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LL - SIS NEWSLETTER

ACADEMIC LAW LIBRARIES
WINTER 1990

SPECIAL INTEREST SECTION
V. 11, # 3

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Nominating Committee for 1991-92 Named by the Chair

The 1991-92 SIS Nominating Committee is:

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Taylor Fitchett
University of Cincinnati
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William James
Villanova University
(215) 645-7022

Please contact a member of the committee if you have names to suggest or if you want to nominate yourself.

The SIS is electing both a Vice-Chair/Chair-Elect and a Secretary/Treasurer this year. The former is a three year commitment, since the Vice-Chair/Chair-Elect will succeed to the Chair in 1992-93 and serve on the SIS's Executive Board in 1993-94. Secretary/Treasurer is a two-year term.

Ann Puckett, Chair

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Academic Law Libraries
Special Interest Section
Newsletter
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SIU Law Library

LEXIS AND WESTLAW PRICING

Survey of Academic Law Library Directors

One hundred and seventy-two questionnaires were mailed, and one hundred and thirty-nine were returned, a response rate of 80.8%. A copy of the questionnaire is included just before the two price tables. I worked with the data as reported, although it seems likely there are some reporting errors, particularly on questions W3 and M3.

PRICE CHANGES:

Table 1 (WESTLAW) and Table 2 (MDC) are arranged in order from the highest percentage decrease to the highest percentage increase from the current fiscal year to the fully-phased-in new pricing. I chose to use percentages because a few libraries gave only that information, and I wanted to use their data. I opted to focus on the increase between the current year and the next year (or two years, in some cases) because I thought that comparison would be most useful for current budget planning.

In a comparison of current year to new pricing, WESTLAW shows only eleven schools with decreased prices, one that stayed the same, and 126 with increased prices. Corresponding numbers for Mead Data are 53 decreases, two the same, and 83 increases. The median change for WESTLAW is a 31.3% increase; for LEXIS, a 6.3% increase.

To give a true picture of what has happened to CALR costs, however, one must compare all three years covered in the questionnaire. Column 6 gives that information. WESTLAW shows 16 decreases and 118 increases in price, with an overall median price change of +32.65%. LEXIS shows 24 decreases, one the same, and 105 increases, with an overall median price change of +30.4%. (Numbers do not add up to total number of returned questionnaires because some returns lacked sufficient data for this calculation.)

OTHER QUESTIONS:

Most of the respondents were comfortable with both companies' criteria for setting prices (questions W5 and M5). WESTLAW: 85 yes, 38 no; MDC: 79 yes, 41 no. Respondents were slightly less certain that the companies had actually followed the criteria (questions W6 and M6). WESTLAW: 67 yes, 52 no; MDC: 65 yes, 43 no. Comments were often long, always reasoned and articulate. There were far too many to reproduce here, but

LEXIS AND WESTLAW PRICING

Survey of Academic Law Library Directors

the most frequent complaint was that the new pricing structures favor the largest schools and penalize the smallest because floors are too high and ceilings are too low.

Respondents overwhelmingly approved, in principle, of MDC's advisory board (question M9), and most also believed it had accomplished its objectives. M9: 115 yes, 7 no; M10: 56 yes, 31 no, 16 unsure.

The staff time questions (W8 and M8) break down like this:

	<u>W8</u>	<u>M8</u>
1 - 5 hours/week	71	69
5+ - 10 hours/week	30	31
10+ - 15 hours/week	9	11
15+ hours/week	7	5

One director noted "staff devote 80 hours per week between LEXIS and WESTLAW."

Academic law library staffs do devote time to CALR training, a fact that has several times been cited by law librarians as a reason the CALR companies should offer their services at a steeply discounted rate. One librarian included a 1½ page attachment with his questionnaire, making the point that "The database vendors view law libraries as low cost extensions of their marketing departments. Law librarians should ask whether we want to continue to serve in this capacity."

The general questions elicited fewer comments and less information than the other questions, perhaps because few library directors have as yet decided how best to deal with the pricing changes. The largest number (70) indicated they would seek a budget increase. One added a gloomy prediction: "probably won't get it." Fifty-two directors said they would divert funds from other uses. One specifically mentioned cancelling multiple copies of materials, such as reporters, that are on-line. Another will cancel state codes in hard copy. Only three plan to seek outside funding, while 16 indicated they would consider instituting a user fee. Two directors said they already have a user fee and one said "will probably increase the existing \$50/year student fee."

Twenty-two directors said they would consider cancelling one system. Most did not specify which, but of those who specified, five said they would cancel WESTLAW, six said LEXIS. One school said they had already cancelled a second subscription to WESTLAW and one said they have cancelled LEXIS as of March 1, 1991. Directors cited as reasons for choosing one company over another: comparative content of the

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Survey of Academic Law Library Directors

databases; business and marketing practices; and comparative length of time each has been used at the school.

This survey elicited four long letters, a myriad of frank comments, and dozens of telephone calls. I have summarized the results to the best of my ability, given the limited space available. ALL/SIS members who need more detail are invited to contact me.

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March 13, 1991



QUESTIONNAIRE

WESTLAW

W1) What are you paying for Westlaw services in the current fiscal year?

\$ _____

W2) What did you pay for Westlaw services in the most recently completed fiscal year?

\$ _____

W3) Under the November 14 letter, what will you pay for Westlaw services? (Give the full price, even if Westlaw plans to phase the price in over more than one budget year.)

