
The International Literary Market Place a Challenge to Academic Libraries *

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STUDY carried out by the IFLA Section on Acquisition and Exchange in 1989 based on data of approximately 250 libraries from more than 50 countries shows that during the past years budget increases have remained behind price rises, not to speak to the growth rate of the research literature production. In particular university libraries are concerned by the continual deterioration of the purchasing power forcing them more and more to sometimes drastically cut their acquisition programme.

As the literature supply is increasingly endangered on this level, the national libraries' responsibility of national literature provision has

gained in significance. Ensuring the «availability of that foreign material which serves the needs at national level for reference, study and information services» presupposes that national libraries are able to acquire foreign literature comprehensively. Influenced by the system and method of *Conspectus* and in view of the fact that national libraries must practise increasing selectivity in their approach to collection development considerations have more and more aimed at decentralization of the national libraries' universal commission acquiring foreign literature by sharing the responsibility of national literature supply among various libraries. The discrepancy between what is offered on the literary market place on the one hand and the financial resources on the other requires cooperation in acquisitions policy. With regard to the coordination of collection building in national and

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even international nexus a complex task has arisen for national libraries to fulfill — a task which has also gained considerable importance in the light of the target of IFLA's UAP-Programme (Universal Availability of Publications).

During the past years budget increases have remained behind price rises, not to speak to the growth rate of the research literature production. In particular university libraries are concerned by the continual deterioration of the purchasing power forcing them more and more to sometimes drastically cut their acquisition programme

Proceeding from the discrepancy between what is available on the literary market place and the limited possibilities of the acquisition budget, the first part of the paper considers assessing budgetary needs and budget extrapolation and continues in the second part with critical reflections on the international literary market place.

1. Methodical instruments of budgetary planning — basis for assessing budgetary needs and budget extrapolation

Starting point of the following reflections which of course cannot

expose the complexity of the problem in great detail, is the offer on the literary market place on the one side and the purchase acquisition of academic libraries on the other. Proceeding from both aspects methodical instruments for budgetary planning that is for ascertaining budgetary needs and budget extrapolation will be outlined in the following.

1.1 *The international literary market place — title production and price development*

First a few thoughts will be presented regarding the international literature market. Observations are confined to the Western Europe and Northern American publishing region, essentially referring to publications available in the book trade and the classical print media.

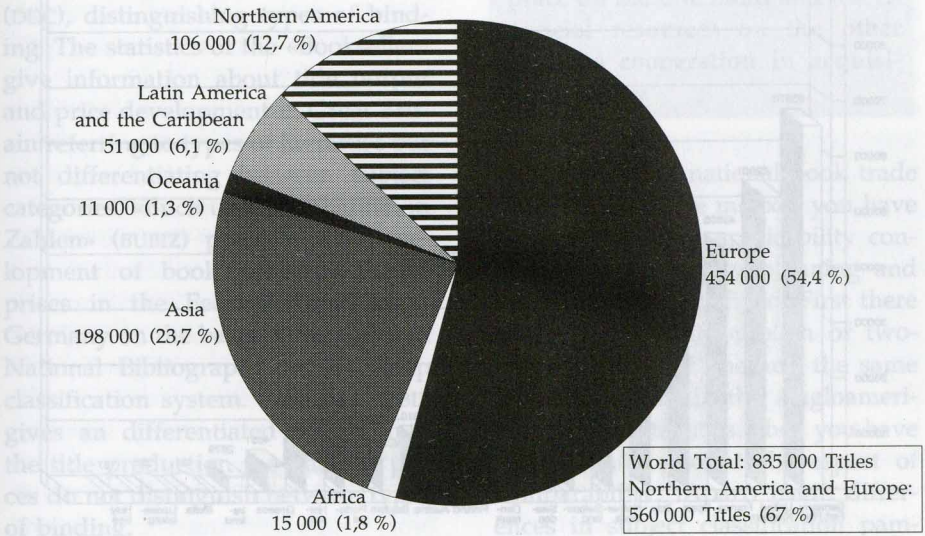
1.1.1 *UNESCO statistics*

A glance to the latest UNESCO statistics shows that world book production in 1987 reached 835 000 titles, 560 000 of which (i. e. almost two thirds) came from Europe and Northern America. A closer look at the European book production presents the following.

The UNESCO statistics reflect the title production according to the 25-step classification system of the Universal Decimal Classification

Book Production (Titles) 1987

UNESCO Statistical Yearbook



(UDC), but comprise no data on prices. An evaluation on the UNESCO statistics figures should be critical, because certain types of literature — such as government publications — are recorded differently, because there is no uniform standard used for listing titles, and in addition because in some cases a high percentage of parallel editions distort the statistics.

