DISCRIMINATORY JOURNAL PRICING: A THREAT TO NORTH AMERICAN LIBRARY PERIODICAL COLLECTIONS

Librarians have historically faced the unenviable task of reconciling their collection development dreams with the reality of often inadequate budget allocations. Over the past several years, however, a new and unanticipated threat to the normal growth of library collections in the United States has appeared. An ever-increasing list of British, Dutch, and German publishers is systematically preventing jobbers from purchasing, in the local currency, those publications intended for distribution to the North American market. Whereas publishers still supply journals destined for other markets at the European list price, those ordered for North American customers are being made available only at significantly higher U.S. dollar prices. Simply stated, American-libraries are being charged higher prices than other libraries (for an identical product).

Reputable foreign vendors who have attempted to resist this two-tiered pricing structure have discovered no legal support for their contention that a European subscription agency should be permitted to supply European journals from European publishers at European prices. Those who continue to attempt to circumvent the pricing inequities are encountering ever greater resistance, and hope for their continued success seems dim, as more and more loopholes are closed by the publishers.

In response to these alarming trends, the Association of Research Libraries issued the following ARL Statement on Discriminatory Journal Pricing in May of 1986:

The Association of Research Libraries has for the past several years noted the increasing practice of some foreign publishers to charge North American libraries special prices that are extraordinarily higher than prices charged in either the country of origin or other foreign countries. Differentials of 25 to 50 percent are not uncommon and in some cases the differentials are as much as 100 percent. Pricing for these publications appears to be almost totally market-based, rather than cost-based. That the sole purpose of these practices is to maximize profit is clear from the related efforts of these publishers to cut off alternative buying sources for American libraries. Thus libraries are in some cases losing their ability to purchase from longstanding vendors.

The Association's concern in this matter is far more than academic. These arbitrary and unreasonable practices are having a significant impact on the buying power of North American libraries and their ability to meet the needs of researchers here for scholarly information.

Over the past several years individual libraries and various professional groups including the Association's Committee on Collection Development and the American Library Association have protested these practices and undertaken discussions with publishers and vendors, both here and abroad. While these efforts have had some positive effect, the practices continue, and are contrary to the long-range best interests of researchers.

LIBRARIES "DOWN UNDER"

During May 1986, I had the opportunity to visit libraries in Australia and New Zealand with an exchange program. The purpose of the exchange was to acquire a basic understanding of libraries in these two countries through direct experience. Although there were some problems due to local arrangements the experience was still enlightening.

The educational systems in both New Zealand and Australia are still suffering under the economic pressures of a depressed world economy. New Zealand is still coping with the effects of Great Britain's entrance into the Common Market and its loss as the major market for New Zealand's goods. Australia, once the land of endless opportunity, is still better off than New Zealand but is suffering from a period of slow growth. Australia is also preparing to celebrate its bicentennial. Libraries, as repositories of Australian culture and heritage, have directly benefited from these preparations through availability of funds for new buildings or renovations to existing historically important buildings. The increased interest in everything "Ockers" or typically Australian has given some libraries a little financial leverage. But on the whole, the generally depressed economic situation has had a major negative impact on university and library budgets.

Generally speaking, physical facilities are traditional in appearance. There are new modern glass and concrete libraries such as the Auckland Public Library, but most are older ivy covered brick structures. The modular architecture that has been so
libraries, and publishers.

Accordingly, the Association of Research Libraries formally deplores and protests these practices and urges those publishers involved to eliminate market-based discriminatory pricing. In furtherance of this effort, the Association declares its intent to work with relevant North American government agencies and to explore legal remedies. Member libraries are being encouraged to make known their views in this matter directly to publishers, and to share such correspondence and any internal studies with the Association's Committee on Collection Development.

The severity of the problem is further illustrated by a sample list of affected titles published in a recent issue of Library Issues: Briefings for Faculty and Administrators:

<table>
<thead>
<tr>
<th>Publishers and Titles</th>
<th>U.K. Price</th>
<th>U.S. Price</th>
<th>Effective Exchange</th>
<th>Rate Differential*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Academic Press</td>
<td>£498</td>
<td>$1250</td>
<td>$3.21</td>
<td>79%</td>
</tr>
<tr>
<td>Bellerive Tindall</td>
<td>£63</td>
<td>$155</td>
<td>$2.40</td>
<td>17%</td>
</tr>
<tr>
<td>Basil Blackwell</td>
<td>£24</td>
<td>$61</td>
<td>$2.54</td>
<td>63%</td>
</tr>
<tr>
<td>Blackwell Scientific</td>
<td>£72</td>
<td>$176</td>
<td>$3.32</td>
<td>66%</td>
</tr>
<tr>
<td>Cambridge University Press</td>
<td>£110</td>
<td>$280</td>
<td>$2.55</td>
<td>82%</td>
</tr>
<tr>
<td>Carfax</td>
<td>£20</td>
<td>$50</td>
<td>$2.47</td>
<td>11%</td>
</tr>
<tr>
<td>Oxford University Press</td>
<td>£14</td>
<td>$30</td>
<td>$2.14</td>
<td>53%</td>
</tr>
<tr>
<td>Taylor &amp; Francis</td>
<td>£230</td>
<td>$470</td>
<td>$2.04</td>
<td>44%</td>
</tr>
</tbody>
</table>

