



The CHARLESTON REPORT

Business Insights into the Library Market

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More Highlights From the 8th Annual Fiesole Collection Development Retreat Series

August 3-5, 2006, Lund, Sweden, "*The New World Order in Collection Development — Revisited*"

Excerpted from "The End of the Beginning, or the Beginning of the End? A View From the Twilight Zone," John Cox, John Cox Associates Ltd., presented Saturday, August 5, 2006.

The Current State of Open Access:

- "The Open Access journal is, as yet, unproven. Its business model has yet to be shown to be sustainable."
- "Much of the demand for Open Access has arisen in the life sciences."
- "While institutional repositories are on the increase, there is now plenty of evidence that only a small proportion of authors are posting their papers to either subject-based or institutional repositories."

Open Access: What do Authors Think?

- "Authors' reasons for publishing remain the same; communication to their peers (not communicating to the public) is the principal driver."
- "Only 30% feel that they know much about Open Access."
- "Most feel that access to the literature has improved in recent years, due to online availability."
- "There is little enthusiasm for any form of author-pays model."
- "Many authors do not want unedited works posted."
- "Authors are not overwhelmingly enthusiastic about self-archiving."

Fiesole Retreats are co-sponsored by *Against the Grain*, The Charleston Company and Casalini Libri. The complete repository of many papers from the Lund 2006 Retreat and all previous Fiesole Retreats can be found at <http://digital.casalini.it/retreat/>.

Did You Know?

According to Alexa, a Web information company, 72% of those who use *Google.com* do so to search from its home page. Another 10% use it for email and 8% for its Web-based image search. Video has been a straggler, at 3%. *New York Times*, October 10, 2006.

Libraries on the Move

Villanova University's Falvey Memorial Library has announced the "grand opening" of its Digital Library. Developed by library staff, the Digital Library is a repository of digitized items from the library's Special Collections as well as items donated and from partnering institutions. The digital library is built using eXist, an open source native XML database, using the Library of Congress standard XML schema, METS. The digitization is an ongoing process, but currently features 18 collections. The digital library's collections can be viewed through various formats including RSS, OAI, and RDF. For more information or to search the Villanova University Digital Library, logon to <http://digital.library.villanova.edu>.

The British Library and the Joint Information Systems Committee (JISC) have partnered to digitize 3,900 hours of rare and historic sound recordings to create Archival Sound Recordings (ASR). ASR, which launched on September 26, 2006, includes recordings of radio dramas, oral histories, classical and popular music, and traditional music. The collection is available in the reading rooms of the British Library and, when rights permit, over the Web. For more information, logon to <http://www.bl.uk/collections/sound-archive/archsoundrec.html>.

Two more libraries have joined Google's Book Search. The Universidad Complutense Madrid (UCM) and University of Wisconsin-Madison (UW-Madison) have both announced partnerships with Google Book Search to digitize books from their collections. UCM becomes the first library in continental Europe and in a non-English speaking country to join the two-year-old Google Book Search program, and it is the seventh library to join the book digitization project. UW-Madison will be digitizing its collections of public and historical books and documents, which includes documents from the Wisconsin Historical Society Library. Both schools have decided that only those books in the public domain will be digitized. For information on the UCM or UW Madison partnership, logon to http://www.google.com/intl/en/press/anncl/books_madrid.html and http://www.library.wisc.edu/news/releases/2006/2006_1012-GoogleBook.html, respectively.

The Partnership for a Nation of Learners (PNL) and the Institute of Museum and Library Services (IMLS) have awarded almost \$3 million for thirteen Community Collaboration Grants across the United States. These grants encourage museums, libraries, and public broadcasters to work together to address needs in their communities. Among those receiving grants are the New Haven Free Public Library (New Haven, CT), Johnson County Library (Shawnee Mission, KS), Michigan State University (East Lansing, MI), and the Free Library of Philadelphia (Philadelphia, PA). For more information and to access a complete list of award recipients, logon to <http://www.ims.gov/news/2006/091906.shtm>.