1.1.2 National book trade statistics and price indexes

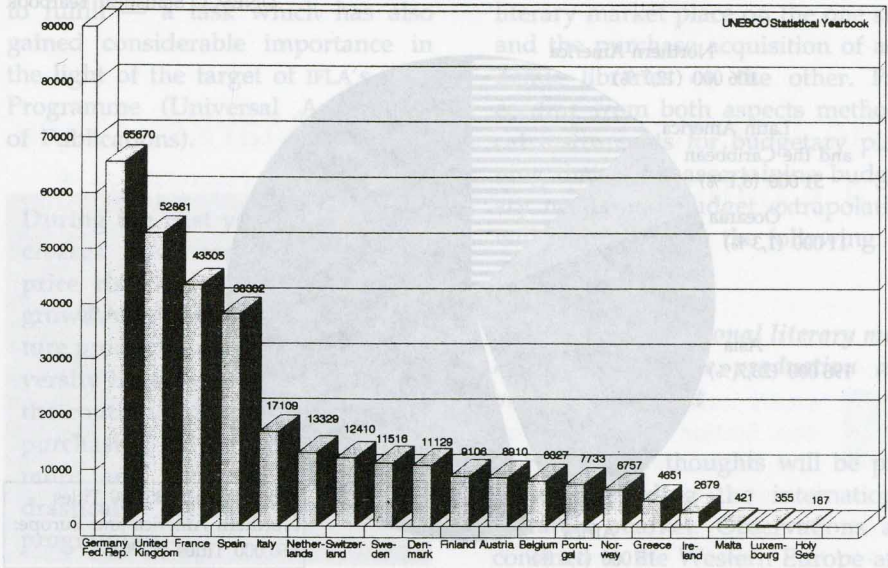
National book trade statistics cover the development of the pro-

duction of literature in a specific country. On the basis of the production statistics price increases are documented referring to original prices in original currency. Assessment of the national price indexes decisively depends on the degree of its differentiation.

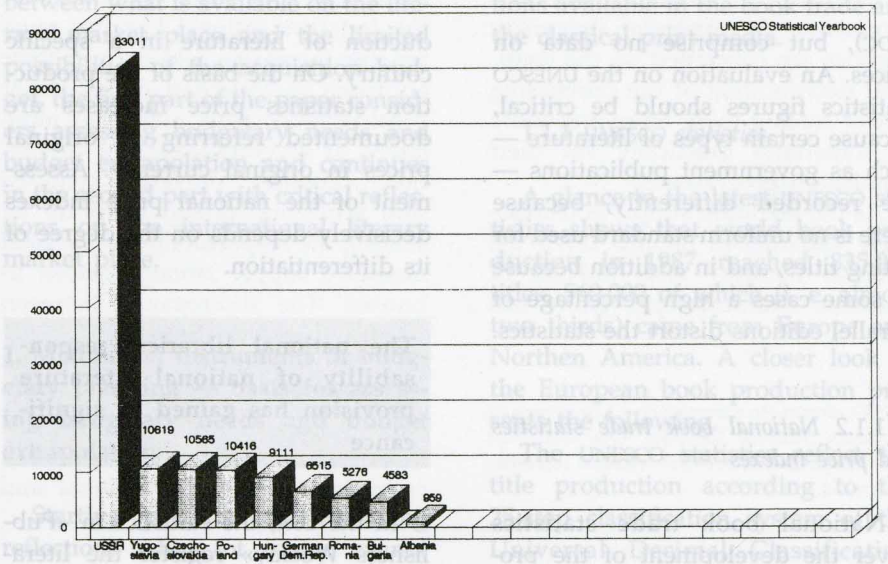
The national libraries' responsibility of national literature provision has gained in significance

In the USA, the statistics in «Publishers Weekly» register the litera-

Book Production (Titles): Europe 1987
Western Europe



Book Production (Titles): Europe 1987
Eastern Europe



ture production and price development in the 23 classifications groups of the Dewey Decimal Classification (DDC), distinguishing types of binding. The statistics of the «Bookseller» give information about title output and price development in Great Britain referring to types of literature but not differentiating between subject categories. «Buch und Buchhandel in Zahlen» (BUBIZ) presents the development of book production and prices in the Federal Republic of Germany on the basis of the German National Bibliography in a 65-step classification system. Whereas BUBIZ gives an differentiated insight into the title production the data on prices do not distinguish between types of binding.

The discrepancy between what is offered on the literary market place on the one hand and the financial resources on the other requires cooperation in acquisitions policy

In evaluating national book trade statistics and price indexes you have to state that their applicability concerning to budgetary planning and extrapolation is confined. First there is the methodical problem of two-fold recording of one and the same title, particularly in the Angloamerican national statistics. Then you have to take into account the aspect of comparability. Apart from differences in subject classification pam-

**National Book Trade Statistics and Price Indexes:
USA, Great Britain, Federal Republic of Germany**

	USA	GB	FRG
Sources	Publishers Weekly (Bowker)	Bookseller (Whitaker)	Buch und Buchhandel in Zahlen/BUBIZ (Börsenverein des Dt. Buchhandels)
Classification	Dewey Decimal Classification (DDC): 23 classification groups	—	65 classification groups according to Deutsche Bibliographie
Title Production (1989)	53 446	61 361	65 980
Average Prices (1989)	Hardcover: 40,61 \$ Trade Paperback: 17,16 \$ Mass Market Paperback: 4,32 \$	19,15 £	31,10 DEM

phlets, i.e. titles with less than 49 pages, are covered differently. The applicability of the national book trade statistics and price indexes is reduced above all by the fact that they do not comprise publications outside the book trade on the one hand, and cover the total sum of titles available in the book trade, meaning scholarly literature and academically irrelevant titles on the other. As the national price indexes document price development of overall book production the possibility of evaluating them for the purpose of budgetary needs assessment in academic libraries is restrained.