\$ _____

W4) If you are unwilling to provide dollar amounts for questions 1-3, please indicate the type and magnitude of change you will experience under the new pricing structure.

a. Taking your most recently completed fiscal year as 100% and comparing it to the current fiscal year:

_____ % increase _____ decrease _____

b. Taking your current fiscal year as 100% and comparing it to the new pricing structure as it will be when it is fully phased in:

_____ % increase _____ decrease _____

W5) Are you comfortable with Westlaw's stated criteria for the new pricing? (I.e., "...being predictable, simple and fair for all law schools.")

YES _____ NO _____

W6) Do you think Westlaw has complied with the stated criteria in structuring the new price schedule? (If no, go to question 7; if yes, skip to question 8.)

YES _____ NO _____

W7) If you answered no to question 6, what specifically do you dislike?

W8) On average, how much staff time does your library devote to training students on WESTLAW? (Count both formal, scheduled training and informal, one-on-one help; do not count the time of assistants who are hired by Westlaw.)

_____ hours per week.

MEAD DATA CENTRAL

M1) What are you paying for MDC services in the current fiscal year?

\$ _____

M2) What did you pay for MDC services in the most recently completed fiscal year?

\$ _____

M3) Under the October 31 letter, what will you pay for MDC services? (Give the full price, even if MDC plans to phase in the price over more than one budget year.)

\$ _____

M4) If you are unwilling to provide dollar amounts for questions 1-3, please indicate the type and magnitude of change you will experience under the new pricing structure.

a. Taking your most recently completed fiscal year as 100% and comparing it to the current fiscal year:

_____ % increase _____ decrease _____

b. Taking your current fiscal year as 100% and comparing it to the new pricing structure as it will be when it is fully phased in:

_____ % increase _____ decrease _____

M5) Are you comfortable with MDC's stated criteria for the new pricing policy? (I.e., do you think the new pricing policy is predictable, equitable, and clear?)

YES _____ NO _____

M6) Do you think MDC has complied with the stated criteria in structuring the new price schedule? (If no, go to question M7; if yes, skip to question M8).

YES _____ NO _____

M7) If you answered no to question 6, what specifically do you dislike?

M8) On average, how much staff time does your library devote to training students on LEXIS? (Count both formal, scheduled training and informal, one-on-one help; do not count the time of assistants who are hired by Mead Data.)

_____ hours per week.

M9) Do you like the idea of an Advisory Board?

YES _____ NO _____

M10) Do you feel the Board accomplished their objectives?

YES _____ NO _____ If no, elaborate.

GENERAL QUESTIONS

G1) As a result of the new pricing policies, do you expect to change any policies or procedures related to CALR? Explain.

G2) If you are the director of a library that will experience a large increase, how do you expect to deal with the budget issue? (check all that apply)

- a. Ask for a budget increase _____
- b. Divert funds from other uses _____
- c. Raise outside funds _____ Explain how _____

- d. Institute a user fee _____
- e. Cancel one of the services _____ Which one? _____

- f. Other _____ Explain fully _____

Return completed questionnaire to your liaison listed on the attachment.

TABLE 1: WESTLAW

W2	W1	W3	W1:W2	W3:W1	W3:W2
19,080	19,080	-----	0.0	-.-	-.-
31,495	30,586	16,200	- 2.9	- 47.0	- 48.6
19,080	19,080	15,000	0.0	- 21.4	- 21.4
33,000	33,000	26,000	0.0	- 21.2	- 21.2
19,080	19,080	15,000	0.0	- 21.4	- 21.4
19,080	19,080	15,000	0.0	- 21.4	- 21.4
19,080	19,080	15,000	0.0	- 21.4	- 21.4
19,080	19,080	15,300	0.0	- 19.8	- 19.8
18,811	19,080	16,344	+ 1.4	- 14.3	- 13.1
19,080	19,080	17,280	0.0	- 9.4	- 9.4
19,080	19,080	17,406	0.0	- 8.8	- 8.8
19,080	19,080	18,756	0.0	- 1.7	- 1.7
17,880	13,140	13,140	- 26.5	0.0	- 26.5
13,140	19,080	19,152	+ 45.2	+ 0.4	+ 45.8
25,275	24,780	24,912	- 2.0	+ 0.5	- 1.4
16,740	16,740	17,192	0.0	+ 2.7	+ 2.7
19,620	25,320	26,000	+ 29.1	+ 2.7	+ 32.5
25,155	25,155	26,000	0.0	+ 3.4	+ 3.4
24,780	24,780	26,000	0.0	+ 4.9	+ 4.9
24,780	24,780	26,000	0.0	+ 4.9	+ 4.9
20,975	24,780	26,000	+ 18.1	+ 4.9	+ 24.0
24,780	24,780	26,000	0.0	+ 4.9	+ 4.9
24,780	24,780	26,000	0.0	+ 4.9	+ 4.9
24,770	24,770	26,000	0.0	+ 5.0	+ 5.0
14,140	14,140	15,000	0.0	+ 6.1	+ 6.1
-----	-----	-----	0.0	+ 8.3	+ 8.3
-----	-----	-----	0.0	+ 8.4	+ 8.4
13,740	13,740	15,000	0.0	+ 9.2	+ 9.2
19,080	19,080	21,168	0.0	+ 10.9	+ 10.9
16,140	18,000	20,000	+ 11.5	+ 11.1	+ 23.9
14,235	14,235	15,876	0.0	+ 11.5	+ 11.5
19,080	22,260	25,236	+ 16.7	+ 13.4	+ 32.3
13,140	13,140	15,000	0.0	+ 14.2	+ 14.2
13,140	13,140	15,000	0.0	+ 14.2	+ 14.2
13,140	13,140	15,000	0.0	+ 14.2	+ 14.2
13,140	13,140	15,000	0.0	+ 14.2	+ 14.2
13,140	13,140	15,000	0.0	+ 14.2	+ 14.2
13,140	13,140	15,000	0.0	+ 14.2	+ 14.2
17,035	13,140	15,000	- 22.9	+ 14.2	- 11.9
13,140	13,140	15,000	0.0	+ 14.2	+ 14.2
13,140	13,140	15,000	0.0	+ 14.2	+ 14.2
-----	13,140	15,000	-.-	+ 14.2	-.-
16,110	13,140	15,000	- 18.4	+ 14.2	- 6.9
9,480	13,140	15,000	+ 38.6	+ 14.2	+ 58.2
19,080	13,140	15,120	- 31.1	+ 15.1	- 20.8
19,080	19,080	22,068	0.0	+ 15.7	+ 15.7
22,440	22,440	26,000	0.0	+ 15.9	+ 15.9
22,380	22,380	26,000	0.0	+ 16.2	+ 16.2
19,080	19,080	22,212	0.0	+ 16.4	+ 16.4
14,085	13,788	16,200	- 2.1	+ 17.5	+ 15.0

