



Acquisition of Books and Pamphlets

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THE PROLIFERATION of publication in virtually all jurisdictions and all subject areas is characteristic of the mid-twentieth century. To select title-by-title from current imprints is all but impossible in any type of library, even the largest.¹ The essential problem is to identify what is needed (not necessarily what is wanted) by readers on all levels and the most expeditious and economical ways of getting it on the shelves, fully identified. The range of readers is from mobs of undergraduates, not always fully qualified for college, in the state-supported higher education institutions to the mature scholar in specialized institutes which nearly all universities and research libraries seem to be determined to develop.

The funds available to research libraries—above all those of universities—are staggering to those of us who grew up in the era of Hoover prosperity. Some of the very significant research collections, both general and specialized, were built by mendicants² over the past century. Every book has its price, but for many the price is the skill and insight of the library's administration in developing all possible sources of acquisition in the broad fields in which the institution collects.

The complexity of the processes for acquiring current printed works involves many aspects of acquisition work which will be handled in other articles in this issue. To some extent it will be necessary to refer to them, but substantive discussion will be avoided when possible. Thus, a decision must be made between 1) acquiring Latin American documents selectively, 2) acquiring them comprehensively through some device such as the LACAP—Latin American Cooperative Acquisitions Program—(often on deteriorating paper), or 3) acquiring them comprehensively through the Erasmus Press' microform project. Much the same is true of the Erasmus Press' African document project vis-à-vis selection from original editions.

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Another problem involves material that cannot be bought with hard money. It is quite impossible to secure most current publications from the Mongolian People's Republic except by special arrangement with the National Library in Ulaan Baator. To pick up the typographically handsome and textually significant Scandinavian Christmas and New Year's books is a trick not often within the scope of administering a million-dollar acquisition budget, but judicious use of a few kronor for a box of good cigars might well be the best possible investment of current funds. For all its virtues, the Farmington Plan makes no provision for such operations, and traditional exchange routines simply do not work here.

The prerequisite for any acquisitions routine, and most particularly for purchases of monographs, is the existence of a firm acquisitions policy statement in terms of available staff and funds to implement it. Here is the hallmark of an effective research library.³ A policy statement is always a useful point of departure; it must, however, be based on sharply defined definitions of types of material to be acquired, specific sources of acquisition, and what is expected of internal and foreign agents.

Acquisitions policies are most easily established in research libraries with well-defined fields of collecting and service (e.g., the Morgan, the Huntington, or the Newberry). Great non-institutional research libraries such as the New York Public Library (reference department) or the Free Library of Philadelphia have specialists on their staffs with carefully defined areas of responsibility. A useful reference work is the Library of Congress administrative order identifying the initials of various employees who approve purchases in various fields, ranging from American history to Bantu linguistics, Burmese literature, and Albanian. Here are the authorities in "exotic" fields. Much the same is true in continental academic libraries (*Referent-system*). But the hapless American university library, the servant of thousands of specialists from Old Low Aztec to Eskimo studies, each demanding his own special collection, has few alternatives in most situations other than to use blanket orders and similar devices discussed elsewhere in this issue.

Various approaches have been made to establishing acquisition policies, and the complexity of the problem is indicated clearly by a University of Illinois statement.⁴ Here some hundreds of fields are listed systematically, with an assignment of numerical value (1, 2, 3, 4) indicating degrees of intensity of collecting (*viz.*, general, in-

structional, comprehensive research, and exhaustive research, the last being reserved for a field such as Milton studies in which Illinois is pre-eminent). Most important, perhaps, is the final paragraph, providing for an annual review of the statement. Few elements of human culture are changing more rapidly than higher education, research, and media and volume of publication. The reserved modesty of the Illinois statement reflects this situation.

The basic elements of any library are books, people, and buildings, and in precisely that order of importance. The last has no place in this discussion; and, while library personnel is a field within itself, there is no aspect of library work in which certain specific qualifications—not always provided by the library schools—are more important. Here, however, we may comment, and only briefly, on the intellectual equipment needed by the acquisitions librarian to deal effectively with the masses of books and pamphlets being produced today (reference is to research libraries for the most part).