Short Takes

The NISO (National Information Standards Organization) Web Services and Practices group has released “Best Practices for Designing Web Services in the Library Context” (NISO RP 2006-01). This best practices document covers the areas of HTTP caching, filtering of user input, reuse of output formats, security, and throttling. For those who are new to Web services, the document includes an appendix with an overview of the typical types of Web services and practices used in a library context. To access the report, visit <http://www.niso.org/standards/resources/rp-2006-01.pdf>. *NISO Newsline*, September 2006.

Google has launched Google News Archive Search to allow users to search over 200 years of historic newspaper content. The service includes archives of several news publications such as the *New York Times*, *The Guardian*, *The Wall Street Journal* as well as content from news aggregators such as Factiva and LexisNexis. Search results include both fee-based and free content. For more information, logon to <http://news.google.com/archivesearch>. *Google Librarian Newsletter*, September 2006.

The British Library has released a document called “*Intellectual Property: A Balance—The British Library Manifesto*.” The document addresses intellectual property law in the UK and offers six key recommendations, all of which attempt to strike a proper balance between the rights of creators and consumers of content. *British Library Press Release*, September 25, 2006. To download the full manifesto, logon to <http://www.bl.uk/news/pdf/lipmanifesto.pdf>.

Don't Miss This!

The research organization Outsell has published its 10th Annual Information Industry Outlook report. In this year's report, *Information Industry Outlook: FutureFacts 2007*, Outsell identifies trends for 11 information industry segments and customer groups for the information industry. For more information or to download the entire report, logon to <http://www.outsellinc.com/store/products/281>.

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The Charleston Report is written for publishers, vendors, product developers, merchandisers, and wholesalers who are interested in expanding their library market. Readers will gain insights in effective marketing to libraries, early alerts to library trends, access to library leaders' future plans, library budget projections, library strategic plans, technology directions, and publications needs.

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By the Numbers

46 million...The social networking site, MySpace, receives more than 46 million visitors per month. *Forbes.com*, September 11, 2006. http://www.forbes.com/digitalentertainment/2006/09/11/facebook-opens-up-cx_rr_0911facebook.html

\$1.65 billion...Google paid \$1.65 billion to acquire the video Website YouTube. *Business Week Online*, October 10, 2006.

24.25%...18 to 24-year-olds generate 24.25% of Wikipedia's daily traffic. *Riding the Waves of "Web 2.0,"* October 5, 2006. http://www.pewinternet.org/pdfs/PIP_Web_2.0.pdf

106.5 million...In July 2006 106.5 million people streamed or downloaded video from online video sites. *eMarketer.com*, October 9, 2006.

\$11,500...On average, a college invests about \$11,500 developing an online course. *The Chronicle of Higher Education*, Tuesday, August 29.

72%... The number of VoIP (Voice over Internet Protocol) users globally is expected to expand by 72% in 2007. *Business Week Online*, October 18, 2006.

Mark Your Calendars!

ASIS&T (American Society for Information Science and Technology) 2006 Annual Meeting, Information Realities: Shaping the Digital Future for All, is scheduled for November 3-8, 2006 in Austin, Texas. For more conference information or to register online, visit <http://asis.org/Conferences/AM06/index.html>.

ALA Midwinter Meeting & Exhibits 2007 is scheduled for January 19-24th, 2007, in Seattle, Washington. For more information, registration, and exhibition details, logon to <http://www.ala.org/ala/eventsandconferences/midwinter/2007/home.htm>.

TCR Quotes

“Librarians MIGHT know it's not free on the Web, that I am only getting the article because someone paid the bill, but then again, other staff in the library might NOT know it's because someone paid the bill. And the end user isn't asking WHY they got it; they just know they got it.

So, for a modest proposal. Along with the obligatory copyright statement, could publishers please add, so it prints when the article prints, an obligatory THIS ARTICLE BROUGHT TO YOU BY UNIVERSITY XYZ”

— Chuck Hamaker, Associate University Librarian Collections and Technical Services, Atkins Library University of North Carolina Charlotte, in a post to LIBLICENSE-L on August 23, 2006.

