

SOUTHEASTERN Law Librarian

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Official newsletter of the Southeastern Chapter of A.A.L.L.

SEAALL ANNUAL MEETING REPORTS

Marketing the Law Library

Academic law libraries, firm libraries, court libraries and others each serve a distinct client pool. Although dissimilar from one another, each has significant parallels that present opportunities for librarians to provide increased value through marketing.

Laura Gasaway, Director of the Law Library and Professor of Law at the University of North Carolina; Carol Billings, Director of the Law Library of Louisiana; and Carolyn Ahearn, Director of Library Services at the firm of Shaw, Pittman, Potts and Trowbridge of Washington, D.C. each participated in a presentation that offered a varied and informative view of the mechanics of marketing a law library from distinctive perspectives.

Marketing versus selling - is there a difference?

Ms. Gasaway shared her thoughts on the characteristics of these activities and gave insight into the ideas of Herbert S. White who wrote in Library Journal (Vol. 114, No. 13, August 1989), "Marketing subsumes selling; it starts well before the specific identification of the product and service to be provided. It makes a service desirable, and then looks at the mechanisms for filling the need it has just created. Filling that need is selling." Marketing is far greater than filling needs. It involves creativity. Creativity in creating demands for service, creating needs by developing "imbalances between what is and what should be."

Marketing involves providing commodities that cannot be found elsewhere, but much more... determining the needs of our clientele within a framework that encompasses a realm larger than the immediate perceived interest or desire of that patron. Librarians must determine what it is they ought to provide, and then develop a clientele for those services. Carolyn Ahearn agreed with White's

distinction between marketing and selling.

She enumerated practical suggestions in marketing the law library within a closed organization, such as a law firm. A design involving goal setting, market research, internal analysis, funding and planning must be established, reviewed and executed. The goal of being the primary provider of information to the organization should be set. A reactive stratagem or a mind-set that provides information only upon request will not do.

In this setting, market research can simply take the form of talking to the firm's attorneys, probing for their information needs through verbal and written communication opportunities, as well as other forms of contact. Questionnaires may be developed and used to ask specifically, "What can we do for you?" and, "How are we doing?"

Internal analysis should involve in-depth and candid inquiries into the library's strengths and weaknesses. Identifying these attributes must be accomplished in order to capitalize on the strengths and improve upon the weaknesses. Search for the new and interesting. Study it, define it, determine its value. Then, present it for consumption.

In order to facilitate funding, do not attempt to solicit funds to "bankroll" the unknown. Get something "up and running"; then, seek the necessary gratuities. (This may not work in all cases, but in certain circumstances it is the only way to add new services). In order to make the law library conscious in the minds of those who control the purse strings, continual communication is necessary. Newsletters and pathfinders are very helpful; annual reports, budget reviews and publicizing the "successes" of the library are a must.

Carol Billings offered insight into marketing from the perspective of the state law library. "Find a need and fill it." She agrees with White on his view of "service." Librarians should be more aggressive in explaining services to the patron. An important aspect of marketing is the education of the consumer. Before education can occur, identification must take place. Know who the patrons are: the justices, the judges, the lawyers, the paralegals, and the citizens. Each group has a different level of need and different type of need, but all must be recognized and dealt with proficiently. Librarians must create enthusiasm and not simply purvey information as the child plays the kazoo, but compose, render and perform as the maestro conducts the symphony.

As Herbert White reminds us, libraries find themselves a part of the continuing spectrum of information services that is going nova. We must not allow support levels to decline as everything around us explodes. Libraries have always changed over time and must continue to do so. Librarians are faced with greater challenges than ever before, but must become equal to the task to provide the "new opportunities," the new processes, the new methods and the new foundation. This ".....is innovation. It is entrepreneurship. It is marketing."

*Jack Kotvas
Regent University*

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EDITORS' CORNER

In this issue you'll see articles summarizing programs from this year's Annual Meeting. The articles were written by our Lucile Elliot Scholarship recipients. We'd like to thank each of them for their contribution.

All of the annual meeting programs were interesting and worthwhile. We regret that we did not have enough reporters to write about all of them. We would encourage everyone to contact the speakers for copies of handouts, and to order the audiotapes from Paul Pruitt.

*Russell Gebet
Carlton, Fields*

*Kathy Heberer
Rumberger, Kirk*

LIBRARY TECHNOLOGY

On March 15, 1991, at the Annual SEAALL Meeting, Professor Bardie C. Wolfe, Jr. of St. Thomas University Law Library, presented a program entitled "Paperless Technology in a Paper World." He began his presentation by relating that his most vivid memory of the last twenty years in libraries is one of change. Advancing technology has occurred in the way materials are processed through OCLC, RLIN, etc. In reference and research Westlaw, Lexis, Nexis, Dialog and other online databases have enabled libraries to provide on point information quickly and cost-effectively.

Professor Wolfe described specific changes made at the law library at St. Thomas University. They have installed multiple terminals and cancelled selected subscriptions that are available on the various databases. The users at St. Thomas have learned to use and to accept information in these new formats. Professor Wolfe pointed out that materials are not available on CD-ROM and will not be available until equipment and software are standardized.

The handouts accompanying the talk were very useful. One shows the percentage in mean cost per title for the years 1980-81 and the projected percent increase from 1989-90 to 1999-2000. The smallest percentage increase from 1980-81 to 1989-90 was 71% for legal periodicals, but the projected increase over the next ten years for these is 88%. The most significant percentage increase was 105% for new monographs and the projected increase for these is 106%. We are all aware that the cost of legal materials has increased dramatically over the last few years. These figures show just how drastic the increase has been, and that they will continue to increase.

The Collection Development Guidelines handout contains a point worth mentioning: subscriptions to computer-based retrieval systems are used as an alternative to acquiring serials. The library serial holdings list shows the availability of materials in

hard copy, microform, and online.

Question from the floor: "Will paperless technology replace books?"

Professor Wolfe's answer: "I don't think so."

