Will We Learn to Manage the New Electronic Technologies Before They Overwhelm Us - Charleston Library Acquisitions Conference

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1993 Charleston Library Conference

A Report by Diane Kachmar

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Wednesday November 3

     Three Preconferences at the Lightsey Conference Center

covered The Art of Negotiating (John Secor, Yankee Book

Peddler and Judy Luther of Faxon), Serials Cancellation

(Buzzy Basch - Basch Associates), and Managing Acquisitions

(Janet Flowers - University of North Carolina, Chapel Hill;

Suzanne Striedieck - North Carolina State University). The

fourth preconference at The Omni at Charleston Place covered

Libraries as Publishers.

     Lightsey conference center staff hosted a Welcome

Reception/Registration wednesday evening. They served a

light buffet of cheese, crackers, sandwiches, chips, dips,

and brownies.

Thursday November 4, 1993.

     A new event, breakfast conversations began the

conference. Judy Webster, the Conference co-chair, gave the

Newcomer's Welcome and then introduced Katina Strauch, the

Conference coordinator. Katina introduced the Honorable

Charles Sanders, President of College of Charleston who made

a short welcoming speech. Judy concluded with an overview

of this year's theme: Bubble, Bubble, Toil and Trouble:

Will we learn to manage the new electronic technologies before they overwhelm us.

A travelling microphone crisscrossed the aisles to encourage everyone to speak. Long, deep discussion of current issues is the purpose of the Charleston Conference.

What should/do we buy? Session one. Document delivery and Collection Development in the Fast Lane: (Rosann Bazirjian - Syracuse University) spoke on the veritable witches brew of services available. She called them an electronic tower of Babel. There are many formats available for purchase, but very little experience to guide us.

Joyce Ogburn (Yale University) spoke on the results of her preliminary survey in the September issue of AGAINST THE GRAIN. (Acquiring minds want to know.) Joyce received 46 responses. She concluded it was too early to predict the direction change is going. What should/do we buy? Session Two. Collection Development 2001: The Consortium Model. (Cris Filistrup - George Washington University) gave an overview of his on-line public access catalog.

Acquiring Electronic Files: (Randy Olsen - Brigham Young University) reviewed policies governing vendor performance. Negotiation is the only way to stretch limited funds.

Acquiring electronic journals: (Nancy Stanley - Pennsylvania State University) gave tips on how to fill patron demand for new material.

The National Collection: (Nancy Perrault - Florida State University) traced the changing resource base in academic libraries. She tracked a sixteen percent drop in acquisition of monographs from 1985-1990. Humanities posted the greatest decline, while science had the least. In 1985, the language split was fifty/fifty. By 1989, the split became sixty/forty. We are rapidly losing foreign language publications in the humanities. Will it cause gaps in collections in the future?

A discussion of morning issues followed the panels. The conference broke for the Lively Lunch sessions. I (Diane Kachmar) moderated the Book talk section.

Serials have taken part of our monograph budget. Monographs used to get half the budget, now we might get a third. Serials' cancellation money is going for electronic products, not books. Paperback purchasing stretches book budgets. Publishers explained some of their problems.

Brave new worlds (new ideas). Establishing a corridor of adequacy in Library Acquisitions (John Clouson - King's College, Ontario). John presented an analysis of the subjects his collection contains. John compared nine acquisition formulas including Susskind-Voit, ARL, CATCO comparison, Clapp-Jordan, and ACRL. He recommended taking bits and pieces of all nine and using them to find the correct mixture to fit each institution's needs.

Using the OCLC/Amigos Collection Analysis CD to Measure

Collections: (Wanda Dole - SUNY-Stony Brook). The library director commissioned the study to revamp the libraries' allocation system. Science and social science materials topped the list. Foreign language publications had the lowest priority. Results found the collection equal to holding in the ARL.

Can I get that book by Friday? Paperless Acquisitions: (Deborah Lee - Mississippi State). Deborah outlined a plan to streamline the acquisition process. Staff should eliminate labor intensive paper files. Automate serials, and integrate serials holdings into the public catalog, making holdings patron accessible. Send orders electronically via Innopac.

Charleston goes electronic with the first ever conference internet connection and four laptops in Lightsey! Dick Dougherty takes the microphone through the aisles again for discussion.

EDI: the basics: Keith Schmeidl (Coutts Library Service). The old way of ordering takes too long. There is too much paper involved. Proprietary software limits vendor/buyer to one system. Rekeying of data into separate computer systems is inefficient. EDI is the application to application movement of business documents between businesses using a publicly recognized standard industry format. The ideal is to key once and send directly to the vendor's computer.

