



**Art Libraries Society of North America, 34th Annual Conference
Banff Springs Hotel, Banff, Alberta, Canada, May 5-9, 2006**

**Workshop 11: A Classical Education: Collections Building in Classics and
Archaeology**

Sunday, May 6, 2006, 1:30 pm-3:30 pm

Moderator: Lucie Wall Stylianopoulos, Librarian for Art, Archaeology, and Drama,
University of Virginia

Speakers: David Sullivan, Classics Librarian, University of California, Berkeley. "The
Good, the Bad, and the Ugly: Acquiring Italian Library Materials in the Classics."

Lucie Wall Stylianopoulos, Librarian for Art, Archaeology, and Drama, University of
Virginia. "Rembetika and Ruins: Searching the Backstreets of Athens for Books."

Gerald Heverley, Classics Librarian, New York University. "How to Build a
Retrospective Collection in Classics: the NYU Project."

Dena Schoen, Director of Sales, North America, Harrassowitz.

Recorder: Michael May, University of Alberta Libraries, Edmonton, Alberta, Canada.

Summary:

**David Sullivan, Classics Librarian, University of California, Berkeley. "The
Good, the Bad, and the Ugly: Acquiring Italian Library Materials in the
Classics."**

The Good: Mr. Sullivan stated that Italian scholarship in Classics and Classical
Archaeology has been on the upswing since WWII: 5% of new titles in Italy deal with
these two areas. In contrast to the days when there was no Italian national
bibliography, book vendor Casalini's I libri database is most welcome
(<http://www.casalini.it>).

The Bad and The Ugly: While there is a lot of interest in Italy in Classics and Classical
Archaeology a lot of the material published is popular rather than academic,
requiring specialized knowledge as to what is suitable or not. David mentioned the
following:

- Many Italian editions of classics, and monographs on ancient art are geared to the
non-research audience. These works are sold on newsstands, etc., but also appear
in I libri. Avoid buying monographs from the following publishers: Newton &
Compton, Garzanti, Mondadori, UTET, and any of the "Biblioteche universali"
(Laterza, Rizzoli, etc.).
- The phrases "colloqui internazionali" and "giornate di studi" identify gatherings of
Italian academics with perhaps one or two non-Italians passing through the area.
These publications are often not up to the scholarship of refereed publications. The

tables of contents for books that are present in I libri are helpful in evaluating questionable materials.

- Co-sponsored publications, in which the co-sponsor is a bank, car-maker, etc., should be approached with "cautious skepticism." These books were at one time offered for free to promote the co-sponsor, however they're increasingly being sold by vendors.

Also problematic is the fact that Italian publications are quite expensive – e.g., \$250.00 for a recent edition of Propertius. Although there is a "torrent of site reports," publishing in this area is dominated by a few firms. And since they tend to specialize, publishers of site reports find it difficult to support small sales in Classical Archaeology with greater sales in another area. David stated that a notable amount of research in Papyrology is made available via the Web, and that this might be a good model to follow for Classical Archaeology.

David had occasion to refer to the English edition of Pauly (i.e. New Pauly) as being faulted with poor translations from German into English. For more, see the review in Bryn Mawr Classical Review (<http://ccat.sas.upenn.edu/bmcr/2003/2003-10-04.html>).

After the end of David's presentation a question from the audience was: Is a \$24,000.00 budget for combined monographs and journals, sufficient to support a Classics department with 8 faculty members and a PhD program? Quiet murmurings in the audience preceded David's recommendation to "Quadruple that." Talking informally after the session David stated that for a department of this size with a PhD program, \$50,000.00 should go to journals.

Lucie Wall Stylianopoulos, Librarian for Art, Archaeology, and Drama, University of Virginia. "Rembetika and Ruins: Searching the Backstreets of Athens for Books."

Ms. Wall Stylianopoulos described her selection activities for literature related to the Classical Archaeology of Greece, in support of 3 faculty members.

The Fine Arts Library at the University of Virginia and has 6 approval plans with different vendors. It is important to have vendors with local knowledge, as they will be able to acquire material that the large North American vendors cannot -- most Greek material for example is not available via North American vendors. Related to this is the importance of having library acquisitions staff (such as Lucie's) that are willing and enthusiastic about finding obscure material.