*Maurine Mattson
Mississippi College
School of Law*

AUDIOTAPES AVAILABLE

Audiotapes of the 1991 SEAALL Institute ("Copyright in Libraries") and the SEAALL 1991 Conference ("Issues of the 90's") are available. The Copyright Institute set consists of seven tapes; the Conference set consists of eleven tapes. Each set can be ordered separately or both can be ordered together.

The price depends on the number of orders received, but will be no more than \$2.25 per individual tape. In other words the Copyright set will cost no more than \$15.75 (7 tapes @ \$2.25 each), and the Conference set will cost no more than \$24.75 (11 tapes @ \$2.25 each). The cost of both sets together will be no more than \$40.50.

Please send orders to:

*Paul Pruitt
School of Law Library
University of Alabama
P.O. Box 870383
Tuscaloosa, AL 35487*

Cataloging Looseleaves and Cataloging Alternatives

Looseleaves always pose a problem to us because of their very nature. They are so diverse in form that is difficult to find a systematic approach to cataloging all of the different types. I attended the program, "Cataloging Looseleaves: A Systematic Approach", and came away with good ideas on how to deal with this problem.

The first part of the program was presented by Carol Nicholson, who heads the technical services department at UNC-Chapel Hill Law Library. Being the only firm librarian in the group, much of her information was a bit foreign to me but related more to the real catalogers present, who use the LC classification system. She discussed ways of ensuring the proper maintenance of all the diverse looseleaf materials involved with law libraries. A convenient chart was created by Alva Stone showing the way to handle the cataloging changes to looseleaves, such as whether or not to make a separate entry, revise the existing record or add a note, depending on the type of change. Along with this chart, the handout also included a very good bibliography.

The second part was of more benefit to me personally because I maintain a medium size law firm library by myself. Susan Pinckard of Alston & Bird talked more about looseleaves, describing the difference between cumulative, interfiled and monographic looseleaves. She also presented a way of cataloging a library when you are not going to be using the LC classification. Because I am in the situation of just beginning to attempt a cataloging procedure at our library, this information proved to be invaluable. Susan came up with a toned-down, simplified version of a Books/Serials form which uses most of the information the LC classification system uses, but without the cryptic language. I hope to implement this form in my library.

Along with very helpful handouts, both of these

presentations were quite interesting. It's of great psychological comfort knowing there are others out there grappling with the same problem - how to find a systematic approach to cataloging those elusive looseleaves.

*Dana Gray
Adams Kleemeier Hagan*

COPYRIGHT INSTITUTE

The 1991 SEAALL Institute, entitled Copyright and Libraries: Issues for the 90's, was held in Tuscaloosa, Alabama, preceding the SEAALL Annual Meeting.

Participants heard informative lectures on copyright law and issues faced by libraries in conforming to the law. The substantive law was introduced by Professor Harold See, Law Professor at University of Alabama School of Law, followed by presentations featuring chapter law librarians. Areas of interest discussed included fee-based services, non-book materials, and licensing alternatives. The Institute concluded with a dialogue between participants and a panel on the future of copyright law and library-related issues.

*Martha Thomas
Wake Forest University*

Diana Osbaldiston has extra copies of the most recent SEAALL Directory. Please contact Diana if you need one.

SPORTS LAW

*"The changing nature of contractual negotiations
in the age of major dollar contracts"*

David Faulk, Sports Agent, has negotiated excellent contracts for well-known players in baseball, football, golf and tennis. Yet there have been dramatic changes in the landscape of sport business. Peer pressure and lucrative salaries have driven contracts into the stratosphere.

What has caused this explosion of salaries?

Collective bargaining and free agency arbitration have had an impact in the development of baseball, basketball, and other sports. A free agent sells his service to the highest bidder. The financial impact reflected in the salary of players is from the free agent and those that threaten to be free agents.

To keep players from becoming free agents, teams are renegotiating the salaries of some valuable players. Teams are opting for longer contracts. Some players become restricted free agents. Other players are signing contracts that are guaranteed. The two decisive factors in signing contracts are length vs. security.

Before 1985, the East-West division decided who would own the first round draft pick. Since 1985, teams have a draft lottery in which 17 teams have an equal chance to draw the first round draft pick. The owners have three choices concerning the first round draft pick: keep him; trade him; and/or command a premium price. There are few trades that have benefitted both teams.

Today is the golden age of basketball.

The salary cap is the most complicated legislation in sports law. It creates a revenue share where players receive 53% of the gross revenue of the league. The absence of a salary cap demands that teams spent 68% of gross revenue on players. The salary cap has created an objective barometer for salary increases for players. It helps determine whether 30% to 50% increases are justified.

Sporting events are more than just athletics because they provide entertainment. Television revenue is the most important single factor for determining players' salaries. This is compounded by the fact that television sports executives negotiate more for starting players than for potentially good games.

The pressure has filtered down to the amateur level. States have stepped in and are regulating the activities of sports agents on both an amateur and professional level. In all, collective bargaining, free agency, international aspects, television revenue, and the salary cap require the services of a new kind of specialist who understands the complexity of negotiation in today's real world sports.

*Ismael Gullon
Mercer University*

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FROM THE PRESIDENT

The past year as President of the Southeastern Chapter has been exciting and busy. Reports in this issue of The Southeastern Law Librarian from the Annual Meeting in Tuscaloosa provide an indication of the wonderful educational programs at the Annual Meeting and Education Institute. The minutes of the Business Meeting indicate the activities of the Chapter during the past year. I thank all those members who provided capable assistance and advice to me during the past year and all those members who served so well on the SEAALL committees. Most of you have received your Southeastern Chapter ballot for next year's officers and know that the Chapter is losing Peggy Martin before she has the opportunity to lead the Chapter. Best wishes to Peggy as she leaves the Southeast for Colorado! The Chapter is lucky to have Mary Cross ready to step into the President's position at the Business Meeting in New Orleans. Mary will do a wonderful job for the Chapter; please provide her with as much support as you can when she asks for volunteers to serve on committees. I am also happy to report the Cam Riley of West Virginia University has agreed to serve as the Local Arrangements Chair for the 1993 Annual Meeting. Cam will provide the Chapter with details of the meeting shortly.

