



MAALL NEWSLETTER

VOLUME FIVE NUMBER FOUR DECEMBER NINETEEN HUNDRED EIGHTY-FIVE

M I D - A M E R I C A A S S O C I A T I O N
O F L A W L I B R A R I E S

1985-1986 M A A L L O F F I C E R S

PRESIDENT: EILEEN SEARLS
VICE-PRESIDENT-PRESIDENT ELECT: KATHIE BELGUM
SECRETARY: AVIS B. FORSMAN
TREASURER: SHARON K. O'DONOGHUE

NONPROFIT ORG. U.S. POSTAGE PAID TOPEKA, KS PERMIT NO. 689

IN THIS ISSUE:

Convention Fees	42
Feature Article	43
Irreverent Look	65
Membership News	58
MAALL Placement	60
OCLC Symbols.	63
Of Note	52

NEWSLETTER EDITORS

Send material to be included in the newsletter to the appropriate editor.

Glen Peter Ahlers, Editor in Chief	Phone: 913 295-6688
Washburn University of Topeka	Telefax: 913 295-6688
School of Law Library	E-Mail: MKWL2
Topeka, KS 66621	

David Ensign, Advertising Manager	Phone: 913 295-6688
Washburn University of Topeka	Telefax: 913 295-6688
School of Law Library	E-Mail: MKWL2
Topeka, KS 66621	

Book Review Editor	Vacant
--------------------	--------

Columns Editor	Vacant
----------------	--------

DEADLINE FOR THE FEBRUARY ISSUE IS 1 FEBRUARY FOR MATERIAL
SUBMITTED TO THE EDITOR IN CHIEF; 15 JANUARY FOR MATERIAL
SUBMITTED TO OTHER EDITORS



Oyez.Oyez.Oyez.

LETTER FROM THE EDITOR

The winter solstice approaches as memories of the Tulsa meeting fade. Daylight may be in short supply, but information for our newsletter is not.

Kendall Svengalis' article which appeared in LLNE News and which created a fair amount of discussion in Tulsa, is reprinted in its entirety. Katherine Tooley shares an irreverent look at the Tulsa meeting, and Connie Fennwald provides us with two handy lists of MAALL members' OCLC symbols. There appears a one page summary explaining convention fees which President Searls provided, and there is more.

At the business meeting conducted in Tulsa, a motion increasing the frequency of the newsletter from quarterly to bimonthly, was carried. While the newsletter has returned to bulk mailing, information should reach the reader in a more timely manner, and the amount of information contained in the issues can be increased. It would not have been feasible, for example, to reprint Mr. Svengalis' nine page article at first class postage rates. I promise only to reduce our postage costs, not the quality of our newsletter.

As you know, the quality of our newsletter depends largely upon the input of all MAALL members. Increasing frequency of publication gives us the opportunity to include more current, more complete information. In order to take advantage of the opportunity to better serve MAALL members, the editorial staff of the newsletter needs to be enlarged

Already filled is the advertising editor's position. Needed are: a book review editor, a lead articles editor, and one editor to take responsibility for the Of Notes and Membership News Columns.

In addition to more editorial assistance, the newsletter needs authors. Yes folks, it's up to you, the members, to write the book reviews and the lead articles for the new editors to edit. We can, of course, continue to borrow from other newsletters, and we will continue to reprint articles as useful and thought provoking as is Mr. Svengalis'; we can also take the lead and have other newsletters borrow from us.

Thank you for supporting the newsletter. While I was disappointed at my inability to attend the Tulsa meeting, I was excited to hear of the support given the newsletter at the business meeting. You asked for, and we now have a bimonthly newsletter. We also have the talent among us to contribute excellent articles and book reviews.

Happy holidays to everyone, and thank you for the gift of your support. May 1986 be a great year, and may it be followed by even greater ones.

PLANNERS EXPLAIN CONVENTION FEES

The 1985 annual meeting in Tulsa was successful in many respects, including the program, meals and local events. One of the goals in planning the annual meeting is to keep the cost as low as possible so that most MAALL members can afford to attend. When determining the registration fee for the meeting planners must estimate the charges for meeting rooms, meals, beverages during breaks, microphones and AV equipment, transportation to the reception and tours, printing and mailing program materials, etc. The planners set the registration fee so that it will be as low as possible and still cover costs. Those with experience in hosting similar meetings noted that MAALL registrants got their money's worth for \$50, especially since six meals were provided.

The local arrangements and program personnel worked to keep costs low by soliciting donations from various sources. The donations and registration fees helped cover most of the costs for the meeting. One of the most expensive aspects in any program can be bringing in speakers. That is why MAALL often relies on the expertise of speakers from within Mid-America. A clarification of MAALL's policy on reimbursing speakers was requested following the Tulsa meeting.

MAALL's policy on reimbursement of speakers follows AALL's long standing policy. Members who are invited to speak pay their own expenses. There are several reasons for this policy. It is considered an honor to be an invited speaker both for the individual and the individual's employer. One of the obligations of membership in an organization is service, and speaking at the organization's annual meeting is often the means of providing that service. Members invited to be on a program normally would be attending the meeting. If the association were to pay expenses for members who were speakers, the meeting costs would increase significantly. Those increased costs would be in the form of a much higher registration fee and a decrease in the number of meals and other events that would be covered within the registration fee. Keeping costs down by not paying the expenses of MAALL members who speak also makes it possible to invite speakers from outside MAALL, as was done this year.

Feature Article

COST EFFECTIVE ACQUISITIONS:

A STATE LAW LIBRARY PERSPECTIVE

Kendall L. Svergalis
R.I. State Law Library

Anyone who has been involved in the acquisitions end of law librarianship or who has taken the time to examine publishers invoices or observe the trends in law book prices in recent years can't help but feel a growing sense of frustration. Those of us in governmental law libraries have confronted this problem for years because our budgets have rarely kept pace with the rate of inflation for law books. Those in academic law libraries, while somewhat less vulnerable, have nonetheless had to respond to a variety of budget crises. And, according to an article in the May issue of the ABA Journal, the current trend towards declining law school enrollments is likely to have a significant effect on those with "enrollment-driven" budgets. Law firm libraries are probably the least vulnerable of all, however, even here there are limits to what a firm is willing to pay to support its library.

