Biz of Acq

Acquisitions and the Internet: A Look to the Future
Column Editor: Jack G. Montgomery
(technical services librarian, law library, University of Missouri—Columbia)

Over the years, I have reached the opinion that one of the values of a magazine like Against the Grain is the exposure to a wide variety of intellectual experiences to which you otherwise would not have access. In this issue I would like to share a recent experience I had at the 87th annual meeting of the American Association of Law Libraries (AALL). Several programs dealt with our developing relationship with the phenomena we call the Internet. As we struggle to digest the wide array of information and speculation regarding this new and very important element of our work lives, it seems difficult to acquire and maintain perspective concerning this electronic Tower of Babel.

I went to Seattle/AALL to try to learn and acquire perspective regarding the Internet. In this issue I will share my experiences and the perceptions of several knowledgeable individuals concerning the Internet and its relation to acquisitions in particular and technical services in general.

The first program was entitled “Internet as a Library Wide Resource, Tools for Acquisitions, Serials, Cataloging, ILL, and Reference and Related Legal and Technical Problems.” The presentation concerned with acquisitions was delivered by Brian Striman, head of technical services, University of Nebraska at Lincoln. Mr. Striman continued on page 5

If Rumors Were Horses

The Charleston Conference is **November 3-5, 1994**. And the 1995 Charleston Conference is November 2-4. Mark your calendars. You heard it here! Come on down! Besides working away on ATG, the indefatigable, cheerful, and fabulous Judy Webster has been working hard on planning the program in spite of her friend and pain-in-the neck, Katina Strauch.

Congratulations-ations! to Tina Feick (B.H. Blackwell, Ltd.)! This incredible woman has won the Bowker/Ulrich’s Serials Librarian-ship Award. Tina won the award for her demonstrated ability to educate people about serials, for her consummate professionalism, and for her proven capacity to successfully bridge the vendor/librarian world. Yeah!

Ann Reinke Strong is a pretty neat lady. I first knew her when she worked for the New England Journal of Medicine, then when she was President of SSP and head of the Journals Division at The MIT Press, and next when she went to Macmillan New Media. Now, Hans-Ulrich Daniel, President and CEO of Springer Verlag NY sends word that this incredible woman is now working for

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Springer-Verlag NY as Vice President, Journals and Electronic Media, a newly created position! Congratulations, Ann. Maybe some day (soon) we can get you to Charleston??

Word on the street is that Charles Germain along with a British partner have acquired all of the stock of PCG (Publishers Communication Group) from Faxon. For more on Charles and PCG, see ATG, v.6#3 (June, 1994), page 22.

It's hard to keep up with all that is happening at Faxon even over the Internet! The latest as we go to press: • Swets & Zeitlinger B.V. of Lisse, The Netherlands, has purchased Faxon's European subsidiaries. • Faxon has elected not to accept R. R. Donnelley and Sons' offer to purchase the company. • EBSCO has terminated its consideration of the

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way we have paid millions of dollars to develop our shared cataloging databases.” To remain viable in this process, acquisitions librarians will learn to balance the need to maintain both paper and online collections. Acquisitions librarians “will be in charge of acquiring documents to (optically) scan and (will) eventually be involved with the issues of copyright clearance.” Ms. Fitchett envisions a movement away from autonomous library collections toward networked institutions that act as a single informational resource. She cited the current move in Ohio to make the state’s library system into just such a networked resource. As an aside, this raises the question of professional accreditation for a single institution. While Ms. Fitchett did not address this issue, joint ownership of information will certainly be an issue that will need definition and guidance from those organizations that accredit certain types of libraries.

Ms. Fitchett advised the audience to become familiar with the issues including those groups working toward the online presentation of scholarly information, including The Center for Electronic Text and the Humanities, the Committee on Preservation and Access, and The Center for the Electronic Text in the Law.

The next speaker in the program was Mary Lou Linanne, Associate Director for Technical Services at DePaul University Law Library in Chicago, Illinois. Ms. Linanne focused on the effects of the Internet environment on the acquisitions profession. She recognized that the relationship between the acquisitions process and the Internet is still in an early stage of development as compared to reference. Ms. Linanne speculated that this is due to the interactive nature of our work unlike reference which is passive. She offered three possible scenarios for the future.