Another very important library activity occurs this summer (in addition, of course, to the AALL Annual Meeting). The White House Conference on Library and Information Services 1991 meets in Washington, D.C. from July 9-13. The Conference is authorized by Congress "to develop recommendations for the further improvement of the library and information services of the Nation and their use by the public..." The American Association of Law Libraries has played an active role in the development of the issues to be discussed by the Conference participants. Six position papers, authored by AALL members, outline the Association's response to the broad themes selected for the Conference: literacy, productivity and democracy.

The six papers are outlined briefly here. AALL Past President and SEAALL member Dick Danner (Duke University) authored the position paper on "Public Access to Legal Information" which discusses how libraries of all types can ensure public access to legal information. Danner recommends that the general library community establish ties with law librarian and law library associations to promote development of programs for public access to commercial legal databases and to implement legal research training programs for general librarians. Judith Wright (University of Chicago) and AALL Vice-President/President-Elect Carolyn Ahearn (Shaw, Pittman, Potts & Trowbridge) consider the role of the Law Library of Congress and discuss how the Law Library of Congress should serve as the nation's law library by improving access to its collections of foreign legal materials, by coordinating referrals to local legal collections, and by exercising leadership in the field of law librarianship. They recommend that Congress should encourage and direct the Law Library of Congress to provide access to its vast collections and to shoulder a leadership role in coordinating universal access to the literature of the law.

The third position paper, authored by Janne Zich (American University), discusses support for the Depository Library Program. This paper recommends that the Depository Library Program be strengthened to specifically include information in electronic formats. A second recommendation is that federal agencies observe their legal commitment to provide government information published in-house or by commercial printers to the GPO for distribution to depository libraries. Zich encourages federal agencies, elected representative, and libraries to promote vigorously the Depository Library Program as a primary source for government information. Bruce Kennedy's (Georgetown University) position paper on "Access to Law-

Related Government Information in Electronic Formats recommends that libraries become public reception points for electronic law-related government information and access channels to government entities. The position paper on "Support for the National Research and Education Network" authored by Blair Kauffman (University of Wisconsin) encourages Congress to enact legislation creating an infrastructure and providing initial funding for NREN to be coordinated and developed under the general guidance of the National Science Foundation. The sixth position paper dealing with "Preservation of Legal Materials" is authored by George Grossman (University of Wisconsin). This paper considers how libraries, governments, and the public sector will assist in the preservation of legal information in paper, microform and electronic formats. The position paper recommends that legal publications receive a high priority in national preservation programs and that government, information professionals, and the private sector work together to establish and implement standards for the preservation and accessibility of electronic information. Any SEALL member who is interested in a copy of the papers may contact me or the AALL Headquarters.

The 900 WHCLIS II delegates and alternatives were selected by their states in preconference meetings and represent all 50 states and nine U.S. territories, Native American Tribes and the federal library community. The Conference recommendations to improve library and information services to enhance literacy, increase productivity, and strengthen democracy should serve as the guiding principles for the development of library and information services for the future. Look for developments and information about this important conference in the news media.

I look forward to seeing many of you in New Orleans. Thank you for this year as President; it's been a pleasure serving the Chapter.

Timothy L. Coggins

AALL Gov-Line: 312/939-7774

The AALL Gov-Line, a recorded telephone message reporting on the current status of major governmental issues and events affecting law librarians, began operation at AALL Headquarters in Chicago on January 21, 1991.

Anyone may call the AALL Gov-Line at 312/939-7774 to receive the latest news from Washington, D.C. about legislation, regulations, and behind-the-scenes activities of interest to AALL members. Significant state and local government issues will also be reported. The taped message will often provide action information such as addresses and telephone numbers for AALL members to use in letter-writing and calling campaigns on a particular issue.

The recorded message, approximately five minutes long, will be updated regularly, as events dictate. The recording will begin with the date, so callers can hang up if the message is one they've heard already. Updates will be coordinated by Susan Lewis-Somers of the Government Relations Committee, based on information from the AALL Washington Representatives and GRC members. Each message will end with the name and telephone number of a contact person who can provide further information on the topics covered. Listeners may tape the recorded messages or may contact Rhonda Bedgood at AALL Headquarters for a transcript.

The AALL Gov-Line will run on a trial basis from January until July. The Government Relations Committee is eager to receive feedback on the effectiveness of this new channel of communication for AALL members. Please address any comments to Susan Lewis-Somers, Box 401A Yale Station, Yale Law School Library, New Haven, CT 06520. Telephone: 203/432-1605. Fax: 203/432-9692.

COSELL LIBRARIES WIN FAX GRANT

The Consortium of South Eastern Law Libraries (COSELL) recently won a \$105,000 grant for fax equipment from the U.S. Department of Education. Bill Beintema and Nancy Johnson will administer the grant. They predict that libraries will receive the equipment sometime during the summer. Members will consider fax policies at the New Orleans convention in July.

COSELL members met at the annual SEAALL conference in Tuscaloosa on March 15. COSELL was organized in 1986 to address the special concerns of academic law libraries in the southeastern region. Almost all of the region's academic law libraries were represented at the meeting. Chair Nancy Johnson steered the group through a full agenda. COSELL members are busy with a variety of projects. Bill Beintema is gathering collection development policies of member libraries to circulate to interested members. More than half of the libraries have submitted policies.

Several other recent projects were discussed. Lolly Gasaway has been compiling information on ABA inspections. Members want this project continued. Jim Heller completed a survey of cooperative activities by member libraries with non-COSELL libraries. Bill Beintema has been compiling ABA statistical information on a continuing basis. Bruce Johnson, Robin Mills and Cam Riley completed a survey on the "Areas of Significant Collection Subject Strengths."

A northern subgroup within COSELL from eastern Tennessee, the Carolinas and the Virginias have met to discuss cooperation in a variety of areas including acquisitions, interlibrary lending and faxing. They have discussed using BITNET or Internet to improve interlibrary communications.