The maintenance alone of the serial publications which make up 80-90% of our collections is a serious source of concern. Over the past six years, the cost of all serials has risen 72% or at an average annual rate of nearly 11%. This compares with an average annual increase in the consumer price index of 8.75% over the same period. And while the rate of inflation fell to 6.1% in 1982, the cost of these serial publications was on the rise, reaching 17.28% during the 1982/83 fiscal year--the highest increase since AALL began compiling its price index in 1973/74. However, as Jon Schultz points out in an article in Law Library Journal, law books are not subject to as much price inflation as are books in many other specialty areas. The critical factor which makes the law library different from other libraries is that law libraries, in addition to containing the basic kinds of materials found in other types of libraries, contain statutes, court reports and other primary sources which are not subject to the selective processes that limit publication in most disciplines. A poorly reasoned and written appellate opinion is published just as easily as a good one. The growth in the National Reporter System is a case in point. In 1977, 44 volumes of federal cases were published. In 1981, this rose to 64 volumes--an increase of 45% in five years. Moreover, this increase in the volume of citable primary authority inevitably affects the volume of secondary authority which synthesizes, digests, analyzes it.

There is another factor which affects the cost of legal materials--the greed of certain publishers for more than a fair profit. This factor is reflected most clearly among those publishers who oversupplement their publications and charge excessive prices for those supplements. It is clear that law book prices will continue to rise faster than the overall rate of inflation and that the growth of citable authority will compound the problem. We, as law librarians, must be even more conscious of cost-saving measures as a means of getting the greatest return for our dollar.

The practices of law book publishers have been subject to the scrutiny of law librarians for many years. In May, 1968, however, an article by Raymond Taylor, then the North Carolina State Law Librarian, appeared in the American Bar Association Journal. Entitled "Lawbook Consumers Need Protection," this article created quite a stir among both publishers and purchasers of law books. More significantly, however, this article prompted the Federal Trade Commission to announce on November 10, 1969, that it would "conduct an industry-wide investigation to determine whether publishers of law books and related publications are engaging in unfair or deceptive acts or practices, in commerce, violative of section 5 of the Federal Trade Commission Act."

The FTC listed the following as examples of the deceptive or unfair practices allegedly engaged in by legal publishers:

- (1) Putting new titles and binders on old books.
- (2) Including the same book in two different sets.
- (3) Over-pricing supplements.
- (4) Putting local names on books that are not strictly local in coverage.
- (5) Adding remotely related books to established sets to assure their automatic sale.
- (6) Failing to advertise prices of major items.
- (7) Failure to issue supplements for books that otherwise soon become obsolete.
- (8) Sending and billing for unsolicited books.
- (9) Failure to maintain acceptable billing procedures.

When the FTC promulgated its "Guides for the Law Book Industry" in 1975, it addressed most of these practices. Since that time, legal publishers have come to realize that the greatest potential source of profits lies in the supplementation of their publications. For this reason, they have abandoned most of the deceptive or unfair practices listed by the FTC. Unfortunately, some of these publishers have replaced them with a conscious policy of oversupplementing and overpricing their publications. Consequently, that guideline which deals with upkeep service (16 CFR 256.14) should be of particular interest to those concerned about escalating law book prices. According to this section of the Guides, "basic upkeep service should include only those parts of upkeep which are absolutely essential and without which a set cannot remain functional (this might include such parts as pocket part supplements, replacement pages, releases and inserts, advance sheets, and replacement, revised, recompiled or split volumes)..."

I have also chosen also this particular guideline for examination because I feel that it is here that the greatest source of potential cost savings exists for us as law librarians. The frequency with which legal publications are supplemented is a subject of considerable discussion among law librarians, attorneys and publishers. While annual supplementation is the norm, some publications are supplemented more frequently-daily in some instances like BNA's Daily Tax Report. Supplementation which is satisfactory to a general practitioner may be inadequate for a specialist in that particular field.

At this point I wish to make it clear that my concern is almost exclusively with secondary sources. Primary sources should be kept as current as possible through standing orders or subscriptions. The problem arises when law book publishers attempt to turn legal treatises into citators or service publications. Libraries which rely heavily on standing orders to keep their secondary sources current are particularly affected by this trend toward more frequent and costly supplementation. Yet there is often a reluctance on the part of some law librarians to drop standing order plans for fear that they will miss a critical supplement. Consequently, the decision regarding the appropriate frequency of supplementation is left up to the publisher whose decisions reflect a concern for profit margin as much as a concern for maintaining a publication's currency.

This is not to say that there is anything wrong with the profit motive, but simply that we, as law librarians, must be more critical when making decisions regarding the purchase of supplements. The fact that a publisher issues a supplement to a particular work is likely to prompt a degree of uncertainty in the law librarian who chooses not to purchase it. Our desire for order and completeness can work against our library's best interest in this case, particular when the cost of supplementation is excessive. Rather, we should view the publication of a new supplement as a suggestion for purchase rather than as a necessity. For example, Matthew Bender and West both publish treatises on federal practice and procedure. In 1984, however, the cost of supplementing Moore's Federal Practice was nearly three times the cost of supplementing Wright and Miller, Federal Practice and Procedure (\$500.00 v. \$171.50) Is Federal Practice and Procedure any less useful because it is supplemented annually rather than quarterly? If our primary sources, digest and citators are all current, must we be expected to purchase all published supplements to secondary works? Freeing your library from certain types of standing orders can be a significant method of reducing acquisition costs.

When analyzing supplements it's important to maintain a reasonable attitude. There is a vast difference between a \$75.00 volume like Yackle, Post-Conviction Remedies which costs \$25.40 to update annually and the \$64.00 Brady on Bank Checks which costs \$142.40 to supplement. I've had attorneys complain to me that the changes in the Lawyers Co-operative pocket parts from one year to the next are too insignificant to justify the cost. If we take this attitude, however, we may appear somewhat like the boy who cried wolf. On the other hand, there is much to criticize when the annual supplementation cost is twice the cost of the original volume as opposed to one-third. Between these two extremes there is a lot of potential for cost savings.

