June 2007

If Rumors Were Horses

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Recommended Citation

Strauch, Katina (2007) "If Rumors Were Horses," *Against the Grain*: Vol. 19: Iss. 3, Article 1.

DOI: <https://doi.org/10.7771/2380-176X.5358>

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ISSN: 1043-2094

Against the Grain

"Linking Publishers, Vendors and Librarians"

Best Practices in Collection Development

by **Kristen DeVoe** (Electronic Resources Librarian, College of Charleston) <devoek@cofc.edu>

A "best practice" is a management idea which asserts that there is a technique, method, process, activity, incentive or reward that is more effective at delivering a particular outcome than any other technique, method, process, etc. In collection development "best practices" can be developed locally to fit specific needs, but the basic ideas and principles behind the practices can often be applied to other libraries.

With the rapid shift from print to electronic for many journal titles and monographs, how can a collection development librarian establish "best practices" at his or her library for managing collections? To help answer this questions, we have collected seven articles from library professionals that discuss how they have developed "best practices" for collection development at their library. The topics of the articles range from performing collection assessments to consortium licensing practices.

Rickey Best, Dean, **Auburn University**

at Montgomery Library, wrote a thorough article on how the **Network of Alabama Academic Libraries** developed their practices and policies for the consortial licensing of electronic databases. **Jim Dooley**, Head, Collection Services, **University of California-Merced**, contributed an article describing that library's first foray into the world of ebooks and how the library is managing the transition from print to electronic monographs. **Barbara Gushrowski**, Access and Instructional Services Librarian, **Indiana University School of Dentistry Library**, has included an article on developing and refining a weeding process. Her article details her own experiences at a dental school library, but the lessons learned can be applied in all types of libraries. **Daniel Mack**, Head, **George and Sherry Middlemas Arts and Humanities Library**, **The Pennsylvania State University**, tackles the topic of collection development in academic libraries and its place in an open-systems view of librarians'

liaison work with collegiate faculty and academic programs in his article. **Elizabeth Lorenzen**, Head of Acquisitions/Serials, **Indiana State University** and **Suzanne Kapusta**, Senior Collection Development Manager, **YBP Library Services**, examine approval plan management in times of budget constraints. **Corey Tucker**, Collection Development Librarian, **University of Nevada, Las Vegas**, has contributed a paper discussing the collection assessment process at UNLV and how it became a "best practice" for that library. Finally, **Dan Tonkery**, VP of Business Development, **EBSCO Information Services**, examines how agents are inventing new services for efficient collection development that would be beneficial to librarians.

If Rumors Were Horses

So sorry. Neglected to mention this what with the broken elbow and all. Culminating a yearlong search, **Penn State University Press** (an administrative unit of the University Libraries) has appointed **Patrick H. Alexander** as its new associate director and editor-in-chief effective March 6, 2007. **Patrick** began his publishing career in 1986 as associate editor with **Hendrickson Publishers, Inc.** of Peabody, Massachusetts. He joined **Brill Academic Publishers, Inc.** and **Brill USA, Inc.**, located in Boston, Massachusetts, as vice president and publishing director in 2000 before moving to **De Gruyter** in 2005.

At **Penn State University Press**, **Alexander** inherits a flourishing book-publishing program. The Press reached its **50th anniversary in 2006**. As **Patricia Schroeder** said on this occasion, the Press "is a vital, thriving answer to the Cassandras who have predicted the death of print publishing in general, and scholarly

publishing in particular, as the inevitable 'collateral damage' of our digital Brave New World." **Graham Spanier**, President of **Penn State**, paid tribute to the Press as "still relevant, still supporting great ideas, and still deeply committed to serving academe, its scholars, and society."

Patrick Alexander will serve as the Press's co-director of the **Office of Digital Scholarly Publishing**, a joint venture of the Libraries and Press at **Penn State**, launched in spring 2005, which is developing low-cost and experimental publishing services. He will share this responsibility with **Michael Furlough**, who came on board as assistant dean of scholarly communications in the Libraries in September 2006.

Sadly, the wonderful and charming **Dr. Data (Bob Molyneux)** <drdata@molyneux.com> is no longer with **SirsiDynix** but he is still ecstatically happy married to **Carolyn**.

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From Your (recovering) Editor:

Here's a tip! Don't ever break your elbow, especially your right elbow. It's a pain in more than the neck! But on the positive side, I suppose it's better than breaking your right wrist!

Undaunted, we have finished the June issue of *ATG* and it's another great one! **Kristen DeVoe** has put together seven papers on "Best Practices in Collection Development," we have profiles from all of the authors — **Rickey D. Best**, **Jim Dooley**, **Daniel Mack**, **Suzanne Kapusta**, **Cory Tucker**, and **Dan Tonkery**. There's an

Op Ed by **Susan Klimley** about digital artifacts and a **Back Talk** by the inimitable **Tony Ferguson** about getting our users' attention. Our interview this issue is with the amazing **Donald Beagle**, and **Greg Tananbaum** talks with **Joe Esposito**. We have the second **eBook rollout** by **Cris Ferguson** and **Natalee Hattig** tells us about a home-grown license manager. And I could go on and on.

But, you know what? My elbow is giving out. It wants a rest! Like I said, don't ever break your elbow!

See you in Washington! Yr. Ed.

Rumors from page 1

Hope to see him in Washington in a few weeks!

According to **BBC News (5/15/2007)** — **Reuters** has agreed to be bought out by Canadian financial data provider **Thomson** in a deal worth about £8.7bn (\$17bn). This could create the world's biggest financial news and data firm. **Reuters** and **Thomson** speculate their deal will save them \$500m (£250m) a year. **Reuters'** shares in London closed 3.39% or 20.5 pence higher at 626p. Analysts say that **Reuters** complements **Thomson's** news operations in the US and AFX in Europe and a merged **Thomson** and **Reuters** would be in a stronger position to compete with **Bloomberg**. According to industry estimates released in April, **Bloomberg** has a 33% share of the terminal market, with **Reuters** controlling 23% and **Thomson** 11%. Following the merger, the new company will be called **Thomson-Reuters** and will be listed on stock exchanges in London and Toronto. It will have annual revenues of about \$12bn and almost 49,000 employees. **Niall Fitzgerald** is chairman of **Reuters**. The deal would still need approval from competition regulators. Says **Robert Preston's** blog (Preston is the BBC's business editor): "For more than 150 years, **Reuters** has been one of the great independent news organizations. No longer, ..." **Reuters'** independence has been guaranteed by the structure of the business — which prohibits any individual from owning 15% or more of the company, ... However, "that prohibition is being waved for the **Thomson** family, which will end up owning 53% of the enlarged business." According to the terms of the deal, **Reuters** shareholders will get 352.5 pence in cash and 0.16 **Thomson** share for every **Reuters** share they own. That values **Reuters** shares at 692p each, the companies said in their statement. **Reuters** boss **Tom Gloer** will head the enlarged firm, while **Thomson** president and chief executive **Richard Harrington** will retire.

I guess this tells us why — **The Thomson Corporation** (NYSE: TOC; TSX: TOC) has sold its **Thomson Learning Higher Education Assets** to funds advised by **Apax Partners** and **OMERS Capital Partners**. The Combined Total Value of the assets was listed at US\$7.75 billion. Jeez! **Thomson.com** is a huge conglomerate that includes: **Thomson Financial** <http://www.thomson.com/solutions/financial/>; **Thomson Healthcare** <http://www.thomson.com/solutions/healthcare/>; **Thomson Learning** <http://www.thomson.com/solutions/learning/>; **Thomson Legal** <http://www.thomson.com/solutions/legal/>; **Thomson Scientific** <http://www.thomson.com/solutions/scientific/>; and **Thomson Tax & Accounting** <http://www.thomson.com/solutions/taxacct/>. What they have sold is the **Thomson Learning** piece. **OMERS** and **Apax** funds will acquire the higher education, careers, and library reference assets of **Thomson Learning**, and a consortium of funds advised by **OMERS** and **Apax** will acquire **Nelson Canada**, for a com-

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Letters to the Editor

Send letters to <kstrauch@comcast.net>, phone or fax 843-723-3536, or snail mail: **Against the Grain**, MSC 98, The Citadel, Charleston, SC 29409. You can also send a letter to the editor from the *ATG* Homepage at <http://www.against-the-grain.com>.

