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**Professional/
Scholarly
Publishing**

Bulletin

Volume 1, No. 3, Winter 2000

Chairman's Corner

Many of us are recently back from the Frankfurt Book Fair, and I'm sure we all feel energized by this annual experience. To see the entire global publishing industry in one place at one time is still exciting, even in this age of continuous email contact with colleagues and customers.

For Professional and Scholarly Publishers the Fair was interesting and productive. The announcements surrounding digital publishing initiatives were certainly a key theme. But I would venture that for many of us in professional and scholarly markets, digital publishing goes far beyond the headlines and press releases and is an everyday reality.

The AAP's conference on e-book standards drew a large and enthusiastic audience. Under the leadership of Pat Schroeder, former AAP Chair Peter Jovanovich, and current Chair Bob Miller, this project has put the industry in the forefront of helping to create a viable new market.

Other meetings in Frankfurt also helped focus industry-wide efforts on new digital publishing opportunities. The annual meeting of International STM included a briefing on copyright developments in the European Directive. PSP Vice President Barbara Meredith attended a portion of the STM Executive Board meeting to stress the importance of several European issues to our members in the United States.

Finally, the annual Frankfurt breakfast meeting on piracy, especially well-attended this year, showcased the renewed efforts of AAP—under Pat Schroeder with Susan Pai—in key regions around the world. We all know that piracy has a direct effect on our financial performance as professional and scholarly publishers, and it was reassuring to see specific actions being taken and specific plans moving forward.

See you at the PSP Annual Conference in February! Don't miss it!

Ted Nardin
Vice President
Professional Book Group
McGraw-Hill

Piracy of PSP Materials in China

by Myer Kutz, Editor

According to Susan Pai, AAP Deputy Director, International Trade Relations, piracy of STM books and journals in the People's Republic of China is extensive and state sanctioned. Conservative estimates are that American book publishers have lost over 250 million US dollars in the last two years alone. Pirated books and journals have accounted for 95% of the total market since 1997. Most book and journal piracy in the PRC is in the form of whole book or journal photocopying, with the lion's share of piracy promulgated by state owned publishing houses.

Here is a review of Pai's concerns:

Journals Piracy is Extensive. Pirated journals make up between 50% and 90% of the journal holdings of nearly all of China's approximately 1000 universities. Pirated journals are held in the "private stacks" of the libraries. These stacks are off limits to foreigners. However, lecturers, researchers, librarians and students who regularly access these rooms have confirmed the continued existence of extensive collections of pirated journals from as far back as 1982. At the recent Beijing book fair, one American publisher passed around a bound edition of 6 pirated issues one of their monthly journals, borrowed for them from a Beijing University by one of their students.

The Major Pirate is a State-Owned Enterprise. AAP members report that World Publishing Corporation, which is

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Piracy in China

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owned by CNPIEC, is responsible for most of China's journals piracy. (CNPIEC—The China National Publishing Import and Export Corporation—is the largest importer of books and journals in China. It is also the main organizer of the Beijing International Book Fair and recently set up a translation copyright agency and an online bookstore handling imported books.) Informants have reported that World Publishing pirates up to 3000 foreign journals, mostly through their Xian branch, but also through their Shanghai, Beijing and Guangzhou branches. They promote directly to university libraries through catalogs and leaflets, and as far as we know still have a designated P.O. Box set up in Xian through which medical professionals are able to order pirated subscriptions.

Journal Piracy is State Sanctioned. CNPIEC belongs to the Ministry of Science and Technology. All universities in China fall under the Ministry of Education or other government ministries. Although there is constant denial by government officials that journal piracy exists, it would seem such widespread practice could not have gone unnoticed in a country where publishing is so strictly controlled. The pirated journal copies mentioned earlier had the Chinese equivalent of ISBN's, which are issued and strictly controlled by the PPA, the government body that oversees all publishing activities in China. Moreover the former head of the Xian Branch, Li Feng, recently was promoted to President of World Publishing Corporation, due at least in part to his commercial success at the Xian branch and in recognition of the "service" he was providing China's education and research

communities. Recently, at a Chinese publishing industry discussion forum attended by a member, Li Feng was overheard describing to other Chinese participants his formula for setting prices of pirated journals.

Other State Sanctioned Piracy Exists. AAP members report reference books are pirated by state-owned enterprises and marketed aggressively to government organizations. National and Provincial Universities also engage in wholesale photocopying of foreign textbooks for courses at their universities.

