

The CHARLESTON REPORT

Business Insights into the Library Market

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Don't Miss This

The *Charleston Advisor's* April 2017 (v.18, no.4) issue is now available and includes reviews of the following products and platforms.

- ACI Scholarly Blog Index
- Britannica Original Sources
- Claritas (Nielsen) Segmentation Solutions
- CQ Researcher
- Culturegrams
- Euromonitor Passport
- Gale Virtual Reference Library
- Knowledge Unlatched
- NASA PubSpace
- Referencia Latina
- Standard & Poor's Capital IQ NetAdvantage
- Treasury of Linguistic Maps Online

Full text of all reviews is available for subscribers and on a PPV basis at IngentaConnect or from our homepage www.charlestonco.com. Be sure to check it out!

Short Takes

The **University of Hawai'i Press (UHP)** and **De Gruyter** have formed a partnership for the worldwide sales of UHP's electronic academic publications. This includes a frontlist of titles and a backlist of approximately 800 titles, which is expected to grow. De Gruyter will also digitize UHP's out-of-print archive, comprising approximately 1,000 titles over the next two years, and will have exclusive distribution rights for the archive titles. As a result, the total number of available titles will exceed 2,000 by 2019. Together with UHP's and existing Asian and Pacific Studies titles, De Gruyter will be able to offer a comprehensive collection of close to 3,000 titles. Read more at <https://www.degruyter.com/dg/newsitem/209/de-gruyter-und-die-university-of-hawaii-press-beschlienen-zusammenarbeit>.

R2R: The Researcher to Reader Conference, London, February 20-21, 2017

... *Observations by Anthony Watkinson, Principal Consultant, CIBER Research, <anthony.watkinson@btinternet.com>*

This small independent conference aims to bridge the increasing gap between librarians and publishing. Over the last decade you could argue that there has been more understanding of librarians by publishers and vice versa but you could also argue that they meet at conferences less frequently. The starting point is that R2R was once the Association of Subscription Agents's (ASA) international gathering. Now that ASA is defunct the ethos of connectivity continues.

Numbers remain small (about 150); 46% of registrants were publishers and only 15% librarians. 70% are from the UK but nevertheless the programming is ambitious and outward looking (<https://r2rconf.com/programme/>). Videos of presentations may appear but have not done so yet. There is a distinctive view to be found at <https://unlockingresearch.blog.lib.cam.ac.uk/?p=1316> — Danny Kingsley's blog from the Cambridge University Office of Scholarly Communication.

Here are some points made which may be of interest to TCR readers.

1. The keynote was from Mark Allin — president of John Wiley. His company sees **researchers as the centre** of gravity but they still struggle with what this means for a publisher both in enabling sharing that does not cripple the subscription model and overcoming the friction which is at odds with the seamlessness that customers want. Wiley are particularly busy with creating a properly digital workflow.
2. Rick Anderson, Associate Dean of Libraries at the University of Utah, has provided the text of his talk on Scholarly Kitchen — see <https://scholarlykitchen.sspnet.org/2017/02/21/forbidden-forecast-thinking-open-access-library-subscriptions/>. The question he asked was: "is there good reason to expect that open access (OA), and particularly OA of the Green variety, is likely to lead libraries and other customers to **cancel their paid journal subscriptions?**" His answer was nuanced but essentially yes: "The only OA scenario that can actually save money for the library is one that allows them to cancel subscriptions. If the emergence of new Gold OA journals doesn't provide us that opportunity, then what does?"
3. Another powerful presentation on how to preserve library access to content that patrons want was from Judy Russell, Dean of Libraries at the University of Florida. She explained how and why she works with **Elsevier and CHORUS** to avoid the extra costs of OSTP compliance and to achieve visibility for her institutional repository. "Beware the Trojan horse" has been one response to her initiative but not at this meeting.
4. We do not hear much about Japan these days, though it remains a major research power, but Syun Tutiya, the international face of Japanese librarianship, was present to tell us that **Japanese researchers love open access but will not go green**. There are 700 repositories but less than 7% of eligible outputs are captured. He has hopes of flipping the subscription model to an OA one but it will take time. See <https://www.slideshare.net/tutiya/greener-and-greener-but-never-green>.