TABLE 1: WESTLAW

W2	W1	W3	W1:W2	W3:W1	W3:W2
14,826	15,240	18,000	+ 2.8	+ 18.1	+ 21.4
13,140	13,140	15,735	0.0	+ 19.8	+ 19.8
13,365	13,365	16,020	0.0	+ 19.9	+ 19.9
-----	-----	-----	-.-	+ 21.0	-.-
13,140	13,140	16,000	0.0	+ 21.8	+ 21.8
11,900	13,000	15,890	+ 9.2	+ 22.2	+ 33.5
14,165	14,165	17,314	0.0	+ 22.2	+ 22.2
19,080	19,080	23,400	0.0	+ 22.6	+ 22.6
13,140	13,140	16,164	0.0	+ 23.0	+ 23.0
20,820	20,820	26,000	0.0	+ 24.9	+ 24.9
12,000	12,000	15,000	0.0	+ 25.0	+ 25.0
19,080	19,080	23,904	0.0	+ 25.3	+ 25.3
13,140	13,140	16,704	0.0	+ 27.1	+ 27.1
13,140	13,140	16,848	0.0	+ 28.2	+ 28.2
19,080	18,540	23,760	- 2.8	+ 28.2	+ 24.5
18,585	20,233	26,000	+ 8.9	+ 28.5	+ 39.9
19,100	19,100	26,000	0.0	+ 30.9	+ 30.9
13,740	13,740	18,036	0.0	+ 31.3	+ 31.3
20,568	19,727	26,000	- 4.1	+ 31.8	+ 26.4
19,680	19,680	26,000	0.0	+ 32.1	+ 32.1
13,140	13,140	17,352	0.0	+ 32.1	+ 32.1
13,140	13,140	17,424	0.0	+ 32.6	+ 32.6
19,600	19,600	26,000	0.0	+ 32.7	+ 32.7
13,140	13,140	17,500	0.0	+ 33.2	+ 33.2
13,140	13,140	17,712	0.0	+ 34.8	+ 34.8
13,140	13,140	17,721	0.0	+ 34.9	+ 34.9
13,150	13,150	17,748	0.0	+ 35.0	+ 35.0
19,200	19,200	26,000	0.0	+ 35.4	+ 35.4
14,235	13,140	17,820	- 7.7	+ 35.6	+ 25.2
19,080	19,080	25,937	0.0	+ 35.9	+ 35.9
19,080	19,080	26,000	0.0	+ 36.3	+ 36.3
19,080	19,080	26,000	0.0	+ 36.3	+ 36.3
25,080	19,080	26,000	- 23.9	+ 36.3	+ 3.7
19,080	19,080	26,000	0.0	+ 36.3	+ 36.3
19,080	19,080	26,000	0.0	+ 36.3	+ 36.3
19,394	19,080	26,000	- 1.6	+ 36.3	+ 34.1
19,080	19,080	26,000	0.0	+ 36.3	+ 36.3
19,080	19,080	26,000	0.0	+ 36.3	+ 36.3
9,000	11,000	15,000	+ 22.2	+ 36.4	+ 66.7
13,140	13,140	18,000	0.0	+ 37.0	+ 37.0
13,140	13,140	18,144	0.0	+ 38.1	+ 38.1
13,140	13,140	18,180	0.0	+ 38.4	+ 38.4
13,140	13,140	18,216	0.0	+ 38.6	+ 38.6
18,400	18,400	26,000	0.0	+ 41.3	+ 41.3
14,243	13,140	18,828	- 7.7	+ 43.3	+ 32.2
18,000	18,000	26,000	0.0	+ 44.4	+ 44.4
13,140	13,140	19,440	0.0	+ 47.9	+ 47.9
13,140	13,140	19,620	0.0	+ 49.3	+ 49.3