Dear Editor:

The review in this issue of *Against the Grain* (v.19#3, April 2007) by **Annis Lee Adams**, "Rx: eBooks — A comparison of functionality of four medical eBook Collections" (pp. 40) — is really good. I'm wondering if **Annis** could do something like this live for the **Charleston Conference**. It's really the best review of good functionality with eBooks that I've seen. It might kick start some of the development we need to make eBooks really usable. Anyway I don't know if there's anything for the conference in this, but I really really liked the article and the maneuverability/usability that different publishers are putting in to medical texts. They are making it possible to email or print single sections/chapters, to search easily, with **Boolean** in one case, relevance ranking, spelling correction, download book sections to PDA's etc. — a whole list of things that we need to make eBooks viable. Her table 1 comparison of features lists features that standard eBook vendors haven't implemented generally. Maybe she could work up a what does a good eBook platform look like? Or what I want my eBooks to be.

Chuck Hamaker

Associate University Librarian Collections and Technical Services,
Atkins Library, University of North Carolina Charlotte
<cahamake@uncc.edu>

Editor's Note: Thanks for the suggestion, **Chuck**! We are trying to get **Annis** on the program! — Yr. Ed.

AGAINST THE GRAIN DEADLINES VOLUME 19 — 2007-2008

2007 Events	Issue	Ad Reservation	Camera-Ready
Reference Publishing	September 2007	07/25/07	08/08/07
Charleston Conference	November 2007	09/19/07	10/03/07
ALA Midwinter	Dec. 07/Jan. 08	11/21/07	12/05/07

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Address: 291 Tower Drive, Saline, MI 48176.

Rumors from page 6

bined total value of approximately \$7.75 billion in cash. The transaction is expected to close in the third quarter of this year and is subject to regulatory approvals and other customary closing conditions. The higher education, careers and library reference assets include such well-known brands and businesses as: **Wadsworth, Delmar Learning, Gale, Heinle, Brooks/Cole** and **South-Western**. **Nelson Canada** will be majority-owned by **OMERS**. This sale is part of **Thomson's** previously announced strategy to sell the assets of its **Learning business** to enable **Thomson** to pursue opportunities better aligned with its growth strategy and business model. On October 25, 2006, **Thomson** announced its intention to sell its **Thomson Learning** businesses, including those serving the higher education, careers, library reference, corporate e-learning and e-testing markets, via three independent sales processes. **Morgan Stanley** and **RBC Capital Markets** are financial advisors to **Thomson** on the sale. **Evercore Partners Incorporated** and **Atlas Advisors** are financial advisors to **Apax** and **OMERS** on the acquisition. Acquisition finance was provided by **The Royal Bank of Scotland, JPMorgan, Citigroup, UBS** and **The Royal Bank of Canada**.
www.thomson.com

So, what is **Apax Partners** and how about **OMERS**? **Apax Partners** is one of the oldest and largest private equity firms in the world with more than \$30 billion under global management. **Apax** has offices in the United States, United Kingdom, Germany, France, Sweden, Spain, India, Italy, Israel, and Hong Kong and over 120 investment professionals worldwide. **Apax** invests in five key sector areas: media, technology/telecom, retail/consumer, healthcare and business/financial services. Over the past 10 years, **Apax** has been one of the most active investors in media and communications with over \$4 billion of equity invested. Recent investments include **TDC** (\$17.6 billion enterprise value), **Intelsat** (\$5.0 billion), **CME** (\$3.0 billion), **Yell Group** (\$3.0 billion), **VNU World Directories** (\$2.6 billion) and **Hit Entertainment** (\$1.0 billion). **OMERS** is a multi-employer pension plan established in 1962 and is one of the largest and most sophisticated asset management entities in Canada. As one of Canada's largest pension plans, **OMERS** provides pension services to about 372,000 active and retired members and almost 900 employers. With over Cdn \$48 billion in assets and a global mandate, **OMERS** invests actively and directly in a wide range of securities including public equity, real estate, infrastructure and private equity. **OMERS** has a 10% allocation to the private equity asset class and currently has investments in excess of Cdn \$2.5 billion. As manager of the private equity portfolio, **OMERS Capital Partners Inc.** continues to seek attractive investments on a global basis which will help meet the pension obligations of its members. Hmmm ... is all I have to say. Plus, I wonder if **ProQuest CSA** is somewhere in the wings?
www.thomson.com

The amazing **Elizabeth Connor** <elizabeth.connor@citadel.edu> sends this picture of **David C.R. Heisser** being congratulated by **Provost Harrison Carter** on being named a **Professor Emeritus**. **David** retired from the **Citadel** May 15, 2007 after a awesome career. We don't yet have his new email address but will give it to you once we have it!

Recently got an email query from **Cheryl Hunter** (Contract Support Librarian to the Army Librarian CIO Office) <cheryl.hunter@hqda.army.mil>. **Cheryl** said that at least three librarians recommended **The Charleston Conference** when asked for suggestions of what to include in the **Army Library Program catalog listings**. We can access the **Army Library Program** site at www.libraries.army.mil/lib.htm#train

Gosh! I have gotten two queries in the past week about the **Charleston Conference** reports that we publish in *Against the Grain*! Are you reading this, **Ramune**? We do those reports thanks to the hard work and stick-to-it-iveness of **Ramune Kubilius** <r-kubilius@northwestern.edu> and her many reporters! We are publishing more reports in this issue (see p.80) and in the September issue. Thanks to **Nathan Norris** <nnorris@bidmc.harvard.edu> (Agoos Medical Library, Beth Israel Deaconess Medical Center) and **Don Hawkins** (below) for missing the reports. Heard recently that for every one person that does ask, there are 36 who don't. So, sorry, sorry, sorry.

And, speaking of **Donald Hawkins** (Information Technology and Database Consultant Information Today, Inc.) <dt Hawkins@verizon.net> and his lovely wife **Pat**. I FORGOT to tell y'all that the **Charleston Conference** got some FABULOUS coverage in *Information Today* (v.24,#1, p.25). Some great pictures too! Check it out! Plus ... blush blush ... **Don** did a great interview of yours truly in the same issue (p.27). You read it here!

Have you registered for the **2007 Charleston Conference** yet? Registration opened early this year, June 1, 2007. The theme is **WHAT TANGLED WEBS WE WEAVE** (of **Sir Walter Scott** fame). Speakers and topics (as well as hotels) are all listed! Don't put it off! Sign up now! www.katina.info/conference

Was talking to the fabulous **Christine Lamb** <christinefaylamb@gmail.com> the other day. She is doing well and helping yours truly to get an interview with the *New England Journal of Medicine*. Coming up! Another thing that we were talking about was an online **ATG**. Believe it or not, it may happen shortly. :)

Do you remember what life was like before technology? I know, it's hard to believe. Well,

Provost Harrison Carter congratulates David C. R. Heisser on his magnificent career and service to the college. 🌿

there is a hearing coming up in Washington, DC in June entitled **Using Technology to Reduce Digital Copyright Violations on Campus**. Congressman **Howard Berman** chairs the judiciary committee and was among congressional leaders who sent strong letters to the top 20 Universities with the largest record of illegal downloading of music and movies.
PR@MayoCommunications.com

Ex Libris Group and **Fujitsu Services** have announced that the **Royal Library of Denmark**, which serves as the country's national library and the library of **Copenhagen University**, have chosen the **Primo® discovery and delivery solution** to provide the institutions' users with a state-of-the-art interface for all local and remote scholarly information resources. **Primo** is designed to enable libraries to offer users an experience and services in line with their expectations to receive relevant information quickly and efficiently wherever and whenever they need it. **The Royal Library of Denmark** is one of 28 national libraries that are running **Ex Libris** products. **Erland Kolding Nielsen** is **director general** of the **Royal Library**. **The Royal Library of Denmark** was established around 1648 when **Frederik III** appointed the library's first librarian. During **Frederik's** reign, four prominent Danish libraries were acquired. These libraries, along with the king's own library, became the core of the **Royal Library**. The **Royal Library** serves as the national library of Denmark and the library of the **University of Copenhagen** and serves as the national deposit for all works publications in Denmark or outside of Denmark on the subjects of Denmark or Danes. The **Royal Library** contains the **Danish Museum of Books and Printing**, the **National Museum of Photography**, and the **National Archive**, which houses Danish manuscripts and collections of cultural and historical significance.

www.exlibrisgroup.com/newsdetails.htm?nid=510. www.kb.dk/en.