continued on page 2

R2R Conference — from page 1

5. There was a researcher present in the shape of structural biologist Professor Stephen Curry. He made the important point that people become researchers both to understand the world but also to change it. **Pressure from metrics** is bad news. “On your death bed will you be worrying about your H-index?” An interesting preprint from Curry and colleagues entitled “A simple proposal for the publication of journal citation distributions” looks to undermine the hegemony of the Impact Factor (<http://biorxiv.org/content/early/2016/07/05/062109>). Metrics need health warnings.
6. There was real disagreement about the **role and continuance of copyright** but actual argument was (unfortunately) avoided by all speakers talking past each other. The doctrine of balance between author reward and user needs demands the greater emphasis that it did not get. There were a lot of anecdotes. Perhaps the best summing up came from the UK research councils lead on open access Mark Thorley for whom copyright was not a benefit nor a detriment; it has not outlived its usefulness, but it needs amending to ensure fair exploitation in a digital world.
7. Tasha Mellins-Cohen of HighWire managed to make **access management** reasonably interesting. For publishers the rise of pirate sites is a big problem but access to subscribed content off-campus is often problematical and researchers are driven elsewhere. Some of the background is available in this white paper — <http://www.semantics.com/2016/10/combining-identity-and-access-management/>. She was a little dubious about the STM initiative RA21 while

Mark Your Calendars

May 20-23, 2017 — The Acquisitions Institute at Timberline Lodge, Mt. Hood, Oregon. Learn more at <http://acquisitionsinstitute.org/>.

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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.

For comments and contributions, contact Rebecca Lenzini, <rlenzini@charlestonco.com>, Editorial Offices, 6180 East Warren Avenue, Denver, CO 80222. TEL: 303-282-9706, FAX: 303-282-9743, (c) Copyright 2017, The Charleston Co. All rights reserved. ISSN 1091-1863.

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By the Numbers

16%... The average decline in ebook sales in 2016 compared to 2015, according to Jonathan Stolper, senior v-p and global managing director for Nielsen Book. Of note, hardcover units were up 5% in 2016 over 2015 with 188 million units sold — topping e-book sales for the first time since Borders closed in 2012.

applauding the motives behind it. The aim is to “optimize protocols across key stakeholder groups, with a goal of facilitating a seamless user experience for consumers of scientific communication.” See <http://www.stm-assoc.org/standards-technology/ra21-resource-access-21st-century/>.

An additional feature of the conference was to include five **workshops** running in a number of gaps in the programme. The topics covered were:

- Outsourcing Problems
- Non-traditional Research Outputs
- Global Research Collaboration
- Which Standards Matters and Why
- Understanding and Communicating Quality (metrics)

Some worked and some did not, but the organising committee under the inspiring leadership of the consultant Mark Carden are working what is indeed a good idea: active interaction is good.

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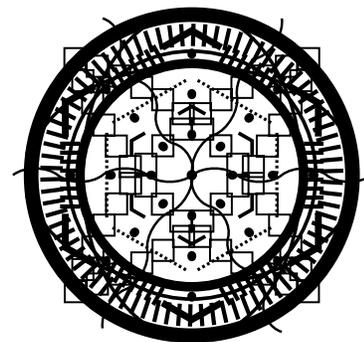
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ER&L 2017: Tacos, Queso, and Electronic Resources

*... with thanks to Jill Emery, Collection Development & Management Librarian,
Portland State University, <jemery@pdx.edu>*

Electronic Resources & Libraries (ER&L) held their 12th anniversary conference in Austin, Texas, from April 2-5, 2017. This event was by far the largest in-person attended conference in the history of ER&L with **over 1,000** people participating. There were many more who joined into the live-streaming and online event that coincided with the conference. This conference was attended either online or in person by folks from almost every continent, the exception being Antarctica. There were many new faces and participants which always adds to the excitement and enthusiasm of the meeting.