Lucie lived for several decades in Greece; during return trips she keeps in touch with her suppliers of Greek titles. One of these suppliers is Andromeda, a family-run bookstore which is located (along with many other specialized bookstores) near the Greek Academy in Athens. Andromeda has a website that's easy to use (http://www.andromedabooks.gr/index_main.php); they will also send e-mail alerts on request.

Another firm that Lucie uses is G.C. Eleftheroudakis (for whom Lucie was at one time export manager). Eleftheroudakis is a large chain whose bookstore at the Athens airport specializes in Classics. Their website is in Greek only.

Core subscriptions for Classical Archaeology of Greece are: Corpus Vasorum Antiquorum (CVA), Lexicon iconographicum mythologiae classicae (LIMC), Thesaurus Cultus et Rituum (ThesCRA), Archaologikon Deltion (AD), Praktika tes en Athenais Archaologikes Hetairias apo (PraktikaArchEt).

Lucie stated that since inter-library loan staff typically do not read Greek, ILL of Greek titles is difficult and it's therefore best to own the material locally. She also suggested making use of our collections colleagues in Athens: e.g. the British School at Athens, the American School of Classical Studies, and other foreign schools such as the French and the Italian.

Gerald Heverley, Classics Librarian, New York University. "How to Build a Retrospective Collection in Classics: the NYU Project."

Mr. Haverly described his plan to spend a \$100,000.00 donation to Bobst Library at New York University, for the retrospective purchase of monographs in Classics (Greek and Latin literature and philology, plus ancient history). Twenty-thousand dollars is to be spent annually for 5 years, and Gerald is 2 years into the program.

The first priority of the donor (a knowledgeable, long-time user of Bobst Library) is to fill gaps in the Library's holdings of editions, commentaries, reference works, and seminal monographs. To this end a PhD student searcher has checked Library holdings against bibliographies in the Oxford Latin Dictionary, Liddell and Scott's Greek-English Lexicon, Oxford Classical Dictionary (3rd ed.), a bibliography of commentaries compiled by members of NYU's Department of Classics, and the shelflist of the Center for Hellenic Studies Library in Washington, DC (a "model research collection for the Greek side of classical studies" that contains 34,000 vols.).

Current statistics: Desiderata to date total 1,333 titles, 20% of which are in print and have been ordered. The other 80% have gone to Harrassowitz for O.P. searching – 152 of 1,058 titles have been found and purchased at an average price of \$111.00.

Given spending to date, Gerald feels that that more than \$100,000.00 will be needed to fill the gaps in the Classics monograph collection. The broader collections context is Bobst Library as a whole, which has approximately 3 million items, and has focused on becoming a major research library for only the past 3 decades.

Gerald has been very happy with both Harrassowitz, and his student searcher who has extensive library experience and language skills. Gerald has also appreciated having good communications technology (e-mail, an Excel spreadsheet, and a CD-ROM arriving with the CHS shelflist within a week of requesting it), plus very supportive administrations within the Library and the Department of Classics.

Dena Schoen, Director of Sales, North America, Harrassowitz.

Ms. Schoen stated that she would not be using the workshop as an opportunity to promote Harrassowitz' services. She made a point of introducing Casalini rep

Kathryn Paoletti from the audience, and also solicited Kathy's views and referred to Casalini several times during her talk.

Important points made during Dena's presentation lend themselves to a bulleted list:

- Vendors don't have as much clout with publishers as librarians think they do – notably with respect to pricing.
- Profits are made only on the difference between publishers' list prices, and discounts.
- Special requests from libraries eat into vendor's profits, and profit margins for book vendors are shrinking.
- There is a robust publishing practise in monographs for Classics and Classical Archaeology; however, serials are eating up library budgets.
- Vendors have a financial need to sell books published by firms outside their own home country – e.g. Harrassowitz would not make an adequate profit if all it sold were German Classics titles.
- Librarians should be aware of vendors' markets: make sure vendors are geared towards academic books.
- Only one library school in North America has a course devoted to library/vendor relations: the University of Western Ontario (London).