The first scenario would exist in a virtual library with no concerns of money, staff, or database limitations. In such a work environment, we would have “a totally paperless order process.” Materials will be searched, ordered, received, paid for, and stored in cyberspace. The information will be linked to the online catalog and simultaneously to the other networked databases. As an aside, electronic serials, are already making their way into academic libraries, and manifesting all the attendant problems currently associated with microfiche and microfilm.

The second scenario, more plausible at this time, describes a library where most of the materials will be ordered online through the Internet from major vendors and publishers. The materials, would be in a variety of formats including online, CD-ROM, fiche and paper. The everyday aspects of acquisitions and processing would be performed online including complaint resolution and the downloading of bibliographic information. Accounts would be automatically debited as purchases are made. (This would require a great deal of coordination between publishers/vendors and institutional accounting systems.)

Finally, Ms. Linanne offered a third scenario that reflects the current state of the relationship between acquisitions and the Internet which entails the searching of other institutional OPAC's and occasionally publishers' catalogs as a part of the verification and pre-ordering process. Ms. Linanne advised the audience “not to downplay yourself” and your importance as an acquisitions professional to discussions of the Internet. We must expand our own understanding and use of the Internet. For the present time, most of the money spent on Internet resources is covered by the parent institution. Ms. Linanne indicated that this is not a trend we should expect to continue indefinitely and we will find ourselves shoring more and more of the costs from the library’s budget in the future.

Ms. Linanne referred to John N. Berry’s editorial in the May 15, 1994 issue of Library Journal when he stated that the real task for acquisitions and technical services will be “managing an indefinite transition.” An early focus for acquisitions professionals should be a definite voice in the establishment of industry guidelines and standards for electronic ordering, receiving and other business transactions.

In the final presentation concerning the effects of the Internet environment on traditional cataloging, the speaker referred to the “fear and loathing aspect” of these type of speculative discussions of the effects of technology on our workplaces. I like to refer to this reaction as “Chicken Little’s Disease” where the individual is lured into a sense of foreboding at the prospect of change. We find ourselves overwhelmed at a future we cannot fully grasp and believe the worse-case scenario based on limited perceptions. Related to and often the cause of “Chicken-Little’s disease” is the “One-Answer Hasty Conclusion” where an individual becomes convinced that there is one proposed solution or one prognostication of future events that will answer or satisfy all people involved in a certain process. One famous example of this incorrect mode of thinking was the assertion that automation in libraries would reduce the amount of paper generated during the workday. Everyone knows how inaccurate this prediction turned out to be.

As each speaker indicated, there is no need for anxiety regarding our role in the new electronic environment. We have incorporated aspects equally challenging into our work lives in the past. We must be careful to listen to all prognostications with a certain reserve. No one can absolutely predict just how the Internet will eventually impact our lives. Whatever the course of events, there will most likely be a variety of solutions tailored to our specific environments. The one piece of advice we must take to heart is to become as informed as we can and to begin to experiment with some of the new resources available to acquisitions through the Internet.

Hey y’all! Judy Luther (Faxon) and Bruce Buckland (Inforonics) talked about the Titlebank Internet Catalog back in ATG, February, 1994, page 22. Have you read it? — KS
acquisition of Faxon’s non-USA operations, excluding Europe, and of the Turner subsidiary. Dawson Holdings PLC, jointly announced with The Faxon Company, Inc. their agreement for Dawson to acquire The Faxon Company and all Faxon subsidiaries.

Okay, so Jane Burke is no longer with NOTIS. But y’all just wait, this fantastic, capable, hard-charging woman will land on her feet! Stay tuned!

More on the NOTIS/Dynix front. We have tried for a printed explanation of what is happening. See this issue, Doc Aquis, page 90, as well as page 54.

Some day I will meet her. In the meantime it’s letters. Sherry Thompson, Director of Marketing for Majors Scientific Books, Inc., sends word that their Houston warehouse has moved to 9464 Kirby Drive, Houston, Texas 77054.

