September 1995

If Rumors Were Horses

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Recommended Citation

Strauch, Katina (1995) "If Rumors Were Horses," *Against the Grain*: Vol. 7: Iss. 4, Article 31.

DOI: <https://doi.org/10.7771/2380-176X.6351>

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VOLUME 7, NUMBER 4

SEPTEMBER 1995

Against the Grain

"Linking Publishers, Vendors and Librarians"

ISSN: 1043-2094

Who's Buying, Who's Selling, And What Does the Future Hold: CEOs Speak Out

by **Frances C. Wilkinson** (Director, Acquisitions and Serials Department,
U. of New Mexico General Library, Albuquerque, New Mexico) <fwilkins@carina.unm.edu>
and **Barbara C. Dean**, Assistant Coordinator, Collection Management and Acquisitions Department,
Fairfax County Public Library, Chantilly, Virginia <bdean@leo.vsla.edu>

The book and serial industry has recently witnessed several take-overs, buy-outs, and mergers, which have resulted in dramatic consequences for publishers, vendors, and librarians. Many of us are wondering why this is happening, what impact it is having on the industry, and where the phenomena will all lead? Although no one has a crystal ball, we felt it would be helpful to pose several tough, thought-provoking questions to some industry

CEOs. Their answers are telling not only because of what they reveal about the industry as a whole, but because of what they reveal about the nature of their own businesses. Our questions and their answers follow and serve to whet our appetites for a **CEO Panels** planned for the 1995 Charleston Conference.

Question 1) Why are take-overs, buy-outs, and mergers of vendors and publishers

happening in the book and serial industry and how has your company been affected?

Answer from Joe Neri, President, and John Welch, Executive Vice-President, Book Wholesalers, Inc.:

"I think that it is clearly evident that when publishers consolidate operations, they save on the combined overhead. I think it is pretty clear that the ability to greatly increase your sales quickly — by acquiring someone else, yet adding proportionately less overhead — should lead to an increase in profits to pay for that company you just bought. What is also clear is that there are potential long-term disadvantages of a consolidating industry to the consumer: less choices, potentially higher prices. The consumer in this case is the library vendor, library, and most of all, the library patron.

As a library and book store user, I'm not happy with this trend because I'm sure that

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If Rumors Were Horses

Just when you think that life is getting slow, something happens to prove it isn't so! The big news is that **Knight-Ridder Information, Inc.**, a subsidiary of **Knight-Ridder, Inc.** (NYSE: KRI), announced on August 9 that it intends to acquire 100% interest in **The CARL Corporation** and total interest in **The UnCover Company**, a joint partnership of **The CARL Corporation** and **Blackwell Limited**. This transaction is subject to final negotiation of the definitive agreements, which are expected to be completed by the end of August. Read more about it in this issue, page 22. And, not to worry, Becky is still herself! She took her daughter **Annie** to see *The Magic Flute* with her

class last week and the following week heads off with her other daughter **Sarah** for freshman year at **St. Louis University**.

And, in June, **CARL Corporation** added **Homework Helper™** from **Infonautics Corporation** to its network of information databases. **Homework Helper** is the first online library and research tool for the entire family. It contains more than 100 full-text newspapers, over 400 full-text magazines, several newswires, multiple encyclopedias, hundreds of maps, thousands of photographs, and major works of literature. **Homework Helper** has an easy-to-use

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This issue of **Against the Grain** was printed on recycled paper.

1043-2094(199509)7:4;1-L

From Your (soul-searching) Editor

I've told you all before that my life used to be easy. It did. I had a husband, two kids, a job, and a computer. I've still got all of those, but somehow life has gotten harder. And I don't think it's just that I'm getting younger.

Okay. Since the beginning (we started in 1989! with 10 pages!), *ATG's* subscription price has been \$25. Meanwhile, the number of pages just keeps going up and up and so do costs like paper, postage, etc. So — gulp — gasp — I am raising the subscription price five dollars in January, 1996, to \$30 for U.S. subscribers and \$40 for foreign subscribers. For those of you who renew before January 1, the price will remain the same as it's always been — \$25 US, \$35 foreign. The early bird gets the discount.

Whew! I am glad that's over. Now, let's get to reading! This issue focuses on buyouts, mergers, takeovers, and acquisitions. We have some great articles and interviews. And, hot off the press, a last-minute confab with **Becky Lenzini** and **Cathy Gordon** of **Knight-Ridder Information**. The **Charleston Conference** tentative program is also printed in this issue. What a great time we are going to have. Have you registered yet?

••Yr. Ed.

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graphical interface and allows users to ask questions in plain English and retrieve full-text documents from its wide range of resources. **Homework Helper** will be available in the early fall of 1995 as an add-on module to **CARL Corporation's Everybody's Catalog** graphical user interface. For more information, contact **Dodie Ownes** at 303-758-3030, ext. 282 or 284.

And, on the same day no less, **Netscape**, the Web tool that we all are coming to know and love, went public. Netscape shares were priced at \$28, opened at \$71, and then fell to \$58.25. The Internet has more than just our attention. Here's just one article to ponder — *The Wall Street Journal*, "Netscape's CEO Hits a Jackpot, Faces the Glare," August 10, 1995, p.B1.

And **Rosann Bazirjian** <rbazirji@mail.fsu.edu> has a new job. She is Assistant Director, Technical Services at the **Florida State University**. Her first day of work was Monday, August 14. In spite of all that, this dynamo woman didn't skip a beat. Read her columns (Group Therapy and Bet You Missed It) in this issue of *ATG* pages 74 and 64. Congratulations, Rosann, and thanks!

Latest scoop from **Lyman Newlin**. **Tove Rosado** is retiring from the U. of Connecticut, Storrs, Acquisitions Department on September 1. She and her already-retired husband have decided to go a-traveling! And she promises to revisit the CC one year as a kibitzer!