The group also discussed a number of new projects. Cam Riley will compile notebooks of photographs from COSELL libraries which

illustrate interesting design features. These notebooks will circulate to members considering renovation or new buildings. Jim Heller and Bruce Johnson will begin developing a grant request for fiche-to-fiche duplicators. Bill Beintema will collect surveys and questionnaires used by members. Jim Heller is compiling pathfinders prepared by members. Members were encouraged to notify the group of interesting automation projects. Bylaws expert Pam Williams and Nancy Johnson agreed to review the bylaws and to recommend appropriate changes.

Finally, the group targeted RLG conspectus participation and the development of a CD-ROM union catalog for future consideration. For the first time technical services librarians from region libraries met at the same time as the directors. Technical service projects will be managed by the technical group in the future. At the conclusion of the action-packed meeting Nancy Johnson passed the pen to new chair Carol Roehrenbeck who will lead the group in the coming year.

*Rosalie M. Sanderson
University of Florida*

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SCHOLARSHIPS AWARDED

The 1991 Scholarship Committee reports that Lucille Elliot scholarships were awarded to the following librarians in the amounts and for the purposes indicated:

Penny Calhoun Gibson \$575
 Univ. of Alabama Law Library
 1991 AALL Annual Meeting

Dana L. Gray
 Adams, Kleemeier, Hagan, Hannah & Fouts \$350
 Greensboro, N.C.
 1991 SEAALL Annual Meeting

Ismael Gullon \$340
 Mercer Univ. Law Library
 1991 SEAALL Annual Meeting

Jack Kotvas \$510
 Regent Univ. Law Library
 1991 SEAALL Annual Meeting

Maurine B. Mattson \$445
 Mississippi College Law Library
 1991 SEAALL Annual Meeting and Institute

Peggy A. Mitts \$310
 5th Circuit,
 Court of Appeals Library,
 New Orleans
 Tuition towards MLS at Univ. of New Orleans

Joyce A. McCray Pearson \$420
 Univ. of Louisville Law Library
 Interagency Depository Seminar,
 Washington, D.C., May 1991

Martha E. Thomas \$ 50
 Wake Forest Univ. Law Library
 1991 SEAALL Institute

This year, the Chapter Board made \$3,000 available for scholarships. In a departure from recent practice, the amounts of the awards varied.

In determining the award amounts, the Committee considered the actual costs of the activity and the amount of support available from the applicant's employer. Seven of the eight recipients are "new" members of the chapter (with three or fewer years in SEAALL).

The Committee consisted of Herb Cihak, Wes Daniels, Marguerite Rey Florent, Hazel L. Johnson, Deborah Shaw and Sally Wiant.

Wes Daniels
 University of Miami

TREASURER'S NOTICE

Dues invoices were mailed by 30 April. If you have not received an invoice, please contact Diana Osbaldiston at USC Law Library, 803-777-5917. Dues are payable immediately. Bylaw §2b3 provides "All dues, individual, associate, and institutional, shall be paid no later than three months after the due date appearing on the dues notice. The Treasurer shall suspend the membership of any person who has not paid within the time allotted..."

The notice for the Chapter Meeting and Reception at AALL was included with your invoice. Please note that replies should be sent to the Treasurer by 1 July. Any late replies should be phoned to the President, Tim Coggins at UNC Law Library, 919-962-6202.

This is the last communication that you will receive from me as Treasurer. Thank you all for continuing to pay your dues promptly. This is the most important factor contributing to the Chapter's financial health. I have appreciated the tolerance of those few whose names have inadvertently not appeared on the mailing lists. I will do my best to ensure all names of all paid members are passed on to the new Treasurer.

Diana Osbaldiston

BUSINESS MEETING MINUTES

Tuscaloosa, Alabama

March 16, 1991

The meeting was called to order at 8:50 a.m. by Tim Coggins, President, who introduced the other officers (Wes Cochran, Alva Stone, Peggy Martin, Diana Osbaldiston) and special guest (Carolyn Ahearn, Vice President/President Elect of AALL).

Announcements:

All of the SEAALL Annual Meeting programs, including the Copyright Institute, have been tape-recorded, and copies of the audiocassettes will be available for purchase. See future issues of Southeastern Law Librarian for details.

We are proud to report that two of our members, Jean Holcomb (Virginia Chapter) and Nancy Johnson (Atlanta Chapter), are both candidates for the AALL Council of Chapter Presidents.

Volunteers are needed to assist with Local Arrangements for the AALL Conference in New Orleans; let Betty Kern know if you can help.

Sally Wiant, as part of her work on the AALL Committee on Libraries, is gathering law firm policies on copyright practices; she'd like volunteers to review a draft form of the survey.

Mary Smith Forman called for a moment of silence in recognition of members who had died during the past year--Dr. Ellis Tucker, Brian Polley, Louis Chanin (husband of Leah Chanin), and Alan Holoch (though not a member, he was a friend).

Tim Coggins thanked Peggy Martin and other members of the Program Committee for their work, and stated that the Local Arrangements Committee (chaired by Cherry Thomas) had done a super job. We were sorry that Cherry was unable to join us due to illness; the Chapter sent her some flowers with our thanks for a job well done.

Report from AALL:

Carolyn Ahearn brought greetings from Penny Hazelton and from AALL Headquarters staff. She then reported on AALL involvement in the upcoming White House Conference on libraries and the new "GOVLINE" service for information by telephone on federal actions affecting libraries. The AALL Placement Committee has expedited the availability of job vacancy notices. Margie Axtmann and the Education Committee had a successful Winter Institute, and are hard at work on the New Orleans annual meeting. AALL's fiscal shape is better now (since dues were raised), and the Executive Board was pleased to be able to approve a total of \$20,000 for various special projects, one of these being a minority recruitment brochure. She reminded us of the seven main points of AALL's long-range Strategic Plan, and revealed the goals which she would pursue in 1991/92: 1) strengthen ties between AALL and its Chapters, 2) stimulate more librarian involvement in teaching, in both law schools and library schools, and 3) focus on improving our professional image.

Minutes of Previous Meeting:

Tim proposed that we dispense with reading the minutes of the June 18, 1990 business meeting held in Minneapolis, and there was no objection. There was a motion to approve the minutes as published in the Winter 1990 newsletter. The motion was seconded, a vote was called, and the motion passed unanimously.

