student assistant who helped with the conference for many, many years. In fact, we are still using the database that Melanie helped to develop! Well, Melanie just dropped in on the awesome **Rosann Bazirjian** <rvb9@psulias.psu.edu> at **Penn State!** She is enrolled in the **Penn State Ph.D.** program in Human Development and will be there for five years! Now we can all keep up with her hopefully.

And, speaking of the **Conference**, look for **Ellen Endres** <eendres@brillusa.com> this year! **Walter de Gruyter**, Scholarly and Scientific Publishers (New York and Berlin/Germany) and **Brill Academic Publishers** (Boston and Leiden/Holland) have joined forces to hire **Ellen** as North American Accounts Manager. Ellen has vast experience representing publishers in the scholarly market. She worked for **Brill** from 1993-1997, **IDC**, **Nijhoff** and **PCG**. I mean, she has worked with great people like **Freek Lankhof**, **Ineke Middeldorp**, and **Claire Ginn!** And now she

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5B. How are subject electronic resources funded?

Donna Cromer: "No different than print."

Carol Ritzen Kem with Shelley Arlen and Marilyn Ochoa: "These purchases are done on a library-wide basis. Individual librarians, departments or subject selectors make recommendations for the master fund or they may combine monies from several subject funds. Individual selectors can purchase these materials but the cost usually means that they do not unilaterally do this from their specific funds."

Victoria A. Nozero and Chris Sugnet: "Because of their serial nature, almost all electronic resources are purchased with state-appropriated funds in the base budget, not with soft money. Requests for new resources are prioritized periodically by the Subject Librarians group, and we have a Serials Review group consisting of the Head of CD and some subject librarians that looks at use and possible cancellation of both print and electronic."

Jeane E. Strub with Kathy Pratt, Carol Hoover, and Lyn Bennett: "We buy print or electronic content."

5C. What percent of the acquisitions budget is spent on both print and electronic reference materials (break each amount out separately if possible)?

Donna Cromer: "Approximately 80% electronic, 20% print."

Carol Ritzen Kem with Shelley Arlen and Marilyn Ochoa: No answer given.

Victoria A. Nozero and Chris Sugnet: "The percent of the total acquisitions budget that can be considered 'reference' is about 12% with approximately 3% for reference print and 9% for electronic reference titles."

Jeane E. Strub with Kathy Pratt, Carol Hoover, and Lyn Bennett: "Print—5%, electronic—15%."

6A. Has the structure of the reference budget changed over the past several years? How?

Donna Cromer: "Not really."

Carol Ritzen Kem with Shelley Arlen and Marilyn Ochoa: "No."

Victoria A. Nozero and Chris Sugnet: "We recently changed the overall budget structure to reflect the growth in electronic serials and eBooks. Now they are tracked as sub-categories under Electronic Resources. However, the fact that an eBook or an electronic index can be utilized in a reference mode or transaction is not reflected by fund codes."

Jeane E. Strub with Kathy Pratt, Carol Hoover, and Lyn Bennett: "We do not distinguish reference budget from main collection budget."

6B. Has your reference budget shrunk or grown over the past several years? How much?

Donna Cromer: No answer given.

Carol Ritzen Kem with Shelley Arlen and Marilyn Ochoa: "The budget for specific reference purchases is flat. The growth has come in group purchases."

Victoria A. Nozero and Chris Sugnet: "The overall budget for reference has grown by approximately 40% in the last four years. This is entirely due to the shift to electronic resources and an approximation based on the cost of key high-end products such as *Web of Science* and *WOS* backfiles."

Jeane E. Strub with Kathy Pratt, Carol Hoover, and Lyn Bennett: No answer given.

6C. What trends have you seen in reference budgeting over the past several years?

Donna Cromer: "I made a brief table to illustrate our reference budget over the last seven years (see p. 22). As you can see, things go up and down. The serials line is primarily electronic, while the book line is primarily print. Two caveats on the above figures. One, some of the fluctuation from year to year is because of extra gift and bond funds, outside of the normal budget, and two, there is overlap between electronic and print and books and serials, so treat these data as rough."

Carol Ritzen Kem with Shelley Arlen and Marilyn Ochoa: "There are more consortia agreements and purchases."

Victoria A. Nozero and Chris Sugnet: "The budget is relatively static for print, almost all of the growth is for electronic access to new reference products or for electronic versions of titles we formerly got in print. Although we recognize the need for print, given a choice we prefer electronic for most applications. We have remote users across the country and we are opening a geographically separate research campus focused on health and biomed that will have no medical library."

Jeane E. Strub with Kathy Pratt, Carol Hoover, and Lyn Bennett: No answer given.

7A. With increasingly tight budgets, are you considering evaluating electronic resources for cancellation just as most libraries have evaluated serials over the past several years for cancellation projects? Why or why not?

Donna Cromer: "Absolutely. In fact, if it came down to it, I could imagine switching major A&I resources from year to year. We pay huge amounts of money for these, and if neces-

sary, could do without one for a year. One advantage is that we wouldn't miss anything when we re-subscribed. When you buy these, you buy the whole thing. Also, we do use the reference collection less and less these days, as **Google** has become the reference tool of choice."

Carol Ritzen Kem with Shelley Arlen and Marilyn Ochoa: "Review and evaluation is a regular and ongoing process. Vendors are also evaluated on a regular basis. We, as librarians in an individual member library, can make recommendations to the consortia but all members collectively vote to purchase or cancel. Our recommendations are advisory only."

Victoria A. Nozero and Chris Sugnet: "Yes, we continually evaluate using use statistics and assessments of price per use. We look at relative value of what we have now versus competitor's products when they are available and have switched to another product when factors such as regional consortia discounts or state-wide contract purchasing saved us money. Recently we have started usability assessments. We have also cancelled some large ticket titles when the coverage overlap with less expensive products is significant and relative usability is not an issue. We find that the ability of our users to adapt to shifts in products (search engine, etc.) is high."

Jeane E. Strub with Kathy Pratt, Carol Hoover, and Lyn Bennett: "We are not evaluating electronic resources for cancellation since we are presently in a positive budget cycle."

Conclusion

What do these responses tell us? While the librarians are split on whether or not they are continuing to purchase the same amount of print reference resources, all of them indicate that they are spending more of their budgets on electronic resources. Print survives, but mainly for individual subject resources—large encyclopedias are less likely to be purchased. Dual formats are becoming much less common. CD-ROMs are dead, or dying.

Reference collections continue to be vital in supporting patrons' needs. Although electronic resources have not completely supplanted print in respondents' libraries, clearly, for reference they are now the norm. They are even being evaluated for cancellation, just as print journals have been for years. Electronic resources have improved the ability to answer reference questions, and have helped increase the growth of electronic services such as virtual reference. Some libraries are seeing a transformation in the type of reference questions that their patrons are asking. The questions are more complicated and more specialized now because patrons can easily find answers for many of the simpler questions on the Internet.

Most librarians responding have a separate budget for reference materials and a separate budget for electronic materials, while only some subdivide their electronic resources budget into categories such as reference, serials, or books. Respondents are spending 75-80% of their reference budgets on electronic materials. So, to better understand the future of reference budgets—just follow the greenback road—to electronics!

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is going to be working with the greatest, **Eckart Scheffler** <escheffler@degryuterny.com>. Ellen will visit library wholesalers and Internet booksellers, and represent the two publishers at library meetings. In addition

she will visit academic libraries on a regular basis.

Well, it's not quite September and the registrations for the **Charleston Conference** are rolling in! Have you sent yours in yet? <http://www.katina.info/conference>

I'm about out of steam. More **Rumors** in November! See you then.