Nigel Hollingworth, Manager of Journal Acquisitions, writes us to announce the new **Sage Science Press** imprint. The first

journals bearing the imprint include *Journal of Vibration and Control*, *Mathematics and Mechanics of Solids*, *Computer Modeling and Simulation in Engineering*, and the *Journal of Biological Rhythms*. Sage Science Press is an imprint of Sage Publications that is exclusively devoted to publishing journals in the fields of science,

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Deadlines

Issue # 5, November 1995
Reservation Due Date 9/15
Camera Ready Copy Date 9/25

A Brief Quiz to Acquisitions Librarians

- Q.** When you are about to spend *BIG BUCKS* for REFERENCE BOOKS, who should you call? Your Vendor's Chm.-CEO? Cust Serv Mgr? Mktg Dir? Adv. Exec.? Head Buyer?
- A.** Call 1-800-532-5950 or Email AL764@Freenet. Buffalo.Edu and ask for *Lyman*. You'll be in touch with all of the above and an expert with over 60 years ref. book experience.

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part of the world people have not come across it very much yet. This will certainly improve. You are doing a great job — it is so readable and full of information we need. I love it. Thank you for asking me to be part of it.

Best wishes

Gita Gunatilleke
(Head of Collection Management,
Victoria University
of Wellington, New Zealand)
<gita.gunatilleke@vuw.ac.nz>

Dear Editor:

Hi there — how do I keep missing you at ALA? Just finished reading the June 1995

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technology and medicine (STM). To discuss this, call Nigel at 805-499-0721, ext. 282 or <nigel_hollingworth@sagepub.com>.

Ameritech Library Services is offering libraries a 30-day free trial of **NetPublisher**, the multi-protocol server (Z39.50, WWW, and Gopher) that allows libraries to catalog and deliver images and information held in their collections. To register for a 30-day free trial, call **Linda Sullivan** at 708-866-0149 or <lsullivan@als.ameritech.com>.

John Ansett, President of the **Book House** is pleased to announce that **Peter Bence**, formerly of **Ballen Booksellers International**, is a new **Book House Sales Representative**. Peter has more than 20 years experience supplying firm and standing orders and is based in Marietta, Georgia at 404-514-8601.

Word from **Dawson Book Division** (England) is that **Tina Atterbury** has been promoted to manage the newly combined departments of Customer Services and Research. This move follows the retirement of **Rachel Wright** after more than 20 years. **Ella Murray** is the new Export Manager since **Catherine Wilkins** is leaving to start a family. Guess she will learn more about cereal than serial or monograph.

Joel H. Baron (who loves to travel in Greece) has agreed to expand the key role he played at **Faxon** to the larger **Dawson** group. Accordingly, Joel has been appointed to a

ATG, including **Lyman's [Newlin]** gentle chiding about my column. Plus I see the **Charleston Conference** agenda, and have to tell you it looks great and I will make every effort to be there.

I will get to work on **Plus Ca Change** — soon!

Karen Schmidt
(Library Acquisitions,
University of Illinois,
Champaign-Urbana)
<KARENS@UIUC.EDU>

Dear Editor:

Just a note to let you know that I'll be registering to attend the **Charleston Conference** this year — what fun to celebrate your 15th birthday! The most recent issue of **ATG**, by the way, is terrific — and huge. I just have a few more pages to look at and then I'm circulating it throughout the Press.

Cheers,

Kathleen Ketterman
(University of North Carolina Press)
<kjketter@email.unc.edu>

newly created position as Group Director, Publishing and Publisher Relations, reporting to **Bryan Ingleby**, Group Chief Executive of **Dawson Holdings**. I guess congratulations are in order!

More congratulations go to **Diane Appleton** who has been named Vice President, Publisher Services at **The Faxon Company**. Diane is responsible for **Faxon's** trading relationships with publishers as well as for overseeing **Faxon's** publisher services activity. She has worked at **Faxon** for eleven years and holds a Masters degree in Library Science from the **State University of New York at Albany**. She currently serves as Chair of the Membership Committee of the **Society of Scholarly Publishing**.

Lynne Rienner was recently at a **United Nations University** reception launching **Lynne Rienner Publishers'** new journal, **Global Governance, A Review of Multilateralism and International Organizations**. She met up with **Raissa Fomerand**, publisher of the **Librarians Yellow Pages** whose husband is a big-wig at the **UN University** and says that it was great fun being in the **UN General Assembly** building after hours. **Global Governance** (1075-2846, 3 issues a year) is a refereed journal that will confront the entire range of global problems — economic development, peace and security, human rights, and the protection of the environment and is just \$65 per year for libraries and \$35 for individuals. If you want to know more, call 303-444-6684.

With its first articles available within an electronic, Internet archive, **The MIT Press**

Dear Editor:

I picked up a copy of **Against the Grain** at **ALA** and have found it extremely informative. I especially am interested in keeping up with **CD-ROM** and electronic publishing and found the review of **CD-ROM** products excellent.

Thanks,

Kelly Jacobsma
(Head of Public Services,
Hope College Van Wylen Library,
Holland, MI)
<JACOBMAK@HOPE.CIT.HOPE.EDU>

Dear Editor:

How are you? I just returned from a two day trip to **San Francisco**. The long plane ride gave me the opportunity to read the latest issue of **ATG**.

It is the one journal I read from cover to cover.

Best regards,

Gary Herald
(Ambassador Book Service)
<abs@class.org>

has completed the set-up of its new, peer-reviewed, electronic, reader-powered **Chicago Journal of Theoretical Computer Science (CJTCS)**. Earlier this year, the **MIT Press** received a \$150,000 grant from the **Andrew W. Mellon Foundation** for this electronic-journal publishing project. **Chicago Journal** articles are submitted and published in **LaTeX** source form as well as **Postscript**, and distributed internationally over the Internet. Articles are augmented by refereed, forward references to improvements and subsequent related work. Readers may obtain articles in **LaTeX** or **Postscript** form via **FTP**, **Gopher**, and **World Wide Web**. Initial circulation is over 300 libraries worldwide. **CJTCS** is published article by article on the Internet. 1995 subscription rates are \$30 for individuals and \$125 for institutions. **CJTCS** Homepage is available at URL <<http://www.cs.uchicago.edu/publications/cjcts>>. Browse journals and books catalogs at **MIT Press** Homepage, URL: <<http://www.mitpress.mit.edu>>.