One change which occurred this year was an **extended vendor showcase** on the opening day. Instead of just an afternoon of vendor tables and the reception, vendors/providers had the ability to exhibit for the entire day at a dedicated space in the conference center. From speaking with one publisher representative, this change was well received as it allowed the extension of time to meet with clients and interested parties but still allowed plenty of time to attend sessions during the rest of the conference.

ER&L launched their **consultation service arm** at the vendor showcase during the first day of the conference: Library Consulting Network. This group has been formed to develop white papers, provide advice and development assistance with products and business models, research inquiry, provide speakers, instruction and presenting on various topics, and

provide electronic resource management advice to institutions struggling with best practices.

The **opening keynote**, “Data Violence: Dignity, Discrimination, and Algorithmic Identity” presented by Anna Lauren Hoffman, really set the stage for this year’s conference. At about ten minutes into the presentation, the question was asked, “I can do this, but should I do this.” This single question in many ways affected many of the other presentations and discussions held during the conference.

In total, there were over **100 sessions and events** provided. There were short track programs offered that allowed speakers a bit longer than lightening talks but a quicker venue to discuss and present projects underway. The program was comprised of the following tracks:

- Managing e-Resources & Licensing
- Collection Development & Assessment
- Organizational Strategies, External Relationships, User Experience & Promotion
- Scholarly Communication & Library Publishing
- Emerging Technologies & Trends

Popular events included the “Librarians versus Publishers Family Feud,” organized by Steve Shadle from University of

continued on page 4



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ER&L 2017 — from page 3

Washington and Carol Seilor from EBSCO, which featured a panel of three librarians “feuding” against three publishers regarding stereotypes of one another. This led to a very honest and open conversation on how these stereotypes get perpetuated and some audience suggestions for overcoming inherent biases in our behavior.

An overview of the final report of the **Charlotte Initiative** which has investigated the permanent acquisitions of ebooks was given. This has been a Mellon grant study developed over the past three years that indicates how academic libraries are acquiring and using ebooks. This report will be published soon and can be found here: <http://charlotteinitiative.uncc.edu/ci/about>. Management of ebooks in libraries is still a very time intensive workflow process in regards to record creation and delivery to the end-user.

Other programs indicated that libraries are spending more time incorporating **text and data mining** as part of license negotiations. Librarians from UCLA presented on the model language they use for incorporation of this language and some of the resistance they have faced when trying to negotiate these capabilities. This session indicated ways to simplify the process for negotiating for text and data mining capabilities.

Another first for ER&L this year was the “**beer**” session in which a conference sponsor chose to sponsor a late afternoon session on the second day by providing beers for those attending the events. This led to 300 attendees learning about how well discovery systems provide access to gold and hybrid open access

articles. The presentation was based on research performed by Michael Levine-Clark, John McDonald, and Jason Price on a crowd-sourced research project of utilizing data searching performed by 40+ librarians using various discovery systems to find sets of designated articles. Indexing for discovery of articles resulted in an almost 90% success rate for most libraries, however, the retrieval rate of these open access articles was only around 70%. These results compare to Google Scholar and Sci-Hub where the retrieval rate was 89% and 100% respectively.

The **closing keynote session** was led by Monica Bulger on “Fake News, Reliability & Questioning: A Researcher’s Struggle to Navigate the New information Landscape.” Her presentation set the stage for librarians to share different strategies they had developed to address these issues both with faculty and students at their institutions. This was a wonderful open session with many participants providing key ways they have responded to the shifting nature of information trust and reliability.

All in all, this year’s conference was a **resounding success**. The weather stayed glorious for most of the conference and those of us from the northern climes enjoyed our sojourn into warmer, sunnier weather. Next year, the conference will be held in early March in Austin again. The AT&T Conference Center is expanding and will offer a larger more state of the art facility for the conference. Everyone is excited to see what the venue will allow in regards to further advances for the event.

Finally, an important note. Thanks to the continued technological development of the ER&L organizers, it will be possible to purchase the 2017 Electronic Resources & Libraries Conference archive on the ER&L website here: <https://www.electroniclibrarian.org/2017-sessions/>.



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