1.1.3 Price indexes for academic literature

A price index for academic literature requires a definition of its outline when seen in the context of overall production. This brings up the question of defining the term «academic literature». Without being able to discuss the problem of definition in detail here, it can be said that a definition which is oriented toward the idea of what is also termed «*funktionaler Wissenschaftsbegriff*» (functional scholarship) should serve as a basis for this definition. The definition should — in concurrence with Pflug's — provide a concrete outline of the acquisition profile of academic libraries. According to this definition academic literature is not

only the «product of academic activity» but «everything influencing conditions enabling research to be carried out, everything being a prerequisite for academic working process».

The use of approval plan data from important library suppliers basically proves a methodically convincing starting point for a price index which refers exclusively to academically relevant literature and which records the price development in the respective country of origin by using the publisher's original prices in the corresponding currency. The data provided by library suppliers can only be used on certain conditions. The selection made by the library suppliers must comprehensively cover the academic literature production of the respective area. Further the selection criteria should remain constant, i.e. the requirement is a supply of titles independent of fluctuations in demand.

It can be said that a definition which is oriented toward the idea of what is also termed «*funktionaler Wissenschaftsbegriff*» (functional scholarship) should serve as a basis for this definition

Since 1985 the Library and Information Statistics Unit (LISU) at Loughborough University has published price indexes for academic monographs in Great Britain and

USA — based on the data provided by Blackwell's Oxford and Blackwell North America. The German Academic Book Price Index (GABPI) has been available since 1988, based on data of Harrassowitz' German Approval Plan. Yet it still fails to meet the requirements described above.

An alternative way of finding bases for a price index of academic literature is the registering of academic literature during the process of recording in the national bibliographic centers. In this way a complete record of academically relevant literature would be ensured and it could, moreover include publications outside the book-trade. At present it is being considered at the Deutsche Bibliothek, whether and to what extent a definition or clear separation of academic relevant literature from overall title production could be carried out and whether this could serve as a basis of a subject-specific price index of academic literature. The price indexes for academic monographs now available show that the portion of academic literature varying considerably within the subject spectrum is about 30 to 40 %. They also give proof of the limited value of the data indicated in the national book trade statistics for budgetary planning and budgetary needs assessment of academic libraries: according to GABPI the average price in 1988 was about 75. German Marks whereas accord-

ing to BUBIZ it was 31. — German Marks. Whereas the Bookseller Index presented a fairly moderate rise in prices of 15,5 % within four years, the LISU Index stated almost a treble increase.

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Prices rise of academic monographs from 1985-1989 show an increase of 43,7 % in Great Britain, in the FRG approximately 30 % and in the USA 28,45. Hence the annual average price rise amounts to 6,5 % to 9,5 %.

1.1.4 Price indexes for academic periodicals

Price indexes for academic periodicals are available for the USA and Great Britain: the US-Periodical Index (USPI), based on data provided by Faxon and the GB-Periodical-Index based on data provided by Blackwells'. Whereas the USPI shows price development on the basis of about 3700 periodicals in different classification systems according to subjects, the GBPI based on a sample

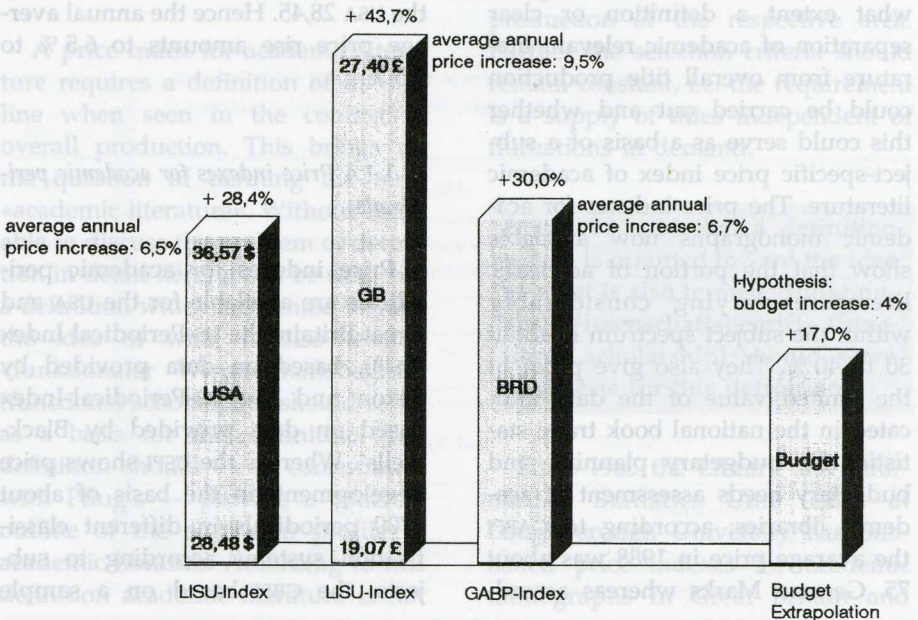
of about 900 UK-titles can merely serve the purpose of an analysis of global price development of academic periodicals published in Great Britain.