There is little question in my mind that certain publishers are consciously attempting to over-supplement because the increased profits are considerable and because they are likely to encounter little negative feedback from their customers. The publishers which are most guilty of oversupplementing and overpricing their supplements are Matthew Bender, a Times Mirror Company, and Callaghan, Warren, Gorham & Lamont and Clark Boardman, all which are owned by International Thompson. Each of these

four publishers has its own unique method of squeezing us through steep price increases or unnecessary supplements. A few examples should serve to illustrate my point:

- 1) Moore's Federal Practice, which cost \$338.40 to purchase new in 1983, cost \$753.00 to supplement, that same year according to Bender's own figures.
- 2) The cost of pocket supplements to Fletcher Cyclopedia of Corporations, published by Callaghan, has risen 112% from 1979 to 1984 or 13.50% per year.
- 3) Callaghan's Negligence and Compensation Cases have risen in price by a whopping 121% between 1978 and 1984, or 13% per year. The last volume was over \$96.00.
- 4) Warren, Gorham & Lamont's Brady on Bank Checks, which may be purchased new for \$68.00 now costs \$142.40 to supplement annually. Between 1981 and 1984, the cost of the supplements has risen 132% or at an average annual rate of 34%.
- 5) More recently, Callaghan, convinced that we will accept just about anything, has initiated a practice of supplementing their treatises chapter by chapter, thereby doubling the annual supplementation cost in one bold move.

One of the best techniques for reducing expenditures for upkeep service is to adopt what is called in the industry the write-for-order method. This method, simply stated, allows a library to purchase a book or set of books with the understanding that, after a certain length of time during which supplementation is supplied free-of-charge, the subscription is cancelled and the purchaser must make a conscious effort to update the publication. This method works best when annual supplementation costs are highest in relationship to the original purchase price. Many Matthew Bender sets, for example, can be purchased in this manner at significant cost savings. In our library, employing the write-for-order method has been the single largest source of cost savings. Our expenditures for Bender publications fell from a high of nearly \$20,000.00 in 1981/82 to less than \$8000.00 in 1984/85. And we have a considerable number of new Bender titles in our collection now which we did not even own in 1982.

Write-for-order allows a library to take maximum advantage of discounts and bonus volumes. Moore's Federal Practice is an excellent illustration of this. Moore's lists for \$990.00 but is available for \$693.00 to anyone currently owning the set. This is called the trade-in price, although you do not actually have to trade-in the set. If your purchase is part of a four-title purchase (and ours almost always are) you are entitled to a further discount of 30% bringing the cost to \$486.00. In addition, a library discount is available to governmental and academic libraries (through not to firms) bringing the final sales price to \$437.40. This purchase also entitles the library to six months free service which, in the case of Moore's, is worth between \$250.00 and

\$375.00 judging by 1983 and 1984 supplementation costs. In addition, the library qualifies for free volumes based on the dollar sales volume. Most, if not all, of the single volume Bender treatises can be acquired in this manner.

While Bender can certainly be criticized on the grounds that it penalizes its standing order customers with this system, the reality is such that a librarian would be remiss who does not give some serious consideration to implementing it. The write-for-order method saves money. It can reduce your costs for Bender publications by 50% or more depending on the length of time you are willing to let your sets go between updates. It updates the condition of both binders and contents, provides extra sets for branch libraries or associates, forces you to regularly re-evaluate specific Bender titles and provides you with free books based on the volume of your new purchases.

Write-for-order makes Matthew Bender very nervous. The reason for this is because Bender makes 80% of its profit from supplementation and only 20% from new sales. Bender sales representatives earn commissions on new sales, not on supplements, so it is also to their advantage when a library adopts the write-for-order system. The company, however, discourages them from advocating it publicly and is fearful that the word will leak out to the attorneys who comprise the vast majority of their customers.

If you are at all wary of employing write-for-order, I suggest that you ask yourself this question: Exactly how are your legal treatises used? My own experience, and I'm sure that Bender representatives would confirm this, is that attorneys use treatises to obtain an overview of a subject and to locate a case on point. They do not expect treatises to serve as current case citators. Any attorney using a treatise without Shepardizing is foolhardy indeed. Once we understand this fact and keep our primary sources, citators and digests current, we should be able to deviate from certain standing orders for secondary works without any essential reduction in reference service.

Write-for order can also be successfully used with Warren, Gorham & Lamont which, likewise, issues frequent and expensive supplements. Many Warren, Gorham & Lamont titles while initially reasonable in price, are supplemented two or three times annually at a total cost often double that of the original volume. It should be noted that textual charges from one issue to the next are usually minor ones, despite the publisher's attempt to convince you that some earth shattering legal development is reported in that supplement.

My own examination of Parella & Miller Modern Trust Forms & Checklists 1984 supplement no. 1 indicated, in a side by side comparison with 1983 supplement no. 2, that of the 320 loose-leaf pages contained in the supplement only 32 pages reflected any changes or additions from the prior issue. The cost of this supplement: \$54.30. Roughly 90% of the material in that supplement was being paid for all over again.

Why does Warren, Gorham & Lamont insist of supplementing these works so frequently? Obviously, the financial return per title is greatly increased by increasing the frequency of supplementation to standing order customers. To justify this marketing strategy, Warren, Gorham & Lamont likes to call these "service publications" rather than treatises.

In 1984, I brought a complaint to the FTC regarding the Parella and Miller Modern Trust Forms and Checklists to which I just alluded. Although I never heard from the FTC, the complaint ultimately resulted in my receiving a call from Paul Neuthaler, then President of Warren, Gorham & Lamont. He stated that he could not dispute my arguments, but that Warren, Gorham & Lamont viewed these as "service publications" and enjoyed a high rate of renewals. He indicated that they were under no pressure from consumers to change their practices. He indicated that they were not getting sufficient negative feedback to warrant changing their policies.