Speaking of the **Royal Library of Denmark** (above) brings back memories of a fascinating lecture I heard recently by the amazing **Oliver Everett**, Librarian Emeritus of the

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Rumors

from page 8

Royal Library at Windsor Castle. Calling his talk "Treasures and Curiosities of the Royal Library at Windsor Castle," Mr. Everett's lecture included a virtual tour of the library. Mr. Everett spoke for well over an hour and I was not bored! The **Royal Library at Windsor** was created in the 1830s at the instigation of **William IV**. It occupies a suite of rooms on the north side of the Upper Ward, adjacent to the State Apartments. Although the majority of the volumes are printed books of the 18th, 19th and 20th centuries, the **Royal Library** contains a small but important group of illuminated manuscripts, the best-known of which is the early 15th-century *Sobieski Hours*. There is also a fine group of incunabula, the earliest and rarest Western printed books, dating from the period before 1500. These include the *Mainz Psalter of 1457*, the second book ever to be printed with movable metal type. The first royal library, founded in the 1470s in the reign of **Edward IV** and enriched over the following centuries, was presented in 1757 to the newly established **British Museum** by **George II**. His successor **George III**, a noted bibliophile, created his own library at **Buckingham House** (later Palace). Known as the **King's Library**, this collection of over 65,000 books was given to the **British Museum** by **George IV** in 1823 and still forms a separate entity within today's **British Library**. At the time of the gift, a small but important group of volumes was retained for royal ownership. These books from **George III's** library, together with many of

George IV's books, have since been joined in the **Royal Library** by a number of fine books from earlier royal libraries. I understand that Mr. Everett does talks on board ships! I wonder if **Sandy Paul Money** knows about this? Do you, **Sandy**? I'll bet so!

<royallibrary@royalcollection.org.uk>
www.royalcollection.org.uk/default.asp?action=article&ID=21

Serials Solutions has launched **Cost and Collection Management** features. These new modules are the first step in a series of features being developed that will support e-resource usage reporting and cost analysis. **360 Resource Manager** provides librarians with a central interface to organize e-resource licensing information, track vendor contacts, and manage the subscription lifecycle.
www.serialssolutions.com

While we are in the **ProQuest CSA** space — The dapper **Simon Beale** had just been appointed to senior vice president of global sales. Hoo-haa! Reporting to **Matt Dunie**, president of **ProQuest CSA**, **Simon** will be responsible for sales of all products to all markets worldwide. **Mr. Beale** joined **ProQuest Information and Learning** in June 2002 as vice president of **International Sales and Marketing**. In 2004, he assumed responsibility for driving international business development. Prior to joining **ProQuest CSA**, **Mr. Beale** was executive director of sales at **Elsevier Health Sciences**, **EMEA division**, director of sales at **Harcourt Publishers Europe**, director of sales at **Prentice Hall Europe**, and international sales and marketing manager at **Pitman/FT Publishing**, **Pearson**. He holds a bachelor's

degree from **Loughborough University**, UK. In addition, **Mark Hyer** has been appointed vice president of sales for **North America**, and **Terry Robinson** is vice president of sales for **EMEA and Latin America**. Both will report to **Simon Beale**.

www.proquest.com www.csa.com

Just got this from **Matt Dunie**, President and **Marty Kahn**, CEO. When **CSA** and **ProQuest** first joined forces, they announced that they would use the name **ProQuest CSA** in the early days together. During the first ninety days, they gathered input from literally hundreds of customers about the company and its brands. Accordingly, a new logo as been unveiled and the name of the company is now **ProQuest**. Check out the new logo at **ALA** in Washington in a few weeks!

Did you read the **Cases of Note** in the April issue of **ATG**? It was about a lawsuit involving **Brilliance Audio** (**ATG**, v.19#2, p.70-71). Well, turns out that **Amazon.com, Inc.** (NASDAQ:AMZN) has acquired **Brilliance Audio** (www.brillianceaudio.com), an independent publisher of audiobooks in the United States. **Amazon.com** subsidiary **CustomFlix** has also announced that it now supports both standard **CD** and **MP3-CD** audiobook formats via its **Disc on Demand** service (www.customflix.com/audiobooks). **CustomFlix** complements the acquisition of **Brilliance Audio** by providing publishers and authors with a way to introduce new titles on an inventory-free basis, or to keep physical formats of audiobook titles available that may otherwise go out of production. The production of audiobooks has traditionally been limited to best-selling titles due largely to the economics associated with recording, producing and bringing audiobooks to market. **Brilliance Audio** will continue to operate independently under the leadership of **Michael Snodgrass** and its operations will remain in Grand Haven, Michigan.
www.amazon.com

More than 900 research libraries and corporations from all over the world are participating in the trial of **eBooks on ScienceDirect**.
www.info.sciencedirect.com/.

The winner of the first annual **Emerald Group Publishing MLS Student Best Paper Award** is **Mari Beth Slade** from **Dalhousie University** in Nova Scotia, Canada. **Maro Beth** is the 2007 winner for her paper titled "Compete or Collaborate? Resource Sharing in Corporate Libraries." **Ms. Slade** will receive a check for \$1,200 toward a student membership in the **American Library Association (ALA)**, conference registration to the **ALA Annual Conference** in Washington DC, and travel-related expenses. In addition, **Emerald** recognizes two other submissions with **Honorable Mentions**. **Jason Woloski** also from **Dalhousie University** for his paper entitled "Quality vs. Popularity," and **Angela Milock** from the **University of Wisconsin** in Madison for her paper "Analysis of the Lesbian Gay Bisexual Transgender Campus Center (LGBTCC) Library Collection." Originally from St. John's, Newfoundland, Canada, **Mari Beth Slade** holds a BA (Hons.) in English from **Dalhousie University** and graduates this May

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with a MLIS and MBA, also from **Dalhousie**. With interests in corporate librarianship and environmental issues, **Mari Beth** hopes to pursue a career in sustainability reporting for the financial sector. Last summer, **Mari Beth** worked at the **Canadian Imperial Bank of Commerce** as part of a research team, supplying competitive information to employees worldwide. She is currently employed at the **Royal Bank of Canada** in Toronto as part of their Environmental Risk Management Group.

www.emeraldinsight.com

Anything **Mark Herring** touches seems to be provocative and controversial! So, I am greatly looking forward to reading his latest — **Fool's Gold: Why the Internet Is No Substitute for a Library** (ISBN 978-0-7864-3082-6). McFarland, 2007. \$45. By all accounts, the book makes a case for the library's staying power in the face of technological advancements (television, microfilm, CD-ROM) and devotes individual chapters to the pitfalls and prevarications of popular search engines, eBooks, and the mass digitization of traditional print material.

www.mcfarlandpub.com/

And, did you catch Mark's article in **Library Journal** (5/15/2007) called "Get A (Real) Life?" It's about librarians and technology. www.libraryjournal.com/article/CA6440565.html

Speaking of reading, I just finished a fascinating book. It's called **Reluctant Genius: Alexander Graham Bell and the Passion for Invention** by **Charlotte Gray** (New York: Arcade Publishing, 2006). I highly recommend the book to you. It's about an exciting time in history and is also a great love story. In case you didn't know, **Bell** was Scottish though he spent most of his life in the US (Boston and Washington) and Canada (Nova Scotia, Cape Breton Island). His father or grandfather was considered the inspiration for **George Bernard Shaw's Henry Higgins** (Pygmalion). In spite of lots of naysayers to the telephone, **Mark Twain** was one of the first customers and was also one of the first writers to incorporate the telephone in his sketch (1880) "The Telephone Conversation." One of my favorite quotes is from a **Western Union electrician**: "... [the] telephone has too many shortcomings to be seriously considered as a means of communication. The device is inherently of no value to us." (p.129). Hmmm Plus there's a **Charleston connection**. **Bell's** real passion was working with the deaf (his mother and wife were both deaf) and besides helping **Helen Keller**, **Bell** worked with **Laura Bragg**, a grand Charleston lady who was the first woman in the United States to lead a publicly supported museum, **The Charleston Museum**. (Okay, she was born in Massachusetts and relocated in Charleston for much of her adult life.)