If price rise of academic monographs is clearly above the general rate of inflation, price development of academic journals is a matter of much greater concern. During the last decade price increases of US and UK-titles reached an index value of 171 respectively 231. So the annual average price rise amounts to 10,5 respectively 12,8 %. There are great differences in the price development between the humanities and science/technology.

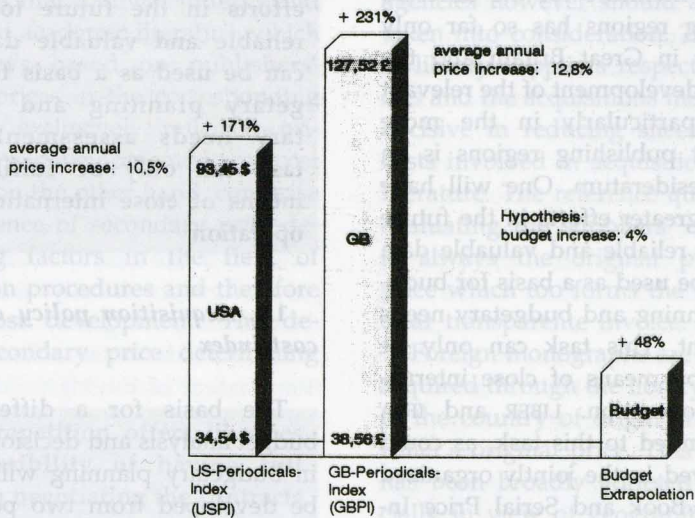
1.1.5 Development of price indexes for academic literature — a desideratum

Statistical data on academic literature, which provide information on title volume and prices as well as the developments in literature production and price increases — according to different subject categories — is an essential requirement for budgetary planning and budgetary needs assessment of academic libraries — quite apart from the fact that drafting acquisition profiles for corresponding quantitative data. The demand, already expressed in a 1977 LIBER-Project, for the creation of price indexes

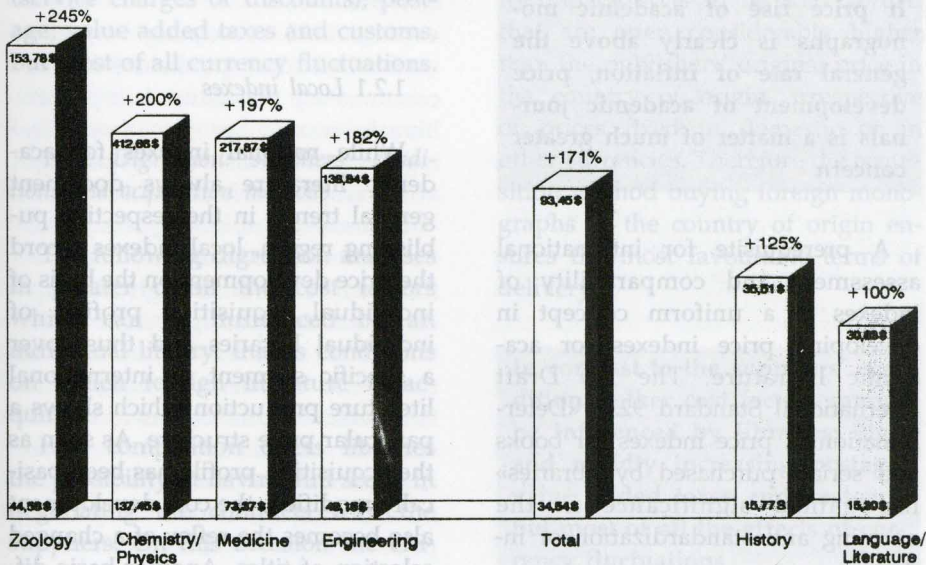
Primary Price Increase of Academic Books 1985-1989



**Primary Price Increase of Academic Periodicals
in the USA and Great Britain 1980-1990**



**Price Development in Various Subjects
USA 1980-1990**



for the creation of price indexes of academic literature for the different publishing regions has so far only been met in Great Britain and the USA. The development of the relevant indexes particularly in the more important publishing regions is an urgent desideratum. One will have to make greater efforts in the future to gather reliable and valuable data that can be used as a basis for budgetary planning and budgetary needs assessment. This task can only be fulfilled by means of close international cooperation. LIBER and IFLA have attended to this task, as could be observed in the jointly organized seminar «Book and Serial Price Indexes» during the 1989 IFLA Conference in Paris.

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A prerequisite for international assessment and comparability of indexes is a uniform concept in developing price indexes for academic literature. The ISO Draft International Standard 9230 «Determination of price indexes for books and serials purchased by libraries» has gained significance in the norming and standardization of indexes.

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1.2. Acquisition policy and local cost index

The basis for a differentiated budget analysis and decision-making in budgetary planning will have to be developed from two points: the supply of the literature market on the one side and the purchase acquisition of academic libraries on the other.

1.2.1 Local indexes

While national indexes for academic literature always document general trends in the respective publishing region, local indexes record the price development on the basis of individual acquisition profiles of individual libraries and thus cover a specific segment of international literature production which shows a particular price structure. As soon as the acquisition profile has been basically modified, the cost development also becomes the reflex of a changed selection of titles. Another basic dif-

ference between the two types of indexes is that national indexes and indexes of academic literature which are always based on publishers' original prices in the corresponding currency, exclusively reflected primary price development. Local cost indexes, on the other hand, comprise the influence of secondary price-determining factors in the field of acquisition procedures and therefore reflect cost development. The decisive secondary price determining

Free competition offers libraries the possibility of having full scope in negotiating the contracts with the suppliers

factors are the suppliers' conditions (service charges or discounts), postage, value added taxes and customs, but most of all currency fluctuations.

