

September 2002

## Charleston Conference -- Call for Papers

Editor

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even though this was my own time spent, it paid for itself by not having to go through an acquisition and grant process. We were more successful with small college's bookstores than the large colleges-universities. It seems small private colleges move their bookstores frequently, if they are growing, and storage is at a minimum.

### Distributors

Distributors generally have "returned for credit" hardbound books that will generally be returned to the publisher for credit against copyright fees. This does not necessarily mean they cannot be given as donations. Some of these are what are known as "hurt" items that are soiled, dog-eared, etc. and could only be resold as remainders or dumped.

There is the possibility that the distributor has come to the end of what the publisher - distributor contract calls allowance for hurt books, and there are more than can be returned for credit to the publisher. By donating these items the distributor hedges a loss. Inquiries should be directed to Customer Services.

Our success with distributors was minimal, except when I went directly to them.

Then they would allow me to take a cart and collect things I might want, they would look them over, tag their records and I was free to go with a shopping cart of materials. Sometimes they would tell me what areas I could glean from.

See below for finding or locating distributors.

### Publishers

Review copies of books, music, and recordings are often available as long as those are reviewed for a publication, even if only in your internal newsletter. Academic libraries may also get review copies from professors from time to time, as their collection grows too large, but one needs to solicit that resource constantly. Some of the review books will be uncorrected proofs or advance copies.

In addition, sometimes music publishers need to clear their shelves for room for new materials and sometimes this includes song sheets, sheet music and demo recordings made for radio stations and promotions to artists. When I was brought on board at **TRO**, a music publishing group in New York (1967), I found they were overwhelmed with old song sheets and sheet music along with their respective 45 rpm demo recordings that had been hits but were no longer being marketed or promoted to artists and radio stations. In

addition, when new songs come out, the publisher had a window in which to have a recording made, and publish a certain number of the sheet music. This required producing sheet music and recordings that might never get used if promotions did not work. The printers and record presses would only do a minimum number (although that may have changed perhaps with CDs and publishing on demand,) leaving the publisher sometimes with un-used product. An example, whether a joke or serious, we had extra copies of the song, "Who can I turn to (if nobody loves me)" with the title page reading, "To Whom can I Turn?"

Often, if a library writes a convincing letter to the publisher's PR or Community Affairs director, a copy will be sent gratis. These may be review copies, advanced proofs, or demo recordings, but the letter must specify the title that one wants. Often that which is requested as well as other additional items will be sent. In addition, once you are on their mailing list, you will probably receive more.

We were very successful in receiving advanced proofs, and sometimes when requesting older editions, we would receive the current one instead. Some publishers, from whom we had received many works, eventually changed policy, perhaps because of mergers, and changing demands, and would reject our requests. On balance we did quite well for both the general and the law library. Some single volume law books and pocket books that had not been updated for some time were also available.

**Publishers' information can be found here:** *World Publishing-Industry*. (May 23, 2002). (3 June 2002). <http://publishing-industry.net/>. *Publishing 2000. Publishers Directories- Electronic Links Page*. (3 June 2002). <http://www.geocities.com/ResearchTriangle/Node/2992/publishing/pubdirectory.html>.

This above link includes an E-journal directory as well [see magazines p.83].

### Catalog, Dealer/Distributors and Book Clubs

Publishers of book catalogs, such as **Publisher's Central Bureau; Barnes and Noble and Book Clubs** will often send donations of books which have been returned because smudged, damaged or mis-bound, and are not re-sellable. Rather than destroying these (required to avoid royalties) they are often anxious to find a source to send them as donations. Again, for the same reasons cited above, giving these as a gift allows them to deduct the gift from taxes as well as avoiding the royalty payments. I would suggest here that a consortium work on this as my experience at the prison was that one day I received three pallets full of 15 to 20 duplicates of perhaps 50 titles of returned hardbound books. It was an enormous task to sort and reship these to other prisons, when a central pick-up place might have worked better.

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## 2002 Charleston Conference - Issues in Book and Serial Acquisition

**Call For Papers, Ideas, Conference Themes, Panels, Debates, Diatribes, Speakers, Preconferences, etc. ...**

### "Two Faces Have I: One for Books and One for Bytes"

Wednesday, October 30, 2002 — Preconferences

Thursday-Saturday, October 31 - November 2, 2002 — Main Conference  
College of Charleston, Lightsey Center, 160 Calhoun St., Charleston, SC 29424

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

The Conference Directors for the **2002 Charleston Conference** include — **Rosann Bazirjian**, Chair (Penn State University) <rvb9@psulias.psu.edu>, **Barbara Dean** (Arlington County Public Library), **Stuart Grinell** (Ambassador Books and Media) <bookman@iquest.net>, **Ramune Kubilius** (Northwestern Health Sciences Library) <r-

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Send ideas by June 30, 2002, to any of the Conference Directors listed above.

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