Financial Report:

Diana Osbaldiston (Treasurer) discussed the Chapter's financial statement, 1 Apr 1990-8 Mar 1991 (copies distributed). We have 580 active members. Diana will send the 1991/92 dues notices around the first week of April. She urged members to pay their dues promptly.

Executive Committee Report:

Tim reported that the Chapter has recently received tax-exempt status. The Executive Committee asked Mary Smith Forman to continue as registered agent for the Chapter's incorporation, and she agreed. SEAALL's business meeting in New Orleans will be Monday, July 22 at 5:30 p.m., followed by a Reception at 6:30 to be co-hosted by other chapters within our region (New Orleans Chapter, South Florida Chapter, etc.) There is a new Chapter brochure (copies were available), updated to include the student category of membership. An inquiry will be made to Law Book Exchange to see if they can use recycled paper, and stick to the grey color, when printing our newsletter. Hein will be asked if they can print the SEAALL membership directory on an annual basis; Diana Osbaldiston has nearly 100 copies of the 1990 directory, if anyone would like one. A library automation survey, developed by a former UA Law School Library employee who is now seeking her MLS degree, was distributed, and members were encouraged to complete and return them at the end of the meeting.

Officers' Reports:

Wes Cochran stated that he's enjoyed being immediate Past President; although he will soon move to his new position as Director of the Law Library at Texas Tech, he wants to keep his membership in SEAALL. Alva Stone (Secretary) mentioned that this year's election ballots will be mailed a little earlier than usual, since we are combining a special election with the regular election. Diana Osbaldiston (Treasurer) had already reported. Peggy Martin (VP) will report on the Program Committee later.

Publicity and Public Relations Committee:

Sue Burch, Chair, reported on the Committee's outreach efforts. Information from both SEAALL and AALL about our professional organizations and careers in law librarianship were sent to state library associations and to library school deans within the Southeast. They're also gathering statistics on library school affiliations--a survey appeared in the newsletter, but only 108 responses

had been received. A full report was distributed, including recommendations for next year.

Committee Reports:

Pam Williams, Chair of the Articles and Bylaws Committee, described proposed changes to the Chapter's Bylaws (copies distributed). The proposal that "all members have the right to vote" generated some discussion. Should vendors, student members and persons living outside the Southeast be allowed to vote? These groups are small proportions of our total members, and there was some doubt that they had been voting in the past. It was also pointed out that our voting rights cannot be more restrictive than those of AALL. The membership will be formally notified of the proposed bylaws changes in April, and they will be voted upon at the July 22 business meeting.

The Education Committee, chaired by Jim Heller, concentrated its efforts on sponsoring the Copyright Institute which was held on March 14 just before the Annual Meeting. There were 39 participants at the Institute (109 members attended the Annual Meeting).

Regarding Local Arrangements 1992, Robin Mills is Chair of the Committee that will assist on the joint meeting of SEAALL and the Atlanta Chapter (ALLA) to be held April 9-11, 1992 at Calloway Gardens, GA, about 45 min. drive south of Atlanta.

The Membership Committee (Sue Roach, Chair) submitted a written report, mentioning the updated membership/Chapter information brochure. Alva Stone volunteered to compare the SEAALL and AALL membership lists, and she identified 164 Southeast region AALL members who are not also members of SEAALL. A Chapter brochure and letter inviting them to join SEAALL will be sent out under Tim Coggin's signature in late March.

Carol Billings, Chair of the Nominations Committee, reported that our VP/Pres-Elect

(Peggy Martin) will resign her position effective May 25, because she is moving to Colorado. Mary Cross has agreed to have her name placed on the ballot to replace Peggy and fill out her unexpired term. This special election will coincide with the regular election, which must also be conducted in May. The other candidates are (for 1991/92 Vice President/President Elect): Bill Beintema and Ed Edmonds; (for Treasurer): Sue Burch and Hilary Burg. Alva Stone will continue as Secretary, completing the second of her two-year term.

Copies of the Placement Committee's report were distributed. Donna Bausch, Chair, said that she had current vacancy listings with her, if anyone wished to see them.

Peggy Martin, Chair of the Program Committee submitted a written report detailing the means by which the programs for the 1991 Tuscaloosa meeting were selected and coordinated. She introduced the other members of the Committee, and they were greeted with applause for a job well done.

The Publications Committee report was summarized by its Chair, Ed Edmonds. Work has begun on a volume covering practice manuals for all Southeast states and Puerto Rico. State coordinators are needed to compile lists of titles and find volunteers to write annotations. (Only Florida, Louisiana and North Carolina have coordinators at this point; contact Ed if interested.) Ed has revised the Chapter procedures handbook, and has given copies to the current Executive Committee. He asks that current chairs of standing committees read appropriate pages of the Handbook, and send reactions to him. We can update the Membership Directory easily now, since Lisa Williams has developed a computerized file. Hein will be asked to sponsor its publication on an annual basis.

Copies of the Scholarship Committee's report were distributed. Awards totalling \$3,000 were divided among eight applicants, in varying amounts

depending upon the actual costs of the applicant's activity and the amount of support available from the applicant's employer. The Committee, chaired this year by Wes Daniels, has suggested some revisions to the selection criteria and procedures for awarding the scholarships.

Unfinished Business:

The Special Committee on Cooperative Efforts has continued its negotiations with the Southwest Chapter (SWALL) to try and locate a site for a joint SEAALL/SWALL meeting in 1993, looking first at San Antonio, then St. Louis, and more recently, Little Rock. With a certain degree of frustration, Carol Billings, Committee Chair, recommended that we drop the whole idea because (in her words) "SEAALL has been rejected in all the finest cities of the Southwest!" (Although SWALL members have expressed interest in coming to Orlando, or perhaps Raleigh/Durham, we felt that they should host the meeting, because the last time we had a joint meeting it was in our territory.) Tim Coggins would like to hear from any SEAALL institutions willing to host the 1993 Chapter meeting, since the joint meeting will not be pursued further.