The answer to the problem in light of all this, is simple, however. Review all your Warren, Gorham & Lamont titles and determine which can be placed on a write-for-order basis. The company will send you a reminder card or letter each time a new supplement is issued. If you desire to purchase the supplement annually, simply return the card once a year. The fact that the supplements are cumulative makes this possible. It would probably be helpful if you developed a list of all your Warren, Gorham & Lamont titles with a policy regarding the appropriate frequency of supplementation for your library.

Brady on Bank Checks costs \$142.40 for 3 cumulative supplements per year. Purchase supplement no. 1 at a cost of \$46.30, saving \$96.10 annually on that title alone. Until recently this technique presented a problem because purchase of any supplement put the purchaser back on a standing order. This has been corrected, according to a Warren, Gorham & Lamont spokesperson, following a number of complaints. While this former practice of reinstating standing orders could be viewed as unintentional on the part of Warren, Gorham & Lamont, I think they knew exactly what they were doing. That is, they put the burden back on the purchaser who might, after receipt of several undesired supplements, catch the error and alert the company.

Obviously, this technique does not work with publications updated with non-cumulative supplements. Clark Boardman's Rathkopf on Zoning is in this class. However, if the cost of the supplements is sufficiently high and the topic an appropriate one, a forms set for example, consider dropping your standing order and purchasing a new set at regular intervals-say every 2 years.

Of the other publishers in the International Thompson conglomerate, Callaghan is by far the worst. Their relentless and steep price increases combined with the frequency with which they issue revised volumes plays havoc with book budgets. Dealing with this problem cannot be easily solved since the initial price of Callaghan sets is too high to make write-for-order profitable. Revised volumes must be purchased if a set is to remain current and if the bound volumes are to correspond with

the pocket supplements. The only recourse we have when dealing with Callaghan is to conduct a serious comparison with competing sets, looking at the annual cost of supplementation as well as the quality and coverage of the work itself. We recently reevaluated our Michigan Statutes Annotated and discovered that the supplementation cost over the past 12 months was significantly higher than that of West's Michigan Compiled Laws Annotated. The Callaghan set cost \$579.26 to update while the West set cost only \$331.60. It appears that Callaghan is presently conducting an investigation into the reasons why many subscriptions are being cancelled, so your complaints may have an effect on their supplementation practices.

At last year's AALL annual meeting, Paul Rothman, Jr., speaking at a session on relations with dealers and publishers, suggested that we try returning volumes when they are overpriced or of less than adequate quality. Too often, the need for a particular work causes us to purchase a title we know is overpriced. Unless this is done, publishers will not get the message. The FTC is not going to come to our rescue. We must be informed consumers of law books.

Looseleaf Services

Looseleaf services present another significant potential source of cost savings in law libraries. While they can be extremely useful research tools, looseleaf services are also among the most expensive items in our collections and they require a significant amount of valuable staff time to file. The average looseleaf service requires approximately 15 minutes per week or 13 hours per year to file. Certainly the cost of this staff time should figure in the decision to purchase a looseleaf service.

The purchase of any looseleaf service should be preceded by an assessment of the potential demand for that particular title. This is easier to accomplish in a law firm library where the librarian can pool the practitioners in that field to determine its potential value and usage. Assessing this demand in a state, court or county law library is somewhat more difficult. Certainly the reference staff should be consulted before making the initial decision to purchase a looseleaf service. Unless the staff anticipates that the service will be used with some degree of regularity, there seems little point in purchasing a reference tool which is supplemented so frequently and which is priced accordingly.

Once you have made the initial decision to purchase a looseleaf service, make every effort to monitor its usage in some objective fashion. Asking users to return looseleaf volumes to a designated book truck or table can provide one method of ascertaining in-house usage. Additional statistics can be gathered from circulation records (if they are allowed to circulate), reference inquiries and the observation of your filers. Finally, looseleaf titles which are of questionable utility can be placed on reserve, thereby forcing patrons to request them. This can be a final measure prior to making a decision to cancel a particular service.

On a cooperative level, pursue the possibility of compiling a union list of looseleaf services which are available in your metropolitan area. There may be a number a titles which you could not justify purchasing solely for the use of your patrons, but could be justified under a cooperative arrangement with other publicly accessible law libraries.

Our own experience at the R.I. State Law Library in 1982 involved the monitoring of all our looseleaf services, including 52 from Commerce Clearing House, 11 from Prentice-Hall and 7 from BNA. The monitoring, which was conducted over a 9 month period, revealed the following: of the 52 Commerce Clearing House services, 9 were not used at all, 7 were used only once and an additional five were used 3-5 times each. Based upon this data we decided to cancel 16 services at a total savings of over \$5000.00 (1982 prices). This large number of cancellations was indicative of the fact that under prior librarians, looseleaf services, once purchased, were, never monitored and reevaluated.

The chief advantages of a looseleaf service are convenience and currency. After all, most of the material contained in the average looseleaf services is already available in your library, although it may be scattered in half a dozen sources. Each of you must determine the point at which demand for research material in a particular subject area can justify the purchase of a looseleaf service. There seems to be little point in subscribing to a high-priced looseleaf service if your patrons do not use it in the manner for which it was intended. Practising attorneys who may use the looseleaf service to locate cases on point may be served as well by a treatise with an annual supplement and the appropriate Shepard's Citators. Only you can make that decision based on the needs of your own library patrons.

USED LAW BOOKS

The used law book market can be another potential source of cost savings for the enterprising law librarian. Buying used law books can result in savings of 50-60% or more, particularly if your library is in the market for one of the major sets, including those of West or Lawyers Co-operative. Many of the volumes on the market are from small to medium-sized law firms and are consequently in very good condition. This is a particularly good source for segments of the National Reporter System since West offers no significant discounts. A complete set of Atlantic 2d, for example, which list at 10,300.00, can be purchased used for \$3995.00. ALR 3d which lists for \$2900.00 can be obtained for \$950.00 and is likely to be as clean as a new set. When purchasing used sets, be sure to factor in the price of bringing them up-to-date with pocket supplements or revised volumes. Most dealers will deduct this updating cost from their normal used price if the set is not current. Dealers will also attempt to meet your special requirements regarding the condition of sets. It also pays to shop around because prices do vary somewhat from dealer to dealer. Most of the major used law book dealers issue catalogs or price lists which can serve as a guide to current used law books prices. As a regular customer, however, you may be able to secure additional discounts.