TABLE 1: WESTLAW

<u>W2</u>	<u>W1</u>	<u>W3</u>	<u>W1:W2</u>	<u>W3:W1</u>	<u>W3:W2</u>
13,140	13,140	19,620	0.0	+ 49.3	+ 49.3
13,249	13,400	20,340	+ 1.1	+ 51.8	+ 53.5
13,140	13,140	20,268	0.0	+ 54.2	+ 54.2
15,382	15,392	23,976	0.0	+ 55.8	+ 55.8
9,600	9,600	15,000	0.0	+ 56.3	+ 56.3
13,740	13,140	20,888	- 4.4	+ 59.0	+ 52.0
13,140	13,140	22,392	0.0	+ 70.4	+ 70.4
13,800	13,800	23,760	0.0	+ 72.2	+ 72.2
13,000	13,140	22,644	+ 1.1	+ 72.3	+ 74.2
13,140	13,140	22,788	0.0	+ 73.4	+ 73.4
13,140	13,140	22,788	0.0	+ 73.4	+ 73.4
13,140	14,536	25,272	+ 10.6	+ 73.9	+ 92.3
13,140	13,140	22,896	0.0	+ 74.3	+ 74.3
13,140	13,140	23,040	0.0	+ 75.3	+ 75.3
13,140	13,140	23,148	0.0	+ 76.2	+ 76.2
13,140	13,140	23,312	0.0	+ 77.4	+ 77.4
13,140	13,140	23,364	0.0	+ 77.8	+ 77.8
19,080	14,575	26,000	- 23.6	+ 78.4	+ 36.3
10,800	9,480	17,856	- 12.2	+ 88.4	+ 65.3
13,140	13,140	24,840	0.0	+ 89.0	+ 89.0
13,340	13,740	26,000	+ 3.0	+ 89.2	+ 94.9
13,740	13,740	26,000	0.0	+ 89.2	+ 89.2
13,140	13,140	24,876	0.0	+ 89.3	+ 89.3
13,140	13,140	25,164	0.0	+ 91.5	+ 91.5
13,140	13,140	25,560	0.0	+ 94.5	+ 94.5
13,215	13,215	26,000	0.0	+ 96.8	+ 96.8
13,200	13,200	26,000	0.0	+ 97.0	+ 97.0
12,240	13,140	26,000	+ 7.4	+ 97.9	+112.4
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
13,140	13,140	26,000	0.0	+ 97.9	+ 97.9
-----	-----	-----	0.0	+ 98.0	-.-
12,000	13,100	26,000	+ 9.2	+ 98.5	+116.7
-----	-----	-----	0.0	+ 99.0	-.-
13,000	13,000	26,000	0.0	+100.0	+100.0

TABLE 2: MEAD DATA CENTRAL

<u>M2</u>	<u>M1</u>	<u>M3</u>	<u>M1:M2</u>	<u>M3:M1</u>	<u>M3:M2</u>
25,500	31,307	-----	+ 22.8	-.-	-.-
59,000	61,000	28,000	+ 3.4	- 54.1	- 52.5
31,320	32,416	20,500	+ 3.5	- 36.8	- 34.5
40,320	41,736	28,000	+ 3.5	- 32.9	- 30.6
32,180	29,880	20,500	- 7.2	- 31.4	- 36.3
-----	-----	-----	+ 15.0	- 30.0	-.-
21,639	29,118	20,500	+ 34.6	- 29.6	- 5.3
37,074	36,144	25,500	- 2.5	- 29.5	- 31.2
24,000	36,000	26,000	+ 50.0	- 27.8	+ 8.3
40,704	39,486	28,997	- 3.0	- 26.6	- 28.8
14,183	24,000	18,000	+ 69.2	- 25.0	+ 26.9
17,400	30,000	22,875	+ 72.4	- 23.8	+ 31.5
19,500	26,488	20,500	+ 35.8	- 22.6	+ 5.1
29,118	29,118	22,655	0.0	- 22.2	- 22.2
19,905	32,576	25,500	+ 63.7	- 21.7	+ 28.1
24,000	28,704	22,551	+ 19.6	- 21.4	- 6.0
34,100	34,792	27,823	+ 2.0	- 20.0	- 18.4
16,200	25,500	20,500	+ 57.4	- 19.6	+ 26.5
25,160	31,500	25,500	+ 25.2	- 19.0	+ 1.4
38,745	34,279	28,000	- 11.5	- 18.3	- 27.7
24,081	28,164	23,000	+ 17.0	- 18.3	- 4.5
21,111	25,069	20,500	+ 18.7	- 18.2	- 2.9
14,400	29,000	24,000	+101.4	- 17.2	+ 66.7
36,080	33,000	27,384	- 8.5	- 17.0	- 24.1
13,800	21,630	18,000	+ 56.7	- 16.8	+ 30.4
28,940	30,600	25,500	+ 5.7	- 16.7	- 11.9
18,612	27,390	23,000	+ 47.2	- 16.0	+ 23.6
30,120	30,000	25,500	- 0.4	- 15.0	- 15.3
27,720	30,000	25,500	+ 8.2	- 15.0	- 8.0
30,483	30,000	25,500	- 1.6	- 15.0	- 16.3
21,600	27,050	23,000	+ 25.2	- 15.0	+ 6.5
25,920	29,718	25,500	+ 14.7	- 14.2	- 1.6
27,502	33,000	28,500	+ 20.0	- 13.6	+ 3.6
-----	-----	-----	+ 15.9	- 13.0	-.-
11,913	23,400	20,500	+ 96.4	- 12.4	+ 72.1
21,433	23,202	20,338	+ 8.3	- 12.3	- 5.1
26,139	31,943	28,000	+ 22.2	- 12.3	+ 7.1
23,185	26,220	23,000	+ 13.1	- 12.3	- 0.8
21,740	28,530	25,500	+ 31.2	- 10.6	+ 17.3
25,436	28,289	25,500	+ 11.2	- 9.9	+ 0.3
15,100	22,520	20,500	+ 49.1	- 9.0	+ 35.8
24,900	27,945	25,500	+ 12.2	- 8.8	+ 2.4
27,346	30,600	28,000	+ 11.9	- 8.5	+ 2.4
-----	-----	-----	+ 7.0	- 7.0	-.-
11,520	30,000	28,000	+160.4	- 6.7	+143.1
24,500	30,000	28,000	+ 22.5	- 6.7	+ 14.3
23,184	30,000	28,000	+ 29.4	- 6.7	+ 20.8
31,322	30,000	28,000	- 4.2	- 6.7	- 10.6
15,720	29,118	28,000	+ 85.2	- 3.8	+ 78.1