New Business:

Hazel Johnson reminded members about CONNELL '91, the Conference of Newer Law Librarians, which is in its 20th year. AALL members who've had 5 or fewer years of law library experience and are attending their first or second AALL Conference are encouraged to come to this program to be held Sat. July 20 in New Orleans. Registration fee is \$50.00.

*Wes Cochran reported for the Special Committee on Service to SEAALL (other members were Larry Wenger and Pat Strougal, Chair). A written report was distributed, mentioning the need for more specificity in the guidelines for selection of award recipients. This year's Service to the Chapter Award was
(Continued on Page 15)*

SEAALL BRIEFS

Compiled by
Jack Bissett

Washington and Lee University

Please send news items about members and law libraries to Jack at Washington and Lee University, or to: **Julia Best**, University of North Carolina, **Reba Best**, University of Tennessee, **Richard Boaz**, Jackson & Kelly, Charleston, **Sue Burch**, University of Kentucky, **Herb Cihak**, University of Mississippi, **Joe Cross**, University of South Carolina, **Nora Everlove**, Special Library Service (800-487-6672), **Penny Gibson**, University of Alabama, or **Elizabeth Valadie**, Loyola Law School. Thanks to everyone who contributed!

ALABAMA

Katherine S. Weed is a new SEAALL member. She is with the Office of Counsel, University of Alabama, in Birmingham.

FLORIDA

The Central Florida Association of Law Libraries held a luncheon meeting on May 8th at the Office of the State Attorney in Tampa. Speakers were **Mike Peacock**, Administrative Assistant to the State Attorney, and **Dennis Pearlman**, Fiscal Director, on the topic, "An Overview of the Criminal Justice System in Hillsborough County." CFALL elections will be held during May and the new officers will be installed at the annual business meeting, June 12, in St. Petersburg.

Amber Smith, has left the University of Miami Law School to become Foreign/International Law Librarian at Los Angeles County Law Library.

Barbara J. Stites, has joined Holland & Knight, Tampa, as Assistant Manager of Research Services. Formerly a Legal and Business Information Specialist with Price Waterhouse, Barbara will direct the daily operations of the Tampa Information Center and provide research services to all nine Holland & Knight offices.

Duane Strojny, who was a Reference Librarian at the University of Miami Law Library, is the new Reference/Circulation Librarian at Marquette University Law Library.

During the past year the St. Thomas University Law Library, in Miami, invited a number of guest speakers to make presentations to the staff and faculty library committee. Speakers have included Miami firm librarians **June Berger**, **Steel Hector & Davis**, who spoke on "Non-legal Resources Used by Law Firms;" **Mary F. Cross**, **Stearns Weaver Miller Weissler Alhadeff & Sitterson**, speaking on "Law Clerks - What They Know and When They Know It;" **Muriel C. Efron**, **Greenberg Traurig Hoffman Lipoff Rosen & Quentel**, whose topic was "Research Skills - What Law Firms Expect in Clerks and Associates;" and from West Palm Beach, **Theresa N. Pritchard**, **Gunster Yoakley & Stewart**, on "The Future of Computer Research in Law Libraries." The most recent speaker was **Richard Luce**, Executive Director of the Southeast Florida Library Information Network (SEFLIN). Mr. Luce spoke about his organization and its future plans.

Carol A Roehrenbeck, Director of the Law Library at Nova University Law Center, and President of the Southeast Florida Library Information Network, is the compiler and indexer of People v. Goetz - the Summations and the Charges to the Jury, Hein, 1989.

Linda Will, with Holland & Knight, is a new SEAALL member.

GEORGIA

Peggy Martin, Legal Researcher at Paul Hastings Janofsky & Walker in Atlanta, has moved to Gunneson, Colorado, where her

husband will be Director of the Computer Center at the Western State College of Colorado. Peggy was elected Vice President/President Elect of SEAALL last Summer; Mary Cross will assume the Presidency for 1991-92.

Erwin C. Surrency, Director of the University of Georgia Law Library, has published A History of American Law Publishing, Oceana, 1990.

Sally Curtis Askew and Philleatra Gaylor are new SEAALL members. Sally is at the University of Georgia Law Library; Philleatra is with the Gwinnett County Law Library, in Lawrenceville.

KENTUCKY

Jennie Carrigan has been promoted to Director of library Services for Wyatt Tarrant and Combs, Lexington. She will be responsible for six libraries in a three-state area.

Sallie Howard, Kentucky State Law Librarian, presented a case update to the Domestic Relations Commission Conference at Lake Cumberland State Park in May.

Barbara Sutherland has been named Librarian at the Kentucky Department of Public Advocacy in Frankfort, KY.

Arturo Torres, formerly with the University of Louisville Law Library, has been appointed Director of the Gonzaga University Law Library, Spokane, Washington.

There are three new SEAALL members in Kentucky: Linda Miller Robbins of the Jefferson County Law Library, Louisville; Patsy Wyatt, with Brown Todd & Heyburn, Louisville; and Phyllis Rohlf, also with Brown Todd & Heyburn.

LOUISIANA

Southern University Law Library's major renovation was previously reported. Further information from Director Alvin Roche outlines the

anticipated new space utilization as follows: the first floor will be devoted to the library, while the second floor will house some faculty offices, a faculty library, and administrative and staff offices.

Dorris W. Tetteh, in Baker, LA, is a new SEAALL member.

MISSISSIPPI

University of Mississippi: Herbert E. Cihak, Public Services Librarian at the Law Library, was appointed Law Librarian and Assistant Professor of Law, to be affective June 1, 1991. Sherry Young has recently joined the Mississippi Law Library Staff as the Reference/Computer Services Librarian.

Sue Hearne is a new SEAALL member; she is at Heidelberg & Woodliff, in Jackson.

NORTH CAROLINA

Hazel Johnson recently revised two sections entitled "Library Controls and Procedures for the Small Legal Office" and "Law Office Design" for Altman and Weil's treatise, How to Manage Your Law Office.

PUERTO RICO

Ana Milagros Rodrigues, San Juan, is a new SEAALL member.