ISI (The Institute for Scientific Information and Lexmark International, Inc.) announced a cooperative arrangement in the development of **ISI's Electronic Library Project** on July 31, 1995. **ISI's Electronic Library Project** was announced in August 1994. Initial testing of the prototype will begin August 1995. This Project will provide the tables of contents, bibliographic data, and abstracts for approximately 1,350 scholarly journals, with the addition of the full images of those journals for which publishers have agreed to allow electronic storage and delivery. For

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more information, contact Jacqueline Trolley at <jtrolley@isinet.com>

And ISI and Cambridge Scientific Abstracts have announced an agreement that provides the fulfillment of full-text article requests originating from the Cambridge database through ISI's document delivery service, **The Genuine Article (TGA)**. Internet ordering will be available as will TGA's extended service that provides full-text articles from older titles. For further information, contact Jacqueline Trolley at <jtrolley@isinet.com>.

NISO (The National Information Standards Organization) has added five organizations to their voting members — **The College Center for Library Automation, EBSCO Information Services, Elsevier Science, Innovative Interfaces, and SilverPlatter Information**. All NISO voting members review and approve the **American National Standards** promulgated by NISO and participate on NISO's standards development committees.

Speaking of which, NISO is seeking comments on a new proposed standard **Alphabetical Arrangement of Letters and the Sorting of Numeric and Other Symbols (ANSI-NISO Z39.75-199x)**. The review period for this standard is July 7—October 7, 1995. Copies of the draft revised standard are available from **NISO Press** for \$35 per copy plus shipping. Orders should be sent to NISO Press, P.O. Box 338, Oxen Hill, MD 20750-0338.

Following an evaluation of the findings of electronic publishing consultant **Christopher Burns**, the **AAP (Association of American Publishers, Inc.)** leadership has confirmed the strategic role of the Association in making effective copyright management an integral component of the national and global information infrastructure. Some key elements of the study: 1) AAP will support the development of not one but several copyright management systems mandated by the diversity of publishing in the U.S. and the disparate needs of the various industry sectors; 2) AAP will play a role in the development of **UFIs (Uniform File Identifiers)** and other pro-competitive standards to facilitate publishing in a networked environment; 3) Rather than becoming directly involved in developing technology, AAP will provide guidance in the marketplace, where copyright management systems are already being developed; 4) The Association will retain an electronic publishing specialist to channel information on publishing industry needs to developers of copyright management systems; 5) AAP will continue to play a leadership role in promoting and strengthening legislative protection for materials in electronic form. For further information, contact **Judith Platt**, at 202-232-3355, ext. 229.

Ameritech Library Services introduced

its newest product, **WebPAC™** at ALA Annual in Chicago. This server software for libraries allows patrons and staff to use any World Wide Web browser as a public client for searching all Z39.50-compliant databases, including the library's OPAC. Scheduled for release this fall, WebPAC acts as a gateway between the HTTP and Z39.50 protocols. With WebPAC, libraries can integrate their catalog with other library resources located on its Web server. And patrons can use the graphical power of the Web to seamlessly access and search the library's Z39.50 databases using any Web browser such as Netscape, NCSA Mosaic or Spyglass. For more information, call 800-556-6847 or <academic@amlibs.com>

More from ALA Midwinter. **CASPR, Inc.**, announced and demonstrated **LibraryWorld™**, the first groupware library automation program for libraries. With this innovative program, Libraries of all sizes have the ability to store, access, and share information in a variety of ways. Based on a "virtual library environment," **LibraryWorld** allows users to simply click on a location in the library and "go" there to begin working. **LibraryWorld** is a cross-platform product compatible with computers running Apple's Macintosh or Microsoft Windows operating systems. For information contact **Kate Johnston** at 800-852-2777.

Look, I know that **Sandy Paul** is surrounded by **Chaos** (her **ATG** Column) on a regular basis, but this is ridiculous. She recently sent me the June issue of **ATG** which she had received in the mail and pages had been bound in *upside-down*! Now, the printer here in Charleston, who is a wonderful woman, don't get me wrong, doesn't think that she ever makes a mistake (like all of us). So — if you find any defective little thing, PLEASE send it back to me so that I can get credit for the malaproped issue AND send you a new copy! Talk about a win/win situation.

And speaking of **Chaos**, **Sandy's** column is not in this issue. This is not because she is mad at us, but rather that instead she sent in a wonderful contribution on "mapping X12 industry conventions: rules of thumb," by **Bob Bolssy**, Chair of the **SISAC Technical Advisory Group**. We didn't run it because we ran out of room, so look for it in the November issue, okay?

C. Berger and Company (CBC), the Midwest's largest library personnel and information management services firm, sponsored the **Management Leadership Award** of the **Special Libraries Association's** Library Management Division for the fifth year in June. **Carol A. Berger**, president, presented the award to **Jean G. Mayhew**, Director of Information Services, **United Technologies Corporation**.

And **OCLC**, at **ALA Annual**, demonstrated its newest product, the **WebZ** server

software which is being used at three libraries, **MIT**, the **University of Missouri**, and the **University of Georgia**. **WebZ** software provides a gateway from HTTP to Z39.50 which allows Web browsers to access online catalogs, electronic journals, abstracting and indexing services, and any other type of resource available through Z39.50 servers without converting the resources into HTML format. If you missed the demo, call **Taylor Service** at 614-764-6000.