TABLE 2: MEAD DATA CENTRAL

M2	M1	M3	M1:M2	M3:M1	M3:M2
13,800	18,600	18,000	+ 34.8	- 3.2	+ 30.4
18,600	18,600	18,000	0.0	- 3.2	- 3.2
19,800	23,400	23,000	+ 18.2	- 1.7	+ 16.2
15,081	20,630	20,500	+ 36.8	- 0.6	+ 35.9
25,668	25,335	25,271	- 1.3	- 0.3	- 1.5
13,800	22,770	22,770	+ 65.0	0.0	+ 65.0
15,336	18,000	18,000	+ 17.4	0.0	+ 17.4
20,760	22,922	23,000	+ 10.4	+ 0.3	+ 10.8
25,320	25,320	25,500	0.0	+ 0.7	+ 0.7
27,795	27,795	28,000	0.0	+ 0.7	+ 0.7
20,160	24,727	25,114	+ 22.7	+ 1.6	+ 24.6
19,994	19,994	20,500	0.0	+ 2.5	+ 2.5
17,004	19,349	19,900	+ 13.8	+ 2.9	+ 17.0
14,900	17,400	18,000	+ 16.8	+ 3.5	+ 20.8
19,800	22,800	23,703	+ 15.2	+ 4.0	+ 19.7
16,500	22,104	23,000	+ 34.0	+ 4.1	+ 39.4
21,280	26,715	28,000	+ 25.5	+ 4.8	+ 31.6
20,503	19,500	20,500	- 4.9	+ 5.1	0.0
16,900	19,400	20,500	+ 14.8	+ 5.7	+ 21.3
13,800	21,630	23,000	+ 56.7	+ 6.3	+ 66.7
14,520	21,631	23,000	+ 49.0	+ 6.3	+ 58.4
24,594	26,297	28,000	+ 6.9	+ 6.5	+ 13.8
13,800	15,870	16,935	+ 15.0	+ 6.7	+ 22.7
19,100	21,270	23,000	+ 11.4	+ 8.1	+ 20.4
13,800	18,800	20,500	+ 36.2	+ 9.0	+ 48.6
13,800	16,500	18,000	+ 19.6	+ 9.1	+ 30.4
14,400	16,376	18,000	+ 13.7	+ 9.9	+ 25.0
13,600	16,350	18,000	+ 20.2	+ 10.1	+ 32.4
17,400	20,859	23,000	+ 19.9	+ 10.3	+ 32.2
16,200	18,576	20,500	+ 14.7	+ 10.4	+ 26.5
25,320	25,320	28,000	0.0	+ 10.6	+ 10.6
13,800	20,802	23,000	+ 50.7	+ 10.6	+ 66.7
13,800	15,870	18,000	+ 15.0	+ 13.4	+ 30.4
13,800	16,112	18,000	+ 16.8	+ 14.4	+ 30.4
20,800	24,414	28,000	+ 17.4	+ 14.7	+ 34.6
19,000	22,000	25,500	+ 15.8	+ 15.9	+ 34.2
-----	-----	-----	+ 32.0	+ 16.0	-.-
21,000	24,000	28,000	+ 14.3	+ 16.7	+ 33.3
19,800	23,712	28,000	+ 19.8	+ 18.1	+ 41.4
14,950	14,950	18,000	0.0	+ 20.4	+ 20.4
15,870	21,054	25,500	+ 32.7	+ 21.1	+ 60.7
13,800	20,880	25,500	+ 51.3	+ 22.1	+ 84.8
13,800	18,750	23,000	+ 35.9	+ 22.7	+ 66.7
16,680	18,750	23,000	+ 12.4	+ 22.7	+ 37.9
13,080	21,630	28,000	+ 65.4	+ 22.8	+114.1
19,355	22,770	28,000	+ 17.6	+ 23.0	+ 44.7
17,160	20,656	25,500	+ 20.4	+ 23.5	+ 48.6
14,000	18,600	23,000	+ 32.9	+ 23.7	+ 64.3
15,000	18,577	23,000	+ 23.9	+ 23.8	+ 53.3