Who decides EDI in this country: (Sandy Paul - SKP Associates). X12 Electronic Data Interchange in the ISSB division of ANSI is the standard. EDIFACT is the standard for Europe, set by the UN ECE Committee. EAN is ready to adopt. BISAC and BIC (subsets of X12) are available for books. Comparable standards for serials are in development.

EDI Tools available to us: (Glen Kelley - Laurentian University) X12 standard developed through industry demand with MS DOS versions available. Mainframe needed for large transactions. Transmission of data is a five point process from library to vendor through phone. VAN (value added network) provides connection to variety of vendors with only one dialup. The biggest expense is transmission of data.

The Managers point of view: (John Cox - Blackwells). Rekeying is a waste of staff time. We must begin batch file transfer of order information into machine readable form. There is a legal complication; current law is still reliant on paper. We have to build checks into the electronic systems with passwords and pin numbers. Who takes liability for lost data? What about fraud and theft? Is EDI usable as evidence? What about the audit trail? Disaster contingency? Internet and EDI are currently incompatible. Vendors and librarians need to collaborate and adopt the current X12 standard.

The Conference ends for the day. There is an optional dinner dance harbor cruise in the evening.

Friday November 5

The conference begins again with breakfast
conversations and simulation rooms. I attended a session on
identifying out of print books.

Walking on Quicksand: The changing world of publishing.
The Future of the University Press: (Colin Day - University
of Michigan Press). The entire system needs to change.
Independent action often unknowingly affects other
publishers and doesn't produce the needed result. There is
a domino effect. Declining sales cause publishers to drop
non-productive subject areas. Electronic publishing is
coming, but is not an alternative yet.

Reference Publishing: What does the market want?

Eileen Tobin (Garland) said that Garland publishes
collections of articles in areas of high demand. Eileen
discussed the pitfalls of reprints without index support.

Audrey Melkin (Henry Holt) gives a short history of
Holt. She addressed the issue of the UK edition coming out
first and the impact on the market.

William Russey (VCH Publishers) comments on the heavy
reliance on indexes. The industry wants to go electronic,
information is more manageable on line. Consumers demand to
go electronic. The problem for publisher is to convert
narrative to disc. It is better to update the data than to
recreate it.

Journal Publishing: The survival of the fittest.

Ian Eastment (Sage Publications) declared journals have to grow and adapt, or they deserve to die. Librarians don't cause publication. Their job is to track published material.   Publishers now need to sell more in a closed market, so price increases ares inevitable. The mega journals will fall first. They must automate to survive.

Discussion follows the panels. The Conference breaks for Lively Lunches. I attend the automation section, a preview of the NOTIS Horizon acquisitions system.

Optional tours begin at two PM. A guided walking tour of historic homes, a private libraries tour or a bus tour of Charleston.

Contentious Issues: Coordinator; Lynne Rienner. (Lynne Rienner Publishers).

Copyright: An internship: Eleanor Cook detailed her work at the Copyright Clearance Center. Eleanor tried to clear up a few misconceptions about the center. She offered an overview of some pressing problems including timely collection of fees, the need for less bureaucracy, and the difficulty finding authors who retain rights.

Acquiring paperback materials: Carol Eyler and Beth Hammond (Mercer University) relate how to get more book for the buck. Their savings allowed them to purchase lower priority materials.   The decision worked for them. Reference or heavy use materials were the exception, but library binding salvaged the book. Quality is better these

days. Only three percent needed binding after four years.

Vendor Issues: Matt Naumann (Blackwell North America) stated that paperback buying will lead to higher paper prices. Libraries are ignoring the transaction cost per unit. Ten transactions to make $100.00 cost the publisher more than four transactions. Vendor Performance: Lynne Branch Brown (Pennsylvania State University) pointed out that we evaluate vendors after the fact. We should do research before we select one. Libraries should set certain standards, like eighty-five percent fulfillment of orders, zero Invoice errors, and rushes filled within twenty-four hours. Most libraries do not do this. Libraries must communicate concrete problems to the vendor. ISO 9002 is the publisher standard, but it may not be what the library needs.

Hyde Park Corner discussion continued after session. The conference ends for the day.

Conference Reception at the Old Exchange Building is the evening event. I took the building tour. The guides were very knowledgeable. The Exchange is the third most historic building in America.   Conversations at dinner, another new event this year, convened after the reception.