These are just a few of the techniques which you can use to stretch your law library budget dollar. Not only do we have an obligation to our institutions to provide the best possible service at the lowest possible cost, but we have an obligation to keep the law book publishing industry honest. If you feel that the price of a book or supplement is exorbitant, return it and write a letter of complaint. Better still, file a complaint with the FTC using one of the AALL forms. This will not only put the publisher on notice that the FTC is looking over their shoulder but will alert other law librarians of the unacceptable practices of certain legal publishers.

Note: The views expressed by Mr. Svengalis in the preceding article are his own and not those of the Law Librarians of New England, its officers or directors, or the Editor of LLNE News.

EDITOR'S NOTE:

In a conversation with Kendall Svengalis 5 December, he asked the Newsletter mention that Mathew Bender, in response to criticisms mentioned in Mr. Svengalis' article, is currently reviewing, and will be changing, some aspects of its marketing strategy.

Although official word from Bender was not out at this writing, Svengalis understood that the company will reduce the period of free supplementation with purchase of a new title, from six months to three months. It is also understood that Bender will be doing away with its trade-in policy.

Mr. Svengalis noted that now was a good time to take advantage of selecting sets to purchase as monographs to be updated as required. He mentioned, for example, that his library recently purchased many titles on sale for one-half price each. Libraries can save significant amounts, Svengalis said, by watching for such sales.

OF NOTE

AALL CALL FOR PAPERS '86

To promote scholarship, draw attention to newer members of AALL, and to provide a creative outlet for those who may not have participated, a special program at the Washington, D.C. convention will feature the contributions of newer members. Individuals who have been AALL members for less than five years are invited to submit a paper on any subject relevant to law librarianship. Both the traditional scholarly paper and creative work in any written form will be accepted.

Interested persons should, by 31 December, submit an outline or brief description of their paper to: Margaret A. Leary, University of Michigan Law Library, Ann Arbor, MI 48109-1210. Authors should include with the outline, the author's name, address, phone number and a sentence stating the author has been a member of AALL for less than five years.

Papers will be reviewed by: Roger F. Jacobs, Director, Notre Dame Law Library; Donald Ziegenfuss, Librarian, Carlton, Fields, Ward, Emmanuel, Smith, and Cutler, Tampa; and Margaret A. Leary, Director, University of Michigan Law Library.

Three authors of selected papers will present their contributions at a program scheduled for this purpose during the 1986 Convention in Washington, D.C. Winning authors will receive a Certificate of Achievement and winning papers will be forwarded for consideration of publication in the Law Library Journal.

AALL DISTINGUISHED SERVICE AWARD

This award was first presented in 1984. It is given to an individual for outstanding recognition of extended and sustained distinguished service to law librarianship and to AALL. The individual nominated should be near or at the end of his or her career, and an AALL member. Honorees may be recognized for achievement in a particular area of law librarianship, for service to the Association, or for outstanding contributions to the professional literature. To nominate members for this award, send their names to the Chair of the Awards Committee, Lynn Foster, Law Library, Ohio Northern University, Ada, Ohio 45810. The deadline for nominations is 1 March 1986.

AALL JOSEPH L. ANDREWS BIBLIOGRAPHIC AWARD

Named in honor of the Reference Librarian for the Association of the Bar of the City of New York from 1930 to 1965, the Joseph L. Andrews Bibliographic Award is presented annually for a significant contribution to legal bibliographical literature. "Significant contribution" is measured primarily by the work's creative, evaluative elements and the extent to which judgment was a factor in its formation. To nominate works for the Joseph L. Andrews Award, write the Chair of the Awards Committee: Lynn Foster, Law Library, Ohio Northern University, Ada, Ohio 45810. The deadline for nominations is 1 March 1986.

AALL LAW LIBRARY PUBLICATION AWARD

This award was first presented in 1984 and honors in-house user oriented library materials which are outstanding in quality and significance. The award honors non-print as well as print materials. "In-house works" are those materials produced primarily for the local clientele of a library. The entries are judged on quality, creativity, and usefulness, rather than on the magnitude of the project. To nominate works for the Law Library Publication Award, send three copies of the work to the Chair of the Awards Committee: Lynn Foster (address above). The deadline for nominations is 1 March 1986.

AALL SCHOLARSHIPS AND GRANTS FOR 1986

The December issue of the AALL Newsletter contains the Application for Grants for those interested in seeking financial assistance to help defray the costs to attend the AALL Annual Meeting and/or Institute in 1986. The AALL Scholarships and Grants Committee, in awarding grants, will give preference to highly motivated individuals who are new members of the profession and to those who have been in law librarianship for a relatively short period of time.

This same issue of the Newsletter contains information on how to apply for the four types of scholarship assistance available from AALL. Please note that the Executive Board has again approved a \$3,500 stipend to be awarded to a member of a minority group who is a college graduate with library experience, working toward an advanced degree which would further his/her law library career. The Committee is especially interested in increasing the applicant pool for the minority stipend. The deadline for receipt of grant applications is March 1, 1986, and the deadline for scholarship applications is April 1, 1986.

BOOK REVIEWERS NEEDED FOR LEGAL INFORMATION ALERT

We are looking for fellow law librarians to review law books for our publication LEGAL INFORMATION ALERT. We review a wide selection of topics including Bankruptcy, Commercial Law, Estates & Probates, Immigration, Library Management, and Securities.

The ALERT is a law library publication with a strong emphasis on database news, book reviews of the latest titles in law publications, as well as in-depth articles concerning topics of interest to the law librarian. Recent articles included: Experts: Where and How to Find Them; INMAGIC: A Software Review and Case Study; and Securities Databases.

We are one of a few publications that offer this unique service. We cannot pay you but you may keep the book.

If you're interested or would like more information, contact LEGAL INFORMATION ALERT, 24 North Wabash, Suite 939, Chicago, IL 60602, 312/525-7954.