TABLE 2: MEAD DATA CENTRAL

M2	M1	M3	M1:M2	M3:M1	M3:M2
17,300	20,470	25,500	+ 18.3	+ 24.6	+ 47.4
-----	-----	15,000	+ 25.0	+ 25.0	-.-
13,575	14,200	18,000	+ 4.6	+ 26.8	+ 32.6
14,553	20,040	25,500	+ 37.7	+ 27.2	+ 75.2
13,950	15,700	20,000	+ 12.5	+ 27.4	+ 43.4
-----	-----	-----	+ 2.0	+ 28.7	-.-
13,800	15,898	20,500	+ 15.2	+ 29.0	+ 48.6
13,800	15,870	20,500	+ 15.0	+ 29.2	+ 48.6
13,800	15,870	20,500	+ 15.0	+ 29.2	+ 48.6
13,800	15,870	20,500	+ 15.0	+ 29.2	+ 48.6
13,800	15,872	20,500	+ 15.0	+ 29.2	+ 48.6
13,800	15,870	20,685	+ 15.0	+ 30.3	+ 49.9
13,800	15,675	20,500	+ 13.6	+ 30.8	+ 48.6
22,545	21,300	28,000	- 5.9	+ 31.5	+ 24.2
20,210	17,100	23,000	- 15.4	+ 34.5	+ 13.8
24,762	20,214	28,000	- 18.4	+ 38.5	+ 13.1
13,800	16,560	23,000	+ 20.0	+ 38.9	+ 66.7
15,000	15,000	21,000	0.0	+ 40.0	+ 40.0
19,800	19,800	28,000	0.0	+ 41.4	+ 41.4
10,187	12,289	17,502	+ 20.6	+ 42.4	+ 71.8
13,800	15,870	23,000	+ 15.0	+ 44.9	+ 66.7
13,800	15,870	23,000	+ 15.0	+ 44.9	+ 66.7
12,550	15,410	23,000	+ 22.8	+ 49.3	+ 83.3
14,490	16,990	25,500	+ 17.3	+ 50.1	+ 78.1
18,600	18,600	28,000	0.0	+ 50.5	+ 50.5
13,800	15,180	23,000	+ 10.0	+ 51.5	+ 66.7
14,310	16,800	25,500	+ 17.4	+ 51.8	+ 78.2
15,197	16,560	25,500	+ 9.0	+ 54.0	+ 67.8
14,580	16,560	25,500	+ 13.6	+ 54.0	+ 74.9
14,714	16,800	26,000	+ 14.2	+ 54.8	+ 76.7
18,300	17,800	28,000	- 2.7	+ 57.3	+ 53.0
14,400	17,500	28,000	+ 21.5	+ 60.0	+ 94.4
13,800	15,871	25,500	+ 15.0	+ 60.7	+ 84.8
13,800	15,870	25,500	+ 15.0	+ 60.7	+ 84.8
13,800	15,870	25,500	+ 15.0	+ 60.7	+ 84.8
-----	-----	-----	- 20.0	+ 61.0	-.-
4,700	11,022	18,000	+134.5	+ 63.3	+283.0
15,360	17,070	28,000	+ 11.1	+ 64.0	+ 82.3
16,560	13,800	23,000	- 16.7	+ 66.7	+ 38.9
-----	9,480	18,000	-.-	+ 89.9	-.-
6,900	7,932	18,000	+ 15.0	+126.9	+169.9

Midwinter Meeting: American Library Association
Interlibrary Loan Committee

On January 12 and 14, 1991, I attended the Midwinter meetings of the American Library Association (ALA) Interlibrary Loan Committee in Chicago. The meetings this winter were more subdued than the two I attended last year. The question of prohibiting interlibrary loans to South Africa has been temporarily tabled, since the ALA Executive Board did not approve the proposal of the Social Responsibilities Round Table (SRRT) to limit interactions with the government library of South Africa. SRRT is working on rewriting the proposal. The ALA Executive Board evidently agreed with what is the initial response of most people to the proposal: that instead of expressing disapproval of apartheid, the end result would be an information embargo for those South African people who need to do research.

The ILL Committee's telefacsimile guidelines which were approved at the June, 1990 meeting will be printed in RQ, in the Winter 1991 issue, for those of you would like to read them. The Interlibrary Loan staff training guidelines, also approved in June, have been sent to the Reference and Adult Services Division (RASD) Board for approval and possible publication as well.

The other main topic at this winter's meetings was the Interlibrary Loan Committee's program scheduled for Atlanta, Sunday, June 30 1991, at the ALA Annual Convention. The program is entitled "Directors, are you listening? New realities in Interlibrary Cooperation," and will deal with issues faced by Interlibrary Loan Departments in meeting the growing volume of requests and decreasing funds.

A subcommittee has been set up to review the National Interlibrary Loan Code, which will be broadened to include other types of materials besides books. As I am on the subcommittee, I would appreciate hearing from you with concerns, suggestions and ideas for the new code. Please send them to me: Jan Goldsmith, UCLA Law Library, 405 Hilgard, Los Angeles, CA 90024. I look forward to hearing from you on any Interlibrary Loan issues.



**A PREVIEW OF THE 1991 INSTITUTE ON
MANAGEMENT FOR SENIOR LAW LIBRARY ADMINISTRATORS**

from the perspective of an academic law library director

by

Margaret A. Leary

Director, University of Michigan Law Library

This Institute will be presented by the Association of Research Libraries' Office of Management Services (ARL-OMS).

You may well wonder:

Can a law librarian learn anything from an ARL-OMS Institute?

The answer is: most definitely YES!

I know, because back in November, I attended the five day Advanced Management Skills Institute specifically to learn how it would need to be modified to meet the needs of law librarians. I hope that a brief summary of what I learned will help anyone considering the 1991 Institute for Senior Law Library Administrators decide whether to apply.

Before I went, I read Modern Approaches to Understanding and Managing Organizations, by Lee Bolman and Terrence Deal (San Francisco, Jossey Bass, 1989, 325 pages), which reviews management literature and summarizes the main points in a pattern of four approaches. The thesis is that any particular organizational problem is best tackled with a multiple approach, while individual managers tend to focus on only one or two approaches, causing them to ignore benefits of the others. This book will be available to Institute participants at a reduced rate.