1) He should be able to read catalogs from dealers in new books, current bibliographies, and title pages in any Roman or Cyrillic variety of the alphabet. This seemingly dogmatic statement is not the directive of a linguistic snob. Any intelligent person who can read one foreign language easily (two used to be required for admission to library schools!) can be given a three-hour course in linguistic recognition with special emphasis on the jargon of bibliography, and he can meet this standard.

2) He should know the history of library collections, not simply the broad history of libraries. He should know who built the Thomason Collection in the British Museum, what manner of man he was, what his *modus operandi* was; who built the Simonsen Collection of Hebraica in the Danish Royal Library; who built the Confederate imprints in the Boston Athenaeum. He should know who the bibliographers of these collections were.⁵ And, most important of all for this discussion, how can we apply the methods and theories of these scholarly collectors of materials, current in their day, to build collections pertinent for our time (e.g., use and abuse of nuclear energy, the twilight of colonialism, student unrest and aspirations)?

3) He should know the history of the book trade and the reasons for current trends. It is essential for the acquisitions librarian to understand the professional organization of the English retail book trade and its background, what happened to the retail trade in the Germanies after 1945, the struggles of the book trade in the U.S.S.R. to

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establish a system for adequate distribution of Soviet books, and the rise of the retail trade in the "underdeveloped" countries of Asia, Latin America, the Near East, and Africa.⁶

4) He should know the history of scholarship and science in its broad outlines for major fields and correlate past events with present practices. Why is the Yliopiston Kirjasto of Helsinki strong in nineteenth-century Russian publications? What elements gave the Universities of North Carolina and Cincinnati departments of classics and library collections in this field which rank higher nationally than the institutions in general? Why does Illinois give a "4" priority to Milton, H. G. Wells, and Proust in book selection policy, and what scholars' names are associated with these fields? Why is the University of Virginia strong in bibliographical scholarship, and what current checklist reflects this situation? What methods and policies used by acquisitions librarians in developing these collections can be applied to other institutions? The history of science and scholarship in general has had an ancillary role in some library school curricula, but, in general, it is left to subject departments which frighten away outsiders with their stern prerequisites.⁷

All the answers to questions of the type raised in the preceding four points would challenge the learning of the most accomplished polyhistor. The library school can only (and should) satisfy Dr. Johnson's dictum that there are two kinds of knowledge, to know a fact, or to know how to find a fact. Today the latter method is the only feasible one.

In this study our problem is to identify ways and means of acquiring foreign and domestic books and lesser publications, commercial, quasi-commercial, and *hors du commerce* which cannot be picked up through blanket orders, area programs, microform and facsimile projects. Who are the perceptive scholars who know the sources of out-of-the-way things? Where are the gaps? In what fields do we need special competence in acquiring the missing titles within the institutional acquisition policy? What types of professional booksellers can assist?

Some of the gaps likely to occur are the following:

1) Quasi-official publications and those from obscure or ephemeral government agencies may require special acquisitions procedures. Generally, in the broad field of national and regional bibliography, the government document bibliographies, even the marvelous old

Biennial Catalogue of United States documents, are the least satisfactory, especially in our own day with the proliferation of government field agencies and government-subsidized projects. Many of their publications are almost indistinguishable from commercial and private publications and must be considered here. The monumental record of Spanish official publications since 1936 by James B. Childs and issued in a highly limited internal edition by the Library of Congress⁸ is an example of what we need in this area, over and above the sources for documents and non-trade publications to be discussed elsewhere. Incidentally, microfacsimile republication is an answer to the acquisition of these Spanish publications, since a large proportion are in the Library of Congress or the Biblioteca Nacional, Madrid. It can be safely stated that they will never be available in the original in the full corpus.