Another fascinating book that I picked up at the public library. **An Alphabetical Life: Living It Up In the World of Books** by **Wendy Werris** (New York: Carroll & Graf Publishers,

2006). **Wendy** was a nineteen-year-old who fell in love with the industry when she got a job at the **Pickwick Bookshop** in Los Angeles. This book is about her career and is, according to **Eric Miller**, President of the **National Association of Independent Publishers Representatives**, "the poet laureate of publisher's reps." Where is **Lyman** when we need him! His stories would have been excellent additions to this volume!

And! This ties together both **Canada and bookselling**. Just got a call from the I-love-his-Canadian-accent **Keith Schmiedl** <kschmiedl@couttsinfo.com>. **Keith** was in Niagara Falls doing IT consulting with **Coutts**! He said when he sold **Coutts** he planned to stay with the company only six months ... and, after a brief "vacation" he is still there!

And here's more — **Coutts Information Services** will become the first North American vendor to become a partner in **OCLC's WorldCat Selection service**. Says **Keith Schmiedl** (Technical Services Director for Coutts): "Our participation in the **WorldCat Selection service** allows us to add further value to ... [help] librarians save time and streamline their selection and ordering process." **OCLC** and **Cornell University Library** staff have worked together to develop this service, which is based on software known as the **Integrated Tool for Selection and Ordering at Cornell University (ITSOCUL)**.

www.oclc.org www.couttsinfo.com

And speaking of books, did you read our interview with **Andrew Hutchings** (CEO, **Blackwell Book Services**) in the April issue of **ATG** (v.19#2, p.58)? My favorite quote was: "Competition within the library supply industry is good for libraries," ... anyway, I was recently playing around on the **BBS Website** when I located the charming **History Flyer** from four generations ago and the **Aficionado's Guide to Books and Those Who Love Them**, the commemorative 125th anniversary book www.blackwell.com/downloads/HistoryFlyer.pdf. www.blackwell.com/downloads/FINALBook.pdf.

The meeting **E-books and E-content 2007** took place at the **University College London** on the 8 May 2007. The incredible he's here/he's there/he's everywhere **Anthony Watkinson** (who chaired one of the panels) sent us a report. It will be in **ATG** September! www.econtent2007.com

Taylor & Francis recently became the first publisher to sign-up to the **Project Transfer code of practice**. **Project Transfer** aims to improve procedures for journals transferring between publishers. **The Project Transfer Code** outlines a set of guidelines for both the Transferring and the Receiving publisher in any journal transfer. Comprehensive in its detail, the Code covers issues of ongoing access provision to online content, exchange of subscriber lists, DOI and URL transfer as well as clarifying the issues relating to born-digital versus newly digitized backfile content. **Taylor & Francis Journals Managing Director Ian Bannerman** says, "Project Transfer Compliance is a very important step in helping publishers, libraries and subscription agents ..." www.projecttransfer.org www.informaworld.com

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The Network of Alabama Academic Libraries and the Consortial Licensing of Electronic Databases

by **Rickey D. Best** (Dean, Auburn University at Montgomery Library, P.O. Box 244023, Montgomery, AL 36124-4023; Phone: 334--244-3200) <rbest@mail.aum.edu>

Introduction

Consortial licensing of electronic databases and journals offers significant advantages to libraries. As described by **Kohl and Sanville** "In the last decade and a half the convergence of two explosive trends—the rise of digital information and consortial organization—have provided radical new possibilities for improving libraries' abilities to get more value out of each dollar spent."¹ While debates over the ultimate value of "the Big Deal," an online aggregation of journals offered to libraries as a package has generated numerous debates,² the increase in access to journal literature through consortial licensing is an attractive option, particularly for smaller and mid-sized academic libraries. As **Kohl and Sanville** point out, the essence of the Big Deal is "primarily a means of substantially improving the purchasing power of the consortium and its library members by delivering proportionately more titles per dollar spent...."³ The **Network of Alabama Academic Libraries** has operated on the principles articulated by **Kohl and Sanville** and has provided the academic libraries in Alabama with electronic access to a wide range of titles by increasing the purchasing power of the institutions through shared purchasing power.

History of the Network of Alabama Academic Libraries

When the **Network of Alabama Academic Libraries (NAAL)** was established in 1984, its goals were ambitious: to coordinate resource sharing among academic institutions

in the state of Alabama that offer graduate education.⁴ The **NAAL** homepage (<http://www.ache.state.al.us/NAAL/Index.htm>) includes the following statement of purpose:

The purpose of the **Network of Alabama Academic Libraries (NAAL)** is to coordinate academic library resource sharing to enhance education and research. **NAAL** is an unincorporated consortium of the **Alabama Commission on Higher Education** and Alabama's eligible public and private four-year colleges and universities. In addition, other research libraries not affiliated with educational institutions may join as nonvoting cooperative members.⁵

NAAL currently consists of twenty-one member institutions, along with a representative of the **Alabama Commission on Higher Education**. The

twenty-one general members include both public and private non-profit institutions. Additionally there are seven cooperative members consisting of two federal libraries, three state agency libraries, one special library, and one public library.⁶ In 2000, the **NAAL Advisory Council** established an affiliate institution program for the eight private non-profit academic institutions in Alabama that were not eligible for general membership due to lack of graduate programs.

The member libraries of **NAAL** have worked assiduously to ensure cooperation that would benefit the students, faculty and researchers in Alabama. As described by **Dr. Sue Medina**, Director of the **Network of Alabama Academic Libraries**, "Alabama is unique among the states in considering its total academic library resources as a single research collection. The resources are housed in the libraries of the various institutions, but are available for use by all students, faculty, and researchers."⁷ Through the 1980s and 1990s, **NAAL** efforts focused upon the sharing of resources, both via traditional interlibrary loan services and document delivery activities. By the early 1990s, however, **NAAL** embraced group licensing of databases as a strategy to improve access to information. A statewide plan for electronic access to information, "An Electronic Gateway to Information: Networking for the Nineties,"⁸ was adopted by the **NAAL Advisory Council** in 1992. The overarching logic that drove this decision was that given the inherent poverty of the state, only by collec-

tive action could the institutions overcome the economic limitations each institution's budget placed on their libraries.

NAAL and the Alabama Virtual Library

NAAL was an early leader in advocating a statewide collection of electronic resources. Recognizing that the students coming to the state's universities were under-served by the resources in their local school systems and public libraries, **NAAL** began in the early 1990s to advocate negotiations with vendors for a statewide program that would benefit K-twelve schools, two year colleges, public libraries, as well as colleges and universities.⁹ In 1998, by working with the leadership of key education agencies, a successful lobbying campaign was conducted which resulted in the Alabama State Legislature providing three mil-

"...the essence of the Big Deal is 'primarily a means of substantially improving the purchasing power of the consortium and its library members by delivering proportionately more titles per dollar spent....'"

lion dollars for funding the **Alabama Virtual Library (AVL)** (<http://www.virtual.lib.al.us/>). Five state agencies¹⁰ were responsible for the governance of the **AVL** and each appointed three representatives to a governing council.¹¹ The **AVL** licenses full-text access to fifty-six journal databases or encyclopedic resources, and eleven citation only resources.¹² Within the full-text resources, the **Alabama Virtual Library** licenses access to more than nine thousand full-text journals and magazines. Because of the support provided through the **AVL**, **NAAL** is able to focus upon licensing databases that have a higher level research component.

NAAL Licensing Practices

The **Network of Alabama Academic Libraries** has developed a set of guiding principles, described under the heading of **Online Content Program** on the **NAAL** Webpage (<http://www.ache.state.al.us/NAAL/backgrnd.htm>). Among the background information provided is a description of the **NAAL** licensing strategies. The principles that **NAAL** adheres to for allocating group costs to its members are:

- **NAAL** should make it possible for as many members as possible to subscribe to needed databases by seeking the lowest possible group cost and allocating individual costs as equitably as possible.

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Rumors from page 14

Recently read a column by **Kathleen Parker** which I cut out and put on my bedroom work table. It was called "Loss of Newspaper Book Sections Symptomatic of Rising Illiteracy" and was published in the *Charleston Post & Courier* on Thursday, April 26 (p.13A). It's about the recent decision by the *Atlanta Journal-Constitution* to eliminate its book editor position. Now there are only five stand-alone book sections: *The Washington Post*, *San Francisco Chronicle*, *Chicago Tribune*, the *San Diego Union-Tribune*, and the *New York Times*.