First, I learned about a wide range of management tools to help me with daily and long-term matters: building an organization, interpersonal relations, working in groups, problem solving, organizational communication, strategic planning leadership, values, power and influence, trust, and conflict/negotiation. I have notebook now with handy ideas for dealing with each topic.

Second, because our work was done in the setting of a hypothetical university with a library run by a male "university librarian" and a female "library director" whose roles were never clearly defined or distinguished, I learned to try the tools in a realistic and yet safe environment. I could experiment with new techniques and approaches knowing that failure would not matter!

In addition, the Institute used several methods of measuring participants' personal characteristics (communication styles, values, work methods, decision-making, and negotiating styles) so that we could recognize our own styles' strengths and weaknesses, and better appreciate that other styles were just different, not necessarily better or worse. I appreciated this opportunity for self-examination and personal growth.

The exercise in planning for the future was especially enlightening, as we worked with four possible scenarios for the library of the future and saw how our very planning could affect the content of the future.

Finally, we lived for five days in the context of an exciting vision of what the future will require of effective library organizations--but you'll have to come to Memphis in July to discover what those qualities are!

Association of Research Libraries
Office of Management Service
Advanced Management Institute
A Perspective

Joan T. White
Manager, Library Services
Hodgson, Russ, Andrews,
Woods & Goodyear
Buffalo, New York

From November 4, 1990 through November 9, 1990, I was fortunate to be a participant in the Advanced Management Institute produced by the Association of Research Libraries Office of Management Services.

Many of my colleagues in academic libraries are familiar with ARL and the quality of their programs and institutes. Frankly, I was a little apprehensive whether ARL could meet my needs (coming from a nonacademic environment), I'm pleased to report that any fears that I had were quickly dispelled.

ARL was extremely thorough in its preinstitute planning with the participants. Prior to the institute we were sent materials that would be of assistance to us during the course of the week. The institute was fortunately conducted away from my office and we were instructed by our trainers that it would be best if we were not to be in contact with our offices during the week. I really appreciated this comment by week's end.

The institute employed three learning devices: learning exercises, working independently with a colleague and working as a collective in a fictional library situation. As time passed, the fiction soon became our collective reality with all the pleasure and the pain that we face in our work environments.

From fictional reality I was able to deal with my reality and to begin the long process of improvement and change. It was also interesting to learn that even though we come from different types of libraries, our problems and how we choose to deal with these problems are similar. By the end of the week I was feeling rather drained but yet energized. I could hardly wait to return to my office and begin to slowly implement what I had learned.

The American Association of Law Libraries will be offering this institute to the membership this summer. I hope I haven't given too much away (its analogous to giving away the end of a book or movie).

In all sincerity, attending this institute was one of the most positive actions that I have made both in my career and my personal life. I was able to get so much from the institute because of the ARL trainers and the support of my colleagues who also participated in the institute. I would strongly urge that we all participate in this type of institute at some point in our lives and careers.

APPLICANTS FOR ALA MINORITY FELLOWSHIP PROGRAM SOUGHT

The ALA Minority Fellowship Program is designed to provide an opportunity for minority librarians to gain an understanding of association management, ALA's structure and operations, and how policy is formulated and implemented. It is intended to improve the upward mobility of minority librarians, make the ALA better known and more visible to minorities and minority librarians, and increase the number of minorities in the profession and in the ALA. The selected fellow will spend 70 to 75 percent of the time working in an ALA division or program office at ALA headquarters in Chicago, 20 percent on an independent special project, and 5 to 10 percent in overall ALA activities and association management workshops.

To qualify, an applicant must: be a librarian/information professional (American Indian or Alaska Native, Asian or Pacific/Islander, African American, or Hispanic); hold a master's degree from a library science program accredited by the ALA or from a program that meets the ALA/American Association of School Librarians (AASL) curriculum guidelines within a unit accredited by the National Council for Accreditation of Teacher Education; have a minimum of three years professional working experience in a library or information science environment and be a member of ALA at the start of the fellowship. The 1991-92 stipend for the ALA Minority Fellow is \$30,000 plus medical, dental, life and disability insurance, and relocation assistance to Chicago. To obtain more information about the program or to receive application materials, contact: ALA Office for Library Outreach Services, 50 E. Huron St., Chicago, IL 60611. Telephone: 1-800-545-2433, ext. 4294.



SELECTED UPCOMING EDUCATIONAL OPPORTUNITIES

1991

June 6-7: "Business of Acquisitions," Institute, Boston, MA. Focus will be on basic acquisitions of monographs, serials, and media and the relationships between librarian, library booksellers, subscription agents, and publishers. Sponsored by ALA/ALCTS. Contact: Alex Bloss, Deputy Executive Director, ALA/ALCTS, 50 E. Huron St., Chicago, IL 60611, or 312/280-5034 or 1-800/545-2433, ext. 5034.

June 7-9: Two conferences: "Human Resources" and "Analytical Tools," San Antonio, TX. Sponsored by SLA, 202/234-4700.

June 8-13: SLA 82nd Annual Conference, "Masterminding Tomorrow's Information-Creative Strategies for the '90s," San Antonio, TX. Contact SLA, 202/234-4700.

August 8-15: ABA Annual Meeting, Atlanta, GA.

August 18-24: IFLA Annual Conference, Moscow, USSR. Contact: IFLA, POB 95 312, 2509 CH the Hague Netherlands. Telephone: 31703140884. FAX: 3170383827. Telex: 34402.