MAALL CONSORTIUM

The Mid-America Consortium of Law School Libraries is pleased to announce the availability of its Union List of Legal Periodicals in December, 1985. Copies are priced at ten dollars each. The paper edition is tentatively priced at thirty-five dollars. For information contact: Mid-America Law School Library Consortium, c/o Roy Bird, Washburn University of Topeka, School of Law Library, Topeka, Kansas 66621.

ORAL ROBERTS UNIVERSITY

Oral Roberts and the ORU Board of Regents have announced that the ORU Law School and Library have been given as a gift to Pat Robertson's CBN University, effective after graduation in May 1986. At that time the library will be packed and moved, and ORU will cease being a member of MAALL. The actual dates of the move will be released sometime in the near future.

NORTHERN ILLINOIS

Blair Kauffman reports they are looking at automated serials check-in systems, particularly those that have the potential to link with other types of automated systems, such as circulation and on-line catalogs. They are currently using DataTrack on an IBM XT. NIU has also had demonstrations of Innovaq's serials control system and of the LS 2000 from OCLC.

In the interim, they have upgraded their DataTrack serials check-in system by converting it from dBase II to dBase III as its operating program. In response to a direct question, Blair indicated they would share their assessments of these systems with anyone who called to inquire.

The Law Library is working toward an expansion of the physical plant for the library. The desired expansion would enlarge the library space by about 50%. The "program statement" has now been completed.

Staff continue to work on programs for the AALL meeting next summer. The SBA at Northern is giving the library a micro-computer for student use! (Nice idea to think about--the SBA as a source of funds or donations to the Law Library---hmmm.)

SOUTHERN ILLINOIS

Mead Data Central has twice set up a temporary learning center at SIU for student training. Five extra Ubig terminals were installed (sans printers) in the Law Library for several weeks to ease the congestion on the Deluxe, experienced in prior years. It gives a lot of time for hands-on use, which the students appreciated. An extra benefit was the training passwords, which allowed no-charge access to Nexis, Medis, etc., as well as having no afternoon down time (i.e., all day long, the training terminals are available to the students.)

The SIU International Moot Court team acknowledged the assistance of the Law Library in their taking a 4th place award nation-wide. The ABA Moot Court team also thanked the Law Library for their help in achieving first place in the national competition.

SIU has started a series of staff development seminars for the library clerical and professional staff. The first one was on stress--how to deal with it when it arises, how to lessen its impact in the future, and techniques for relaxing. A specialist in this area, from the Wellness Center of the Student Health Service, gave a two-hour presentation, complete with brief sessions of applying the techniques and handouts of those and other approaches to the matter. (The Wellness Center takes a rather holistic approach to health care by focusing on staying healthy, rather than limiting itself to treating illness after it arises.) The next program will be on career opportunities for the support staff, with particular emphasis on pragmatic matters at this university--what does the personnel office look for, how much does prior experience count, what trainee programs involve, and so on. The topics have been chosen in response to interests

indicated by the support staff, in conjunction with assessments and suggestions from the professional staff.

1986 will be the "Year for the Library" at SIU, designated by the Dean as "a time to be particularly concerned with advancing the needs of the library." The Dean and the librarians held a retreat in late September, at which the YFTL and related matters were discussed in some detail. Some of the events anticipated in the YFTL include a "Workshop for Non-Law Librarians on Legal Research--State and Federal," planned for later in the Spring of 1986, and the inauguration of an SIU Law Library Publications Series. Plans are well underway on both of these projects, along with others. Suggestions, inquiries, and manuscripts for possible inclusion in the Publication Series would be welcomed by Frank Houdek, the director.

UNIVERSITY OF ILLINOIS

The law library continues to identify and transfer to storage lesser-used materials, while shifting remaining materials to allow for expansion. Of course, this must all be done while maintaining accessibility to all the material. It is corollary of Murphy's Law that whatever you just made temporarily inaccessible is what your most vocal patron is now demanding. Immediately!

And while shifting of older materials goes on, the Center for Research Libraries gives them 35 boxes of material containing 18th century dissertations on Roman law. Most of the boxes have not been examined yet, but some carry ownership markings indicating, that at one time, they were held by the Library of Congress. All will be fully cataloged and entered into the OCLC database. The extent of the collection is not yet known--Tim reports that the boxes were just sitting around for a long time at CRL.

Reclassification of foreign law into the new "K" schedules is continuing apace. French law is currently being worked on.

Some 15,000 linear feet of shelving in the Law Library will be cleared by moving little-used materials over to the main library building. The biggest problem now is deciding which materials to move. And of course, the 13th corollary of Murphy's Law says that whatever is moved is just what someone will desperately need to use!

UNIVERSITY OF IOWA

The University of Iowa Law Library is in the "final throes" of recon. The feverish pitch has been going on since January, 1984. The project is to finish at the stroke of 8:00 p.m. on January 31. Anyone working in a law library can appreciate the problems associated with handling this many titles and books. The staff at Iowa is holding up well. They joke and say they will hire out as a team. Believe me folks, that is no joke. They are terrific!

At the Tulsa meeting Iowa reported a decision to order a fiche-to-fiche duplicator, but at that time the decision as to which make had not been made. You are now informed that a 3M 261/262 Fiche Printer-Developer has been ordered, to be delivered to the new law library next June. Sorry - all those requests will have to wait just a little longer.



MEMBERSHIP NEWS

Lonnie Beene (Drake) began as the new Technical Services Librarian 2 December. Lonnie came to Drake from Simpson College in Indianola, Iowa, where he held the position of Technical Services/Reference Librarian. He is a graduate of Ball State College and did his graduate work at Indiana State University.

Roy Bird (Washburn) has done it again. The Washburn law library congratulates Roy on publication of his latest book, Topeka: An Illustrated History.

Ben Cole (Oklahoma City) is the new Head of Public Services. Ben Received his J.D. in 1969 from the University of Arizona and his M.L.L. from the University of Denver in 1985. Ben has seven years experience practicing law, and will teach a course in advanced legal research this spring.

Chris Fernandez (University of Tulsa) is the new Public Services/Documents Librarian. Previously, she was the Reference/Circulation Librarian at Oral Roberts University.

