

*The Committee on Relations with Information Vendors (CRIV) wishes to express its appreciation to Dick Spinelli and Cindy Spohr for their kind assistance in the preparation of the reports below, as well as their sponsorship of these two informative and helpful meetings.*

### **LEXIS Publishing Librarian Panel Report**

The LEXIS Publishing Librarian Panel met for the first time in Dayton, Ohio, on October 19 and 20, 1999. Since then we have met regularly through monthly telephone conferences. In the November through February conferences, we discussed various topics in the areas of product packaging, librarian communications, invoice integration, and customer service integration.

Because of these discussions, in December 1999, LEXIS Publishing sent to Technical Services law librarians Rolodex cards, a list of "LEXIS Publishing Publications Shipped by Year-End 1999," and a letter with an overview of changes planned to begin in January 2000. This was the first in a series of planned communications to keep Technical Services law librarians up-to-date on the LEXIS Publishing branding changes.

With each product bearing the new LEXIS Publishing name, LEXIS Publishing also sends insert letters to inform librarians of the change. Working with the Librarian Panel, LEXIS Publishing has revised the copyright statement on some of its publications. The new copyright notice, "Matthew Bender & Company, Inc., one of LEXIS Publishing companies," now accurately describes the copyright holder and its relationship with LEXIS Publishing. How these changes will affect cataloging practice in law libraries is frequently discussed during the telephone conferences.

To reach more Technical Services librarians, a Technical Services section now appears on the LEXIS Publishing home page for professionals (<http://infopro.lexis.com>). A broadcast e-mail listserv for Technical Services librarians is under development to focus specifically on the latest changes and revisions regarding LEXIS Publishing products, billing, and customer services, but it will not be used as a marketing tool.

At the February telephone conference, the proposed billing document changes and the priorities for changes were discussed. The "go-live" date for the proposed customer service integration of Matthew Bender, Michie, and Shepard's will probably be in early 2001. Before the "go-live" date, LEXIS Publishing plans to offer its customers the opportunity to merge their Shepard's, Matthew Bender, and Michie accounts if they choose to do so.

As of April 1, almost all of the Michie products will be shipped from Conklin, New York. Returns for all publications from Matthew Bender, Michie, and Shepard's will be routed to the Conklin, New York, address.

In future telephone conferences, the LEXIS Publishing integration groups will continue to review with the LEXIS Librarian Panel planned changes in product package, invoice and, customer service integration.

Members of the LEXIS Librarian Panel are: Cynthia Aninao (University of Cincinnati), Melody Lembke (Los Angeles County), Mary McKee (Fordham Law School), Anne Morrison (Prince George's County, Maryland), Anne Myers (Boston University), Betty Roeske (Katten Muchin & Zavis), Lorna Tang (University of Chicago), and Cindy Spohr (LEXIS Publishing).

### **Meeting of the CLAS Technical Services Librarians with Dick Spinelli of William S. Hein & Co., Inc.**

JoAnn Hounshell (Head of Acquisitions at Northwestern University Law Library) invited the Chicago Legal Academic System (CLAS) Technical Services librarians to a meeting with Dick Spinelli, Vice President of Sales & Marketing for William S. Hein & Co. Following its acquisition of Fred B. Rothman & Co., the Hein Co. wanted to explore ways to improve the former Rothman Green Slip Bibliographic Service and to expand its service as a book agent. To accomplish these goals, Hein is seeking input from Technical Services librarians.

The lunch meeting, hosted by William S. Hein & Co., was held at the Northwestern University Law Library in downtown Chicago on February 3, 2000. Attending the session were Mary Lu Linnane (DePaul University), Sandra Klein and Joe Thomas (Notre Dame University), Carol Klink (Loyola University), JoAnn Hounshell, Cynthia Johnson, Catalina Padilla and Eloise Vondruska (Northwestern University), Julie Stauffer and Lorna Tang (University of Chicago), and Jim Mumm (Marquette University).

Spinelli opened the meeting with a brief history of the Green Slip Service, begun by Rothman in 1968. Many law librarians have been using this service to help select and order new titles in law and related fields. Librarian bibliographers who add content information directed at the larger law libraries select the Green Slip titles. The full bibliographic information for each title selected is printed on 3x5 slips and mailed weekly to paid subscribers. Titles appearing on green colored slips are available from Hein at the retail price, while titles on white slips are available from Hein with a service charge added to the retail price (publishers of these titles do not offer Hein a trade discount).

During the meeting, attendees discussed a number of issues related to improving the bibliographic service. Among these issues were the possibilities of issuing the service in an electronic format, a proposed review of the adequacy of the information currently provided on the 3x5 slips, and an examination of the possibility of changing the size of the slips to 4x6 inches.

A number of other issues were reviewed regarding Hein acting as an agent for monographs. Spinelli acknowledged that Hein might not be able to compete with the attractive discounts provided by larger library agents such as Blackwell, Baker & Taylor, or YBP. But Hein could offer approval plans, year-end credits based upon annual monograph purchases through Hein, semi-annual reports of a library's purchasing habits, and semi-annual reports of purchases made by peer institutions.

These issues and several others are part of a "Bibliographic Service Survey" distributed to attendees by Spinelli at the conclusion of the meeting. If you are interested in completing the survey, please call Dick Spinelli (800/776-45610), or request a copy through his e-mail ([d\\_spinelli@wshein.com](mailto:d_spinelli@wshein.com)). All interested librarians are invited to complete the survey.

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