* Percentage above the "reasonable" rate of exchange ($1.60 = 1 pound).
1 There are additional titles published by these publishers that could be cited. This list represents but a small sampling of titles that will be highlighted in forthcoming issues of the newsletter.

The picture at Notre Dame is no less bleak than the above figures indicate. As is the case at other institutions, the affected journals are critical to the research efforts of our scholars and must therefore be kept available to them. Robert C. Miller, Director of Libraries and Chairman of the ARL Committee on Collection Development, reports little if any positive progress toward equity since the Statement's issuance, and indicates that the problem will be readdressed by the Committee at its fall meeting. Lorenzo A. Zeugner, Jr., Head of Acquisitions and a member of the American Library Association's Resources and Technical Services Division's Acquisitions Committee, has equally discouraging news. Having spoken at length with both European publishers and vendors, he has witnessed the trend's proliferation from its origin in England to Germany, where, most recently, publishers have begun to practice discriminatory pricing.

The libraries in both countries have identified a responsibility for collection development and providing access to "Australasian" literature and culture (those materials which are unique to the Australian, New Zealand, and Pacific regional culture). This may range from early convict laborers' writings to Polynesian tiki carvings. A very concerted effort is being made to preserve these rapidly disappearing resources.
The solution? Thus far no remedial strategy with the necessary legal authority or political strength required to rectify the situation has been found. On record is a suggestion from Knut Dorn, a partner of Otto Harrasowitz Book Sellers & Subscription Agents, the highly respected German vendor, who stands to lose significantly in the event of North American library subscription cancellations. Dr. Dorn advises that the best antidote for this trend would be for the scholars and researchers who use the affected publications to raise objections with those who publish them.

For the present, this appears to be the sole possible tactic for redressing this inequity. Its limitations, however, are obvious, thus we must continue to search for another answer.

Katharina J. Blackstead

This Australasian group of materials is the one area where cooperation between libraries is beginning to develop. Most libraries are just beginning to develop cooperative agreements which would enable scholars to use resources available in the area. In an environment where research libraries are separated by great distances, cooperation between libraries is critical. The National libraries are just now beginning to take a leadership role in developing these cooperative agreements. This may eventually result in a regional network that will have the potential for making vast resources available to the individual scholar.

As stated earlier, public services available in the libraries are limited. Most libraries are still self-service oriented with professional librarians available for assistance on a limited basis. Reference desk hours are limited to five or six hours a day. Database services are becoming available but are prohibitively expensive due to the remote location of the region. Online catalogs of library collections are being developed in some institutions but few currently exist. Bibliographic instruction, now an integral part of most North American libraries, is in its infancy in Australia and New Zealand. No outreach programs were seen in any of the libraries visited.

Library development in Australia and New Zealand lags behind the current U.S. status. The U.S. is regarded as the leader in the information and library fields, but Great Britain is still the major role model and pattern to be followed. Librarians are very traditional both in their appearance and in the services they offer. They are valued as curators and caretakers of books rather than as information specialists.

Studying libraries in another culture enabled me to see our own libraries in a broader context. On my return, the most striking realization was the wealth of information readily available within this country and the amount of information technology already in place within our libraries. What we take for granted might be considered a barely achievable ideal "Down Under."

Stephen M. Hayes

ND FACULTY EXTENDED PRIVILEGES BY CRERAR LIBRARY, U OF CHICAGO

Acting upon the suggestion of Nathan Hatch, the Associate Dean of the College of Arts and Letters, the University Libraries has become a corporate member of The John Crerar Library of the University of Chicago. This means that regular faculty members and senior University Administrators, who are currently residing in the immediate South Bend area, can use all units of the University of Chicago Library. Among the more significant privileges that are provided to those with membership cards are the borrowing of materials from the circulating collections and direct access to the stacks any time they are open to the University of Chicago community.

The University of Chicago has designated the Associate Director of the Notre Dame University Libraries, George Sereiko, to be the Liaison and the custodian of the membership cards. Application for the use of a card, which is required to utilize the privileges offered, can be made at Sereiko's office in 221E Memorial Library.