The fantastic Gary Brown (who serves the best lamb chops in the world) has accepted a position with Blackwell. He will be in charge of their Latin American Division.

And the Elvis-card carrying Kris Nordlie is going to Yankee! Kris says that she is taking her famous Elvis museum with her. We can’t wait to see the new set up!

Joe Sollitto called the other day from his new position at Dawson. He is his usual ebullient, sharp-as-a-tack self!

Katrina took a two-week trip to Amsterdam and Wiesbaden, Germany this summer! The only thing wrong with it, was that it was hotter than Charleston because of record-breaking, unseasonable weather! Just some of the people she talked to were — Jan Willem Dijkstra (Elsevier), Dieke von Wijnen (Kluwer), Albert Prior (Swets) and Knut Dorn (Harrassowitz). Sadly, Herman Pabbruwe was (can you believe it?) on vacation! The nerve! We will have a more detailed write up (and even some interviews) in the November issue coming up. Stay tuned!

The University of California and IEEE (the Institute of Electrical and Electronic Engineers) have announced a major electronic distribution agreement. Under the agreement, IEEE will make more than one million pages of publications available to the nine UC campuses during the next four years. The publications will be accessible on the University’s computerized library information network, known as the MELVYL® system, in a partnership to explore electronic distribution of computing and engineering information. The IEEE produces over 25% of the world’s literature in the field and publishes more than 90 journals and magazines. 200 conference proceedings, 100 technical standards, and 75 books each year. By early 1995, most of the Institute’s publications from 1980 to date should be available through MELVYL. Users will be able to read, download and print copies of publications or electronically receive documents on their desktop computers. For further information, contact Helen L. Horwitz, IEEE, 908-562-6821, or Michael J. Alva, U. of California, 510-987-9200.

Julia Gelfand took a badly needed week off earlier this summer. She says she just finished reading As I Was Saying by Gordon Graham and thoroughly enjoyed it. She also thinks that we may see the grand gentleman at the 94 Charleston Conference! How about it Gordon? We will have TWO reviews of As I Was Saying in the next issue of ATG!


Nat Bodian writes that rights for his highly-acclaimed Publishing Desk Reference have reverted to him. He says that he still has several copies of the book which he will supply to any ATG reader for $52.50. Write him at 5 Henley Reader, Cranford, NJ 07016.

And the ebullient Corrie Marsh has recently gotten married and changed positions. She is now at University Microfilms International in Chicago! Congrats, Corrie and see you in November.

Hey, y’all. We’re impressed with how good libraries are at paying their bills. Check it out. This issue, page 14.

Well the marketplace might be savage, but some fantastic people are joining it! How about this news. Lynne Branche Brown is now at Yankee. Marilyn Geller is now at Readmore. And have you heard about Judy McQueen? She is moving to YBP too! Congratulations to all of these wonderful, capable, hard-working women!

And more details. Marilyn Geller will be Internet Product Specialist at Readmore where she will develop Internet services for librarians and publishers as well as electronic publishing applications. She can be reached at the Readmore offices in New England, at 617-484-7379.

Lynne Branche Brown writes that she has arrived at her new job (Vice President, Collection Management Services Division, YBP) and is settling in. This on-the-ball woman even sent us some Bet You Missed It snippets for this issue before she left her old job at Penn State. Bam zowie, Lynne!

The dynamic Judy McQueen’s new job is Vice President, Library Technical Services Division at YBP. This new division will provide collection development, acquisitions, cataloging, book processing, and related technical services for customers.

Heard on the CNI Copyright and Intellectual Property Forum — The NACS (National Association of College Stores) and the AAP (Association of American Publishers) have put together a pamphlet called “Questions and Answers on Copyright for the Campus Community.” It can be obtained from NACS, 500 East Lorraine Street, Oberlin, Ohio 44074-1294.