The **YBP Publishing Services Division** has been formed to provide value added services to publishers and to otherwise facilitate the flow of academic and research monographs. The President of YBP's Publishing Services Division is none other than the incredibly fabulous **Glen Secor**. One such service YBP is providing is specialized warehousing and distribution for small publishers. The first monograph being distributed in this fashion is **Yunnan Province, China Business, A Trade, Business and Investment Encyclopedia with Major Companies Directory**. YBP will also be expanding distribution services to include electronic books from a variety of publishers. You can talk to **Glen** about this new venture at the **1995 Charleston Conference** which he tells me he will attend with his wife, **Rosheen**.

VTLS, Inc. unveiled its a new library automation system **VIRTUA** at the ALA annual meeting in Chicago in June. **VIRTUA** is the first system designed specifically to handle multimedia applications in a distributed network environment. For further information, contact **Gail Gulbenkian**, 703-231-3605.

VTLS, Inc. is also in the process of expanding its office and staff and relocating within Barcelona, Spain. Part of this expansion includes the addition, effective August 1, of **Charles Lynch** to the staff at **VTLS Europe S.L.** in Barcelona. Trained at **UCLA** and holding a long career with **Hewlett-Packard**, **Lynch** is looking forward to working with **VTLS** users.

Thirty-seven states are providing a connection to the Internet through a statewide educational network compared to 29 states in 1993. State, federal and private funding for statewide networks increased by 91% from \$16 million to over \$207 million from 1993 to 1995. **Network Now, 1995: A Survey of How Schools Use Telecommunication Networks in Education** is a research report just released by **Quality Education Data, Inc. (QED)**. For more information, contact **QED** at 800-525-5811.

Geac Computers, Inc., has signed contracts with seven libraries and library systems in Canada since January for the **ADVANCE Integrated Library System**. The seven new **ADVANCE** sites include one academic library consortium, three public libraries, one public library network, one academic library, and one special library. **Geac** has also signed a

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partnership agreement with the Université de Québec à Montréal (UQAM) to further develop client/server computer technology for library applications. For more information, contact Susan Beck at <sbeck@geac.com>.

Overwhelmed by all this electronic business? Welcome to the club. Bowker Saur has recently published two books which might help. *Project Elvyn: An Experiment in Electronic Journal Delivery*, by Prof. Jack Meadows, 187391616, \$45. And *Changing Information Technologies: Research Challenges in the Economics of Information*, edited by Mary Feeney and Maureen Grieves, 1857390695, \$45.

First the bad news, Ann Okerson is leaving the directorship of ARL's Office of Scientific and Academic Publication program which she helped shape since it was founded in 1990. Now, the good news. Ann Okerson has been appointed Yale University's new Associate University Librarian for Collection Development and Management, a position which she will assume in September. As we all know, Ann shaped the OSAP program. She created the *ARL Directory of Electronic Journals* which has become the primary source of information on the availability of electronic publications, established a working partnership with the American Association of University Presses to conduct an annual symposium on electronic scholarly publishing, and published widely on issues related to serials, copyright, and electronic publishing. Ann will continue to work on the AAU/ARL Research Libraries Project as well as contribute to the thinking and developmental efforts of the Association. This summer she taught a graduate seminar on Copyright at the University of Michigan.

Recently heard from Charles Getchell. He is leaving Wake Forest to become Director, Quinnipiac College in Hamden, CT. He says he loved Wake, but he is really looking forward to his new position and getting to know Joyce Ogburn who will be right down the road!

And speaking of Joyce . . . did you read *Acquiring Minds Want to Know — The Art versus the Business of Librarianship* by Joyce Ogburn in the June issue of *ATG* (v.7#3, p.77, 80)? If so, it was not on our account. We neglected to include it in the Table of Contents! Sorry, Joyce.

And, speaking of Joyce redux, she says that she is uncomfortable when *ATG* prints contributions from anonymous sources like we did in the *Letters to the Editor* section of *ATG* in the same June issue. Well, Joyce, you have company! Read what Lyman Newlin, the letter writer to end all letter writers, had to say about that in this issue, page 7. And, guess what? There will be a panel to discuss some of

the issues in this letter at the 1995 Charleston Conference. Looks like this anonymous party got some discussion going anyway!

Lynne Branche-Brown (Yankee Book Peddler) is always working! She sends word that Folio version 2.3 is scheduled to be out this Fall. Plans for this release incorporate many of the requests Yankee heard at Folio Users Group meetings at ALA Midwinter: improved response time, online access to full title file, keyword and Boolean searching, and single-step tagging and ordering.

Halina de Maurivez <hdemauri@morissat.bib.uottawa.ca> writes that due to budget cut backs, the university cannot send her to the Charleston Conference. But, not to be deterred, she may be coming anyway and paying her own way. She's been reading some books on Charleston and the College even. We'll all look forward to seeing you soon, Halina!

I knew Michael McCulley and his wife Leslie Abrams way back when Leslie was Head of Reference at the College of Charleston Libraries. They are now in California, where Leslie is an art librarian (always her passion) and Michael is a computer type. It was exciting to hook up with them both again courtesy of the Net. Michael even sent us a report on the recent SLA in Montreal. Pretty nifty. Read it in this issue, page 62.

At ALA Annual, Dick Rowe <rowe@rowe.com> and his company, RoweCom were demonstrating *Subscribe96 Network*, a new subscription service which enables librarians to place and pay for their serial orders and renewals using a Windows-based software application linked to the Internet. Call RoweCom (800-787-2027) to make an appointment for a demonstration or to receive a demo disk.

Talk about hitting the ground running! Have you received your copy of the *Encyclopedia of Library and Information Science*, volume 56, suppl.19, with Dora Biblarz' (Arizona State University) <biblarz@asu.edu.internet> article "Approval Plans" in it!!