The Library has purchased cards that permit special access and borrowing privileges. Regulations governing the use of the cards have been drawn up, and copies are available from the University Libraries Administrative Office. To ensure that the privileges that were extended to us are not abused, the card users must agree in writing to abide by the regulations.

The University of Chicago was uncommonly generous in allowing Notre Dame to become a part of their corporate membership program and to open up their extensive and rich collections to our faculty and senior administrators. The Notre Dame Library Administration intends to monitor the use of the program as an aid to its own collection development program.

If you would like to have further information about the program and its various provisions, please contact George Sereiko, Extension 5070, Room 221E Memorial Library.

George E. Sereiko
DOCUMENT DELIVERY SYSTEM

In an effort to facilitate faculty access to collections and, in the process, to save the faculty member's time, document delivery systems have been developed in a number of University Libraries. During the past academic year the Libraries at Notre Dame conducted a limited pilot program of this type. While the service worked reasonably well, it was felt that if more faculty were made aware of the service it would be utilized to a far greater extent than is currently the case. With this in mind the Libraries are making an effort to publicize this useful service.

The way that the document delivery system works is that one library on campus will transport library materials to another library on campus in order to make books, etc. more readily accessible to faculty members, saving faculty members a trip to another outlying library.

The Architecture, Engineering, Chemistry/Physics, Life Sciences, and Mathematics Libraries will continue to participate in this cooperative program with the Memorial Library. Although this is not a rush service, one of the goals of the Library is to offer delivery within 48 hours. On more than one occasion last year this goal was not accomplished, but the system has recently been streamlined and it appears as if the goal of 48 hours may be achievable. In order to keep demands for the service within the means of the Library, an individual faculty member is limited to no more than five (5) requests per day.

Requests for materials are made directly at the appropriate branch library or the Memorial Library Circulation Counter. Special forms have been developed for the service, and one must be filled out and signed by the requester for each title or photocopy wanted. Document Delivery will retrieve only material housed in collections other than the originating library. All books and journals that are requested are charged directly to the requesting patron, and are delivered, Monday through Friday, to the library that sent in the request for pick-up by the requesting faculty member.

As demand increases and the necessary resources become available, the Document Delivery System will be expanded to include other locations.

If you have any questions about the program or would like to make comments about it, please contact Sue Dietl at x7392 or George Sereiko at x5070.

George E. Sereiko

VIDEOCASSETTE COLLECTION

Over the past several years, the University Libraries have carefully deliberated upon the feasibility of incorporating into the collection material available in video format. After consulting with various campus agencies, the initial steps were taken toward achieving this goal. The focus of the collection is the Humanities although material from other fields is to be considered. The criteria for selection include the value of an individual video recording for long-term research and/or for current needs in support of the curriculum. Already the Memorial Library has acquired a small number of videocassettes as a nucleus of a video collection. The purchase was made possible by the Irene O'Brien Ryan Fund in the Fine Arts.

An exciting version of Aeschylus' Oresteia is a major acquisition. It is the National Theatre of Great Britain's 1981 production of Agamemnon, the Libation Bearers and the Eumenides. The English translation is by the British poet, Tony Harrison, and it is directed by Peter Hall.


"The Art of Film" is a set of twelve videocassettes narrated by Rod Serling and Douglas Fairbanks, Jr. Among the topics in the series are the edited image, directors, Alfred Hitchcock, and the chase scene as motif.

Each of the nine videocassettes in the "Photoprofiles" series is devoted to a noted American photographer. Eliot Porter, Ruth Bernard, Betty Hahn and Ralph Steiner are among those who are interviewed.

The videocassette collection is housed in the Renner Audio Learning Center on the second floor of the Memorial Library. Selections may be viewed by individuals on VCR's in an adjacent room, or a videocassette may be checked out by a faculty member on a short term basis for use in a class. Contact Kay Davies in the Audio Learning Center (x7438) if you have any questions.

For the present, at least, funding must come out of acquisition monies allocated to academic units. Endowment funds related to the subject areas could be used if such endowments exist. The Libraries will seek outside funding for a core collection of videocassettes, but there is no assurance of a positive response to such proposals.

Further development of the collection is under consideration. Therefore, if you have any comments or suggestions about the video collection, please get in touch with the bibliographer in the appropriate subject field, or contact Joseph Huebner, Assistant Head, Collection Devel-
opment Division, Room 109, Memorial Library (x5953).

Joseph H. Huebner

UNIVERSITY LIBRARIES
APPOINTMENTS AND RETIREMENTS

The University of Notre Dame has welcomed several new members to its library staff in recent months.