TCR Surveys: OpenURL Link Resolvers

“It’s in a publisher’s own best interests to stay up to date with standards regarding OpenURL...”
— Academic librarian and TCR Surveys respondent

Since their introduction, OpenURL link resolvers have quickly become integrated into the suite of tools that libraries use to facilitate access to their resources. In an effort to understand the use of OpenURL resolvers in libraries and the relationships between libraries, vendors, publishers, etc. associated with using OpenURL resolvers, this issue’s TCR Survey asked 35 librarians about their experience with implementing OpenURL link resolvers and how publishers and product vendors can work with libraries to ease their implementation and day-to-day maintenance.

As the majority of the respondents (32) work in academic libraries, the responses best reflect the experiences in that type of institution.

- Implementation of OpenURL link resolvers is relatively widespread, with 32 of 35 respondents indicating that their library had an OpenURL resolver.
- The majority of respondents felt that the implementation process of their OpenURL link resolver was moderately easy (12 out of 35) to moderately difficult (9 out of 35).
- Several of the issues or problems encountered by librarians during the implementation process included:
 - Difficulty resolving links to the article level for every publisher/vendor.
 - Lack of documentation or limited documentation from vendors and publishers for setting up links between resources.
 - Inconsistencies between resolver and vendor requirements for successful linking.
 - Discrepancies or errors in journal coverage data that prevents the link resolver from offering an appropriate link.
- In order to facilitate linking for libraries with OpenURL link resolvers, *publishers* can:
 - Become OpenURL compliant if they are not already.
 - Join and/or support CrossRef.
 - Encourage the database vendors that index their titles to include DOI numbers in the citations.
 - Be OpenURL compliant at the article level.
 - Standardize the metadata that is passed in OpenURLs.
- To improve the functionality of OpenURL resolvers, OpenURL resolver *software vendors* can:
 - Work more closely with full text content vendors to ensure reliable linking.
 - Provide an easy way for librarians to report problems.
 - Supply an easier method for updating journal coverage data
- Librarians would like to see some of the following improvements to existing OpenURL technology:
 - Better support for special classes of documents such as dissertations and working papers.
 - More flexibility and ability to customize OpenURL resolvers at the library’s end.
 - More accurate e-journal holdings information.
 - Become less dependent on standard numbers such as ISSN and ISBN.

Open Access News

... Reported by David Brown, Co-Editor, Scholarly Communications Report, SCR Publishing
<David.Brown@scrpublishing.com>

- The *Journal of Neuroscience* has published an editorial by Editor-in-Chief Gary Westbrook on the debate about Open Access in the scientific community (<http://www.jneurosci.org/cgi/content/full/26/36/9077>). This issue included the first in a series of weekly commentaries on science publishing. Five individuals who have been involved in various publishing experiments and enterprises were invited to give their viewpoints on the challenges facing scientific journals’ publishing.
- The American Chemical Society’s (ACS) Publications Division has just announced that authors who wish to sponsor Open Access to their published research articles will be offered an outlet in a new publication program, AuthorChoice, from ACS. Under this new policy, to be implemented later this year, the ACS as a copyright holder will enable unrestricted Web access to a contributed author’s publication from the Society’s Website, in exchange for a fixed payment from the sponsoring author. The AuthorChoice option will be extended to authors only after peer-review and editorial acceptance of their articles for publication.
- Taylor & Francis has announced the introduction of iOpenAccess option for authors publishing in any of 175 Taylor & Francis journals. Beginning in October 2006, all authors whose manuscripts are accepted for publication in one of the iOpenAccess journals will have the option to make their articles freely available on the journal Website for a one-time fee of \$3,100.

Check It Out!

The Pew Internet and American Life Project has published a thorough report entitled *The Future of the Internet II*. Over seven hundred Internet leaders, activists, builders and commentators were offered seven scenarios regarding the effect of the Internet on social, political and economic life in the year 2020. For more information or to download the entire report, logon to http://www.pewinternet.org/PPF/r/188/report_display.asp.