1.2.2 *Digression: suppliers' conditions and acquisition methods*

The following digression analyses in greater detail the cost factors which can be influenced by an individual library: that is conditions on which foreign literature is acquired.

Free competition offers libraries the possibility of having full scope in negotiating the contracts with the suppliers. On this occasion the efficiency and service offered by various

library suppliers or subscriptions agencies however should always be taken into consideration. The choice of library suppliers respective agencies and the acquisitions methods are decisive in reducing sheer delivery costs involved in acquisition foreign literature. The reference quantity for evaluating the suppliers' conditions is always the original publisher's price which too forms the basis of a clear transparente invoice.

Foreign monographs are generally acquired through the library supplier in the country of origin at the publisher's original price. This principle has been broadly adopted — especially in view of geographically determined differential pricing. Differential pricing based on geographical location means: publishers fix prices for monographs to be sold abroad that are often considerably higher than the publishers' original price in the country of origin, irrespective of prices fixed in domestic or in other currencies. Therefore the acquisition method buying foreign monographs in the country of origin ensures the most favourable terms of delivery.

In contrast to the suppliers' conditions, other cost factors cannot be influenced by libraries: high and rapidly increasing postage, value added taxes and customs, but most of all the effects of currency fluctuations

The change in the conditions of acquiring US monographs you could observe during the last year shows the influence of market mechanisms. The decline of the libraries's demand on the domestic market in the USA induced the library suppliers to strengthen their engagement on the European market. On the ground of intensified competitive pressure it has become possible to acquire US monographs now not only without additional service charges but also without postage which is taken by the library supplier. As to acquiring a significant portion of the book production from major European publishing regions such as Great Britain, the Netherlands and France, conditions are being offered which enable monographs to be acquired without postal charges and even with discount.

Despite the fact that on the one hand the librarian's efforts must aim at budget increase rates meeting the global data, on the other hand the librarian must not close his eyes to the question of financing

Among the different ways of acquiring foreign periodicals international subscription agencies play the most important role. Before contracting it is usual to collect offers for a package of titles, i. e. a particular grouping of periodicals, from vari-

ous agencies. The level of the service charges depends largely on the structure of the given package of titles — that is mainly on the average price and on the publishers' mean discount which is more and more exposed to cuts — in the libraries' point of view ultimately a hidden price increase.

While in the case of foreign monographs geographically determined differential pricing may basically be circumvented, the so-called acquisition strategy of buying round hardly applies to foreign periodicals. As the individual issues are directly shipped to the library by the publisher even if subscribed to via an agency, the subscriber's real address is known to the publisher. Nevertheless the declaration of the Commission of the European Communities in autumn 1990 concerning Pergamon established that publishers in EC-countries are not allowed to prevent libraries in member states from buying literature in the country of origin at the respective home market price.

In contrast to the suppliers' conditions, other cost factors cannot be influenced by libraries: high and rapidly increasing postage, value added taxes and customs, but most of all the effects of currency fluctuations. Particular importance has to be attached to the developments in exchange rates which possibly have more consequences than the primary price increase — either compensating for or multiplying the rate of the

primary price rise. Whereas the latter can be presented graphically as a constantly rising — linear or exponential — curve, currency developments are exposed to fluctuations resulting in currency gains or losses and thus temporarily influencing the cost development. In this connection it should be noted that the final book price of literature from the NSW (Non-Socialist-Currency-Area) for libraries in the former GDR (German Democratic Republic) tumbles by approximately 70 %, if the actual real rates of exchange are taken as a basis.

1.3 Budget extrapolation and global data

Local indexes, which record cost development on the basis of individual acquisition profiles, taking into account secondary price determining factors of acquisition, particularly that of currency, and indexes of academic literature, which always refer to the academic literature production of a specific publishing area and the publishers' original prices in the corresponding currency, complement each other in the information they provide. The latter enable the libraries' budgetary request — based on their own statistical acquisition data — in a global frame of reference and thus objectify individual assessment of needs.

Nobody is so naive as to believe that the bodies maintaining the li-

braries meet a proposed budgetary extrapolation, if the libraries are able to base their budgetary needs assessment on a broad, well-founded statistical substratum. The fact is that the nominal budgetary extrapolation rate especially in university libraries is lagging behind the global data: the increase in literature production, primary price rise and the development of the exchange rate of leading currencies. The consequences are a continual deterioration of the spending power which is more and more endangering the literature supply.