Rittenhouse Book Distributors, Inc. is partnering with **Cambridge University Press** and **Springer Publishing** to offer their titles in the **R2 Digital Library**. www.rittenhouse.com.

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categories in their subject areas in order to gauge the types of books included within each category. Then, they decided which **Select** categories they would specify within the **LC** ranges for which they were responsible.

Some **Select** categories were set for notification slip coverage, or in some cases, were totally excluded from any coverage at all. For example, the supplementary titles were set to be reviewed as slips across the board; this decision was made based on the budgets remaining within each of the class ranges. If there would not be much money to spend, there would be little point in viewing notification slips for "Non Select" titles that one couldn't buy. A retrospective could always be done in the future to retrieve titles not purchased at this time, by viewing **Gobi**-generated reports organized by the individual liaisons' respective fund code(s).

The results were actually quite excellent, with approval plan coverage that was reduced so much that there was room to increase the flow again slightly. So, the next step was to analyze university press firm orders for the past fiscal year, and see what top presses were favored by the liaisons as a whole. **Suzanne** and **Elizabeth** were able to identify about thirty university presses that had high firm order activity. In the fall of 2006, these presses were switched to allow for book coverage from within the established profiles. This allowed the other filters in the profile to work with regard to these presses, such as format, price, geographic region, and other non-subject parameters.

One more cost saving measure that was identified during this process was to fold as many of **Indiana State's** blanket orders into the approval plan as possible. This was achieved either by adding the publisher to the press list when possible, or writing special instructions into the plan itself. This allowed **ISU** to take advantage of the special discount and shipping charges that were applied to the approval plan and therefore save a few more dollars. In a

Rumors from page 16

Kathleen Parker (mentioned on p.16) is a "column person." Read **Bob Nardini's** column, this issue, p.70. It's about the contrast between **blogs** and **columns**. And, while we're in the blog space, did you read **John Riley's Bookseller's Who Blog (ATG, April 2007, p.80)**?

The **University of Washington Libraries** is the first to pilot **WorldCat Local**, a new service that builds on **WorldCat.org** to allow Web access to one of the world's richest database for discovery of materials held in libraries. The goal of the pilot is to provide users with a single search and request service that covers the **University of Washington Libraries, Summit**

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against the grain people profile

Suzanne Kapusta

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BORN & LIVED: Born: Rochester, NY.

LIVED: Too many places to mention! NJ, NY, NH, MA. Tampa, FL (for six years now — a record!)

EARLY LIFE: Catholic school, youngest of family of five.

FAMILY: Two grown children — **Emily's** in Manhattan; **Ted's** on his way to L.A. Dog — Bailey, a golden retriever.

EDUCATION: BA — **St. John Fisher College**. MLS — **SUNY Geneseo**.

FIRST JOB: Cashier at **Altier's** shoe store in Irondequoit, NY.

PROFESSIONAL CAREER AND ACTIVITIES: Ten years at **YBP**, prior to that have worked as a school media specialist, at **Rochester Public Library**, and at **New Hampshire College** (now **Southern NH University**).

IN MY SPARE TIME I LIKE TO: Garden, read, or visit my children.

GOAL I HOPE TO ACHIEVE FIVE YEARS FROM NOW: Enlightenment or win the lottery. Not sure which is more likely.

HOW/WHERE DO I SEE THE INDUSTRY IN FIVE YEARS: "The more things change, the more they stay the same." Same players, same issues, different formats. 🐾

very few cases, some publishers were set to slip only so that titles could be firm ordered by the liaison, but in most cases they were left set to book or an instruction called **SEND ALL**.

Voila! The budget is now on track, with just the right number of approval books being shipped so that the budget is met but not exceeded. In fiscal year 2006-07, the approval plan return rate was 3%. For the fiscal year 2007-08 year so far, **ISU** has received 61% coverage of approval materials (as books or slips), and has acquired 8% of **YBP's** approval universe. They've received about 38% of their purchases automatically on their book approval plan, and the remainders are firm ordered from notification slips or from other sources, such as faculty requests. Liaisons continue to make choices of materials to round out their coverage, but with the understanding that most of the basic materials in their subject areas are arriving automatically on approval. This gives them more time to view notification slips, reviews, as well as to examine other publishers, societies, associations, or esoteric resources that may not be covered by an approval plan.

By working together as library and vendor partners, we were able to come up with a good, revised approval plan that continues to supply a core of select materials. This saves time for the liaisons, and reduces the extra work for acquisitions that would have come had the approval plan been stopped. In this particular case, this seemed to be the best solution. At another library, a different solution might have been found, such as cutting back on the number of publishers considered on the approval plan, or possibly tightening up allowable formats. Even

slashing book coverage in a particular subject may be warranted at times. Some schools opt to move their whole plan to a "virtual mode" where what would have shipped as a book is reduced to a notification slip, but with the notation "BOOK" in a fund code field. They then give these "BOOK" virtual slips a different priority. But that really is no longer a true approval plan, and the time savings for selectors and acquisitions departments, and the timeliness of approval books shipping every week, are lost. In this particular case, both **Elizabeth** and **Suzanne** were happy that the select option was still available, and the library liaisons overall have found it to be a good compromise. Of course, had we been trying to increase the approval plan, a whole different approach would have been needed. We remain optimistic that this may be the next challenge we face in a few years!

In conclusion, a preliminary study of **Indiana State's** collections has found that circulation statistics for approval plan books and firm order books are quite comparable, and in some cases, circulation statistics for approval plan books are higher. Further studies will identify whether the approval plan's circulation performance reveals a further need to modify the plan. But, an approval plan is a work in progress, and is constantly changing. 🐾

Endnotes

Schmidt, Karen A., ed. *Understanding the Business of Library Acquisitions*. Chicago: American Library Association, 1999.

Op Ed — A Digital Artifact Cannot Replace the Original

by **Susan Klimley** (Serials Collection and Electronic Resources Librarian, Columbia University Health Sciences Library) <sklimley@columbia.edu>

I recently re-read **Matthew Brucoli**'s presentation at the **Charleston Conference** which I heard last fall. When he spoke, I remember distinctively thinking that **Dr. Brucoli** was everything that blackboard or computerized instruction will never be — a great teacher with emotion and cadence in his voice and a point about the digital library that can hardly be dismissed. A digital artifact cannot replace the original.

The unique reality of a university book was even more strongly impressed on me when I had to borrow a book to read for a class in color theory that I was taking last semester. Like many librarians, I usually buy the books I want. As a youth I was sent to the library for books I needed. I relish the idea of ownership and as a rule I have little restraint when it comes to books. In the case of **Faber Birren**'s 1978 *Color and Human Response*, the book wasn't in my local bookstore and getting it via **Amazon.com** is never much fun. The **Columbia** copy was located in the non-circulating **Avery** collection but I was pleased to find I could use our "borrow direct" system to get a loan from another of the Ivies.

The book arrived quickly with its wide, green paper band around the cover. The first thing I noticed was the text block was completely broken, and the two halves of the book were held together by the cover on the outside and a few paper links over the break. I wondered briefly if I should have someone sign off that I didn't break the book but I put that off and started to read. It was an interesting free-wheeling book. **Birren** was interested in hallucinogenic drugs especially LSD and its effect on color perception, skin sensation of color and people's color aura, but he didn't seem enthusiastic about biofeedback and meditation. How things change.

Predictably, the book had a section of plates, most in black and white, probably a result of cost. Less predictable were the black and white line illustrations at the front of each chapter. Some made sense: The man standing in front of a group of eyes at the front of a chapter titled "Visual Response;" and the painter in front of his easel at the start of "Aesthetic Response." But the man on his bended knees under the barred window in a stone wall, for "To Calm the Mind?"

The book was sporadically underlined but the text was engaging and although I wished that the underlines had

been less sloppy, I mentally edited out the pencil marks. When I finished the text, I looked through the bibliography and for some reason the underlinings and notes got my attention. It appeared that multiple people annotated the bibliography. Some of them underlined and put stars next to titles. A number of the underlines had question marks, while others had notes like "interesting." I found myself trying to see what the pattern was, without success. What were the readers looking for? Why were some titles clearly of interest and others noted with a question mark?