Scott Finey (University of Illinois) rejoins the staff in a circulation and reference position. Scott has both law and library degrees.

Kathy Kane (University of Tulsa) is the new Public Services/ Circulation Librarian. Kathy received her M.L.S. from the University of Oklahoma, in 1972. She was a reference librarian at the University of Tulsa McFarlin Library from 1974-1982, and an editor at Penn Well Publishing Company from 1983 until September, 1985.

Tim Kearly (University of Illinois) has written "International Trade Law: Publications and Activities of Selected IGO's and NGO's," scheduled to appear soon in volume two, number three, of Government Information Quarterly.

Elizabeth Slusser Kelly (former member) has been selected the first Alumna of the Year by the Southern Illinois University School of Law Alumni Association. A plaque was presented to her at an Alumni-Faculty reception held 18 October 1985, at the Lesar Law Building on the SIU campus in Carbondale.

Elizabeth received her J.D. degree from Southern Illinois in 1978. She served the School of Law as Director of the Law Library and Associate Professor of Law from 1978 to 1984. She is currently the director of the Biddle Law Library at the University of Pennsylvania School of Law, having assumed that position 1 July 1984. During her tenure at SIU, she was a driving force behind the planning and construction of the new law school quarters, dedicated 18 September 1982, as the Hiram A. Lesar Building.

Douglas Moring (University of Oklahoma) is the new Reference Librarian. Douglas received his B.A. in Psychology from the University of Oklahoma in December, 1975; his M.L.S. from the University of Oklahoma in May, 1977; and his J.D. from Oklahoma City University in May, 1983. While attending law school, Douglas received the American Jurisprudence Award in remedies, and was a member of the Board of Governors of Oklahoma City University Law School.

Ann Puckett (former member) married Tom Wilson in a July ceremony attended by family members and a few close friends. Tom earned his Ph.D. in Philosophy at Southern Illinois.

Amber Smith, former Head of Public Services (University of Oklahoma) is pursuing a foreign law degree at George Washington University.

Brian Striman (University of Nebraska) will coordinate a program at the July, 1986 AALL Convention, titled: Problem Publications in the Law Library. Brian will be mailing questionnaires to all types and sizes of law libraries across the country. The questionnaires will be designed to gather information regarding how law libraries handle publications like the ABA package plan materials, PLI course handbook series, and stand-alone supplements with distinctive titles that have no relationship to the looseleaf services with which they arrive. The program is sponsored by the Technical Services Special Interest Section.

A synopsis of program content and format will appear in the AALL pre-convention mailing. Brian will be needing ten to fifteen volunteer "resource moderators" to staff each of the specific "problem tables." Energetic persons excited about being part of the program will be leading candidates.

Program resource moderators will be given a specific problem publication and ideas and procedures on how that problem publication is treated by the various law libraries which respond to the questionnaire. Brian hopes the program will benefit attendees and volunteers from Technical and Public/Reader Services.

Laurel Wendt (Southern Illinois) has been awarded sabbatical leave for the spring semester to work on creating an index and digest of "in-chambers" opinions of the justices of the United States Supreme Court. Laurel has hinted that assistance with her duties as newsletter liaison for Illinois would be appreciated. Interested persons please contact Laurel or the editor.

MAALL PLACEMENT

The MAALL placement office acts as a clearinghouse for job openings in the membership area. These positions may be professional, paraprofessional, full or part time, for any type of law library. In order to be effective, we need help from prospective employers to keep us posted on positions to be filled. Some of the listings may have been filled by publication date. This is due to the time lag between submission of the list and publication date.

Any law library that has a position that needs to be filled should contact the Placement Chairperson. Anyone interested in law library positions is invited to register with Placement. Job notices will be sent to registrants as soon as they are received by the Placement Chair.

contact: Needra L. Jackson, MAALL Placement Chair
Law Library
University of Missouri-Columbia
Columbia, MO 65211

phone: (314) 882-4597

telefax: (314) 874-2412

electronic mail: MLMU

As of December 2, 1985 positions known to be available are as follows:

MISSOURI

Associate Law Librarian and Computer Laboratory Coordinator.

Requirements: J.D. and M.L.S.; relevant law library experience. Responsible for coordinating the use and services of computer-assisted research services and sharing administrative and public service duties. Salary: competitive. Apply by January 20, 1986 to Susan Csaky, University of Missouri-Columbia, School of Law, Columbia, MO 65211.

Director. The Jackson County Law Library, Inc. Board of Directors seeks applications and nominations for Director of the Jackson County Law Library. The law library is a medium-sized library and contains approximately 50,000+ volumes and equivalents. The library is experiencing ample growth and opportunities for development into a high-rated membership library.

Requirements: The position requires a M.L.S. and J.D. or law library experience or administrative experience in a special

library. Candidate should be qualified to draw up a yearly budget, make financial and collection reports and proposals to the Board of Directors, supervise an assistant, and interact competently and professionally with the attorneys who are library members. Immediate Future: The library is expecting to be relocated in a newly rehabilitated building in downtown Kansas City in 1986. Experience with space planning, designs and relocation helpful. The Board is interested in a candidate who is dedicated and will commit a period of time to developing the membership and library services. Compensation: Initially the budget allows for a \$16,500 annual salary. Medical insurance, parking and other benefits provided. A person with talent for budget making and adherence could moderately increase her/his own salary. Starting date: Immediately. Send Inquiries, Nominations or Applications and Salary Histories to: Ms. Sharon K. O'Donoghue, Esq., Librarian; Gage & Tucker, 2345 Grand Avenue, Kansas City, MO 64108.

Associate Law Librarian-Collection Development & Technical Services. Available December 1, 1985. M.L.S.; J.D., Ph.D, or additional master's degree preferred plus three years relevant administrative experience. Responsibilities include the administration of the law library's acquisitions and collection development program and budgets, supervision of the serials department, coordinating relevant operations with the cataloging department and supervision of a support staff of five. Salary commensurate with qualifications. Send resume to: Professor Bernard D. Reams, Jr., Director, Law Library, Washington University, Campus Box 1120, St. Louis, MO 63130.