You know, people are not like cars. The closer you are geographically, the harder it is to run into each other. This is certainly the case with yours truly and Jane Tuten (USC-Aiken) <L700013@UNIVSCVM.CSD.S-CAROLINA.EDU>. Jane writes that she is working on a CLIP Note for ACRL with Beverly Jones from Southwestern Oklahoma about allocation formulas. They had a response rate of 70%. It should be out by now . . .

Ana Arias Terry <aterry@clark.net> (MCB University Press) writes that she's finally off of crutches and can put her entire foot on the ground! How will we know you next time we see you, Ana, at the 1995 Charleston Conference?

Worth reading, "The Death of Biomed-

cal Journals," *British Medical Journal*, May 27th, No. 6991, 1387-90. Also: *Scholarly Journals at the Crossroads; a Subversive Proposal for Electronic Publishing*, Ann Okerson & James O'Donnell, editors. Washington, DC, ARL, June 1995. 250 pages, ISSN 0918006260.

By the time you read this, IFLA in Istanbul will be over. I wonder what it was like. Looking forward to Tony Leisner (Dawson) telling us all about it.

Swets & Zeitlinger BV have concluded an agreement with Narvesen AS, Oslo, for Swets to acquire the subscription activities of Narvesen in Norway and Denmark. The subscription service will continue to operate under the new name of Nordic Information Center (NIC) from the existing offices in Norway and Denmark, and there will be no changes in existing services and supply arrangements for customers. The new company will work closely with Wennergren Williams Informationsservice, Swets' subsidiary in Sweden. For further information, try <infoho@swets.nl>

Did we congratulate the energetic, incredibly patient and smart, Peter Gellatly, the 1995 recipient of the Bowker/Ulrich's Serials Librarianship Award presented by the Serials Section of ALCTS? Well, either way, congratulations, Peter. That's great news and you deserve it!

Endeavor unveiled Voyager Version 3 at the ALA conference in Chicago and it was hard to get standing room. Using point-and-click Windows interfaces, first-term freshmen and senior faculty alike will be able to access the OPAC for locally-held material as well as search the Internet or the OPAC's of other Z39.50 systems. Endeavor can be reached at <endeavor@EndInfoSys.com>.

Wow. Talk about names from the past. Recently heard from Marcie Kingsley (Western Michigan University) <KINGSLEY@wmich.edu>. After a many year hiatus, Marcie IS coming to the 1995 Charleston Conference. Neat-o!

And here's someone else. Keith Stetson <KSTETSON@FAIR1.FAIRFIELD.EDU>, Collection Development Librarian, Fairfield University (CT) surfaced recently on the Net. He was praising *ATG* and several of the excellent articles on electronic information collection development which appeared in the April issue. Thanks, Keith! Glad you are coming to the 1995 Charleston Conference!

Well, the rumors are true. Julia Gelfand (UC, Irvine) <jgelfand@uci.edu> did get married in a big bash in Irvine, CA, on April 30, 1995. She married a CPA, named Dave Lang. She says she's doing a lot less traveling to conferences these days though she and Dave did take a great trip — one month in the Mideast — Israel, Turkey, and Jordan. She is

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currently preparing a paper on scholarly communication and gray literature and, who knows, maybe she and Dave will need a vacation in Charleston sometime soon!

Well, she may be NASIG president, but **Julie Gammon** is still conscientiously writing away for *ATG*. Life in the trenches . . . Thanks, Julie, for not deserting us!

John Cox <john.cox@carfax.co.uk> has been busy and a lot of it has been on electronic publishing projects. He says that **Carfax** will have 19 journals on the Net by September/October and that they have planned 30 new titles for 1996. Extra, extra, read all about it, this issue, page 31.

Susan Zappen <szappen@skidmore.EDU> has moved. She is now the Head of Technical Services at **Skidmore College's** Lucy Scribner Library in Saratoga Springs, N.Y. Congratulations, Susan!

The **H.W. Wilson Company** announced on August 4 that it will relocate its Cambridge, Massachusetts abstracting unit to Dublin, Ireland by January, 1996. The Company began its operation in Dublin in 1993 and now has 75 people on staff there. The move, affecting staffs of *Readers' Guide Abstracts* and *Wilson Business Abstracts*, will consolidate all of Wilson's abstracting units into one location and will not affect its other operations in the Bronx, NY, where it has been located since 1917. **Frank W. Miller**, President and CEO, in making the announcement said: "The relocation will not only represent a substantial cost savings for our operations, but also provides us the opportunity to expand our abstracting operations quickly as a result of a readily available pool of writers and subject specialists in Dublin. Wilson's growing role in the European market was another factor in our decision to expand in Dublin." The Dublin operation will continue under the direction of **Michael Heelan**. The Company said that about 50 people in Cambridge will be affected by the move. Wherever possible, Wilson will offer them employment opportunities within the organization. **Connie Massey**, Associate Director of Abstracting Services, will continue to manage the Cambridge operation during the relocation process, and will remain with the Company and assume additional responsibilities in the area of new product development.

As you all know, *ATG* has a homepage. URL: <<http://www.spidergraphics.com/atg/atgld.html>> Have you visited it? And, recently, **Allen Dean** of the **Copyright Clearance Center** asked us for permission to load our interview with **Joseph S. Alen**, President and CEO of the CCC, (*ATG*, February, 1995, v.7#1, pp.20-24) on the CCC homepage (URL: <<http://www.copyright.com>>). The CCC homepage has lots of interesting data and information, so check it out (after *ATG's*)!

And another full text file from *Against the Grain* is available on the **Readmore** homepage — <http://www.readmore.com>. Check out our interview with **Dan Tonkery**, President and CEO, **Readmore** (originally published in *ATG*, April, 1995, v.7#2, pp. 33-41).

Who has read *Beach Music* by **Pat Conroy**? Maybe **Paul Gleason** (International Monetary Fund) by the time you read this. But beforehand, Paul got us a book review of a new **Phillip Altbach** book to accompany **Ellen Duranceau's** two very moving reviews. See this issue, page 44.