At the end, I flipped to the back cover where there was a book pocket, charge cards and date stamps. The book had been checked out as soon as it had been received and had an active circulation. The librarian voyeur in me checked the charges: On the new book shelf in October, 1978, and then regularly checked out; one person renewing repeatedly, then in and out with various patrons, an occasional overdue notation and a couple of stints on reserve. Different people, sometimes a repeat customer. The privacy librarian in me noted that these handwritten circulation notations would be expunged on the basis of potential breach of confidentiality. The saving grace for these borrowers was that their cribbed handwriting made it barely possible to read the names. Then in 2004 the date stamps cease.

What an interesting life this aca-

demic book has had. I truly had a sense of being part of a long line of users of this text. It isn't a rare book. It isn't a particularly old book. It is a noteworthy book in color theory but not a great book. But its shared life is clearly recorded in this particular copy.

The *New York Times* recently had an article about the latest eBook reader. Apparently the technology is getting closer to something people will actually use. But one of the reporter's comments was that the typeface for all of the books he down loaded was the same. Nothing distinguished one book from another. When he read, he couldn't tell where he was based on the thickness of pages moving from one side to the other with progress. The experience was cool, clean, without personality. Which brings me back to **Dr. Brucoli**. The book as an object — and not even a unique object — has a personality independent of its text. And when the book is used by many people, each one adds a bit of wear and notations capturing a variety of people's interactions with the book. It makes me glad to be employed by an institution that will give me access to more old books than I will ever have the opportunity to read. It makes me sad that not everyone will have the same access and adventure. 🍷

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libraries (most academic libraries in Washington and Oregon), **WorldCat** and a selection of article citations all through one catalog. Features initially include a single search box, relevancy ranking of search results, result sets that bring multiple versions of a work together, faceted browsing, citation formatting options and cover art. Through a locally branded interface, the service provides libraries the ability to search the entire **WorldCat** database and present results beginning with items most accessible to the user. **WorldCat Local** interoperates with locally maintained services like circulation, resource sharing and resolution to full text.

www.lib.washington.edu/
www.oclc.org/news/briefs/brief129.htm
www.oclc.org/news/default.htm

Ed McGettigan, formerly Northeast Sales Representative, and **Philip Taylor**, former Director of Customer Service at **H.W. Wilson** will take on new assignments designed to increase customer contact and support. **Ed McGettigan** will now serve as **National Accounts Manager**. Reporting to **National Sales Manager Nancy Kolady**, **Mr. McGettigan** will assist in coordinating the overall field sales effort. **Mr. McGettigan** holds a degree in journalism from **Moravian College** (Bethlehem, PA). **Philip Taylor** assumes the position of **Director of Sales Support**. Reporting to the fantabulous **Deborah Loeding**, Vice-President of Sales and Marketing, **Mr. Taylor** will manage **Wilson's** technical support, Inside Sales, circulation management, and other sales administrative functions. He has extensive experience in software development and project management. **Mr. Taylor** is a graduate

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their families, and the role that parent-child conversations, and peer-to-peer conversations among the students, play in learning within the museum environment. Whereas museums tend to have semi-permanent physical exhibits, the Learning Commons can be used (by faculty) as a constantly changing quasi-museum, with virtual exhibits stored in large classified learning object repositories, and called up on multimedia platforms by students individually or in small groups, with the specific goal of prompting thematic learning conversations among the students. And to return to your previous question, the **DisplayWall** would be an idea tool for group access to multimedia learning objects. Many researchers implicitly anticipate, accept, and welcome a socializing component to these learning conversations, which illustrate the importance of space ergonomics and seating for making this possible.

ATG: Can you tell us about the forthcoming "Information Commons Case Studies" *ALA Editions* (January 2008)? What will this include? What sorts of case studies? How many? And any collection development applications?

DB: The forthcoming *ALA Editions* book by my colleagues **Russ Bailey** (Library Director, **Providence College**) and **Barbara Tierney** (Information Commons Desk Coordinator, **UNC Charlotte**) will include 20 IC case studies from both small academic libraries (**Dickinson, Carleton, Champlain, Abilene Christian, Asbury Theological, and St. Petersburg**) and large (**U. of Arizona, SUNY Binghamton, Brigham Young, U. of Calgary, Calif. Polytechnic, U. of Georgia, U. of Guelph, Indiana U. Bloomington, U. of Mass. Amherst, U. of Minn. Twin Cities, UNC Charlotte, U. of So. Calif., Univ. of So. Maine, and U. of Victoria**).

Emphasis will be placed on the "lessons learned" of these academic ICs (in the areas of design, equipment, services, etc.) as they plan their second iterations.

With regard to "collection development lessons learned," we are seeing that many of these libraries wish to expand their electronic collections and reduce the size of their print reference collections.

ATG: Tell us a bit about yourself. What do you like to do? What do you read? Family? Last book read?

DB: Writing is my first love. I enjoyed researching and writing the **Ryan** biography more than any other project I've ever undertaken. Having it reviewed by the Editorial Board at **UT Press** was also nerve-wracking, however, because I've never been a **Civil War** scholar. But to write **Ryan's** story as an army chaplain I not only had to delve into **Civil War** history, but into Tennessee's war history, which was probably more tangled and convoluted than any other state. I also play the piano. Many years ago I rumbled through the **Chopin** preludes and etudes, but these days I mostly do **Bach** on a digital keyboard. My

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Where Can I See The ScanPro1000?

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TLA	April 11-14	San Antonio, TX	#2045
BCLA	April 19-21	Burnaby BC Canada	#14
SLA	June 3-5	Denver, CO	#861
ALA	June 23-26	Washington DC	TBA

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wife, **Meredith**, was formerly a cataloger at **UNC-Charlotte**. I have a daughter **Lucy**, from my first marriage, who is now on a two-year

teaching stint in Japan. We still visit friends in Charleston, frequently, and also spend times with relatives in the Virginia mountains. 🌳

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of **State University of New York College at Cortland**, where he earned a degree in Accounting and Finance. He also holds a degree in Computer Sciences from **CPI**.
www.hwwilson.com

Was talking briefly to the pistol **John**

McDonald <jmcdonald@library.caltech.edu>. **John** is on family leave at home with his new baby! Congratulations to him! In the library space, we were talking about **John's Statistics Preconference** which he is not doing this year. But **John** says he is planning to be in **Charleston**. He hasn't missed a Charleston since 1997! And I'll bet he'll be speaking to us about something interesting!

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A World of Reviews in the Palm of Your Hand!

The newly revised *Choice Reviews Online* (www.cro2.org) provides access to over 120,000 *Choice* reviews, just a mouse click away!

Visit *Choice* at the ALA Annual Conference in Washington, DC - Booth #2633 - to see a demonstration of *Choice Reviews Online*.

Everyone who comes to Booth #2633 will receive a *Choice* paperweight. Hurry to *Choice* while supplies last!

Convictions from page 68

2. Specify that nothing be discarded.
3. Specify that everything be maintained in the rare books/special collections department of the library: that the books are not to be scattered.
4. Tell librarians who express concern about *duplication* — the shibboleth that terrifies the products of schools of information science and librarianship who orgiastically and orgastically discard and destroy the precious objects they are charged with protecting and preserving — that a duplicate copy is not a duplicate until proven so. Even then, three copies are better than one. **Bowdoin's Hawthorne-Longfellow Library** declined **Frazer Clark's** magnificent **Hawthorne Collection** on the basis of putative duplication.
5. Provide money for the compilation and publication of a proper catalogue — on paper and on telly. Do this while you are alive and can attempt to supervise it.
6. Do not leave your money to a library for an acquisitions endowment. The book-dopes will mis-spend it because they won't know how to spend it on books and will waste it on something else that is meaningful to them — like furniture.

7. Do not be conned into trusting the administrators' statements of gratitude. No matter what they say, they resent you and your books because the books remind them of their exclusion from the things that you value. They also resent your money and the way you have spent it. There is a wide breach between those who spend their own money on books and those who do not: these constitute responses to life. What you spend your money on defines you. Never trust a bookless library administrator.

