Against the Grain

v.13 #1 February 2001 © Katina Strauch

ISSUES, NEWS, & GOINGS ON

Rumors ................................................. 1
Deadlines ............................................ 6
Letters to the Editor .............................. 6

FEATURES

ATG State of the Industry Issue

Biz of Acq — Canadian National Site Licensing Project .......................... 1
by Daniel Phelan — A site license is a way to gain a bulk discount when purchasing a significantly high number of copies of a given piece of software. The Canadian National Site Licensing Project (CNSLP) is an effort to utilize this strategy to help a nationwide consortium gain access to electronic bibliographic and full-text databases at reduced prices.

Biz of Acq — Out-of-Print Books: A Practical, Web-Based Solution ...... 20
by Michelle Flinchbaugh — In this month's column, Michelle describes how her acquisitions teams successfully incorporated the Internet into OP work. She then details the procedure that works best at her library.

The Dilemma of Publisher Giveaways ........................................ 24
by Georgia Briscoe — Each librarian must find his or her own comfort zone on how best to handle giveaways from vendors. This is an issue which is not going away soon; it only seems to be increasing.

Acquisitions in a Wired World: Where Are We Going? .................... 26
by Rick Anderson — It's the best of times and the worst of times for acquisitions librarians — just ask us ...

A Short History of Academic Library Bookselling in America: Or A Tale of the Two Richards: ................................................................. 28
by Daniel P. Halloran — Two men — Richard Abel and Richard Blackwell are primarily responsible for English language academic bookselling as we know it today. These two Richards shaped all of the modern, academic bookellers.

I User — First Encounters with the RCA eBook .............................. 32
by Rick Lugg and Ruth Fischer — This will be a new column in ATG beginning with this issue. What's the end user's experience when he or she encounters a new product? Here's an encounter with the RCA Ebook.

Against the Grain Classifieds ...................................................... 34
Advertise your job listings, items for sale, or items wanted here. We thank you for your contributions.

Op Ed — Opinions and Editorials ............................................. 35
Library-Based Profiling: Speaking Out by John R. Secor — Will library-based profiling reinvigorate library-vendor relations? (Against the Grain, June 2000, p. 36.)

Millennium Minutes ................................................. 36
This month's millennium entries include: My Life As A Page by Marisa Anna Scigliano: Drinking From the Firehouse: Reminiscing About Old Technology by Eleanor I. Cook, and Do You Remember... by Nancy McKeehan. Our Millennium Minutes column will appear in each issue of Against the Grain throughout 2001, so those of you who have not yet submitted your memories, should write them down and send them to us!

Back Talk ................................................... 86
Libraries in the New Information Economy by Tony Ferguson — A focus on one of four lessons, with special significance to large academic libraries, on the effects that changes in the technology of communication are having upon the economy.

ATG INTERVIEWS

Ken Drzgan ........................................... 42
Chairman & Founder, 21 North Main

Rolf Janke ............................................... 46
President, Sage Reference

REVIEWS

From the Reference Desk ................................................. 48
Reviews of Reference titles by Tom Gilson.
— Encyclopedia of the American Civil War: A Political, Social, and Military History: Encyclopedia of Biodiversity: Encyclopedia of Feminism: Internet Access to the and Compendium of the World’s Languages are just some of the titles reviewed in this issue.

Book Reviews ......................................... 52
Monograph Musings and YA Literary Commentary by Debbie Vaughn — This month the great Ellen Finnie Duranteau shares her thoughts on Bill Bryson's In a Sunburned Country, the tried-and-true Phillip Powell explores Dorothy von Schwalbenfels' Lawyer's Laughter Wasn't Rational, and newcomer Angela Megaw dives into Norman Desmarais' The ABCs of XML and Reza Hooque's XML for Real Programmers.
STATE OF THE INDUSTRY ISSUE

LEGAL ISSUES
Editted by Bryan Carson, Bruce Strauch, and Jack Montgomery
Legally Speaking ........................................... 57
Reference Questions and the Unauthorized Practice of Law by Bryan Carson.
Questions and Answers .................................. 58
Copyright Column by Laura Gasaway —

PUBLISHING
And They Were There ................................. 60

Bestsellers in Australia/New Zealand .. 68
Françoise Crowell brings us a mixture of titles which reflect the diversity of interest in Australian/New Zealand topics. Librarians and armchair travelers alike will find books here for their collections.

PUBLISHER BESTSELLERS ..................... 69
New York University Press by Julia A. Gammon — Rachel Weiss, Marketing and Sales Manager, at NYU Press, has provided this concise list of recent bestsellers.

BOOK PRICING UPDATE ......................... 70
Peter Piper Picked a Peck of Pre-Pub Prices by John Riley — We would like to thank Celia Wagner for her years of work on this column and welcome John Riley who is bringing us a new chapter in Book Pricing Updates. John plans to take a different tack in examining pricing and wants to focus on different areas where pricing is an issue.

BOOKSELLING
Issues in Vendor/Library Relations .. 70
A Lasting Difference by Bob Nardini —
Twenty years is not a long time in the overall scheme of things but it is time enough for scores of companies to vanish and leave no trace. Who are the unluckiest participants in our Information Age?

Issues in Vendor/Library Relations .. 72
Will Amazon Wal-Mart the Book Vendor? by Bob Nardini and John Abbott — It's become commonplace to say that anyone who displays bibliographic data and/or delivers books within an academic setting should emulate some of the practices of Amazon.com. John Abbott, at the recent Charleston Conference, made an interesting point, that Amazon might want to act like a book vendor. After hearing him, Bob invited John to take part in this exchange.

OREGON TRAILS .................................. 74
Tom begins the new year with some looks at publisher catalogs. We love it when he does this!

INTERNATIONAL
The Fire of Progress ............................... 82
Martin White tells us that the fire of progress is lit

TECHNOLOGY AND STANDARDS
Published by Sandra K. Paul and Albert Simmonds
Chaos ........................................... 83
World Acronyms Over the Years by Sandra K. Paul — This walk down memory lane takes us back to many acronyms in the world of standards that some of you will remember over the years.

WEBWORTHY .................................. 84
Ned Kraft brings us a hilarious Memorandum that — let's hope — none of us ever actually gets.

ETC.

Name Address City Company Email
State Zip Phone

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

May a federal government library photocopy an entire issue of a journal in order to bind a complete volume? This is just one of the nitty-gritty questions that Laura answers in this regular column.

"Linking Publishers, Vendors and Librarians"

Uncommon...

Against the Grain is your key to the latest news about libraries, publishers, book jobbers, and subscription agents. ATG is a unique collection of reports on the issues, literature, and people that impact the world of books, journals, and electronic information.

Unconventional...

ATG is published six times a year, in February, April, June, September, November, and December/January. A six issue subscription is available for only $40 U.S. ($45 Canada, $50 foreign), making it an uncommonly good buy for all that it covers. Make checks payable to Against the Grain, LLC and mail to: Katina Strauch 209 Richardson Avenue MSC 98, The Citadel Charleston, SC 29409