Saturday November 6

Around the world with librarians, publishers, and vendors; Global book and serial trading in the nineties's:

Julia Gelfand, (UC-Irvine), Moderator.

Glen Secor (Yankee Book Peddler) discussed the United States and Canadian book trade and the implications of NAFTA. Canada wants a cultural exception. They fear for their national identity. The United States wants to keep the trade surplus, and fears one exception will cause Europe to ask for the same. Europe's perception of the United States is that the publishers will do anything to keep free trade. Since the United States dominates the trade, the publisher could be more sensitive. The United States needs to balance profits with an awareness of other nation's problems and constraints.

Rolf Hasslow (Chalmers University of Technology) outlines the Swedish problem. Budgets are shrinking there, too. They have to import, and devalued money doesn't go far. Their budget is $900,000 for four thousand titles. The library purchased two thousand two hundred fifty titles, the rest came in as gifts/exchange. They ended up with a $250,000.00 budget cut. The library decided to deselect and canceled 536 journals. Their budget increased 20%, with provision for later increases. Rolf recommends being more selective, cooperating with other institutions, and watching prices. Joining a consortium is also helpful.

Digby Sales (University of Capetown) talks about publishing in South Africa. Political censorship is a major problem. The government and educational institutions are

the biggest publishers of materials. A few multinationals are in the trade, white Africans own the majority by white Africans. Four library services have a historic monopoly. Censorship, (which thankfully is easing), sanctions, geographic location, and the closed market all affect the market. Currency devaluation has influenced their budget. British firms still control the book market. Digby would like access to international markets. Email helps, and may finally end his isolation.

Stephen Lustig (Cassell) gave tips on selling British products in America. The American market is their largest, followed by continental Europe and Far East. There are three ways to get into the market. Sell to a distributor, do a co-edition, or sell the book directly themselves.

Cassell likes to sell on firm order, but can't always control price and promotion. Consignment is less attractive. It takes longer to get paid, but they have more say in product. A co-edition is very attractive, but Cassell may lose imprint identity. Stephen's office does promotion, and direct mail pitching. American prices are lower, which makes it harder for a British company to compete.

Mary Gilles (SWETS) came to this county in 1966. The SWETS office gathered journals together for shipment elsewhere. The key to their success is to the same service all over the world.

Charles Germain (PCG and Gauthiers Villars) summed it up. Currency value is eroding. This is good for American market, not so good for Europe. The dollar will continue to strengthen. Electronics is having an impact. Electronic journals are still experimental, but will be a factor in the future. Everyone wants to publish the leading edge product, if they only knew what it was.

Publisher Panel: Brian Cox, coordinator.

What is a journal office? (Patricia Scarry - University of Chicago Press). An editor's main job is to track assignments, set up meetings, and gain acceptance for publication. The editing and checking styles vary, with more grammar checking than content changes. The editor must decide contents, prepare ancillary publications, get the reviews out, and provide indexing. Journal costs include salaries, space, phone, postage, equipment, supplies, and honorariums. The Percentages of those costs break down into the following--staff eighty seven percent, postage five percent, supplies four point seven percent, telephone two percent, photocopying point seven percent.

Continuing projects become cheaper. Production of the journal and postage/mailing are only thirty-four percent of the cost. The rest is upkeep, staff, renewals, and miscellaneous.

Jill O'Neill (Elsevier Science Publishers) continued with more nuts and bolts: There is no blueprint. Each

office is unique. Editorial fee includes modest stipend.
Costs incurred in production are salaries for clerical help,
buying computer software, and postage. They pay royalties
for editing. The honor is not enough. A journal can be a
drain on resources. Peer review normally results in at
least one revision. Prestige is a factor, it serves to draw
the best possible papers. A High fee/low subscriber base
can end a journal before it becomes established.

   The Diversity of editors: Susan Knapp (American
Psychological Association) stated the university connection
is important as a traditional source of cheap labor (the
graduate student). The editor's position in University can
help. Secretarial help is the biggest expense. The
editor's stipend can be as expensive as the production of
the journals. Journals commonly return twenty percent of
their profit to the universities.

   Discussion followed. Do journals have to pay for
themselves? A five year period to be self-supporting was
the norm, now it has climbed to seven years.

   Questionspeak: Clifford Lynch (University of
California). Clifford gave us his vision of the future. In
scholarly communication, publishing has sidetracked us.
Email is opening the channels up again. What is the mission
of scholarly communication, how will electronics change it?

   The 'business' mind set that has invaded libraries is
dangerous. We need a stable funding source to cover

upgrading as the technology comes available. Don't maximize money, maximize information.