The delightful Maria Fitzpatrick of Academic Press writes that there have been a few changes since AP’s profile was written back in February’s ATG. Tara Catogg has resigned as Director of Sales. She has been replaced by Sal Gelardi; he has been named V.P. of Sales and Marketing. Sal comes to AP from the Harcourt Brace Trade division. Thanks, Maria. To learn more about what Maria thinks, see letters to the editor, this issue, page 5.

One of the most wonderful Greeks I know (and I know a lot of them) is Susan Pappas of Kluwer Academic. She writes that she has recently become engaged and plans a June 1995 wedding. In the meantime, she has been seen at Seattle at the American Association of Law Libraries annual meeting.

And great news! Jacob’s Karen (see p. 42) is running for state representative in Illinois! Karen was asked to run in the primary, declined, and now, for various reasons, the seat is still available. Hey! why not? The only bad thing is that the Charleston Conference is the weekend before the election so Karen will not be
able to attend. Instead of having fun with all of us, she'll be out pasting stickers on stuff and walking the precincts with Jacob Ray-Rah, Karen. Good Luck!!!

Ted Arnold of Blackwell North America writes that ALA in Miami Beach wasn't as bad as anticipated except for the cost of cabs. I tend to agree. He says he enjoyed the scenery and the mix of people. One night, he even sat one table away from Sylvester Stallone! Well, my old pal Cerise Oberman (SUNY-Plattsburgh) even saw 007, the "real" 007 that is, Sean Connery. How about them movie stars?

EBSCO CASIAS® (Current Awareness Service, Individual Article Service) has completed beta testing and access to the system should be available by the time you read this. Subscriptions will cost $900 per year and include citations for more than 10,000 journals from two sources: The British Library Document Supply Centre's Inside Information database and the ADONIS database including article citations from more than 50 biomedical titles.

The latest Scholarly Publishing Today (the official publication of the SSP, Society for Scholarly Publishing) (March/April, 1994) carried a glowing report on the 1993 Charleston Conference by the vivacious Jill O'Neill (Elsevier). Thanks, Jill!!

Azalee Sain (N.C. Community Colleges) is thriving. Saw her in Miami Beach not long before she was tooing off to London. Will she make it to the Charleston Conference? She (and we) hope so!

Vikki Medaglia (Bates College) says that she is still listening to hear from four-year college interested colleagues (ATG, June 1994, page 8). She also writes that in reading the November 1993 ATG (after the Charleston Conference) she saw an article by an old friend, Margot Isabelle (see ATG, November 1993, page 27), an incredible person and focused professional! How great that ATG brings long-lost friends together!

Well, we are hoping to have Mrs. Lucia Tsui, Acquisitions Librarian at Hong Kong Polytechnic Library at the 1994 Charleston Conference. Thanks to Dan Halloran (Academic Book Center) for making the contact!

Heard from the voice-that-inspires-confidence of Jim Smith (EBSCO). He says that he and his wife have moved into their new digs in Birmingham and that they are very happy. Even their dog is ecstatic!

Liz Chapman who is doing the international section of the '94 Charleston Conference writes that they were over-taken by the secret service and helicopters disturbing the dreaming spires when President Clinton visited in June. Liz, and Jonathan Waring (Coutts) didn't let it bother them. Jonathan, are you coming to the '94 Conference???

And Ed Lockman, the number-cruncher par excellence, has joined Readmore Academic. Congratulations, Ed!

Anne Robichaux (Medical Univ. of S.C. Library) writes that she recently attended the SLA meeting. She met a man named Bradford Purcell, President of Research Books, who is a big fan of ATG! He sends his hello to all of us. Hello back, Brad. Are you going to make it to Charleston this year, we hope, we hope?

Well, by the time you read this Robin Sumner of USC Press will have gotten married and gone on her honeymoon! If you want to believe it, she had the wedding AT HER HOUSE! Robin is acting director at USC Press since Ken Scott has left for the University of Florida Press. Talk about all of your life changing all at once!

What we want to know, Scott Schmidt (Midwest), is if your car started when you were ready to leave the policeman's driveway? Hey, y'all, read our hilarious stories in this issue's On the Road, page 34.