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Speaking of preconferences, we have NINE planned. **Electronic Resource Management Systems: Learning from Experience** with **Kristen DeVoe** <devoek@cofc.edu>, **Evaluating Digital Repositories and Platforms: A Look at Projects and Products** with **Becky Lenzini** <rlenzini@earthlink.net>, **George Machovec** <george@coalliance.org> and **Bernie Reilly** <reilly@crl.edu>, **Negotiating with Vendors: Do's and Don'ts** with **Buzzy Basch**, **Marketing for ROI: Branding and promoting your collections and services** with **Elisabeth Leonard** <elisabeth@elisabethleonard.com>, **Acquisitions Basics** and

There are notable exceptions to the book-enemy librarians: I was trained by the great **John Cook Wyllie**. But the bad ones are in control on the administrative level. It is not a sound idea to select the institutional recipient of your cherished books on the basis of the curator or library director. The good ones die and are replaced by long-lived incompetents and frauds. The best attitude for a collector-benefactor is **Dr. Johnson's** "frigid tranquility." 🌿

Beyond with **Paul Rittlemeier** <pvr3y@virginia.edu> and **Dawn M. Waller** <dwaller@virginia.edu>, **Crime on the Coast** with **Ann Hamilton** <ahamilton@georgiasouthern.edu>, **Serials Resource Management** with **Buzzy Basch** <buzzy@basch.com>, **Creating the Capacity for Change: Transforming Library Workflows and Organizations** with **Rick Lugg** and **Ruth Fischer**, and **Are publisher licenses compatible with library technology?** with **Simon Inger**, **Tracy Gardner** and **Pinar Erzin** <simon@sic.ox14.com>. Check out the descriptions www.katina.info/conference.

What did you do for Memorial Day? **Becky Lenzini** was in Southern Illinois visiting with her dad who is an incredible octogenarian! He is driving around the country like a thirty-

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what was happening to the most important journals. However, this excluded too many journals and databases that also affected the overall budget each year.

Our most recent strategy for projecting inflation for our serials budget involves isolating the "big deal" contracts, which have guaranteed inflation caps resulting in known costs, from other subscriptions. Renewal costs for all subscriptions (e-journals and databases) with a multi-year contract and inflation cap are calculated based on these known costs. Inflation for individual or *a la carte* title subscriptions handled through serials vendors is calculated using the generic external pricing surveys. Inflation for databases which do not have an inflation cap in the contract is calculated based on local cost studies where changes in simultaneous users, coverage, FTE and other local factors can be taken into account. See **Table 1**.

Colorado State University Libraries may have arrived at the same conclusion as many other libraries. Estimating inflation for electronic products means a library can no longer rely on external price surveys but must consider local acquisitions data for these products. Compiling inflation data, however, is extremely labor intensive. Despite the fact that we can draw reports from our online acquisitions system and export payment data into spreadsheets, staff members still need to review each record to catch a variety of problems. Thus, compiling annual expenditures title-by-title is not viable for large collections. Furthermore, we are entering a phase where a greater percent of the budget is for electronic resources and where inflation for larger portions of the budget is controlled by long term contracts with predictable costs from year to year. If librarians can identify which parts of their budget represent print and use traditional serials vendor projections for those costs, and can also identify the known inflation rates for electronic products increasingly covered by contracts, they may have found a workable strategy for predicting budget needs each year. 🐼

Table 1: CSU Serials Inflation Prediction Model

FUNDS	Total serials FY05/06	Percent inflation	Inflation adjustment	Allocation FY06/07
Elec. Databases	\$438,967.32	6.00%	\$26,339.24	\$465,326.56
Elec. Maintenance	\$6,215.00	2.00%	\$124.30	\$6,339.30
Print Newspapers	\$45,213.23	9.00%	\$4,069.19	\$49,282.42
Elec. Newspapers	\$76.44	9.00%	\$6.88	\$83.32
Print Reference	\$49,515.56	9.00%	\$4,456.40	\$53,971.96
Print Serials	\$577,379.84	9.00%	\$51,964.19	\$629,344.03
Elec. Serials	\$3,138,684.87	*9.00%	\$215,412.37	\$3,354,097.24
Print Special Coll.	\$243.59	9.00%	\$21.92	\$265.51
TOTALS	\$4,256,315.85		\$302,394.49	\$4,558,710.34
Multi-year Contracts	FY06	FY07		
Contract #1	\$1,143,417.00	\$1,200,588.00		
Contract #2	\$310,019.00	\$325,614.00		
Contract #3	\$300,867.00	\$318,919.00		
Total	\$1,754,303.00	\$1,845,121.00		
Increase for FY06/07			\$90,818.00	
* 9% calculated on Total FY06 Electronic Serials expenditures, less FY06 contracts (\$1,754,303); after calculating inflation, contracts increase for FY07 (\$90,818) added to total.				

Endnotes

1. The USPPi was published in each April 15 issue of *Library Journal* (except for 1985 when it appeared in the August issue) until 1993, when the study began appearing in the May issue of *American Libraries*. The study was published by *American Libraries* until 2003, when it appeared in the October 2003 issue of *Library Resources & Technical Services*. Beginning 2004 the study was published only on the ALA/ALCTS web site accessible at <http://www.ala.org/ala/alcts/alcts-pubs/pubsresources/resources.htm>.
2. **Nancy Chaffin** and **Ajaye Bloomstone**, "U.S. Serial Services Price Index for 2003/2004," published on the ALA/ALCTS Website accessible at <http://www.ala.org/ala/alcts/alcts-pubs/pubsresources/resources.htm>.
3. For the most recent article, see **Lee C. Van Orsdel** and **Kathleen Born**, "Serial Wars," *Library Journal*, 132, no. 7 (April 15, 2007): 43-48. <http://www.libraryjournal.com/article/CA6431958.html>.
4. **Pamela Bluh**, **James G. Neal** and **J. Randolph Call**, "Predicting publication prices: Are the old models still relevant?" *Library Resources & Technical Services*, 47, no. 4 (October, 2003): 188-191.
5. **National Information Standards Organization (U.S.)**, *Criteria for price indexes for printed library materials: an American national standard/developed by the National Information Standards Organization*. ANSI Z39.20-1999, (Bethesda, MD, 1999): vi. http://www.niso.org/standards/standard_detail.cfm?std_id=484.
6. *ibid.*
7. **Kenneth Frazier**, director of libraries at the **University of Wisconsin**, popularized the term the "Big Deal" in his 2001 article "The Librarians' Dilemma: Contemplating the costs of the 'Big Deal.'" *D-Lib Magazine*, 7, no. 3 (March 2001). <http://www.dlib.org/dlib/march01/frazier/03frazier.html>.
8. **Ellen Finnie Duranceau**, "Cornell and the Future of the Big Deal: An Interview with Ross Atkinson," *Serials Review*, 30, no. 2, 2004, p.127-130; and, **Jeffrey N. Gatten** and **Tom Sanville**, "An orderly retreat from the Big Deal: Is it possible for consortia?" *D-Lib Magazine*, 10, no.10 (October 2004). <http://www.dlib.org/dlib/october04/gatten/10gatten.html>.

year-old. Incredible. Hope we are so spry at that age!

Guess who else I spoke with on Memorial Day? **Corrie Marsh** <lbcmarsh@ust.hk> who is Associate University Librarian at **Hong Kong University of Science & Technology**! And **Corrie** is talking about coming to Charleston in November. Save up all your questions!

And here I am whining about my elbow and

Cris Ferguson <cris.ferguson@furman.edu> (who is starting to look very pregnant!) is taking her husband to the hospital for abdominal pain, fever and chills. Guess what? It's appendicitis! Ouch!

Hot off the press! Project MUSE now supports **OpenURL 1.0** which provides linking for search results to journals for which no subscription exists. Now, when a user tries to retrieve a **MUSE** journal not subscribed to by their institution, the institution-supplied link on the turnaway page will point the user to alternative resources for the articles. An institution must register with **MUSE** to enable the linking to

their OpenURL-compliant linking servers. All institutions are encouraged to provide **MUSE** with a customized icon and message to display for the link to the institution's linking server. Institutions that had previously registered with **MUSE** for OpenURL do not need to register again. To register and enable links to your OpenURL-compliant linking server for citations retrieved in **Project MUSE** searches go to the online form Enable OpenURL Links that is found on the For Librarians page, <http://muse.jhu.edu/about/librarians>.