The goal to be achieved is that the respective national acquisition of foreign literature — whether provided by national libraries themselves or by national cooperation — should cover the highest possible portion of the relevant international literature production from the given point of view

In their memorandum «Barriers to the flow of books» (1990) the Working Group of European Librarians and Publishers (ELP) has pointed out the budgetary situation of libraries among others. Despite the fact that on the one hand the librarian's efforts must aim at budget increase rates meeting the global data, on the other hand the librarian must not close his eyes to the question of financing. In view of the «explosion of

literature» and the pricing policy you obviously have to doubt as to whether the financing bodies are really able to cover the cost explosion in its entirety, particularly on the periodicals market, as suggested by the International Group of Scientific, Technical and Medical Publishers (STM). It seems to be necessary that university libraries try to find other solutions in drafting their acquisition profiles: placing more emphasis on the principle of critical selection in collection building and on the exploitation of the possibilities of resource sharing and cooperative acquisition.

An example for the trend that titles are appearing on the literature market without critical selection but under the auspices of calculated profit is the great number of these dressed up as book trade publications in the FRG

In the light of this background the national libraries' commission collecting foreign literature as comprehensively as possible has gained in significance. Meaningful and reliable statistical data on academic literature which provide information on the title volume and the price development and the development in the respective publishing areas is a prerequisite for drafting acquisition profiles as well as for budgetary

planning and budgetary needs assessment. Based on conclusive methodical instruments it is necessary — facing the financing bodies — to elucidate the requirement of a budget extrapolation rate which considers the global data. The goal to be achieved is that the respective national acquisition of foreign literature — whether provided by national libraries themselves or by national cooperation — should cover the highest possible portion of the relevant international literature production from the given point of view.

2. Problems of the international literary market place

The following reflections on the international literary market place are aimed at developments covered by slogan such as «explosion of literature» and «inflationary price development».

2.1 *The «explosion of literature» and the responsibility of selection by academic publishers*

According to the latest UNESCO-Statistics, world book production increased from 1960 to 1987 by 152 %. The annual growth rate of book production including «grey literature» in the FRG amounts to 3,3 % in the last decade. The decisive formulation of the question however is: the devel-

opment of academic literature. Statements can only be made in countries where methodically correct price indexes do exist. The LISU-Indexes which almost exclusively incorporated publishers' book production show an annual 5% — increase in the second half of the eighties in Great Britain and 6% in the USA. The «literature explosion» of periodicals can be observed from the growing volume of existing titles and from the number of new titles. The data provided by Bowker show an increase of titles from 96 000 to 116 000 during the last ten years; this corresponds to an annual growth rate of almost 2%. It has to be investigated how far these results can be transferred to academic periodicals; in this context you have to mention that publishers partially consider growth in periodicals has receded.

The necessary meaningful and statistically reliable data to assess the phenomenon of an «explosion of literature» accurately is still unavailable. Although analyses in the increase of literature production are an urgent need, you may state that the hypothesis of DFG of an annual 5% — growth rate in the volume of academically relevant literature — doubling every 14-15 years — has obviously proved correct. It should also be pointed out that the number of publications outside the book trade, grey literature, appears to have increased more than literature production sold by the book trade.

Libraries are not only confronted with growth rates in literature output of classical print media, they are also challenged by the expanding market of the wide spectrum of non-book material

It is a fact that the acceleration of the academic information process has been reflected in an exponential growth in literature since the early fifties. In the light of this fact academic publishers now carry special responsibility. The «publish or perish syndrome» produces a host of manuscripts in the book and journal market which requires a corrective from the academic publisher, that is selection, meeting high quality principles and considering the aspects of multiple publication of more or less identical manuscripts. It is an established fact that the selection function of academic publishers in Western Europe and North America is in all insufficiently used. An example for the trend that titles are appearing on the literature market without critical selection but under the auspices of calculated profit is the great number of theses dressed up as book trade publications in the FRG. That highly qualified academic studies on specialised topics sometimes can be published only with difficulty (i. e. with high subsidies towards publishing costs) does not contradict the preceding sentence.

2.2 Digression: a new market — electronic publications

Libraries are not only confronted with growth rates in literature output of classical print media, they are also challenged by the expanding market of the wide spectrum of non-book material.

In addition to the microform offer having been in the limelight during the last years, being of great importance as to preservation and conservation—although producing now and then grotesque publications —, electronic publications especially such as CD-ROM are rapidly gaining ground. The offer of this promising information medium is not only tightening the budgetary situation but is basically influencing the libraries' commission of collection building. On considering the licence contracts enabling libraries to use CD-ROM as well as the questionable durability of information stored on compact discs you can observe a fundamental widely not yet realized change in regard to the function of libraries. Access to information is replacing building up collections — a development making librarians more dependent upon publishers than ever before.

2.3 Price policy of academic publishers (with special regard to periodicals)

In the past, librarians have always complained of price increases for

academic literature, mostly assuming nothing could be done. In the future price policy of academic publishers, particularly that of multinational or international publishing groups, will have to be investigated to a much greater extent. So far our American colleagues have been the ones who have dealt with this topic intensively — I would just like to mention the Serials Prices Project initiated by the Association of Research Libraries (ARL) in 1988.

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The analyses of price policy of periodical publishers must be comprehensive and more differentiated than the studies having to meet the requirements of budgetary planning. The analysis has to take into account the different factors that determine price structure and development. In judging the price level it is indispensable to have a look at the volume, i.e. the number of issues and pages, and the technical quality of the publication's printing. It is the number of subscriptions that is determining the price to a high degree on ground of the high portion of fixed costs. The circulation level depends on the scope, that is the degree of speciali-

zation of the periodical as well as on the type of periodical — for example academic research journal or professional journal, newsletter or review journal. The issued number of copies

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again influences to what extent income from advertising is a factor in price calculation. Finally the price structure depends on whether the serial is published by a commercial publisher or by a society. Society-affiliated publications levy page charges — the publishing costs therefore are, in part, borne by the authors.