Myrna McCallister, long time attendee at the Charleston Conferences, has left Appalachian State to become Director at Muhlenberg College in Allentown, PA. Wow and good luck, Myrna!

Glen Secor has gone on a much needed vacation but not before he delivered both Legally Speaking and International Dateline. Of course, he didn't give us his phone number in case we needed to communicate with him . . . You deserve a vacation Glen, but just wait til you get back!

The dancing-est man in the library world just wrote to correct our writing steps! Herman Pabbruwe, the brimming-with-life, says he has become president of Wolters Kluwer Academic Publishers (Kluwer Academic) with offices in Norwell (Mass.), London and Dordrecht. Frans van Eysinga is now the president of Wolters Kluwer U.S. Corp. in New York. In that role he is supervising the publishing companies Lippincott, Raven, Aspen and Facts and Comparisons. They both report to the Executive Board of Wolters Kluwer which is — just where you thought — in Amsterdam!

The Board of Directors of the Association of Research Libraries (ARL) has adopted a statement that articulates a shared understanding about future directions for library access and delivery services. A copy of the statement, Information Access & Delivery Services: A Strategic Direction for Research Libraries, is available over the Internet. ARL defines library access and delivery services in an environment of distributed networked information and desktop delivery where research libraries are a primary, but not exclusive, source for user access to instructional and research materials. Also underway at ARL is an Office of Management Services process to assist libraries to redesign ILL operations and anticipate and accommodate new article delivery options and other networked information services. A two-day OMS Institute on the Redesign of ILL/DD Services is scheduled for October 11-12 in Washington, DC, and November 16-18 in Chicago. Additional information about ARL's access program is available from the ARL Gopher (point your Gopher client to ARL.CNI.Org), or from NAILDD Project Director, Mary E. Jackson (mary@cnio.org), and ARL's Deputy Executive Director Jaia Barrett (jaia@cnio.org).

The ASCE (American Society of Civil Engineers) has created the new ASCE Foundation to facilitate the parent organization's planned move to the Washington, D.C. area. Curtis C. Deane, veteran association executive, has been named the Foundation's first president.

IBM and ISI (The Institute for Scientific Information) have announced a joint study to develop a prototype electronic document storage management and distribution system for ISI's Electronic Library project. The objective of this project is to allow publishers and users of scholarly information to test the many variables relating to the electronic distri-
bution of information. Using IBM’s modular, client/server solution, ISI subscribers would have direct local access to customized selections of information. For more information, contact: Jacqueline H. Trolley <jtrolley@isinet.com> or Michael Ross <nuje-riss@ak-nadeb.ibm.com>.

Y’all have probably already read it, but if you haven’t, you should. It’s Mer- rily E. Taylor’s essay in C&RL News (February, 1994, v.55, no.2, pp. 84-86) entitled “Books, Computers, and the Pushmi-Pullyu.” Taylor, university librarian at Brown, says some provocative and pretty commonsensical things about “balancing the past and the future” in libraries.

You might also look at another essay, this one in The New York Times Book Review, (August 14, 1994) “Are These Books or What? CD-ROMs and the Literary Industry,” by Sara Lyall. A lot of these non-librarians are getting into the information business, and they have strong opinions. Lyall talks about Bill Gates and why the computer guru has chosen to publish in print rather than cyberspace.

We forgot to tell you when Dan Halloran, President of Academic Book Center in Portland, Oregon, went to the North Pole. And it wasn’t with Mrs. Santa Claus. It was with the seven-months pregnant, Jackie Thompson. Now, months later, Dan says they had a good time though they didn’t see the old man. They were visiting several customers and getting used to the weather. Oh, and it was a girl!

The AAP (Association of American Publishers) has issued a four-page document which highlights the concerns of authors, publishers and other copyright proprietors over the potential for infringement inherent in the scanning process and the need for special care on the part of users of copyright materials. To obtain a copy of the document, contact the AAP, 1718 Connecticut Avenue, N.W., Washington, DC 20009, 212-232-3335.

Geac Computers, Inc., is installing an ADVANCED Integrated Library System at New York University to support the libraries of NYU and the Research Library Association of South Manhattan.