Industry Losses are Massive. For international journal publishers, losses due to journal piracy in China far exceed those from any other single source in Asia. This situation is all the more dire due to the fact that one company alone is responsible for nearly all of that piracy, and that CNPIEC has a near monopoly on book and journal imports.

Risk of Inaction. Electronic journal piracy is not yet a major issue. Because of growing market demand and rapid infrastructure improvements, however, it is essential to stop state-sponsored piracy before it spreads to electronic formats. Failure to do so would have potentially horrific implications not just for online journals publishing but for all types of electronic publishing.

Market Access—Another Critical Issue in China. As with piracy, market access needs to be part of the solution. Stephen Anderson, US Commercial Attaché, stressed this point recently at a meeting with AAP members. Although publishers will reportedly be allowed to set up business independently, it is widely anticipated that roadblocks such as the selective assignment of required ISBN numbers will serve to eviscerate market access.

Ebooks

Here's a short checklist of web sites with ebook initiatives, as well as interesting information and opinions about ebooks. PSP publishers whose sites are not included here are also recommended reading. If you know of other web sites I should include in future web site checklists, please email them to me.—Myer Kutz, Editor

www.ciaonet.org

Columbia International Affairs On-line (CIAO), a collaboration between Columbia University Press and the Columbia University Library, includes books from numerous publishers.

cognet.mit.edu

A core repository of digitized text, featuring major reference works, along with a customized netLibrary TM collection of MIT Press cognitive and brain science titles, select Publisher Collections, material from a range of leading journals, Proceedings abstracts and Poster Session material from the major professional conferences, and a range of digitized reference tools.

earthscape.org

A wide range of research and educational resources,

including books on earth sciences and environmental policy. A collaboration between Columbia University Press and Columbia University. Sold by subscription.

ebook-gemstar.com

Information about the lightweight device for reading books, magazines and newspapers.

ebooknet.com

Ebook industry news about copyright, rights and security, formats and standards, markets (consumer, education, international, and libraries), booksellers, electronic publishers, hardware companies, software companies, and traditional publishers.

ebrary.com

Books, journals, maps, periodicals and digitally archived material, most of which was previously inaccessible via the Web.

franklin.com

Information about Franklin Electronic Publishers' library of handheld electronic reference products, including medical reference works.

knovel.com

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Ebooks

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Portal which combines the electronic distribution of Scientific/μTechnical reference information, including books, from many publishers with sophisticated data analysis.

libraryjournal.com/articles/infotech/digitallibraries/20000801_15318.asp

A Library Journal article that discusses ebook markets.

netlibrary.com

Provides electronic books to academic, public, corporate, and private libraries.

pages.drexel.edu/~jmh29/653/final.pdf

Interesting take by an academic on a wide variety of ebook issues.

reciprocal.com

A company that provides secure digital distribution services.

safari.oreilly.com

Allows subscribers to read and search a collection of O'Reilly titles.

versaware.com

Versaware Inc.'s system for ebook publishing and distribution.

GLOBAL VIEWS

It Was the Best of Times, It Was the Worst of Times...

We expat Brits are a sentimental lot. In the past few weeks I've read two books tailor-made for devotees of Masterpiece Theater. First, 'A Tale of Two Cities'. The introduction to the Penguin Popular Classics edition tells us this about Charles Dickens: "His advocacy of an international copyright law (in 1841) aroused the hostility of the local press." Next, in Hesketh Pearson's biography of Gilbert & Sullivan: "There was no copyright agreement (between the US and England, in 1878), so unless the author of a play could produce it on the spot, before anyone else could steal it and produce it first, he could whistle for his royalties."

Well, whoever would have thought it? For at least the last decade, the US Trade Representative has been gunning for strong copyright laws (and their enforcement) around the world, but it's really not that long that the US was seen as too lax in its copyright regime. What a turnaround: strong and progressive domestic legislation, the Berne Convention, and a run of (mostly) good results in the courts—things are looking good on the home front. But, while US copyright law might work really well in the US, it isn't the same law as you find in other countries. Not being aware of those differences can seriously damage your IP health, especially in our increasingly digital world.

Once you cross the pond...

