

September 2007

Charleston Conference Dates

Editor

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And They Were There
from page 61

Q & A driven session which began with a **Google** imaging comparison of the United States and Europe that sparked a discussion on cultural characteristics. **Kuester**, a native of Germany, emphasized that within a very small geographic area, Europe has a highly regional culture and structure which not only has multiple languages across borders but also sometimes multiple official languages for a single region. One unusual language challenge for some libraries is that dated collections are composed of languages no longer known by local patrons and were previously acquired based on the official language of an occupying country. European libraries face similar funding challenges as their colleagues elsewhere. You see librarians working also as school teachers to make ends meet, and for library budgets, inclusion within the European Union plays a significant role. EU funding is project based for 2-3 years with matching by the state. There are not many private universities; most are funded by the state. Patron populations are not as segmented; in other words, "everybody is a library user who lives within the radius of a library. There is a staggeringly high number of users" which becomes an issue when pricing is based on a registered number of users. Librarians travel far less for professional development, and within academic libraries, collection development is driven largely by faculty. **Kuester** closed the session with some tips for vendors when working with the European market.

Editorial boards should include representation from Europe, and unless it is part of a strong brand name, publication names should not include the term "American" or "British" as these will be assumed as specific to the region named. Vendors should keep in mind that there are varying rates for VAT (value added tax) based on format. Books and hard copy receive a discount but e-only incurs the full VAT rate. The VAT ID must show on invoices to get materials in. Credit cards as a form of payment by libraries is not widespread. Regional customs and holidays have to be kept in mind. For example, do not schedule visits to Italy in August; "no one" will be there. Some emerging markets are: Slovenia, Poland, Baltic countries, Romania, Czech Republic and Serbia.

Session — Friday, November 10, 2006 — *Digital Preservation and Journal Archiving* — Presented by **Eileen Fenton** (Executive Director, Portico), **Vicky Reich** (Director, LOCKSS Program), **Fiona Bennett** (Head, Rights and New Business Development, Oxford University Press)

Report by **Helen Szigeti** (Business Development Manager, HighWire Press, Stanford University) <hszigeti@stanford.edu>

Approximately 60 people attended this session, which offered an overview of two different digital archiving options available to libraries and publishers — "**Controlled Lots of Copies Keep Stuff Safe**" ("**CLOCKSS**") and "**Portico**" — as well as a look at how one university press is experimenting with a number of different options.

Vicky Reich, Stanford University:

CLOCKSS is an implementation of the **LOCKSS** system, created to establish a global, comprehensive archive held on behalf of the broad community to ensure access without regard to subscription access (meaning that in a "trigger event," all content is made available to everyone.) **CLOCKSS** includes journals and proceedings (and is looking to include books),

and preserves both the publisher's content and the publisher's presentation of the content. Governance is provided directly by libraries and publishers in partnership as board members. **CLOCKSS** is currently grant-funded, and is working with partners (including the **Library of Congress**) to determine long-term business models, and expects to raise an endowment over the course of the next five years. The system is hosted by libraries, and is based on open source, geographically distributed, independently administered repositories. The **CLOCKSS** board controls the release of content rather than the publisher.

Eileen Fenton, Portico:

Portico is a **JSTOR** initiative that was formally launched in 2005 as a permanent archive for scholarly journals. Although the intellectual content is preserved, the publisher's presentation (the "look-and-feel") is not, with source files converted to a standard, normalized format. There is a board of librarians and publishers that advise (but do not provide direct governance of) **Portico**'s activities. Revenue comes from annual fees from both libraries (based on a library's total materials budget) and publishers (based on a publisher's total journals revenue). The system is based on the **JSTOR** technology. Unlike **CLOCKSS**, the publisher controls the release of content during a trigger event, not the **Portico** organization.

Fiona Bennett, Oxford University Press:

Oxford University Press has developed a broad archiving strategy by entering into agreements with **LOCKSS**, **CLOCKSS**, **Portico**, and the **Dutch KB**. The decision to make agreements with a number of archiving organizations was based on having a proactive approach — the idea of "spreading the risk element" and experimenting with different options, as follows:

Dutch KB: a deep archive, but no migration options and no perpetual access

Portico: as of March 2006; controlled access

LOCKSS: a distributed approach

CLOCKSS: two-year pilot started

Fiona observed that **OUP**'s archiving initiatives are now a key part of the library sales process, that archiving options are now expected as the norm by librarians, and that amending licensing agreements (with clear language!) is key.

Session — Friday, November 10, 2006 — *eBooks And Libraries — Near and Future eBook Trends* — Presented by **Sara Nelson** (Editor In Chief, Publishers Weekly), **Olaf Ernst** (Global eBook Director, Springer), **James Gray** (CEO, Coutts Information Services), **Richard Curtis** (President, Richard Curtis Associates, Inc.), **Jeanne Pyle** (Director, University of Texas at Tyler)

Report by **Allyson R. Ard** (EBSCO Industries, Inc.) <aard@ebSCO.com>

Sara Nelson of *Publisher's Weekly* asked panelists representing publishers, librarians, literary agents and authors to discuss several questions surrounding eBooks. One topic of interest is how librarians are buying eBooks. **Jeanne Pyle**, **University of Texas** at Tyler, said they look for the best deal, the best access, and the best fit for their needs but it seems no one is sure whether to buy, lease, or get eBooks on demand. Do you buy packages or individual titles? **Olaf Ernst** of **Springer** said they are even considering a model whereby one can buy just a chapter on demand. **James Gray**, **Coutts Information Services**, said boundaries are disappearing with agents selling eBooks, consortia buying them, and we're just navigating through a maze of questions. The word "eBook" was noted as a truly imprecise term as there are DOIs on the chapter level which makes it very much like a journal. One also needs to distinguish between academic and trade titles when discussing their

continued on page 63

Future Dates for Charleston Conferences

Preconferences and Vendor Showcase Main Conference

2007 Conference	7 November	8-10 November
2008 Conference	5 November	6-8 November
2009 Conference	4 November	5-7 November
2010 Conference	3 November	4-6 November