Mentioned in Regan Robinson’s fantastic Librarians Collection Letter, August 1994, page 2, was Tony Leisner’s June 1994 ATG article, “Faster Than a Speeding CD.” Pretty swell!

Some news on the Clara-Mae Chittum and Ruud van der Velden front. Unilever is sending Ruud to Venezuela to build a new ice cream factory in Guacara, near Valencia where they are going to live.

Lyman Newlin never stops! Check out his Broadwater Books (800-572-5950) and his mention in our interview with the amazing Karen Schmidt, this issue. page 42. Lyman also writes that he has an Ornithology Collection for sale many of which are out of print. It’s about 200 books and he says to call him at Broadwater if you are interested!

This year’s annual symposium of the Greater New York Metropolitan Area Chapter of the ACRL/NY will address the issue of “Creating New Alliances in Higher Education.” The day-long symposium will be held on November 16. For further information contact Lois Cherepon at 718-390-4456.

The Optical Society of America (OSA) went online in August with OSA OpticsNet, a link for the optics community to the information superhighway. OSA OpticsNet, the OSA Homepage available through Mosaic/World Wide Web, is part of an expanding resource. OSA OpticsNet can be reached through Mosaic at the address http://www.osa.org/homepage.html. If your organization would like their Mosaic Home page linked to OSA OpticsNet, please contact Frank Harris at 202-416-1904.

We have learned that the smileingly unflappable Paul Sonberg (once Elsevier’s East Coast rep) is now happily perched at the Academy of Natural Sciences in Philadelphia! Paul has been working there since June 1 as Sales Director for the scholarly reference series The Birds of North America. It’s a little eccentric bibliographically says Paul, somewhere between a true serial and a monographic set, but the content is first rate. If you want to coo in his ear, or just ruffle his feathers, you can reach him at 215-299-1023.

The CARL Corporation has announced the formation of a new division specializing in outsourcing services for libraries and information managers which will be headed by the dynamic Amy Miller, who we once knew at Yankee Book Peddler. The newly formed CARL Computing and Database Services Division offers a variety of services, including Internet and gateway access to a host of commercial and third-party databases, as well as full service library automation management. For more information, contact Amy at 303-758-3030.

Well, we told you that the CARL Corporation was nominated for Small Business of the Year by the Denver Metropolitan Chamber of Commerce. They have won! CARL Corporation was chosen from among other locally-owned, privately-held, for-profit businesses in the Denver area, each with fewer than 125 employees and each at least four years old.

And even more. The CARL Corporation has announced the acquisition of a new electronic readers’ advisory product developed by Smith, Strickler and Rohweder called Novel Approach(TM) which assists adult fiction readers in locating new authors and titles of interest to them and uses this information to create electronic lists of “books you might like." The incredible Duncan Smith, of North Carolina fame, president of Smith, Strickler and Rohweder, has joined CARL Corporation to serve as product manager.

The National Information Standards Organization (NISO), in collaboration with the Coalition for Networked Information, has established an electronic forum on the Internet to provide quick and easy access to information about NISO’s standards program. The new NISO forum called niso-l is moderated by Cecilia Preston. This new service replaces the older LISTSERV list niso-l@nervm. To subscribe to niso-l send an email message to list proc@cni.org. The message should contain the line subscribe niso-l <your name>.

NISO has also elected three new members to its Board of Directors. They are Vinod Chachra, President of VTLS, Inc.; Lennie Stovel, Applications Software Development Manager Research Libraries Group (RLG), and Elizabeth Bole Eddison, Chairman of the Board, Vice President and co-founder of Innmagic, Inc.