2) "Limited editions" is one of the most treacherous terms in book collection. For example, Mary Louise McVicker, *The Writings of J. Frank Dobie: A Bibliography* (Lawton, Okla., Museum of the Great Plains, 1968, 258 pp.; \$7.95 in a trade edition, \$25.00 in a numbered and autographed edition before July 5, 1969), is a significant work that belongs in every basic collection of Americana. A Dobie collector knows that the numbered edition is a "must," if only for the sake of personal satisfaction. For a library or general collector holding only the standard Dobie titles, this numbered and autographed edition is just another second copy or unwanted duplicate. If the late Nathan van Patten issued a cookbook of his wife's favorite recipes in ten copies, it should be sought only by collectors of Ward Ritchie (who printed it in 1950), collectors of California cookbooks, or custodians of comprehensive gastronomic collections. It has no place in the rare book room of Miscatonic University Library simply because it appeared in only ten copies. In general, the bona fide "limited edition" is a work whose press run has been restricted by demand, and there is no legitimate home for it simply as a scarce piece. To acquire "limited editions" involves a universe of personal associations and competence in subject fields. This universe ranges from the Scandinavianist who knows the significant secondary school annuals issued north of Slesvik to the Hispanicist who can edge his way into the Asociación de Bibliófilos de Barcelona and the Sociedade do Cem Bibliófilos do Brasil. Due to their very nature, the "limited editions" are problems of gifts and exchanges rather than of purchasing units.

3) Pamphlets and ephemera which do not fit into the traditional

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pattern of publication are perhaps the most complicated and difficult of all library materials in terms of acquisitions. Area programs and blanket order systems rarely pick them up, and they must be hand-selected, hand-purchased or begged. It is easy enough to check the *Vertical File Service Catalog*, *Bulletin of the Public Affairs Information Service*, *Publishers' Weekly*, and similar sources.⁹ What is not so easy is to pick up speeches and platform statements of political parties in the miscellaneous new African states without a black Thomason on your side; to acquire a comprehensive collection of reports from the various expeditions to Antarctica during the International Geophysical Year without a prescient Sarton who is also a bibliopole; to develop an adequate collection on modern neo-mysticism without a bibliologist who knows his way through the various tendencies and factions within the Roman church of our time. Yet such sources can be and have been found by the resourceful acquisitions librarian even without specific subject competence. Every library should examine periodically and systematically the sources for non-trade publications which are not swept in by blanket orders and similar devices, but special perceptions are necessary to develop special collections (and they are most effectively developed by current acquisitions). What librarian or teacher will find the local church histories for a state or regional history collection? Who within the American literature group can have the insight and initiative to start collecting the work of a promising local author? (There were only a couple of Thomas Wolfe collectors until just after his death, no serious Jesse Stuart collectors until well over a decade after the *Man with the Bull Tongue Plow*.) How are the processed and printed ephemera of a local political movement picked up for permanent preservation? No single individual on a library staff can attend to each of these—and some hundred other—problems; but it is the responsibility of the resourceful acquisitions librarian to find on the faculty a dedicated Campbellite layman who is able to find a source for histories of Disciples' churches, to find the perceptive collector who spots competent new authors and knows who distributes their works, to know the grubby political bookshop which will sell radical political pamphlets for a song (today, at least—tomorrow, available only in costly lots from Parke-Bernet).

It is not difficult to learn the traditional methods outlined by Lyle¹⁰ and by Wilson and Tauber.¹¹ What is not so easy to find are methods and routines to acquire difficult items, the ones which appear on want

lists barely months after they have appeared. In many instances it is probably just as well to give up on the idea of acquiring originals when they are not likely to have value as bibliographical evidence (e.g., the Falls City Microcards program for putting all documents recorded in the *Legislative Research Checklist*, issued by the Council of State Governments, Lexington, Kentucky, into a microform edition).¹² Such is not the case with the neo-Klan manifestos, the Black Panther inflammables, or the somewhat more dignified statements of the American Independent Party. Watermarks, typewriters used for offset masters, and beat-up fonts of country job printers are of as much interest to the future bibliographer as they are to the F.B.I. laboratory today.

So far this article has emphasized the more difficult problems of acquiring books and pamphlets. The usual methods also need some elaboration, for they are not always as easy to handle as the textbooks might suggest. Possibly up to three-fourths of a library's current acquisitions, based on standard selection procedures, can be pulled in through a jobber. There are perhaps a half dozen major, generally reliable jobbers in the United States, equally as many in Western Europe for European publications in general, often several for publications of a national jurisdiction (e.g., France, Italy, West Germany). Not to use their services for quantity orders (based on established selection procedures and properly searched) would involve time-consuming and expensive staff work. It is assumed, of course, that internal mechanization will be set up to handle these massive orders from one source so that each title will not have to be searched by entry form once an identifying number has been assigned.

