

Dear Sir/Madam:

According to a recent series of surveys, law librarians are poised and ready to embrace digital resources. In order to make informed decisions as to what they will buy, librarians considering these changes need a reliable, consistent way of comparing the usage of various electronic resources.

Project COUNTER (Counting Online Usage of Networked Electronic Resources) supplies law librarians with standardized usage statistics that are compatible, credible, and consistent. COUNTER-compliant statistics also let vendors know which of their services are being used and which are not, thereby encouraging the vendors to review their products with an eye to providing additional user education or product revision.

Launched in 2002, COUNTER, an international initiative supported by vendors, ILS providers, and librarians is intended to assist the information community in acquiring these much needed vendor statistics.

Please see the COUNTER website <http://www.projectcounter.org> for information on the project and how to become COUNTER compliant. In the future, legal publishers who are either unaware or unwilling to follow the lead of majority of trade publishers may find themselves at a severe disadvantage with their customers.

We encourage you to embrace COUNTER-compliant statistics as the future of legal publishing.

Very truly yours,

Librarian's name