This courtesy of Birdie MacLennan (U. of Vermont), SERIALST, and Science magazine (August 12, 1994, p. 867) — The AAAS has sold the Online Journal of Clinical Trials (OJCT) to Chapman & Hall. OJCT...” needed
Top Secret — Sensitive

Hands Across the Sea
by Ken Robichaux
(Director, Majors’ Foreign Relations Department)

It has been a desire of mine for a long time to find a sales rep type who would give us examples of tidbits of reports which they file with their companies about us librarians out there in the trenches. And, voila, will wonders ever cease?!! Here is just such a report sent to us by the incredibly generous, urbane, and correspondentpar excellence, Albert Majors McClendon. Thank you to both Al and Ken! Now read on! — KS

READ ON A NEED-TO-KNOW BASIS ONLY

The following document is considered sensitive and may only be read by those with a Level IV security clearance or higher. Unauthorized dissemination will be subject to the penalties and or fines covered by, but not limited to, the following sections and paragraphs of the Majors’ Secrecy Act:

SECTION III: PARAGRAPH 2B

SECTION XIX: PARAGRAPHS 1 THROUGH 66

SECTION LXXIV: PARAGRAPHS 45G AND 79 B-R

Reference code Name: HANDS ACROSS THE SEA

FROM: Ken Robichaux, Director, Majors’ Foreign Relations Department

SUBJECT: Visitors from the Republic of Georgia (formerly a province of the USSR)

BACKGROUND: A few years ago the state of Georgia in the United States and the Republic of Georgia, which is located between Asia and Europe next to Armenia, formed a very successful and active exchange program. As part of that pro

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5000 subscriptions to break even [and] reached barely a tenth of that level. Last fall the AAAS Board of Directors decided to seek a buyer that could afford to mount the type of aggressive marketing campaign aimed at making the journal viable.” According to Chapman & Hall’s president, Dana Dreibelis, “the company will continue to distribute the journal in partnership with the Dublin, Ohio-based OCLC Online Library Center but that it intends to use direct mail to promote [the journal] heavily to the medical community.”

For your information, just out is Recruiting, Educating, and Training Librarians for Collection Development by Peggy Johnson and Sheila S. Intner (Greenwood, 1994). Chapters in this comprehensive book were written by Bill Katz, F. W. Lancaster, Terry Allison & Marion Reid, Gene Wiemers, Michael Keller, Sheila Intner, Paul Metz, Michael Ryan, Peggy Johnson, Thomas Nisonger, Elizabeth Futas, George Soete, Tony Ferguson, Whitney Coe & Joseph Consoli, and Gay Dannelly. The chapters provide practical advice as well as in-depth analysis.

The Association of Research Libraries has announced the publication of the Fourth Edition of the hard-copy standard reference work for serials on the Internet. The Directory of Electronic Journals, Newsletters, and Academic Discussion Lists. Although many journals, newsletters, and scholarly lists may be accessed free of charge through Internet and affiliated networks, it is not always simple to find what is available. The new edition of the Directory is a compilation of entries for nearly 1800 scholarly lists and some 440 electronic journals, newsletters, and related titles such as newsletter-digests — an increase in size of about 70% since the third edition of April 1993 and 3.5 times since the first edition of July 1991. The directory provides instructions for electronic access to each publication. The objective is to assist the user in finding relevant publications and connecting to them quickly, even if he or she is not completely versed in the full range of user-access systems. To order contact ARL Publications, (phone) 202-296-2296, (fax) 202-872-0884, (e-mail) osap@cnl.org. Pricing: $54.00, plus postage/shipping/handling, prepaid (inquire for rates depending on country). There is a discount to ARL member libraries (inquire).

The new Guide to Cooperative Collection Development (Collection Management and development guides, no.6) is available from ALA Books. Price is $10 ($9 to members), 800-545-2433. ISBN 8-8389-344-7.

Terry Carroll, the author, tells us that The Copyright FAQ (Frequently Asked Questions) is found at rtfm.mit.edu, directory/pub/usenet/news.answers/law/copyright-faq, files part1 through part6.

Against the Grain keeps growing and growing and not just in page count, readers and contributors! Table of Contents are now mounted on the BUBL, Bulletin Board for Libraries in the UK thanks to Liz Chapman.

And if any of you are interested in editing any of the new features in this issue — Profiles Encouraged, Facts & Figures, or Marketing to Libraries, run, jump, yell, scream or otherwise make yourself known to Yr. Ed. †