Selection of a domestic jobber involves a number of considerations. Above all, the firm should be familiar with the type of material in which the library is especially interested. It would be unwise for a library primarily concerned with science and technology to select a jobber whose experience and contacts are not specifically oriented towards publishers in these areas. The jobber should have on his staff people of substantial bibliographical competence who will sense the proper sources for quasi-official publications, "limited editions," pamphlets and ephemera. The ability to identify these things bibliographically and to find copies is as important for the jobber as for the library. Except in the out-of-print (o.p.) and rare book business the United States has virtually no bibliographically learned booksellers, in large measure due to our total lack of standards for qualifying for

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the trade. Unlike western Europe, we have no professional schools for booksellers, although the library schools could set up special curricula for this purpose.¹³

It is as important for the jobber to know historic and current interrelationships of libraries as it is for the librarian. Several years ago when the Union Theological Seminary catalog was reproduced as author and shelflist by G. K. Hall, a university library ordered it from a jobber! While the jobber could not handle the order, he went to the trouble of ascertaining from Hall that the shelflist version of the catalog was available in a seminary library a few hundred yards from the university library and so informed the client. Further, the jobber should know what his competitors and other sources can offer directly and be honest with his customers on this point. A university library once ordered a current reprint of a sixteenth-century book from its regular jobber. The latter replied that he could supply the book, but that 1) he could not give the same discount as a U.S. representative of the European reprinter, and 2) that a positive microfilm of the best existing copy of the book was available from a domestic microfilm publisher of early European books at a tenth of the cost of the reprint. The library ordered the microfilm. Bibliographical learning is equally important for the faculty member, the librarian, and the bookseller; but, unfortunately, the two instances cited in this paragraph are exceptions rather than rules.

At this point it cannot be emphasized too strongly that both librarians and dealers should maintain comprehensive files of catalogs of publishers and dealers in current books as well as in auction and antiquarian catalogs. The Grolier Club has contributed incalculable services to private and institutional collecting in America and Europe as well; but none of its achievements have surpassed the work of Ruth Granniss, George Mackay, Alexander Davidson, Terry Bender, and Gabriel Austin (librarians over the last four decades) in preserving dealers' catalogs of all varieties.¹⁴ Catalogs of dealers in current books and publishers' catalogs are invaluable supplements to catalogs of older books in terms of pricing, availability of reprints, and the mutual enlightenment of librarian and jobber.

There are frequently moments of impatience between libraries and jobbers and it cannot be too strongly urged that tolerance and temperance be observed in business relationships. If a dealer falls behind temporarily in promised deliveries, or if he is unable to pick up a few publications of the type that go quickly out of print, there is no

reason to shop around for another jobber at once. The cost of such a change in terms of changing records and routines is much greater than the possible gain. On the other hand, consistent bibliographical and business deficiencies on either side should suggest a conventicle of head librarians and managers of book firms to find out just what type of people they should employ to secure the desired service. It is vastly cheaper to pay five dollars an hour for a searcher with scholarly perception than to hire a bibliographical stumble-bum at half this rate.

The research library depends heavily on non-English-language publications. The present writer has made, over the years, calculation of the time spent in reading various languages in his own field of classical studies, certainly a field as international and as uncommitted to a national interest as any. It runs to about 35 percent in German, about 25 percent in English, about 15 percent in Latin, about 10 percent in French, about 8 percent in Greek (some modern as well as ancient), about 5 percent in Italian, and occasional excursions into Russian (for Byzantine material) and miscellaneous other languages. In other words, somewhat less than half of these references (including classical texts issued in English-speaking countries) are from publishers whose mother tongue is English. We may reasonably take classical philology, on which no country has a monopoly or near-monopoly for national reasons, as the prototype of most fields of the humanities or social studies. The study of the history and literature of modern nations is, of course, a different matter.

Thus no library can afford to depend on domestic dealers alone, unless those dealers have representatives in the various European centers of publication. Using again the present writer's field, the basic current bibliography, *L'Année philologique*, shows publications ranging from well-known houses such as Beck, Oxford, and Mouton to provincial museums and academies, local printers handling publications of aspiring numismatists, ambitious new universities in remote places, and back around to deceptive new imprints used by established publishing firms. Even the best informed bookman cannot be fully *au jour* about obscure sources, but he can show common sense in searching for them. Thus an order for a four-page pamphlet on Greek coins found on the shores of the Stettiner Haff, foolishly sent by a U.S. jobber to an address in Stettin, was never answered. The diplomatic West German jobber, to whom the order was referred, swallowed his pride and sent the order to the same address in Szczecin and acquired the study for the American library.