The Rights' issues. Finding the person who owns the rights will be a nightmare. Publishers fear for quality in electronic publishing. Too much manipulation goes on. The genre needs institutionalization. Without it, it's too frightening.   Libraries provide access, the need to index is a good role for us.

Clifford contrasted personal versus institutional purchase of materials. If it's out there for your news reader to catch, why buy it? He warned us to watch for discontinuity. The curves are not as high as some predict. Fragmentation will come first and the diversity will be overwhelming.

Discussion: Tenure is the stumbling block. We all have a place. We do it for tenure, but it doesn't advance research. Roles are changing, are we ready?

General Questions and Wrap Up: Judy Webster - (University of Tennessee). Kudos and thank yous to all the participants. A whole row of internet terminals will be available next year. Everyone adjourned to the Charleston Conference Lunch Buffet. A chicken and potato salad lunch with the famous Charleston desserts.

Rump Session: Where are we now?

Joyce Ogburn discussed her survey again. There was a long discussion on authors retaining rights, rather than

giving them to publishers. Members

discussed the changing face of Acquisitions, and the

electronic impact on it. Who's buying the electronics, and

how do we deal with reference and systems librarians

invading the traditional acquisitions domains? How do we

pay for electronics?

How soon before these new technologies are obsolete?

　　Post conference bash. Robert Scott Small Library Tour:

We viewed the Conference video, then went upstairs to view

special collections. Several original works by John J.

Audubon were on display.

　　Topics covered during Breakfast and Dinner

Conversations: Libraries as Publishers. HEA Title IIA.

Ketterman/von Wahlde. The Changing Peddler's life.

Conversations with Richard Abel. Standards, Standards.

　　Simulation Rooms Topics: How to profile approval plan

books. The perfect sales call. Inside a systems vendor.

Inside a backvolume serials vendor. Inside a publishing

company. Inside AV operations. EDI.

Next year's Charleston conference is November 2-5, 1994.

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Abstract: A report covering the events of the thirteenth
annual Charleston Acquisitions Conference. The Conference
ran from Wednesday, November 3 to Saturday, November 6,
1993.

The Charleston Conference is convened each year to
provide a forum for discussion for librarians, vendors, and
publishers. An attendee of the Conference can very quickly
identify the main issues of the year by the conference
agenda. Many European vendors and publishers attend
regularly. The discussions benefit from this international
viewpoint. They give the attendee a better understanding of
the issues from a global, rather than a national level.
The conference also serves as a benchmark for the progress
of new trends and technology.

Technology has allowed self-paced learning to come into prominence in both the structured and unstructured educational systems around the world. There are now schools that use self-paced learning mixed with group-paced learning to teach. These methods can be highly effective for students that are able to focus and keep up. These online self-paced learning tools also serve another benefit: they get students excited about their own education. Forcing students to manage their own learning has been shown to increase excitement for new subjects. Advertisement. Testing. Essentially every aspect of t The US Military was expected to have arrested Harris on charges of treason, while invoking the 25th Amendment on Biden because of his dementia and subsequent inability to hold office. (The Deep State had plans to invoke the 25th on Biden, put Harris in his place and Pelosi as VP. Not going to happen). On Fri. Â The US Military would control all assets, taxpayer dollars, conduct a return to a gold/asset-backed dollar and insure the Republic would be restored to elements of the original Constitution as written prior to 1871. Â The introduction of AI, robots, and other digital technologies will enable the Powers That Be to dispose of hundreds of millions of workplaces. Jan 27, 2021, 1:20 pm 3 Reply. counselor john. States start reporting some of their results as soon as their polls close. But remember, they don't report them all at once, so you might see skewed results when you're scrolling through the news channels or staring at The New York Times results pages. When the ballots are counted. Â What about the electoral math? It's complicated. The Daily podcast this week outlined three of the potential scenarios, though there are many more that could make election night, and the days that follow, more complicated. "We've never had an election like this before," Alex Burns, a national political correspondent, told the host, Michael Barbaro. "It's possible that we will have these expectations and they will be totally shattered by what actually happens on election night. Technology has literally revolutionized the world and our lives. We are so dependent on technology that we cannot even pass a couple of hours without it. We are ruled by technology, and there is no denying that. Whether it is a good thing or bad, that's a different and separate debate, but the reality is we simply cannot function without technology anymore. The Technology is changing or developing day by day. We cannot imagine how will change future technology. Sometimes it is so difficult to think about that. But we can explain some possible future technology based on our current technology k