First, copyright law is domestic: each country has its own. For obvious reasons, there's a lot of symmetry in what is protected by copyright, but how it's protected, and the limits on that protection—these can vary greatly. An example. You have fair use. Where I come from (England) and where I now live (Canada) there is fair dealing. They're not the same. Fair dealing is very specific in defining the purposes of the copying: only research, private study, news and news commentary qualify. So, teachers in Canadian schools cannot photocopy published material for classroom use (because that's for education), which arguably makes the Canadian legislation much tougher than the US law. However, non-

profit libraries in Canada enjoy an exemption that permits them to send digital copies of articles to other non-profit libraries anywhere in the world, and with no "rule of five" to keep this within reasonable bounds. Once you cross the pond, it gets much more complicated. In continental Europe, notions of copyright can be very different, and instead of fair use/fair dealing you may instead find concepts of private use and various forms of compulsory licensing. Keep going through Asia into those countries that do have effective copyright laws and you'll find there is typically an amalgam of fair use and fair dealing that looks good, but can be offset with very patchy enforcement. In short, you cannot assume that the protections and practices you're familiar with here will apply to how your publications are used in other countries.

Secondly, in addition to the basic differences in copyright law and copyright protection, you have to be aware of copyright licensing. Where you are, it's simple. If someone wants to photocopy your publications (beyond what fair use may allow) they should ask you for permission, or go to the Copyright Clearance Center or other third-party agency. But this isn't necessarily how it works outside the US. Organizations similar to the CCC usually have agreements with CCC. These agreements allow them to include CCC members' repertoire in their own licensing schemes. In terms of 1) who is licensed and for what, 2) which copyright technologies are permitted, and 3) the level of reporting on what is copied, there can be major differences between what happens in the US and elsewhere. Prices can also differ, because licensing agencies have to deal with local markets and pricing levels. With very few exceptions, their licensing fees are less than apply in the US.

Then there is compulsory licensing...

In some countries, there are yet more pitfalls. One is quasi-judicial control of prices. For example, in Canada, the UK and Australia, tariffs for photocopying can be fixed by

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Best of Times...

(Continued from page 3)

tribunals. Then there is compulsory licensing. This comes about under legislation that guarantees user rights to copy (usually in the education sector) in return for appropriate remuneration. There's no opting-out. A variation on this, found in several European countries, allows private (and sometimes more extensive) copying, but with no direct remuneration. Instead, money is collected through equipment levies (usually on photocopiers) that are then shared in ways that rarely result in much of it leaving the country, and with no identification of what was copied. A recent, and very alarming, trend is to extend these rights to include copying from websites and electronic files through a levy on computers.

New technology adds to these woes, of course. Publishers now conveniently provide their customers with content in formats that make subsequent distribution so much easier, while foreign copyright laws can effectively enable those customers to compete with you, often under the rubric of inter-library loan or other library and educational exemptions.

The US Copyright Act does forbid the unauthorized importation into the US of US-copyrighted material, which in theory should stop your own publications coming back into the country at lower prices. This issue cropped up a few years back with the document supply practices of the British Library. But the ban is on import, not export, and if the exporter doesn't have a business presence in the US there really isn't much that can be done—especially as the onus is on the US publisher to complain, and the US customs service to intercept the material at the border.

There are solutions. You need to know and work with your customers. You have to understand foreign copyright laws. You need carefully drafted contracts and licensing agreements. And you need to be aware of how copyright licensing agencies operate in your key markets.

—Andrew Martin

(Consultant specializing in international copyright, licensing and permissions)
tel: (416) 405-8518, fax: (416) 405-8275
andrew.martin@sympatico.ca

New PSP Members

Al-Basheer Publications & Translations

10515 E. 40th Avenue, #108, Denver, CO 80239-3264
www.al-basheer.com

Rebecca Sweidan, Association Coordinator
Phone: 303-574-0095; Fax: 303-373-0943
Email: al-turki@al-basheer.com

Al-Basheer Publications & Translations, begun in 1417 Hijri, 1996 C.E., is dedicated to publishing high quality books on Islam from only authentic sources. Our titles are by distinguished scholars from around the world. Most notably, we are the publisher for books written and translated by Sheikh Jamaal al-Din Zarabozo. Al-Basheer Publications & Translations is dedicated to the spread of knowledge from the Aqeedah and Minhaj of Ahl us-Sunnah wa al-Jama'at. We distribute more than 200,000 items, including books, tapes, videos and gifts. Al-Basheer Publications & Translations has also added a Graphics & Web Development department. With over 20 years of experience, this department is dedicated to provide high quality services in Graphic Design, Web Design, Web Hosting and Consulting.

