AGAINST THE GRAIN

TABLE OF CONTENTS
v.27 #6 December 2015 - January 2016 © Katina Strauch

ISSUES, NEWS, & GOINGS ON

Rumors........................................1
Letters to the Editor.........................6
From Your Editor.............................6
Deadlines.....................................6

FEATURES

Speak Up! Communication between Academic Librarians and Scholarly Content Providers — Guest Editor, Erin Gallagher

Speak Up! Communication between Academic Librarians and Scholarly Content Providers ................1
by Erin Gallagher — In the spirit of cordial communication, these articles bring together the expertise of librarians, publishers, and vendors.

Why Libraries and University Presses Should Support One Another ..........12
by Meredith Babb and Judith Russell — Meredith and Judy have found many more shared values and interactions than confrontational turf wars. So here in a nutshell is what they have learned — so far.

Vendor Relations Strategies for Libraries .....................................................14
by Kirsten Ostergaard and Doraly Rossmann — Check out their Vendor Relations Guidelines.

Do’s and Don’ts of Hosting Content and Service Providers at Your Library: A Few Tips for Your Next Meeting ...............................18
by Sarah Forzetting — Sarah has been on both sides of the library meeting table and she shares some of her do’s and don’ts with us.

Pushing the Vendor to Improve Customer Service ..................................20
by Stacey Marien and Bob Nardini — This article talks about the bumpy ride American University Library had in switching over to Coutts and the partnership that was forged between the AU staff and Coutts customer service department.

Op Ed — Opinions and Editorials

Access Adoption ................................46
by John G. Doc — How can the vast majority of scholarly articles make their way into an accessible place so that the mission of Open Access can be accomplished?

Between a Rock and a Hard Place: The Realities of Flat Discounts ........48
by Howard N. Lesser — Is it standard practice for library consortia and many libraries to ask for simple flat discounts?

Back Talk ........................................78
Following Ulysses on (the) Amazon Jim O’Donnell — What book(s) did you take to College? Can you find them now?

ATG INTERVIEWS

Franny Lee and Kurt Sanford ..........26
Founder of SIPX and CEO of ProQuest

Stacey Marien........................................22

PROFILES ENCOURAGED

Meredith M. Babbb..........................16

Stacy V. Sieck.................................24

LEGAL ISSUES

Legally Speaking............................49
Google Books: It Ain’t Over ’til the Librarians Sings by William Hannay — Bill spoke on this topic at the 2015 Charleston Conference about Authors Guild et al v. Google, Inc.

Cases of Note ....................................51
Register Your Copyright Without Delay by Bruce Strauch — This is about that oddity of the author having copyright when the work is fixed in a tangible medium but having to register before suit can be brought.

Questions and Answers..................52
Copyright Column by Laura N. Gasaway — As always, Lolly answers many intriguing questions. Besides commenting on the recent Authors Guild Google case, she also tells us if graphic images are copyrighted.

4 Against the Grain / December 2015 - January 2016 © Katina Strauch

<http://www.against-the-grain.com>
Collecting to the Core .........................42
La Frontera: The U.S.-Mexico Borderlands by Roberto C. Delgadillo — Books we need to keep in our collections.

Academic E-Books: Publishers, Librarians, and Users ..................44
A Review by Michael Zeoli — This review was included in the 2015 Charleston Conference attendee tote bags. If you missed it, you can read it here.

Bet You Missed It .............................10
by Bruce Strauch — What do dogs and bookstores have in common? Read about it here!

Random Ramblings ..........................58
Why Don’t Public Librarians Brag More about One of Their Greatest Successes: Providing Pleasure Reading for Their Patrons? by Bob Holley — Bob points to the “Puritanical American prejudice against pleasure.”

Don’t Conference Notes ...................67
The Future of Discovery: A NISO Forum by Donald T. Hawkins — Don reports on this NISO Forum which took place in October 2015.

Biz of Acq .....................................70
Training the New Acquisitions Technician: From New Hire to Competence by Michelle Flinchbaugh — Michelle shares an overview of her process, refined over time, with moving acquisitions new hires to competence.

Negotiation Skills 101: Where Is That Course Given? by Michael Gruenberg — Mike says that few library schools offer courses on negotiation.

Reprints and Refrigerators in “The American Comic Book (Critical Insights)” by Jerry Spiller — Jerry recommends this *Salem Press* book to libraries looking for critical works in comics, film, or pop culture in general.

Pelikan’s Antidisambiguation ..........73
Identity Literacy: Time to Teach it? by Michael P. Pelikan — Michael proposes the idea of Identity Literacy.

Graphic Recordings from the 2015 Charleston Conference ..................74
by Leah Hinds — Greg Gersch created works of art from information presented at sessions.