VIRGINIA

Jean Holcomb, Norfolk Law Library Director, and President of the Virginia Association of Law Libraries, has been appointed to the Virginia State Library's Cooperative Continuing Education Advisory Committee, whose mission is to advance educational opportunities for Virginia librarians.

Rick Buchanan, of the Marshall-Wythe Law Library, College of William and Mary, has

authored *The Process of Administrative Law Research*, an appendix to Charles Koch, Jr.'s *Administrative Law & Practice: Cases and Materials*.

University of Virginia: Margaret Aycock has left the Law Library to become International Law Librarian at Harvard Law School. Jack G. Montgomery, former Order Librarian at Virginia, accepted the position of Head of Acquisitions at the University of Cincinnati's Marx Law Library, January 1st.

In April Washington and Lee University signed a contract with Innovative Interfaces, Inc. for an integrated system serving both the University and Law Libraries. Tape processing is currently underway at SOLINET and Blackwell, North America; equipment is to be installed in August, and online public access is scheduled for the Fall. Circulation, acquisitions, and serials will follow over the next year. Faculty and staff in the law school will access Innopac from their desks, through the Law School's LAN. Public access will be provided through eight terminals and pc's in addition to the networked computer lab. The campus Ethernet-based network uses a fiberoptics backbone to tie together networks in each building. Currently there are more than 150 networked workstations in Law, Commerce and Sciences.

Last Fall Washington and Lee installed an integrated ID card system, from Griffin Technology, Inc., of Farminton, NY. A new photo-ID card carries magnetically encoded, renewable debit information for use at copiers, computer printers and reader-printers throughout campus. The card also serves as campus credit card for use at the food services, book stores, and athletic equipment rooms; it could even be used as a room key or for parking control. Through the use of a translator, the encoded number will serve as a patron ID for Innopac circulation.

Sue Roach, who has been acting Head Librarian at the Navy JAG Law Library in Alexandria, is no longer acting. She has been promoted from

Reference and Catalog Librarian to Head. Mary Carver was also promoted; she is now Head of the Acquisitions Section.

Ann Haley, Minna McIver, and Jeffery R. Stickle are new SEAALL members. Ann is at the Law Library of Central Rappahannock Regional Library, in Fredericksburg; Minna is at George Mason University Law Library, in Arlington; and Jeffrey lives in Alexandria.

WEST VIRGINIA

Elizabeth D. Clarke is a new SEAALL member, as is Jacqueline S. Burns. Elizabeth is with Robinson & McElwee, Charleston, and Jacqueline is with Jenkins & Fenstermaker, in Huntington.

MINUTES

(Continued from Page 12)

presented to: CAROL BILLINGS!! In his remarks, Wes commended Carol for the many functions and roles in which she has contributed to the Chapter, and for the fact that she's remained active in SEAALL even after "graduating" to AALL leadership positions, and (on a personal note), for teaching him the value of cooperation and camaraderie. Carol received an engraved plaque, and responded to the applause by stating that this was the nicest honor she'd ever received.

Adjournment:

The meeting was adjourned by President Tim Coggins at 9:45 a.m.

*Respectfully Submitted,
Alva Stone, Secretary*

PLACEMENT

Compiled By
Donna Bausch
Regent University Law Library

The SEAALL Placement Committee is chaired by Donna Bausch. Should you wish to place a job ad in Southeastern Law Librarian, please contact Donna at Regent University Law Library, 1000 Centerville Turnpike, Virginia Beach, Virginia 23464, (804)523-7463.

In addition, the Placement Committee maintains a resume file of job seekers. If you'd like to put a resume on file, or review those currently on file, please contact Donna or a member of the Committee.

NEWSFLASH: AALL has revamped its Headquarters placement function. The Career Hotline is updated weekly in summary form. Full printouts of job listings are available for a \$25 annual subscription fee, mailed monthly. Members may request printouts of full job listings free of charge. Nonmembers may request printouts for \$5.00 each.

Keep in mind the joblines in our region and nationally which are available for the cost of a phone call:

AALL: (312)939-7877
SLA: (202)234-3632
Fla: (904)488-5232
N.C.: (919)733-6410
S.C.: (803)777-8443
Va.: (703)370-7267

ARKANSAS

Computer Systems/Reference Librarian. University of Arkansas School of Law. Duties: Manage online training programs; prepare for initial stages of automation; reference; oversee microcomputer lab. Fayetteville, Arkansas. J.D. & M.L.S required. Salary: \$35-40,000. Apply by April 14, 1991. Contact Lou Lindsey, University of

Arkansas School of Law, Fayetteville AR 72701.

FLORIDA

Circulation Librarian. University of Miami Law Library. M.L.S. required. Busy circulation desk. Experience with legal materials and student workers' supervision desirable. Contact Warren Rosmarin, Associate Librarian and Head of Public Services. University of Miami Law Library, P.O. Box 248087, Coral Gables, FL 33124.

Foreign and International Law Librarian, University of Miami Law Library.
Responsibilities: Provides reference services for foreign, international and comparative law. Serves as liaison to ten law faculty members with interests in these areas and to staff of the Inter-American Law Review. Assists Library's reference staff and covers Reference Desk when needed. Selects foreign, international and comparative material for purchase. Regularly reviews collection and maintains contact with relevant American and foreign law libraries. May teach an international and foreign law research course and serve as the International Moot Court team's adviser. **Qualifications:** American or foreign law degree and accredited MLS (Strong background may substitute for one of the degrees.) Thorough knowledge of the sources of foreign and international law and substantive interest in these fields. Relevant experience in a law or related library. Working knowledge of at least two Western European Languages, preferably Spanish or Portuguese and French or German. Strong service orientation with a diverse and demanding clientele. **Environment:** The School of Law is on the main campus of the University of Miami, located in Coral Gables, a city of 50,000 south of Miami. The School enrolls 1300 students

and has a faculty of over 50. In addition to the JD program, the School offers several graduate law degrees, including a Master of Laws for Foreign Students. The Law Library has a budget of over \$2.2 million, and a staff of 40, including 14 professional librarians. The foreign, international and comparative collections are strong in the law of Latin American and the Caribbean, and in public international law (including law of the sea), and Western European law is increasingly emphasized. The Library prides itself on a very high level of service. Librarians' professional development is encouraged and subsidized. To Apply: Please send a resume and the names of three professional references to: Wes Daniels, University of Miami Law Library, P.O. Box 248087, Coral Gables, FL 33124.