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Email: sgstalder@bernan.com

Bernan, founded in 1952, publishes reference works focusing on government information and statistics. Among Bernan's titles are original government-related reference

books and directories, as well as works published in cooperation with some of the most influential agencies in the world, including the World Trade Organization and the U.S. Bureau of Labor Statistics. Our team of experienced editors and data analysts have put together collections of hard-to-find government statistics, including data and analysis that are not available in print from any other source.

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booktech.com is a 5 year-old, digital and on-demand publisher of custom textbooks and coursepacks that has emerged as a recognized innovator in the rapidly growing online education and custom learning market. The company has digitally processed and stored approximately 60,000 works. By the end of the year 2000, the company expects to have digitally stored over 500,000 works. In addition to colleges and universities, booktech.com has become an important custom publishing resource in the K-12 market.

In the year 2000, the company will introduce a state of the art professor/student web portal to afford professor and students the opportunity to create, aggregate and order custom publishing needs on-line. Simultaneously, the site will also combine order placement with coursepack development, copyright permissions and accounting into one on-line easy access system.

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New Members

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The Hedgehog Review

Institute for Advanced Studies in Culture, University of Virginia, P.O. Box 400816, Charlottesville, VA 22904-4816
www.virginia.edu/iasc/publications.html

Jennifer Geddes, Editor

Phone: 804-924-7705; Fax: 924-7713

Email: iasc@virginia.edu

This interdisciplinary journal explores contemporary culture by focusing each issue on “one big thing” of particular importance to our historical moment. Whether the problem of identity, the question of evil, the tensions of social fragmentation and political order, the purposes of the university—themes pursued in its early issues—The Hedgehog Review poses hard questions, pursues knotty controversies, and pushes current discussions forward. Original essays from across the disciplines, focused interviews with leading scholars, review essays of important new books, and annotated bibliographies on each topic, all contribute to making this publication a unique resource for those concerned with making sense of the puzzles, perplexities, and promises of our time.

knovel.com

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Christopher M. Forbes, President

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The National Association of Watch and Clock Collectors, Inc. (NAWCC)

514 Poplar Street, Columbia, PA 17512-0878

Diana Burnett, Editor

Phone: 717-684-5544; Fax: 717-684-0878

Email: diana@nawcc.org

Founded in 1943, The National Association of Watch and Clock Collectors, Inc. (NAWCC) is a nonprofit scientific organization that serves as a unique educational, cultural and social resource for its membership and the public at large. Members include hobbyists, students, educators, casual collectors, and professionals in related retail and manufacturing trades. The one common bond (and main membership requirement) is a fascination with the art and science of timekeeping (horology).

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‘Free Distribution’ Business Models: Matrix of Examples

(Editor’s Note: The following is a synopsis of the Public Issues Task Force sessions at the 1999 & 2000 PSP Annual Conferences)

F. Hill Slowinski, J.D., Director of Publishing, *Berman*, Washington, DC, and Chair, PSP Public Issues Task Force.

Patrick Bernuth, *Bernuth & Associates*, Washington, DC

“Free information is an illusion.” The Web may have removed the barrier to getting content, but the challenge is still to deliver it. In some of the models in our matrix, users do not pay, nor are publishers remunerated.

These models were selected as examples of electronic distributors of publications and journal information over the

Internet. Many other publishers participate on the Internet. The models differ from each other sufficiently. The matrix moves from a user’s perspective—beginning with PubScience, which the government funds and to which it permits free access—to business-oriented models with revenues generated from traditional publishing activities supporting Internet access to related information.

It’s interesting to note that the first publishers are all primarily, if not completely, funded by taxpayer dollars. A higher level of user revenues primarily supports the last three.

PubScience (<http://www.osti.gov/pubsci>)

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Matrix

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PubScience is a comprehensive compendium of searchable, published information about the physical sciences and other disciplines developed by the Department of Energy. Providing abstracts and indexes across multiple publishers' journals and 'free' to the general public, it is completely government funded.

Los Alamos National Laboratory (<http://lib-www.lanl.gov/>)

This library maintains an extensive journal collection and offers access to other libraries. It integrates preprints with formally published literature citation databases, allowing researchers to combine the databases together to retrieve relevant publications and pre-publications.

PubMed Central

(<http://www.nih.gov/about/director/pumedcentral/pubmedcentral.hum>)

In 1999, the National Institutes of Health (NIH) developed E-Biomed, later known as PubMed Central. This database of full-text articles, preprints and reports compiled from the output of professional and scholarly publishers was designed as a public service, a central scientific repository, and is distributed 'free' over the Internet.