Principal Cataloger. Requirements: M.L.S., two years cataloging experience, knowledge of AACR2, MARC formats, LCSH, and LC classification, knowledge of western European language, preferably German. Duties: responsible for cataloging books, serials, A/V and MRDF formats, training and supervision of cataloging personnel and maintenance of library catalogs. Assure continuation of the library's retrospective conversion and prepare name authority cooperative (NACO) forms. Full-time professional position with non-tenure track faculty rank. Minimum salary: \$18,000. Available: January, 1986. Apply to: Richard C. Amelung, Head Technical Services, St. Louis University Law Library, 3700 Lindell, St. Louis, MO 63108, 314/658-2754.

WISCONSIN

Director of Law Library. Marquette University Law School. Requirements: J.D., M.L.S. and substantial experience in an academic law library. Responsible for administration, budget, development and planning. Candidate must have strong leadership

and communication skills, knowledge of legal scholarship, and should be familiar with computers, computer databases and their application to the law library. Position available July 1, 1986 and carries academic rank. Deadline for application is January 20, 1986. Send inquiries, nominations and applications to: Dean Frank C. DeGuire, Marquette University Law School, 1103 West Wisconsin Avenue, Milwaukee, WI 53233.

WYOMING

Assistant Law Librarian. Wyoming State Law Library. Requirements: M.L.S. and 2 years professional law library experience. J.D. desirable and may be substituted for library experience. Demonstrated knowledge of legal bibliography. Prior reference and collection development experience--preferably in a law library. Strong public service orientation and self-motivation. Duties include: Providing reference service to library users; responsible for circulation services; actively promoting use of library materials; collection development; and supervising evening/weekend library aides. Salary: minimum \$20,000. Immediate opening. Send resume to: Lisa Hoffmeister, Law Librarian, Wyoming State Law Library, Supreme Court Building, Cheyenne, WY 82002. (307) 777-7187.



MAALL MEMBERS' OCLC SYMBOLS

ARKANSAS

University of Arkansas at Fayetteville Law Library	AFU
University of Arkansas at Little Rock Law Library	ALR

ILLINOIS

Illinois State Library	SPI
Northern Illinois University Law Library	ILY
Southern Illinois University School of Law Library	SOL
State Farm Insurance Company Library	JDQ
University of Illinois Law Library	UIU

INDIANA

Indiana University School of Law Library	IUB
--	-----

IOWA

Drake University Law Library	IWD
University of Iowa Law Library	IAUL (RLIN)

KANSAS

University of Kansas Law Library	KFL
Washburn University of Topeka Law Library	KWL

MISSOURI

May Department Stores Co.	MAYA
St. Louis University Law Library	SLU
University of Missouri-Columbia Law Library	LMU
University of Missouri-Kansas City	UMK
Washington University School of Law Library	WUL

NEBRASKA

Creighton University Klutznick Law Library	CLL
University of Nebraska Law Library	LLL

OKLAHOMA

Oklahoma City University Law Library	OKY
Oral Roberts University Law Library	OKO
University of Oklahoma Law Center Library	OKL
University of Tulsa Law Library	OKW

SOUTH DAKOTA

University of South Dakota Law Library	USE
--	-----

MAALL MEMBERS' OCLC SYMBOLS

OCLC SYMBOL

LIBRARY NAME

AFU	University of Arkansas at Fayetteville
ALR	University of Arkansas at Little Rock
CLL	Creighton Law Library
ILY	Northern Illinois University
IUB	Indiana University School of Law Library
IWD	Drake University
JDQ	State Farm Insurance Co. Library, Bloomington,
KFL	University of Kansas
KWL	Washburn University
LLL	University of Nebraska
LMU	University of Missouri-Columbia
MAYA	May Department Stores, St. Louis, MO
OKL	University of Oklahoma
OKO	Oral Roberts University
OKW	University of Tulsa
OKY	Oklahoma City University
SLU	St. Louis University
SOL	Southern Illinois University-Carbondale, IL
SPI	Illinois State Library, Springfield, IL
UIU	University of Illinois-Champaign-Urbana
UMK	University of Missouri-Kansas City
USE	University of South Dakota Law Library
WUL	Washington University

RLIN SYMBOL

IAUL	University of Iowa Law Library
------	--------------------------------

AN IRREVERENT LOOK AT THE MID-AMERICA MEETING

SOME HIGHLIGHTS AND COMMENTARY

The local arrangements committee is grateful for the kind words from people writing and phoning about the meeting. Your expressions of appreciation made all the hard work worthwhile. THANK YOU ALL!

Here are a few MAALL statistics to mull over:

There were 63 paid registrants.

Mead Data Representatives: 4

West Representatives: 1

Meal Mates:

Thursday noon: 69

Gilcrease Reception: 71 (plus!)

Friday noon: 70

Friday evening: 61

George Skinner Hour, Parts I/II: Countless!!

Marian Parker did meet and speak with Kenny Rodgers!! She spoke with him while he was on the way to his limo, but she did not maul him!

Copies of the remarks given by Hal Brown and Frank Lee are available from Katherine Tooley at the University of Tulsa Law Library. Also available is an article by Kendall F. Svengalis that Frank Lee referred to entitled Cost Effective Acquisitions: A State Law Library Perspective. This article is very good, naming names and quoting prices and is very well worth the reading in these budget conscious times.

The MAALL meeting was a hectic, even stressful, few days. Our minds were expanded (and our waistlines!), personal contacts renewed and new friends made. Some of the highlights of the meeting were: Prof. Lolly Gasaway's brief luncheon remarks; the Gilcrease tour and "light" hors d'oeuvres; the impromptu late night library tour; the George Skinner Hour, pt. 1; the Professors Hogan and Nelson program on stress which was humorously presented and relieved some "meeting" stress; the

world series rivalry between St. Louis and Kansas City, with Columbia being carefully neutral; John Johnson's sense of humor; Lee Greenwood and Kenny Rodgers (and their body guards) staying in the hotel; the George Skinner Hour, pt. 2; Hal Brown's Saturday ensemble; the 50% off sale at Sakowitz; and last but certainly not least, all of you who attended.

Katherine J. Tooley