While the rest of us were loafing, **Barbara Dean** (Fairfax County Public Library) and **Fran Wilkinson** (U. of New Mexico) were polling a few CEOs about remembrance of things past and the next generation. Thanks to them both. Read what they found out in this issue, page 1.

Heard from **Bob Schatz** at the beginning of the summer with this exciting piece of news. **Academic Book Center** celebrated the profiling of its 50th major approval plan in grand style. By coincidence, that profile belongs to the **Australian National University**, Academic's first approval plan Downunder. Australia now joins the United States, Canada, and Korea as countries where Academic Book Center has active major approval plans, though libraries in other countries enjoy the benefits of their approval slips as selection tools.

And speaking of **Academic Book Center**, we are hoping to interview **Dan Halloran**, President and CEO, in an upcoming issue.

And, guess what, **FIRST** she was featured in *Against the Grain*, and then it was *The Wall Street Journal*!, July 11, p. B1. Who are we talking about? The incredible **Mary Ann Liebert** (see *ATG*, June, 1996, v.7#3, pp. 33-36). In "Managing your Career," Mary Ann gives some of her life lessons toward success.

Heard from the glamorous **Barbara von Walde's** (SUNY, Buffalo) wonderful sibling, **Kathy Ketterman** (UNC Press) the other day who says she WILL be at the 1995 **Charleston Conference**. Also, she has accepted the chair of the **AAUP Library/University Press Relations Committee** (chaired last year by **Nancy Essig**). This means that she will be working on **Publisher Bestsellers** with **Julie Gammon** and maybe a few other things for *ATG*! Hooray, Kathy. See you soon!

I hope those scientists out there are on the alert. They need to study **Lyman Newlin** and bottle up everything about him, especially his **ENERGY!** It is boundless. Besides writing **Papa Lyman** in this issue (page 72), Lyman, our illustrious Publisher Relations lookout has sent in some news about **John von Knorring**, **Marlie Wasserman**, **Rebecca Sager**, **Norman Horrocks**. Keep on reading.

John von Knorring, the fabulous, is leaving **Routledge** as President. He promises to keep *ATG* up-to-date on his whereabouts.

MFL (not to be confused with **NFL**, this means: More From Lyman): **Marlie Wasserman** is the new director of **Rutgers University Press** as of August 7. Marlie and her husband, **Mark** (a professor at Rutgers) are the parents of **Aaron**, a senior at Duke (his parents' alma mater) and **Danielle**, a Highland Park School student. Marlie has promised to attend the **Charleston Conference** next year if not this . . .

MFL: Rebecca Sager has recently taken the job of Library Sales & Marketing Manager, **McGraw-Hill Professional Books**. Most of us knew her as Sales & Exhibition Manager for **Pergamon Press**, imprint of **Elsevier Science**. Rebecca, after leaving **Bradley University**, worked in sales and promotion for **NAL** and **Harper**. In those jobs, she worked in promotions where she hobnobbed with the likes of **Shari Lewis**, **J.F. Kennedy, Jr.**, **Steven King**, **Ken Follett** et al. Lyman hasn't asked her to compare and contrast that with working with libraries and booksellers. He says for us to ask her when we see her at the **Charleston Conference** November 2-4.

MFL: Kathrine Forsythe is now Special Sales Manager, **Academic Press**. We knew her as **KIKI Davis**, Marketing Manager, U. of **Hawaii Press**, then at **International Thomson Publishing's** Higher Education Sales Group. A couple of years ago, she changed Davis to Forsythe via the exchange of rings. In late July of this year, she succeeded **Maria Fitzpatrick** as Special Sales Manager for **Academic Press**. KIKI has an MLS from **Vanderbilt** and is co-author of the book *Hawaii for Kids: A Family Guide to the Island*.

MFL: In July, **Shirley Lambert** moved from Colorado to the Lanham, Md., area when she became Editorial Director for **Scarecrow Press**, succeeding the legendary **Norman Horrocks**. Shirley, from **G.K. Hall Co.**, of Boston, **Pergamon**, **Libraries Unlimited**, and **Fulcrum**, has a BA from **Wellesley**, Phi Beta Kappa, an MLS from **Simmons**, and an MBA from the **Univ. of Colorado**. She has also studied at the **Sorbonne**. Lyman says that her brief vita doesn't mention her command of foreign languages, but he certifies that she has a handle on more languages than pig Latin. **Scarecrow**, founded by librarians in 1950, was acquired from **Grollier** in April, 1995, by **University Press of America**.

Norman Horrocks has not left publishing altogether. He will be a consulting editor for **Scarecrow's** Canadian office: P.O. Box 440, Dartmouth, Nova Scotia B2Y 3Y5, Canada. And there's more. Norman will be the subject of an *ATG* interview soon!

LawSource Legal Research Service, a group of attorneys and computer professionals, has announced a free 3-month trial subscription to *Legal Resources via the Internet*, a new monthly newsletter providing a comprehensive listing of Internet addresses con-

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necting users to specific legal resource sites on the Internet, with a special emphasis on federal, state, and international primary source materials (including statutes, case opinions, regulations, etc.) For further information, you can contact **LawSource Legal Research Service**, Post Office Box 11595, Albany, New York 12211-0595, 800-KEY-LAWS or <LawSrce@ix.netcom.com> or <LawSource@aol.com>

The dynamo **Mary McLaren** just returned from a wonderful vacation on Vieques, an island off of Puerto Rico. Mary, who started the Automation Lively Lunch at the **Charleston Conference**, will not be able to do it this year, but **Elsie Pritchard** (Morehead State University) has stepped in. Thanks, Elsie!