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There are two alternatives for selecting competent jobbers for Western European jurisdictions: 1) agents who can handle all Western European and other jurisdictions intimately associated with the European metropolises, or 2) agents for individual jurisdictions, language areas, or political spheres of influence. There are jobbers in Frankfurt/Main, Wiesbaden, The Hague, Munich, London, and elsewhere who can handle orders from most any source this side of the Elbe. One such dealer could spot the work of a local genealogist in Karlstad, the Christmas book of a prosperous export firm in Ghent, and a play by an aspiring but uninspired dramatist from a local printer in Valencia. Another dealer near Frankfurt had the same bibliographical instincts, but his operation was too small to assure major publishers of immediate coverage of large invoices. In general, it seems to be best to have one or two major jobbers who can cover all western Europe, supplemented by local dealers in national capitals (or centers of publishing and bookselling) who can identify obscure and difficult things. This is particularly true of smaller countries where "minor" languages are spoken (e.g., Portugal, Finland, and Iceland). The present writer, whose teaching responsibilities also extend to Icelandic, has discovered over the years that even the best dealers in Copenhagen must be supplemented by contacts in Reykjavík. The real test of an acquisitions librarian's ability is whether he can find sources for such items as a handprinted piece done on the press at Skansen (the open-air museum in Stockholm), a memorial of a parliamentary committee issued under a commercial or private imprint, a pamphlet on bookplates printed in Akureyri, or a newspaper in Lapp printed in Oslo or Helsinki.

At another end of the geographical spectrum we have a complicated political, economic and ethnic jurisdiction such as Spain. To pull together all publications in Castilian from the Peninsula, perhaps 90 percent of the current production, is not hard if one uses the services of established jobbers in Barcelona and Madrid. To acquire the brochure on a minor shrine of the Virgin, an explosive clandestine Basque protest against the establishment in Madrid, or the pamphlets containing the bibliographical polemics on *El Rezo del Santo Rosario*¹⁵ is another problem, one involving major bibliographical skills. At this point it should be noted that the traditional "buying trip" to Europe is usually a shameless excuse for a free vacation. On the other hand, it can be used for establishing personal contacts and friendships which will insure the acquisition of precisely this type of material. In areas such as Greece, Turkey, and the Near East (except Israel, where the

book trade is as well developed as in western Europe—indeed, is western European in all traditions and methods) these associations are especially valuable.

The “developing countries” (including most of Latin America) present a problem not generally recognized in traditional acquisition programs before the mid-1950’s. Area programs and blanket orders (when suitable agents can be found) and certain microform programs (e.g., the Erasmus Press’ service for current African and Latin American documents) can provide some of the publications from these areas. The widely publicized LACAP program (Library of Congress printed cards note acquisitions from this source) has been successful in furnishing another segment of current trade publications for the Americas south of El Paso and Miami, although the problem here is that a large proportion of the originals are on paper that will not last over a decade or two. These titles should be converted to microform, with negatives which can be enlarged by some process at least as inexpensive as a “copyflo.”

Again, using Latin America as an example, a number of North American libraries have had almost a century of experience in acquisition of this material. The Newberry Library, the Bancroft, and the University of Texas have been in this business before some of the teachers’ colleges, now “state” universities, were founded. They have established their buying policies and practices over a period of many years, and the aspiring young university library would do well to consult the old hands for access to the arcana of the business. The same applies to almost any other field. Any aspiring collector of Africana should pick the brains of acquisition people at Northwestern or Boston University; in the literature of Marxism, the Hoover Institution; in the history of science, the University of Wisconsin; in gastronomic literature, Michigan State University. Once more, it cannot be too strongly emphasized that to know the history of modern libraries, their past and present policies and the reasons for them, is the key to a vast accumulation of technical wisdom, above all in acquisition procedures. In no areas is this situation more important than in the acquisition of current publications from the “developing” countries.