As far as price development is concerned, prices rise far beyond the rate of general inflation (especially in the areas of science and technology) are justified by two main arguments: greater volume of the single title and shrinking numbers of subscriptions. The decrease in the number of subscriptions is caused — in the publishers' point of view — by the possibility of copying, whereas copy compensation on the ground of copyright regulations is often looked upon as ridiculous alms. The publishers who often play down the cost-saving effect of new technologies applied in production also state

that price policy cannot be considered isolated for individual titles but always in the context of the general title spectrum of the publishing house. Profits gained from some titles would allow subvention of highly specialised serials or new publications. This brings us back to the question of inflation in the number of manuscripts being on offer. Representatives of commercial publishers emphatically point out high rejection rates — yet stress that competition on the market prevents stricter selection.

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It is remarkable that publishers are still adhering to the fiction that there is a «self-regulating market» and that unsolved problems can be reduced to the simple maxim: «if you don't like it, don't buy it and we won't publish it.» When publishers express the idea that because of strong competition among publishers the self-healing powers of the free market would function as price regulatives, this idea is not particularly convincing in the light of practical

experience. The price rise does often not appear justified by cost development. It has been shown, after all, that especially periodicals which have to be considered indispensable are subject to exorbitant price increases. The fact that publishers — producing titles which cannot be substituted by other periodicals — have adopted a monopoly is all the more striking in the light of the tendency towards mergers and international interlocking.

The question of whether research literature, which does possess certain characteristics of a good, may be reduced to the level of such a good as a refrigerator needs to be discussed — particularly in view of the fact that an academic journal serves to disseminate the results of scientific investigations primarily financed by public funding, not to mention publishing subsidies of various kinds

The price increase of basically irreplaceable titles showing extremely little fluctuation in demand is often forced by the policy of differential pricing in its various types. In addition to differential pricing based on geographical location which was mentioned above there is dual pricing according to the subscriber's status, by which libraries are badly affected. While in the past the differ-

ence between the institutional price relevant for libraries and the individual rate for private subscribers was at least in part moderate, there has been a tendency in recent years for this price difference to increase drastically. There is a growing gap between the two prices seen in absolute terms — a striking example being the Tetrahedron Letters. Publishers generally justify mark-ups for libraries, for example in Germany, have to pay not only copy compensation but also lending royalties on the ground of copyright regulations, they are basically paying twice for compensating for multiple use.

Despite the fact that there is no reason for naive, unrealistic optimism libraries will have to face the challenge of dealing openly and competently with publishers without seeking confrontation. They will have to try to take on an active part in the international literary market place

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serves to disseminate the results of scientific investigations primarily financed by public funding, not to mention publishing subsidies of various kinds.

In a situation in which pricing policy, especially of important multi-national publishing houses, is apparently more and more geared toward maximization of profit, in which the inflationary price development of research literature, particularly of scientific, technical and medical periodicals, is causing a continual deterioration of the purchasing power of academic libraries, in which the exploding fixed costs are cutting means for acquiring monographs and the supply of literature as such including in the humanities and social sciences is being endangered — in such a situation libraries cannot remain in a passive and resigned attitude.

Library organizations should make it clear to publishers on a national and international level just how far-reaching the effects are of a pricing policy which is no longer based on cost developments