2006 Charleston Advisor Best and Worst Awards

For the sixth year, *The Charleston Advisor* is sponsoring a series of awards for the best and worst electronic services and databases of interest to libraries. The awards are not necessarily limited to products covered by *TCA*, but *TCA* reviews (if available) were consulted in the final consideration. These awards are published on an annual basis. Members of the editorial board made the selections in a September 2006 conference call. Awards are given in ten standard categories and special one-time awards are periodically given and labeled below as a “special award.”

Non-Librarian Working for Our Cause (*special award*)

Peter Suber — for his excellent work in managing the influential SPARC Open Access Forum (blog) and the *Open Access Newsletter*. <http://www.arl.org/sparc/soal/>

Best New Product

Google News Archive — for extensive coverage in searching and exploring historical news archives and timelines in a way that only Google can. <http://news.google.com/archivesearch>

Best New End-User Product

YouTube.com — for providing a powerful resource for sharing video content. “Now that Jon Stewart’s Daily Show is on it — and thanks to the World Cup ending and the widespread desire to see if what’s his name really did head-butt the other player and to try and lip read exactly what it was the guy said to make him that mad — and the guy who had to tell AOL 17 times that he wanted to cancel and put the video of his call on You Tube, it is now widely used by everyone.” (Margaret Landesman, University of Utah) <http://youtube.com/>

Most Improved Product

Readex Newsbank — for exploding with new content, a much improved user interface and competitive pricing. This product is now being reconsidered by many libraries that earlier had chosen other products. <http://www.newsbank.com/readex/>

Best Interface

Bowker Fiction Connection — for an innovative search interface with a graphical tagging-like screen for which librarians can’t seem to get enough. The product uses the AquaBrowser technology to provide effective readers’ advisory. <http://www.bowker.com>

Best Content

Flickr — for photos about everything you never knew existed. This Website has become a hit with everyone and has become a major source of photos for everyone, ranging from your and your friends to major news services. <http://flickr.com>

In the First Person — for the quantity and variety of personal histories contained in this database from Alexander Street Press which is truly exceptional, and will appeal to a diverse group of users. Narratives are in multiple formats: text, audio, and video. And even though *In the First Person* is not entirely free — 25% of the database links to subscription-only content — it is a great resource. <http://www.inthefirstperson.com>

Best Pricing

New York Times Select — for taking the burden off libraries for access to *The New York Times* and its backfile. End-users can subscribe at a very low monthly fee.

Best Contract Options

Hybrid Open Access — as a new pricing model for scholarly journals, which shows some promise of working for publishers and campuses as an interim solution for the journal-pricing crisis.

Best Customer Support

Great improvements have been made by many companies in their customer support over the last year. We found it difficult to select just one organization. Some companies particularly noted for their excellent customer support (in alphabetical order) included **Amazon Library Services**, **Cambridge University Press**, **CSA**, **EBSCO**, **NISC** and **Thomson/Gale**.

Best Effort

The Networked Book — The Institute for the Future of the Book is providing a creative new paradigm for monographic production as books move from print to the screen. This includes integration of multimedia, interviews with authors and inviting readers to comment on draft manuscripts. <http://www.futureofthebook.org/>

Best New Emerging Standard (*special award*)

SUSHI — The Standardized Usage Statistics Harvesting Initiative (SUSHI) provides great promise for libraries to finally get a handle on figures for their electronic use statistics. For years librarians have been struggling with gathering use data for their electronic products and the SUSHI initiative coupled with COUNTER compliant data makes this now possible.

Most Fun New Product (*special award*)

Playaway Books — self-contained MP3 player/audio-books about the size of an iPod which hang around your neck — like miniature music boxes which play a whole book instead of Skater’s Waltz over and over. They solve the iPod vs. M3 problem. And they are irresistibly cute. Many selectors of Library Browsing Collections are looking forward to seeing what students make of them. <http://www.playawaydigital.com>

Vaporware/Lemon Award

The Library OPAC — The traditional library catalog has never seemed so constrained and old-fashioned. It is the most expensive piece of software typically licensed by a library and yet is shackled in its frequent limitations.

Coming in Future Issues

- Highlights from the 26th Annual Charleston Conference
- Methods for Evaluating Electronic Resources
- Library Budget Updates
- News from the Publisher’s Perspective