TABLE OF CONTENTS

ISSUES, NEWS, & GOINGS ON

1 Rumors
6 Deadlines
6 From Your Editor
6 Letters to the Editor

FEATURES

1 Biz of Acq — Increasing Your Efficiency with Internet Resources by Rob Withers — When used creatively, Internet resources can speed up the process of finding information about the materials we order and communicating information with selectors, acquisitions personnel, and vendors.


94 Back Talk — Tony Ferguson — Advances in Education and Librarianship — It has been said that, “Every education in education is made over the dead bodies of 10,000 resisting professors.” Tony wonders if the same could be said of librarians.

PROFILES ENCOURAGED

72 Katherine Higgins Bielisky — Catalog Department Head — College of Charleston Libraries

INTERVIEWS

24 Tim Bradbury — Vice President, GaleNet — by Katina Strauch
26 Norman Horrocks — Scarecrow Press — by Katina Strauch
28 David Rubin — Rookwood Press — by Katina Strauch
30 Lindsay and Howes — by Pam Cenzer

REVIEWS

32 From the Reference Desk — Plenty more reference reviews
36 Book Reviews — Health Care at the Abyss: Managed Care vs. the Goals of Medicine, Guns, Germs and Steel: The Fates of Human Societies, and Mono Lake Stories are reviewed in this issue.

50 Just In Time Acquisitions: The Case of the NY Times Book Review by Lynda Cleddininger

LEGAL ISSUES

Edited by Anne F. Jennings (Info Facto) and Jack Montgomery (U. of Missouri, Columbia)

44 Electronic Rights: Going Beyond the Grant of Rights Clause — Lloyd Rich talks about the controversial Tasini Decision.

48 Cases of Note — Anne’s been hard a work reading cases on Jurisdiction and the Internet and Books and the First Amendment.

PUBLISHING

52 Book Pricing Update — Dan Miller talks about Reference Publishing in 1997

54 Academic Book Trends by Celia Scher Wagner — Popular book prices — The focus
PUBLISHING (con’t)
is on a cluster analysis of one year’s actual (as well as average or median) academic book prices.
5 Publisher Bestsellers – Michigan State University Press

BOOKSELLING AND VENDING

60 And They Were There — Reports of Meetings — UKSG and The Specialized Scholarly Monograph in Crisis or How Can I Get Tenure If You Don’t Publish My Book?
64 Bet You Missed It! Is the Web destroying the quality of research papers? And how about creating more money for lawyers? Check out what Sarah Tusa and her staff have been reading!
66 Group Therapy — Connie Foster wants to know — How do you identify electronic journals in your OPAC?
68 Inside Pandora’s Box — Navigating Permanent “White-water” of Organizational Change by Richard M. Dougherty This paper explores the nature and types of change. A realistic change model is presented along with useful change and planning strategies.
75 Practical Issues Associated with Outsourcing by Lynne Branche Brown
78 Not Fit For Print — What exactly does it mean to run your library like a business and can it be done easily? Are there differences between not-for-profits and the profit sector? Where do people fit in the equation? Tony Leisner has some answers.
80 On The Street — The word on everyone’s lips is Internet Commerce these days. Eamon Fennessy and Kathy Miraglia have polled you to see what you have to say about Online Acquisition and the Librarian.
82 Papa Lyman Remembers — Buzz words and phrases and the Charleston Conference and Frankfurt Book Fair are Papa’s subjects this time.
84 In Praise of Bookshops ... Claire Fund interviews Rare Bookseller Mike Slicker — Lighthouse Books

INTERNATIONAL

83 International Dateline — Shelley Neville is An American in Moscow: Discovering Today’s Libraries in Russia.

TECHNOLOGY AND STANDARDS
Edited by Sandra K. Paul (SKP Associates) and Albert Simmonds (R.R. Bowker)

86 Doc Aquis — Do you know about the Librarian’s Online Warehouse? See what Elsie Pritchard says about it.
87 Innovations Affecting Us — The Cookie Monster: Personal Privacy and the Internet by Norman Desmarais — We all know that most of the messages we send over the Internet have about the same level of security as the common postcard. But a cookie manager can prevent the installation of a cookie that would permit tracking one’s browsing activities.
90 Chaos — Although publishers often are on the leading edge of experimentation and design in creating electronic products, because they are using inefficient means to promote access to, and grant sales registration for, some extremely innovative products, their efforts may be ignored by the very audiences they are trying to serve because of the difficulty and complexity of accessing these products. Chuck Hamaker gives us some fact and opinion about Journals Electronic Style.

ETC.

42 Call for Papers — 1998 Charleston Conference
58 Adventures in Librarianship — This charming essay is about Brute Force Librarian by Ned Kraft
79 On the Road — A New Kind of Meeting Report — Here’s another report on NASIG from Connie Foster, a board member stranded in the airport...
92 A Little Nostalgia — Saying Good-Bye to the Cards in Each Book by Nancy Soth

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

December 1997-January 1998 / Against the Grain