Universities

Universities are re-examining their faculty publications

policies. Copyright transfers to scholarly publishers are decreasing as universities amass their own publications and build their own Internet distribution websites.

National Academy Press (<http://www.nationalacademies.org/publications/>)

The National Academy of Sciences has placed full text of more than 1,350 reports and over 1,300 books online 'free' from National Academy Press (NAP) (<http://www.nap.edu>). Site visitors can search the full text of online reports, and purchase printed copies at a 20% discount.

J Stor (<http://www.jstor.org/about/mission.html>)

This company's stated goal is to build a reliable and comprehensive digital archive of journals for libraries; to help fill gaps in existing collections of journal backfiles; to address preservation, reduce costs associated with the storage of journal collections, and to assist scholarly associations and publishers in making the transition to electronic modes of publication.

HighWire (Stanford University) (<http://highwire.stanford.edu/lists/freetart.dtl>)

Free on line access to full-text articles on HighWire is limited to journals published on line with the assistance of HighWire Press. The company develops and maintains the Web versions of important journals in biomedicine and other disciplines.

AAP PSP PUBLIC ISSUES TASK FORCE PRESENTS:							
How "Free Distribution" Impacts Your Business Model							
Examples Characteristics	PUBSCIENCE (DOE)	LOS ALAMOS	PUBMED CENTRAL (NIH)	UNIVERSITIES (SELF-PUBLISHING, SELF-ARCHIVING)	NATIONAL ACADEMY PRESS	J STOR	HIGHWIRE (STANFORD U)
WHAT INFORMATION?	ABSTRACTS AND INDEXES	PREPRINTS AND REPORTS	ARTICLES, PREPRINTS AND REPORTS	SCHOLARLY BOOKS AND ARTICLES	BOOKS AND REPORTS	BACK ISSUES OF JOURNALS ¹	PEER- REVIEWED JOURNALS
WHERE IS IT FROM?	PROFESSIONAL AND SCHOLARLY PUBLISHERS	INDIVIDUAL RESEARCHERS	PROFESSIONAL AND SCHOLARLY PUBLISHERS ²	UNIVERSITY FACULTY, STAFF AND STUDENTS	NATIONAL ACADEMY PROJECTS	PROFESSIONAL AND SCHOLARLY PUBLISHERS	PROFESSIONAL AND SCHOLARLY PUBLISHERS
WHO HAS ACCESS?	PUBLIC	PUBLIC	PUBLIC	PUBLIC	PUBLIC	SUBSCRIBERS	SUBSCRIBERS
WHO PAYS FOR IT?	GOVERNMENT	GOVERNMENT	GOVERNMENT	UNIVERSITY	HARD COPY BUYERS	SUBSCRIBERS	SUBSCRIBERS

¹provided free by publishers ²and preprints from other screening organizations

Announcements and Meeting Notices

The Exchange, voice of the Association of American University Presses, is now online. Visit the AAUP website, www.aaupnet.org

Francis Hill Slowinski, J.D., has been appointed as

Director of Publishing for Bernan and Director of Bernan Press. Before coming to Bernan, Mr. Slowinski served as Director of ILSI Press, the publications arm of the International Life Sciences Institute (ILSI) in Washington,

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Announcements

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DC, and held editorial and management positions with the Bureau of National Affairs, Inc. (BNA). He has contributed material to over two dozen publications. Mr. Slowinski's professional activities include work with the Association of American Publishers' Professional/Scholarly Publishing (PSP) Division, where he serves ex officio on the PSP Executive Council, as chairman of PSP's Public Issues Task Force, and on the PSP 2000 and 2001 Annual Meeting Organizing Committees. He is a member of Washington Book Publishers, and is active in other professional societies.

January 12-17, 2001

American Library Association Midwinter Meeting
Sponsoring Organization: American Library Association
Contact: American Library Association
Location: Washington DC
Phone: 1-800-545-2433
Fax: (312) 280-3224
Email: confs@ala.org
Website: <http://www.ala.org/events/mw2001/>
American Library Association
50 E. Huron
Chicago, IL 60611

February 21 & 22, 2001

Digital Rights Management and Digital Distribution for STM Publishing
New York American Video Conference Center, 780 Third Avenue, 2C, NYC

Ensuring security, protecting rights and assets while increasing revenue in the digital age. ...how to effectively and efficiently distribute and manage scientific technical and medical journals and periodicals online. Also, a Special Address from the Association of American Publishers. To register, please call the International Quality & Productivity Center at 1-800-882-8684 or visit: www.iqpc.com/NA-1469-01/STM

