Productivity revisited

John Secor would like this one! The many miles he traveled to understand the key to success are summarized in this article.

To achieve "strategic advantage," a business must adhere to:
1) superior management;
2) cost avoidance (speeding up ordering and delivery to decrease consumer claims);
3) risk reduction, through reliable performance, predictable quality, and consistent delivery.

But, LIBRARIAN BEWARE, "risk reduction is an intangible benefit produced when customers are willing to pay appropriate prices for more reliable products and services." And vendors, remember these words of wisdom, "spending more to do the wrong things faster won't generate any benefits."

--Rosann Bazirjian
University of West Florida

Dear Katina:

Recently, I was asked by a faculty member to get some materials from a private college. Upon ordering the materials, I received a one-page contract to sign stating, among other things, that I would not allow copying of the materials. Should I sign this? Have others had similar dilemmas?

•Anonymous

Dear Anonymous:

Your question is a good one and I don't know the answer, but I'll try to find out. What are some of the experiences of y'all out there??

•Katina

FYI
For Your Information . . .

University Press Book News, vol.1, no.1, February, 1989, will soon be available from UPBN, 5600 NE Hassalo Street, Portland, OR 97213 or from your library jobber.

Publisher is Fred Gullette, one time vice president and regional manager of Richard Abel Co., later vice president of Academic Book Center, Portland. Subscription is $18 per year, but gratis to librarians. From the first issue: "We direct this new quarterly periodical to serious book buyers in libraries, bookstores, colleges, and universities. Here is a subject - arranged, annotated announcement of new, English - language books from university presses worldwide. ... "To facilitate collection development we flag with stars both re-issues and new editions of titles appearing in the following classic references: Books for College Libraries, 3d ed. ... and Guide to Reference Books..."

--Reported by Lyman Newlin (Coutts)