GEORGIA

Assistant Law Librarian/Director of Research Services, Emory University School of Law Library. Responsibilities: Administers Research Services department, including reference, circulation, interlibrary loan, and faculty research support. As one of five assistant law librarians participates as a member of the administrative staff in advising the Associate Director and the Director on library policy and long-range planning. Qualifications: MLS and JD from ALA and ABA accredited schools; previous relevant experience in law library; demonstrated administrative and supervisory skill; ability to communicate and work effectively with faculty and students; experience with legal and nonlegal databases and microcomputer applications required. Salary: Commensurate with qualifications and experience. Available: July 1, 1991. Application deadline: April 15, 1991. Send letter of application, resume, and the names of three references to: Professor Robin K. Mills, Director, Emory University Law Library, Gambrell Hall, Atlanta, GA 30322. Fax: (404) 727-6820. Minorities are encouraged to apply. An Affirmative Action/Equal Employment Opportunity Employer.

LOUISIANA

Computer Services Reference Librarian. L.S.U. Paul M. Hebert Law Center Law Library. Baton Rouge, LA. Requirements: MLS & computer experience. Salary: Minimum \$22,500. Available August 1, 1991.

MISSISSIPPI

Public Services Librarian. University of Mississippi Law Library. J.D. & M.L.S. required. Salary: \$30,000 minimum. Available July 1, 1991. Apply to Herbert E. Cihak, Law Librarian Designate, University of Mississippi Law Library, University, MS 38677.

Reference/Computer Systems Librarian. University of Mississippi Law Library. Requirements: ALA-accredited degree, knowledge of OCLC operations, familiarity with microcomputer operations. Desired: Demonstrated teaching experience and detailed knowledge of legal bibliography. Experience with automated library systems. Duties: Develop and supervise instructional program in microcomputer operations and research techniques. Oversee operation of microcomputer lab and provide reference services in microcomputer operations to faculty members and students. Assist with basic legal reference services, including the use of traditional, printed sources. Send letter of application and resume to: Law Librarian, University of Mississippi, University, MS 38677.

NORTH CAROLINA

Serials Cataloger. Wake Forest School of Law Library. M.L.S. required. Available July 1, 1991. Apply to: Wake Forest University Law Library, P.O. Box 7206, Reynolda Station, Winston-Salem, N.C. 27109.

VIRGINIA

Deputy Law Librarian. Hazel & Thomas, Falls Church, VA. M.L.S. and 1 year law library experience required. Contact: Kathleen Larson, Law Librarian, Hazel & Thomas, P.C., 3110 Fairview Park Drive, Falls Church, VA 22042. (703)641-4332.

Law Librarian: This person will establish and operate a legal library with duties to include not only collection development and database searching but also setting up a local computer network and managing all legal office information. Location: NASA Office of Chief Counsel at NASA Research Center in Hampton, Virginia. Qualifications: Master's of Library Science preferred. Bachelor's degree required. 3-5 years of law library experience with background in procurement law and patents. Ability to search legal databases. Extensive microcomputer, database applications & data communications experience. Salary range: \$28,000 to \$33,000 dependent on qualifications. Contact: Linn Landis, Mason & Hanger Services, Inc. P.O. Box 668, Hampton, VA 23665. (804)864-8227 Fax:(804)864-2375.

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IN THE NEXT ISSUE

The results of the Automation Survey conducted at the SEAALL Annual Meeting will be published in the next issue of Southeastern.

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1991-1992 SEAALL COMMITTEES

YES, it is time now for you to express your preferences for service on the 1991-92 Southeastern Chapter committees.

Serving on a SEAALL committee helps you to contribute to the Chapter and to your own

professional development. To volunteer, please complete this form and return it to the address below as soon as possible. Committee assignments will be made prior to the 1991 AALL Annual Meeting in New Orleans, so please submit your preference form early.

SEAALL COMMITTEE PREFERENCE FORM

Name: _____

Address: _____

Telephone: _____

Please indicate your top three committee preferences by writing 1 for 1st choice, 2 for 2nd choice and 3 for 3rd choice.

- | | |
|---|--|
| _____ <i>Articles & Bylaws</i>
_____ <i>Education</i>
_____ <i>Government Relations</i>
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_____ <i>Nominations</i> | _____ <i>Placement</i>
_____ <i>Program</i>
_____ <i>Publications</i>
_____ <i>Publicity/Public Relations</i>
_____ <i>Scholarship</i> |
|---|--|

Note: If you would like to serve as Chair of a committee, please circle the committee name.

*Return form to: Mary F. Cross
 Stearns Weaver Miller Weissler Alhadeff & Sitterson
 2200 Museum Tower, 150 W. Flagler Street
 Miami, FL 33130*

**New Orleans Local Arrangements
Volunteer Form**

Get involved! Build some Bridges! The New Orleans Local Arrangements committee is requesting assistance from all AALL members who are willing to volunteer a few hours to help with local arrangements at the New Orleans Annual Meeting, July 20-25, 1991. No experience is necessary. Please indicate your area of preference (use 1 for first choice, etc.):

_____	<i>Registration (specify am/pm)</i>	_____	<i>Souvenirs (specify am/pm)</i>
_____	<i>Exhibitor Registration</i>	_____	<i>Placement Office</i>
_____	<i>Hospitality</i>	_____	<i>Opening Reception</i>
_____	<i>AALL Office</i>	_____	<i>Tours/Sightseeing</i>

Name _____

Firm/Institution _____

Address _____

Telephone _____

Please return to:

Debbie Henson; Chair for Volunteers; New Orleans Annual AALL Meeting; Taylor, Porter, Brooks & Phillips; P.O. Box 2471; Baton Rouge, LA 70821; (504) 387-3221; Fax: (504) 346-8049

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