March 15-18, 2001

Association of College and Research Libraries Conference
Sponsoring Organization: Association of College and Research Libraries
Contact: Mary Ellen Davis
Location: Denver, CO
<http://www.ala.org/acrl/denver.html>

May 5-8, 2001

CBE Annual Meeting
Sponsoring Organization: Council of Biology Editors
Location: Washington, DC
Venue: Grand Hyatt Hotel

June 6-8, 2001

SSP's 23rd Annual Meeting
Sponsoring Organization: Society for Scholarly Publishing
Contact: Philip DiVietro
Location: San Francisco, CA
Venue: Fairmont Hotel

For the **International Bookfair Calendar**, go to the Publishers Weekly web site (publishersweekly.com).

Email: DiVietroP@asme.org

Website:

http://www.sspnet.org/TheEvents/01AnnualMeeting_GeneraIInfo.html

The Northeast Popular Culture/American Culture Association (NEPCA), a regional chapter of both the American Culture Association (ACA) and the Popular Culture Association (PCA), is pleased to announce again our NEPCABook Award competition. This annual prize will recognize the best scholarly monograph on any popular culture or American culture topics published in the previous year (in 2000) by an author who lives or works in New England or New York, or who has done so in the past two years.

Each publisher may nominate one book per year for this competition from December 1, 2000 to June 1, 2001. Eligible books will have been published in 2000 as original monographs representing the best, creative scholarship in this multidisciplinary field. Edited books, fiction, anthologies or collections will not be considered. The prize, a certificate of merit and \$200.00 stipend, will be awarded to the author at the annual Northeast PCA/ACA conference in New Haven at Southern Connecticut State University on November 3, 2001.

For further details, contact Peter Holloran, Worcester State College, Department of History, Worcester, MA 01602 by mail or email (pch@world.std.com.) To make a nomination, please *(Continued on page 8)*

Don't Forget to Register for the...

AAP/General Annual Meeting

The Association of American Publishers 2001 General Annual Meeting, Content in a Technical World, will take place in conjunction with the PSP Annual Conference from Wednesday, February 7 to Thursday, February 8 at the Renaissance Mayflower Hotel in Washington, D.C. Join us for dinner on the 7th, where Mark Russell will entertain, and for the general sessions on the 8th. Charles Osgood will receive the 2001 Honors Award during lunch on the 8th, and other confirmed speakers include Christie Hefner of Playboy Enterprises, Abby Joseph Cohen of Goldman Sachs, Henry Yuen of Gemstar-TVGuide International, Peter Chernin of News Corporation.

AAP/Small & Independent Publishers Meeting

The Third Annual Meeting for Small and Independent Publishers, Making Technology Work for You, will be a hands on event with sessions developed to address the concrete needs of the smaller and independent publisher. Andres Schiffrin, Director and Publisher of the New Press, will deliver the keynote address, and panel topics will include internet marketing, special markets including gift and catalog, production, e-commerce, and standards for marketing books electronically. The Registration fee is \$125 for members and \$180 for nonmembers.

For more information, or to register for either of these meetings, please visit our website or contact Kathryn Blough at kblough@publishers.org.

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aap

Announcements

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mail one copy of the book (labeled clearly as 2000 NEPCA Book Award) to each member of the NEPCA Book Award Committee by June 1, 2001 at the addresses below.

Joseph M. McCarthy, Knocklen Farm, 103 Fuller Street, Middleton, MA 02346

Peter Holloran, Worcester State College, Department of History, Worcester, MA 01602

Margaret Wiley, 9 North Balch Street, Hanover, NH 03755

Jennifer Tebbe, 37 Turner Road, Wellesley, MA 01482

Robert Niemi, St. Michael's College, Department of English, Winooski, VT 05404

Jobs in PSP

If a PSP member company would like to advertise a job in the Bulletin or on the web site, please contact sbrandwein@publishers.org. (Your company has to be a PSP member in order for us to post job openings.)

Columbia University Press seeks a creative and organized Advertising Manager to plan and implement trade and scholarly ad program, including trafficking, writing, and laying out ads using Quark. One year of related publishing experience desirable. Benefits package includes tuition reimbursement at Columbia. Fax resume and cover letter to H. Schwarz at 212-459-3678.

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Hill Slowinski, ILSI Press

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