The Office of Scientific & Academic Publishing of the Association of Research Libraries is happy to announce the availability of two resources of interest to Internet users. First, the *Directory of Electronic Journals, Newsletters, and Academic Discussion Lists* (5th edition, May 1995, gopher edition). An abridged version of this resource is available on the ARL gopher. The URL is: <gopher://arl.cni.org:70/11/scomm/edir> This version contains a significant subset from the full database version available via the printed edition, including: Introduction, Foreword, a link to **Charles Bailey's** E-Publishing Bibliography, and the Titles/Descriptions/Contact information for nearly 700 Internet serials and 2500 discussion lists. For those who link to this resource, the 1994 files have now been dropped and links may no longer work. You should update them, and if you have questions, please contact **Dru Mogge** (dru@cni.org). For electronic information about the printed edition and how to order, contact: <osap@cni.org> Phone: 202-296-2296; Fax: 202-872-0884. Ask for **Patricia Brennan**, Communications Services Coordinator.

The second OSAP ARL resource is — **NewJour** Announcement List. **NewJour** is an electronic announcement list that updates the ARL *Directory of Electronic Journals and Newsletters* between its annual, formal printed and networked editions. **NewJour** has 2,000 subscribers from all seven continents and posts an average of ten new networked serials per day. "New" titles are either brand new creations or titles that are newly discovered for the ARL database of e-serials. To subscribe to **NewJour**, send a message to: <major-domo@ccat.sas.upenn.edu>. Leave the subject line blank and in the body of the message type: <subscribe NewJour>. Direct postings of new serials should be directed to: <NewJour@ccat.sas.upenn.edu>. The complete set of backfiles of **NewJour** postings is updated daily. It is a fully searchable archive and can be found at: <gopher://ccat.sas.up-

enn.edu:5070/11/journals/newjour>. This list is co-moderated by: **Ann Okerson**/Association of Research Libraries and **James O'Donnell**/Professor of Classics, University of Pennsylvania.

Talk about a matter of perspective. While we are over here sweltering, **Gita Gunatilleke** writes that it is cold and that there is even frost in New Zealand. And she has even been going to the opera. She tells me that she recently saw the *Pearl Fishers* when it was performed by the Wellington City Opera and some of her Sri Lankan friends were even in the cast. (The opera is set in ancient Sri Lanka.) This makes two reasons that I would rather be in Wellington right now!

EBSCO Publishing and **Lotus Development Corporation** have signed an agreement in which EBSCO Publishing's periodical reference data will be made available via **Lotus Notes**. Customers of **Lotus Notes** will have the option of purchasing electronic access to **EBSCO Publishing** data through customized **Lotus Notes: Newsstand** software. Notes is a client-server environment that allows users or clients to communicate securely over a local area network or telecommunications link, with a document residing on a shared computer or server. Companies will be able to choose the publications that best suit their needs from a list of titles offered by **EBSCO Publishing**, including *American Demographics*, *Electronic News*, *Best's Review*, to mention only a few. For further information contact the EBSCO Publishing Homepage at <http://www.epnet.com> or call 800-653-2726.

IME Systems, Inc. is delighted to announce a surge in sales of **The Information Navigator (TINLIB)** Library System to major university libraries in the Philippines. The Department of Science and Technology (DOST), under its Engineering and Science Education Project (ESEP), recently selected TINLIB for installation of all university libraries supported by ESEP. IME provides local support to clients in the Philippines through the IME distributor, **International Booksource Centre** of Manila, as well as through IME's Asia-Pacific Office headquartered in Singapore. The TINLIB library management and document retrieval system is installed in over 2600 libraries in 45 countries. It is translated into 27 languages and utilizes 6 different scripts. For further information contact **Peter Bunnell** at 617-320-0303.

"Bowker" **Reed Reference Electronic Publishing** has formed a partnership with **Data Research Associates, Inc. (DRA)**, which enables customers of **DRA**, **DRA Inlex** and **DRA MultiLIS** to access the *Books in Print* database on **Open Dranet**, the DRA dedicated electronic network for library resource sharing. Library staff and patrons will be able to access the *Books in Print* database from every terminal or workstation in the library or on campus. The **BIP** database can also be loaded locally on DRA systems. Records can

be imported directly into DRA acquisitions and cataloging modules. For more information about licensing **BIP**, contact **Maureen Rooney** at 800-521-8110, ext. 3640.

Speaking of **DRA**, the **University of California Division of Library Automation** and **DRA** have each developed Z39.50 clients and servers that allow the University's **MELVYL** system's online catalog to display circulation status information retrieved from the **DRA** circulation database at the University of California-Davis. This interface is important in that it represents the world's first use of Z39.50 to provide real-time item status from one automated system (DRA's circulation database at the Univ. of California-Davis) to another automated system's online catalog (Univ. of California's **MELVYL** catalog). Most applications of Z39.50 to date have involved only bibliographic information exchange. Two of the people who worked on this project will be speaking at the **1995 Charleston Conference**, **Michael Mellinger** and **Clifford Lynch**. See this issue, page 52.

This news courtesy of **Anne Jennings** (Sinkler & Boyd). Frequently asked questions and answers relating to patent law and other intellectual property subjects can be found at <http://www.patents.com>.

Esther Ogirri <jcsu.lib@unccecs.edu> is the new acquisitions librarian at Johnson C. Smith University in Charlotte, NC. Congratulations, Esther, and see you at the **1995 Charleston Conference**!

Library Associates, a library consulting firm specializing in cataloging and retrospective conversions, as well as law library management have assembled useful links to other pages of interest to librarians and other information professionals. Pay them a visit at <http://www.primenet.com/~fastcat>

You know, it's hard to pull anything over on **Jay Askuvich** (Midwest) <askjay@ix.netcom.com>. Sharp as a tack! Anyway, he thinks **ATG** should have a **Canadian correspondent** to report on Canadian meetings. Is there anyone out there who is interested in this prestigious job?

You heard it here. Hopefully at in 1996, the **Charleston Conference** will begin using (after a I-can't-remember-how-many-year hiatus) the **Francis Marion Hotel** for room space. The wonderful old hotel is currently going through another makeover and is scheduled for opening in the first part of 1996. Let's hope the renovations are successful!