Ernest Clark became Library Budget and Administrative Services Officer effective April 21, 1986. He oversees all budgeting aspects of the University Libraries, assists in planning, and manages the Library Administrative Office. Mr. Clark is a graduate of Eastern Washington University with a degree in Business and has an M.B.A. from the University of Notre Dame. His most recent position was Director of the Business Council of the Colville Confederated Tribes of Nespelem, Washington.

Shirley Scott was appointed Physical Sciences/Mathematics Librarian effective August 5, 1986. She manages the Chemistry/Physics and Mathematics Libraries and the Earth Sciences and Radiation Laboratory Reading Rooms. Ms. Scott is an alumna of Auburn University with a B.A. in German. She earned an M.Ed. from the University of Georgia and her M.L.S. from the University of Michigan. Previously she was Assistant Head of the Science Libraries at Michigan State University.

Rafael Tarrago became Bibliographer for Latin American Studies, Government and Economics effective August 4, 1986. He works in the International Studies Resource Center (formerly the International Documentation Center, more recently expanded to provide greater attention to Latin American materials). Mr. Tarrago received a B.S. in Environmental Design and a Certificate in Latin American Studies from the University of Massachusetts, an M.A. in Ibero-American Studies from Catholic University of America, and his M.L.S. from Simmons College. His most recent position was in the Barker Engineering Library at the Massachusetts Institute of Technology.

Dennis Tucker was appointed part-time adjunct Associate Librarian for the period August 1, 1986 to May 31, 1987. He is temporarily taking over the reference duties of Patrick Max who is currently working on the Libraries' automation project. Mr. Tucker earned his M.L.S. from the University of Missouri at Columbia and is presently Head Librarian at Bethal College in South Bend.

Robert Wittorf became Library Systems Manager effective June 1, 1986. He is responsible for the general management of the installation, operation, and training in the use of the NOTIS automated library system which the University Libraries has bought. Mr. Wittorf earned a B.A. in History from Brigham Young University, his M.L.S. from the Pratt Institute and an M.B.A. from Capital University. He was Department Head of Library Automation and Systems at Brigham Young, and worked in various positions at the Online Computer Library Center (OCLC) in Dublin, Ohio.

The University Libraries also recently saw the retirement of two long-time faculty members, Theodore Ivanus, Head of the International Document Center, and John Philippsen, Liaison Officer for German Language and Literature, effective June 30, 1986. Dr. Ivanus' duties have been taken over in part by Rafael Tarrago; Mr. Philippsen's by G. Margaret Porter, Reference Librarian at Memorial Library.

Betsy Moon

RESEARCH LIBRARIES AND THE INFORMATION ECONOMY

The Economics of Research Libraries (Council on Library Resources, 1986) is an economics primer for anyone curious about the financial operations of major research libraries. It may also be a bellwether for research on an information economy. This work should stimulate some interests locally due to the fact that it primarily focuses upon ARL (Association of Research Libraries) Libraries and their collective financial data, and because Notre Dame is a member of this group. At any rate, there is a great body of problems shared by most research institutions today. Thus the problems facing any one library are not substantially different from those facing any other.

"Economics," written by Martin Cummings is based on a series of seminars dealing with the economics of research libraries offered by the Council on Library Resources (CLR). As an independent operating foundation very much concerned with the problems facing research libraries, CLR is in an excellent position to sponsor this sort of research and to have access to appropriate data to support such a study. Cummings' work is one of the few full length studies devoted entirely to the economic issues facing major research libraries across the U.S. and is quite valuable in terms of indicating the problems inherent in the large scale financing of research institutions in an age in which information appears to constitute the leading industry.

Much of Cummings' work on library finances is relevant in the broader arena of the information economy. Because it is predicted that by the year 2,000, two-thirds of all U.S. labor will be in the information field, his observations regarding one on the largest consumer/disseminator groups in the country (research libraries) is of importance as more than intramural academic bookkeeping. The total annual expenditures for the 117 ARL libraries now exceeds $1 billion and the median is $6.5 million. It is no wonder that libraries are be-
broad range of economic problems facing the Notre Dame Libraries and other research institutions across the U.S. and deserves to be widely read.

Patrick J. Max

FRIENDS OF THE LIBRARY AT NOTRE DAME

* "John Henry Newman: His Life and Work"
  Faculty Forum with Professor Michael True Tuesday, November 11 at 7:30 p.m.
  Faculty Lounge, Memorial Library

* "Africa in Turmoil: A Search for Understanding"
  Faculty Forum with Professor Peter Walshe Thursday, December 4 at 7:30 p.m.
  Faculty Lounge, Memorial Library

* "Genetics and Society"
  Faculty Forum with Professor Harvey Bender Tuesday, January 20 at 7:30 p.m.
  Faculty Lounge, Memorial Library

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