September 24-27: "Library Management Skills Institute, Basic: The Manager," Los Angeles, CA. Contact OMS/ARL, 202/232-8656. FAX: 202/462-7849.

September 25-27: "Management Skills," Toronto, ON. Sponsored by SLA, 202/234-4700.

October 6-11: 15th Conference on the Rule of Law in the World, Barcelona, Spain. Contact the Conference Coordination Office, Washington, DC at 202/466-5428 or by FAX 202/452-8540.

October 20-25: "Library Management Skills Institute, Advanced: The Management Process," Tucson, AZ. Contact OMS/ARL, 202/232-8658; FAX, 202/462-7849.

October 24-26: WestPac Annual Meeting, Snow Bird Ski & Summer Resort. For information, contact: Rita Reusch, Local Arrangements Chair, University of Utah Law Library, 801/581-6594.

November 7-10: North East Regional Law Library Conference, Hershey Hotel, Philadelphia, PA. Attendees will be MD, NJ, Washington, DC, ALLUNY, LLAGNY, and GPLLA. (from GPLLA Newsletter, November 15, 1990).

1992

January 4-7: AALS Annual Meeting, San Antonio, TX. Contact AALS at 202/296-8851.

January 25-30: ALA Midwinter Conference, San Antonio, TX.

February 5-8: "Managing Emerging Technologies," AALL Winter Institute, Dallas, TX.

February 6-13: Art Libraries Society (ARLIS)/North America Annual Conference, Chicago, IL. Contact: Pamela Parry, 602/881-8479.

April 1-4: ACRL 6th Annual Conference, St. Louis, MO.

April 1-7: National Library Week

June 6-11: SLA 83rd Annual Conference, San Francisco, CA.

June 27-July 2: ALA Annual Conference, San Francisco, CA.

July 18-23: AALL Annual Meeting, San Francisco, CA.

August 6-13: ABA Annual Meeting, San Francisco, CA.

1993

April 18-24: National Library Week

June 5-10: SLA 84th Annual Conference, Cincinnati, OH.

June 26-July 2: ALA Annual Conference, New Orleans, LA.

July 10-15: AALL Annual Meeting, Boston, MA.

A more complete listing of continuing education opportunities can be found in the *American Association of Law Libraries Newsletter*.

CHECK IT OUT: Libraries to become stars

Jerry Neuman, a radio announcer and producer at KQED-FM (88.5 fm), the primary National Public Radio affiliate for the San Francisco Bay area, has announced that he is creating a daily two-minute modular radio program about libraries. In radio since 1974, Mr. Neuman previously was a sales representative for Doubleday & Co. in their school and library sales department.

The model for the program is *STAR DATE*, an astronomy program that has been successfully on the air for over a decade. The new program, called *CHECK IT OUT*, will be primarily about public libraries, but also will cover other libraries, information services, electronic databases, and other topics about libraries. Neuman plans to go on the air early in 1991 in San Francisco. The program will be made available to all public radio stations in California. Mr. Neuman says that national distribution to the public and perhaps to commercial radio markets awaits adequate funding. He thinks that funding will be found by mid-1991.

The format of *CHECK IT OUT* will be a simple, daily two-minute module (about 275 words), presenting different library-related subjects. Mr. Neuman's goal is to use the program as a means of promoting understanding and appreciation of the ways in which the nation's libraries, especially its public libraries, serve the public individually and as a society. He hopes to cover all library issues in an engaging and informal way, using humor and whimsy to demystify libraries. Mr. Neuman says that he brings to the project a love of libraries and an enthusiastic patron's point of view. He will be both host and executive producer of the series.

CHECK IT OUT is funded for one year by a California State Library L.S.C.A. grant. Logistical support is being provided by the Peninsula Library System, a library co-op headquartered in San Mateo, CA. Equipment assistance is being provided by the Apple Library, Apple Computer, Inc. The American Library Association is actively seeking funding for national distribution of this project.

Mr. Neuman invites script submissions for *CHECK IT OUT*. HE is especially looking for scripts that describe practical uses of libraries but urges those who submit scripts to write about what interests or amuses them. Scripts that are used in the series will earn their writer \$35.00. Additionally, writers will be given broadcast credits for each script used and a cassette of the program after broadcast. Interested writers may obtain script guidelines and sample scripts from *CHECK IT OUT*, Peninsula Library System, 25 Tower Rd., San Mateo, CA 94402-4000 or from PLS at 415/349-5538.

Mr. Neuman can be reached at 415/452-4774 weekdays between 9:00 A.M. and 1:00 P.M. Pacific Standard Time, weekends anytime after 9:00 A.M. PST. E-mail messages can be left at The WELL (jerryn@well.uucp). Regular mail may be addressed to Mr. Neuman at: Jerry Neuman Productions, Suite 20-A, 1200 Lakeshore Ave., Oakland, CA 94606-1631.

CHECK IT OUT is a truly unique public radio service. It finally gives a voice to the library, a public service that has heretofore been without a sustained public relations presence to its existing and potential users. Jerry Neuman invites all of us to become a part of this creative opportunity with our script submissions.

ALL-SIS NEWSLETTER, VOL. 11, NO. 4 DEADLINE

The deadline for Vol. 11, # 4 is **JUNE 1, 1991**. Please send articles, notes, comments, suggestions, etc. to me at the University of Puget Sound Law Library, 950 Broadway Plaza, Tacoma, WA. 98402-4470, or via FAX: 206-591-6313. Thanks!

Faye Jones

ALL-SIS Newsletter
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