Recently heard from the amazing **David Heisser** who has just taken the job as reference/documents librarian at the **Citadel** here in Charleston.

This tidbit courtesy of **Norm Desmarais** (Providence College). Phillips Memorial Library now has a professionally certified muscular therapist on staff. **Rose Kennedy** who

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Profiles Encouraged:

Norman Desmarais

Experience: Acquisitions Librarian at Providence College in Providence, R.I. since 1984. In addition to overseeing acquisitions, he assists at the reference desk

and manages the library's CD-ROM network. He also teaches an occasional course in Management Information Systems in the college's MBA program. Prior to coming to Providence, he headed the Order & Cataloging Division at Catholic University of America and served as Librarian at St. Mary's Seminary & University in Baltimore, MD 21210.

Education: Master of Library Science from Simmons College in 1977, Master of Business Administration from Providence College in 1990, M.A. and B.A. from the Gregorian University in Rome, Italy in 1972 and 1969 respectively.

Professional Activities: Editor-in-Chief, *CD-ROM Librarian*, 1990-1993; Senior Editor, *CD-ROM World*, 1993-1994; Columnist, *CD-ROM Professional*, 1994-; Columnist, *Against the Grain*, 1994-; Advisory editor, *Journal of Religious & Theological Information*, 1990-; Contributing editor, *Optical Information Systems*, 1987-1989. American Library Association/ Library and Information Technology Association; Rhode Island Library Association/ feature editor, *RILA Bulletin* Special Libraries Association/ Rhode Island Chapter, 1988-.

Family: Wife and two teen-aged daughters.

Pastimes: Ice skating, skiing, reviewing CD-ROMs, reading, writing. Norm has written several books and numerous articles for a variety of journals. After writing about CD-ROM for the past 10 years, he is now working on developing one. This past year, he has been on sabbatical researching the American Revolution. He has traveled to state and national historic parks and to reenactments of historic events of the period as part of this project. He looks forward to promotion to full professor in the Spring.

From the Reference Desk from page 42

classification scheme based on Eugene Sheehy's *Guide to Reference Books*. Accessing the abstracts is done by clicking the classification number. The 1995 menu has a listing of each abstracted title directly under the classification number, in effect providing a table of contents which makes browsing easier. Unfortunately, the 1994 backfile does not provide this type of table of contents so you have to click each classification number to see which sources have been included. This can be tedious and cumbersome. As *IFB Abstracts* grows, some way of accessing the total contents needs to be developed. As it stands now, browsing or using the Netscape "Find" function to search by keyword on each subpage, are the only options. In the future an index would be very helpful.

The abstracts are brief, but well-written, being both descriptive and evaluative. Related reference titles are referred to when appropriate. Basic bibliographic information is provided including both the English and European language titles, ISBN and the price, in the original currency. Each abstract

is initialed, identifying the abstractor and original reviewer with a list of abstractors and reviewers available from the Introduction page. A minor point, but an improvement on this would be to allow linkage to the abstractor/reviewer lists directly from the abstract pages. In fact, one could argue that more direct linkages could be provided throughout the homepage. But, editor Lehmann points out, homepage construction is very labor-intensive, and although desirable, such multiple linkages are not always feasible given time limitations.

IFB Abstracts is providing a very valuable service to collection development and reference librarians. It provides ready access to reviews of European-language reference works difficult to find elsewhere. The editors and abstractors have reason to be proud. They saw an important need not being met anywhere else, and acted to fill it. At the same time, they have highlighted the "Web" as an outlet for librarian expertise and creativity. The possibilities of librarian self-publishing on the Web opens up a new dynamic for our profession and one that bears watching. This column welcomes reader response on this issue.

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began working as Senior Acquisitions Clerk in 1987 completed a two-year program at the **Muscular Therapy Institute** in Cambridge, MA in July, 1995. She has also been certified by the National Certification in Therapeutic Massage and Body Work. Several employees of the library and the college volunteered as "practice bodies" during her studies. Rose will continue to work in the Acquisitions Department and practice her new skills on her own time. After her graduation, she offered library staff mini-massages one day after work hours. The library director is considering employing her new skills during periods of particular stress, such as at exam times.

Jack Montgomery (U. of Missouri, Columbia) brings some great news. He says that both the **Charleston Conference** and **ATG** were very favorably mentioned not once or twice but FOUR times at the recent AALL meeting in Pittsburgh. Wow! Thanks, Jack! And speaking of Jack, read his Biz of Acq, about government information, in this issue, p 68.

Sorry I couldn't attend **Long Island University's Palmer School of Library & Information Science** summer publishing institute (August 14-18). **Patricia Glass Schuman** (President of Neal-Schuman Publishers, and ex-president of ALA) and **GraceAnne DeCandido** of the H.W. Wilson Company and *Wilson Library Bulletin* were

the instructors in this intensive one-week format designed to give a basic understanding of the publishing process and the relationships between librarians and publishers. If, like me, you want to know more about it, contact Rosemary Chu, Academic Counselor <rosechu@aurora.liunet.edu>.

Gary Herald (Ambassador) has just returned from a two-day trip to San Francisco. He writes that the fabulous **David Ungar** is Ambassador's Vice President and Director for International Marketing. (I guess I didn't include this piece of info in the last issue, whups!). With this issue, we welcome **Philip Hallman** as the new editor of *Media Minder*. See this issue, page 92. Welcome, Philip!

Okay, I confess, I didn't go to **ALA Annual** in Chicago this year. I had a chance to see my son and I took the latter rather than the former. I understand, though, that this was one exciting and hugely attended meeting (24,000 plus). **ATG** was ably represented by **Lyman Newlin**, and **Garance, Inc.'s** (publishers of the *Librarians Yellow Pages*), **Raissa Fomerand**, **Leslie Levine** and **Allison Lehr**. Thank you all for letting me loaf.