Wiley-Blackwell, which is part of **John**

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And They Were There from page 84

Greg Tananbaum set the stage for a peek behind the curtain into the consultants' world. **Peter Banks** advised that with the move to open access and electronic publishing we are in a new environment with new expectations, but this transition is not the end of paper. Consultants help clients manage transitions. **Banks** cautioned that although there are new roles for scholarly publishers to play in actively creating and distributing content both in print and electronically, everything does not need to change at once. As publishers move into open access models they should test and evaluate changes and that an increase in interaction between publishers and librarians is needed. **John Cox** organizations use the information provided by a consultant for reassurance when making decisions and to avoid risk. Customers ask for distribution analysis data, marketing strategies and evaluation of suite of standard licenses. He explained how a consultant identifies potential customers through networking and how a consultant determines their daily rate for a project. **Chris Beckett** discussed how publishers use information from consultants to learn about their customers' information needs, review their use of technology, and assess their Internet "silos" of information in order to inform their decisions when planning for change.

Session — Thursday, November 9, 2006 — *Are You Taking Baby Steps Towards Your New ERMS?* — Presented by **Anjana Bhatt** (E-resources Librarian, Florida Gulf Coast University)

Report by **Tim Hagan** (Serials Electronic Resources Librarian, Northwestern University Library) <t-hagan@northwestern.edu>

Anjana Bhatt enthusiastically spoke to a full room on the practical side of implementing and using an electronic resource management system. After discussing background information on ERMS and the DLF ERMI principles, as well as listing currently available systems, **Anjana** discussed preparation issues for ERMS implementation. These included strong emphasis on the need for the system to be integrated to existing systems, proper training, and conducting a thorough review of all current information one has for e-resources. The unpleasant, yet necessary step of manually inputting data into an ERMS was discussed.

Anjana then gave a live demonstration of her institution's ERMS, **SerialsSolutions**. Seeing an ERMS in use, by a user, was appreciated by the audience, most of whom had seen only vendor demonstrations. **Anjana** demonstrated most aspects of her ERMS implementation, commenting on her favorite parts — such as license management — and least favorites — such as lack of a financial interface. The session finished with an overview of the alerts feature of the **SerialsSolutions** ERMS. 🐾

The conclusion of our reports from the 2006 Charleston Conference will appear in the September issue of Against the Grain. So ... don't miss it! Make sure you have renewed your ATG subscription. And, for information on the 2007 Charleston Conference or to register online visit the Charleston Conference Website at www.katina.info/conference. — KS

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Rumors. from page 74

Wiley & Sons Inc has been selected by the **Financial Management Association International (FMA)** to publish **Financial Management**, their flagship journal. **Wiley-Blackwell** will publish the quarterly journal in print and online via **Blackwell Synergy** (www.blackwell-synergy.com) effective February 2008. Now in its 35th year of publication, **Financial Management** publishes primary research in finance addressing key issues in business, finance, economics, and organizational decision-making. **Dr. William Christie**, **Frances Hampton** Current Professor of Finance and Professor of Law at **Vanderbilt University**, will continue to serve as the editor of the journal. www.fma.org www.wiley.com www.blackwellpublishing.com interscience.wiley.com.

XanEdu® Custom Publishing, part of **National Archive Publishing Company (NAPC)**, in partnership with **Harvard Business School Publishing** and **Darden Business Publishing**, will provide digital video supplements and other multimedia case content to college and university business faculty and programs. **XanEdu** pioneered completely digital course pack solutions, and is now the first to offer

multimedia as a standard course pack format. Beginning August 1, 2007, a range of multimedia options will be available in **XanEdu Digital and Digital Plus Print CoursePacks**. The new content allows college faculty to add a dynamic element to business courses and enhance students learning experience.

www.xanedu.com.

www.napubco.com

And with this issue we have our **THIRD** part of **Richard Abel's** story of the **Richard Abel Company** and the creation of the **Approval Plan**, p.77. It's fascinating to read how the industry has changed in just 40 short years! Anyway, I was talking to the awesomely entrepreneurial **Gail Schlachter** <findaid@aol.com> about the **IRPG (Independent Reference**

Publishers Group) meeting in Washington and I asked **Gail** if she had any communication with **Dora Biblarz** <biblarzd@yahoo.com> as **Richard Abel** and I had been trying to get hold of **Dora** since she has some great **Richard Abel files**! Voila! I got an email from the wonderful **Dora**. As we all know, **Dora** is retired and she says she is not getting to her email that much. She says the files are in storage. **Dora** and husband **Mike** have been traveling around in their RV for the past three years, and just prior to that they sold their home in Tempe (that's why everything is in storage including the **Abel files**). Unfortunately **Mike** has cancer and they are moving to LA for two months so **Mike** can get treatment. When the treatment is under control, they hope to begin building their new home in Payson, Arizona. **Dora** says to write when we can, although she doesn't

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know when she will get a chance to read her email. **Dora** says she reads **ATG** and keeps up with us! Here's hoping that **Mike's** treatment is successful. Our prayers are with you both, **Dora** and **Mike**.

Was also talking to **Miriam Gilbert** <mxgilbert2@aol.com> <miriamg@rosenpub.com> who tells me that she and son **Ben** are doing okay. **Ben** has formed a fantastic rock/jazz band — **The Citizenz**. They are playing their own songs and sounding good. **Ben** will spend six weeks this summer in Poland and Israel. He's going with 100 teens (all rising seniors) from Colorado many of whom he knows for youth group activities. Plus, in her spare time (ha), **Miriam** is Director of Electronic Sales

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<<http://www.against-the-grain.com>> 85

The Charleston ADVISOR

Critical Reviews of Web Products for Information Professionals

"The Charleston Advisor serves up timely editorials and columns, standalone and comparative reviews, and press releases, among other features. Produced by folks with impeccable library and publishing credentials ...[t]his is a title you should consider..."

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Innovations Affecting Us from page 88

tricky as you potentially could have multiple databases for one vendor so by having the option to limit a search by the different choices can often narrow the results.

A benefit of creating and maintaining a home-grown license manager is that users can change the structure and contents at any time without needing to upgrade or invest a lot of money. FSU's license manager was created using the open content management system, **Drupal**, so no additional money was spent to create this tool. However, you really need to consider what skill set is needed both to start an implementation and maintain a resource such as this. Currently, you may have the staff who can perform duties such as this but that does not always mean you will have someone in-house to rely on.

Is a project like this worth either your time and effort or your staff's time? One really needs to think objectively about what purpose(s) a license manager would serve and who would use it. Those dealing in Electronic Resources often work closely with Collection Development in acquiring new resources and deciding if it is worth keeping a particular resource when

the subscription is due. Electronic Resources and Collection Development Departments often have strong ties due to the nature of their work and this is a tool that encourages cooperation and coordination. As mentioned, the Electronic Resources unit at FSU is responsible for maintaining the license manager, but Collection Management also has a use for a tool such as this. While, it initially may be a lot of work to gather all the paperwork, coordinate everyone's efforts for implementation, and decide who will maintain the tool, having all your documentation stored electronically in an orderly fashion encourages collaboration and saves time in the long run. 🌳

Rumors. from page 85

and Marketing at **The Rosen Publishing Group** in New York. A new database which **Miriam** has been involved with — **Teen Health and Wellness** — has been favorably reviewed recently in *The Charleston Advisor*, *Library Journal*, and *Booklist* to name a few. Check it out!
www.teenhealthandwellness.com

I Hear the Train A Comin' from page 93

the logarithmic representation of the distribution of sales or usage for any product; the other two are the "Short Head" (the most interesting) and the "Excluded Middle," whose loss is the "Long Tail's" gain. "Long Tail" marketing makes it possible for even the most specialized works to find some readers; and since so much of scholarship is highly specialized, the "Long Tail" is a good fit. What gets overlooked, however, is that even as access to the "Long Tail" grows (that is, more titles find readers), the small number of titles with the most readers gets even more readers: the rich get richer. This is why more and more scientists want to get published in *Nature* and why we all want to send our kids to **Harvard** and **Yale**. 🌳

The number of libraries participating in the **Google Book Search Project** just got bigger with the addition of the **Committee on Institutional Cooperation (CIC)**.
www.cic.org

We're running out of space but not before we welcome **Christine Fischer** (Head of Acquisitions, Jackson Library, **UNC-G**) <christine_fischer@uncg.edu> as our new editor of **Group Therapy**, see this issue, p.79! Welcome, Christine! 🌳