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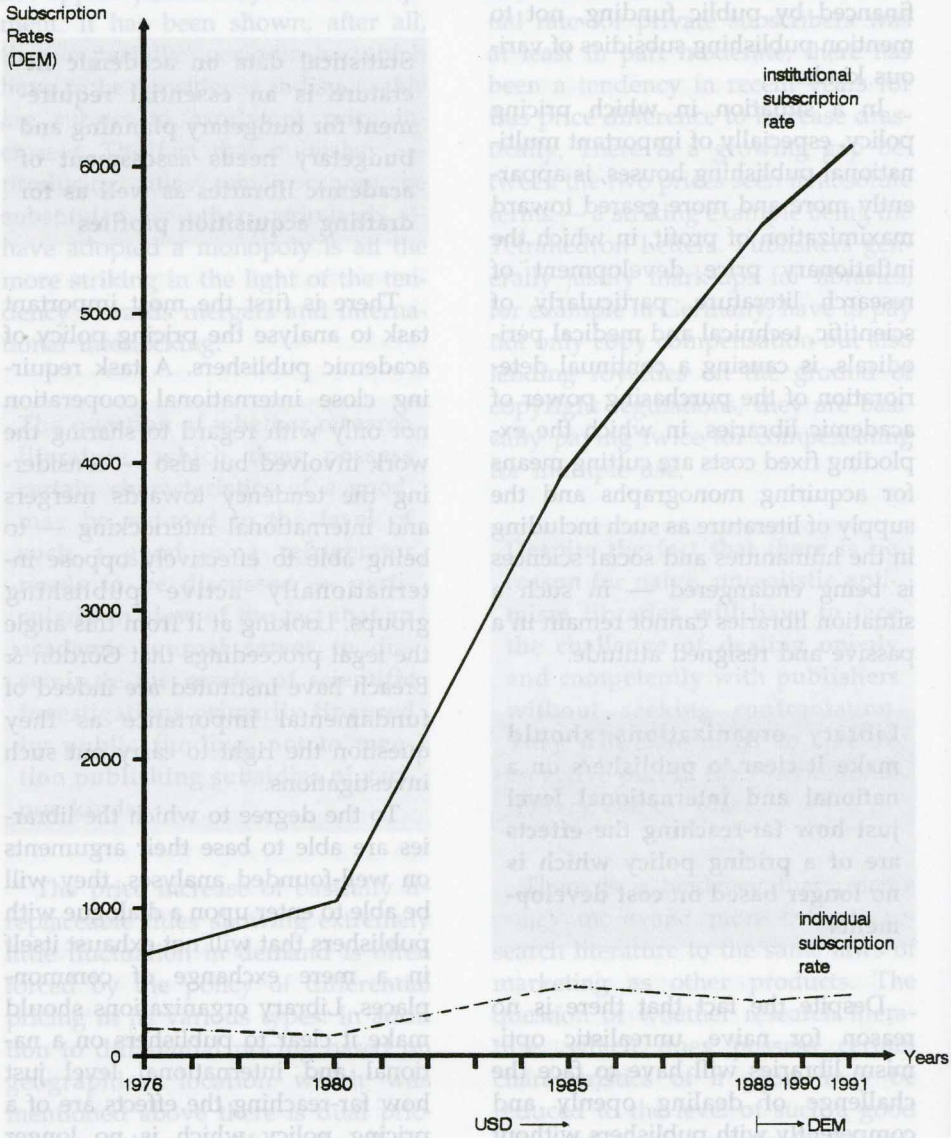
in the international literary market place.

Statistical data on academic literature is an essential requirement for budgetary planning and budgetary needs assessment of academic libraries as well as for drafting acquisition profiles

There is first the most important task to analyse the pricing policy of academic publishers. A task requiring close international cooperation not only with regard to sharing the work involved but also — considering the tendency towards mergers and international interlocking — to being able to effectively oppose internationally active publishing groups. Looking at it from this angle the legal proceedings that Gordon & Breach have instituted are indeed of fundamental importance as they question the right to carry out such investigations.

To the degree to which the libraries are able to base their arguments on well-founded analyses, they will be able to enter upon a dialogue with publishers that will not exhaust itself in a mere exchange of common-places. Library organizations should make it clear to publishers on a national and international level just how far-reaching the effects are of a pricing policy which is no longer based on cost developments. On IFLA level the Stockholm Workshop «Will

Differential Pricing (Tetrahedron Letters, Pergamon Press)



the chain break?» opened the dialogue with academic publishers. All factions concerned by the process of scholarly communication — authors/ /editors, publishers, subscription agencies, library suppliers and last but not least librarians — were invited to participate in the discussion on the crisis involved in the present system of academic communication.

3. Outlook

Finally summary theses will be formulated.

The development of methodical instruments providing information on academic literature production and price increases in the respective publishing areas — according to different subject categories — is an urgent desideratum. The task can

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It seems to be necessary, that university libraries try to find other solutions in drafting their acquisitions profiles: placing more emphasis on the principle of critical selection in collection building and on resource sharing and cooperative acquisition

In particular university libraries are concerned by the continual deterioration of the purchasing power forcing them and more to sometimes drastically cut their acquisition programmes. As the literature supply is increasingly endangered on this level, the national libraries' responsibility of national literature provision has gained in significance. Reflections are aimed at decentralization of the national libraries' universal commission acquiring foreign literature by sharing the responsibility of national literature supply among various libraries.

The academic libraries must not close their eyes to the question of financing. In view of the «explosion of literature» and the price development you obviously have to doubt as to whether the financing bodies are really able to cover the cost explo-

only be fulfilled by means of close international cooperation applying

sion in its entirety. It seems to be necessary, that university libraries try to find other solutions in drafting their acquisitions profiles: placing more emphasis on the principle of critical selection in collection building and on resource sharing and cooperative acquisition.

All factions concerned by the process of scholarly communication should participate in the discussion on the crisis involved in the present system of academic communication and alternative models — such as electronic publishing.

The libraries are able to reduce considerably the costs involved in acquiring foreign literature by applying appropriate acquisition methods and by choosing the library suppliers and the subscription agencies

The libraries will have to face the challenge of the international literary market place also by arguing openly and competently with publishers

without seeking confrontation. Based on differentiated and well-founded analyses investigating in particular the pricing policy of international academic publishing houses the library organizations will be able to enter upon a dialogue with publishers making it clear on a national and international level just how far-reaching the effects are of a pricing policy which is no longer based on cost development. All factions concerned by the process of scholarly communication should participate in the discussion on the crisis involved in the present system of academic communication and alternative models — such as electronic publishing.

The libraries are able to reduce considerably the costs involved in acquiring foreign literature by applying appropriate acquisition methods and by choosing the library suppliers and the subscription agencies. Referring to rationalization and enhancement of efficiency electronic data flow and exchange between the book-trade and the libraries is an urgent requirement.