The problem of acquiring Latin American publications is one which has been attacked most vigorously and constructively in the United States. Transatlantic libraries in centers of Latin American studies such as London, Cambridge, Hamburg, Gothenburg, Stockholm, and

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Berlin have generally followed procedures and policies developed in this country. The vast and rapidly changing jurisdictions of Africa and Asia are another problem. The most satisfactory solution, in general, seems to be to select a European dealer in a country which formerly had colonial interests in the area concerned. Colonial affiliations are not totally uprooted by revolutions and expulsion of Europeans. Thus, the best sources for current Indonesian publications are a couple of major jobbers in the Netherlands, for the Congos a dealer in Brussels (who has the assistance of a bibliologically-minded aviator who quit the Katangans to pick up local publications), for Viet Nam one of several Paris houses specializing in Far Eastern material. Despite national and racial prejudices, current politics, and unpredictable trade barriers, the traditions of three centuries of European (and United States) colonialism endure in international trade. It is still easier to buy a current guide book to Réunion from an established firm in Paris than to shop around for a dealer in Saint-Denis.

One caveat to acquisitions people who are harrassed by masses of material is in order. Many research libraries have given up gift and exchange programs or reduced them substantially on the basis of a careful study of costs. It is probably correct that domestic exchange on the scale and style practiced in the period before the 1950's is more expensive than direct purchase. On the other hand, certain fields simply cannot be developed fully without the careful coordination of purchase and exchange. To build a collection of Uzbek literature is all but impossible without purchasing books through regular sources for current Soviet publications and also establishing direct exchange with libraries in Tashkent. Actually, the latter method is a purchasing routine, for the Tashkent libraries will generally ask for current American books on exchange. And it is just as well to forget any current Mongolian acquisitions without direct cooperation from the State Library in Ulaan Baator. A special problem involves purchase of books from Cuba, the People's Republic of China, and various other pariah countries. Probably any method of acquisition is justifiable—and certainly no jury would convict a conscientious acquisitions librarian for "trading with the enemy"—but it is safest to secure a Federal Reserve Bank license for this purpose. With such a license, the librarian can safely afford to buy in Hong Kong or Tokyo or to enter into direct negotiations with Peking or Havana libraries and give them credit with North American exporters.

Returning to the microcosm, a problem of developing state and

regional collections cannot be ignored here. The primitive character of the book trade in most parts of the American hinterlands qualify us as a "developing country" in this respect. Again, an intimate coordination of purchase, trade, and exchange must be developed, generally by the curator of such a collection. For over two decades the present writer has worked on both the University of Kentucky collection of Kentuckiana and on his own private collection. Jobbers are not available for comprehensively acquiring current publications in this field. For purchasable publications one should generally go directly to the source—a historical society, a local printer, or a women's auxiliary of a local church. On the other hand, there are small dealers, generally making their bread and butter from second-hand paperbacks, who also know where to get these things. These people should be cultivated. Collectors of Appalachian Americana will be well-advised to get acquainted with the hole-in-the-wall coin, stamp, paperback, and antique dealers in Cumberland, Harlan, Pikeville, and similar communities.

The development and maintenance of a research collection is the result of a cooperative effort by the librarian who can sense the appropriate sources and of the subject specialist who haunts them but knows nothing of library routines. The librarian must identify sources of acquisition and know when to buy, when to exchange, when to beg, nay, even when to purloin. The subject specialist must work with the librarian on provincial academy publications, church histories from Appalachia, the most dependable dealer for current Icelandic books, or "limited editions" when really needed. And both must have a cordial working relationship with individual dealers and jobbers. The basic problem is to have this bibliographical troika operate with common sense and mutual understanding for the ultimate goal of developing effective collections for teaching and research.

References

1. Thompson, Lawrence S. "The Dogma of Book Selection in University Libraries," *College & Research Libraries*, 21:441-45, Nov. 1960.
2. Thompson, Lawrence S. "Of Bibliological Mendicancy," *College & Research Libraries*, 14:373-78, Oct. 1953.
3. Fussler, Herman. "Acquisitions Policy; Larger University Library," *College & Research Libraries*, 14:363-67, Oct. 1953.
4. Downs, Robert B. *A Survey of the Libraries of the University of Utah*. Salt Lake City, University of Utah Libraries, 1965, pp. 101-31.

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5. The answers to these and thousands of other similar matters are in the monumental works: Leyh, Georg, ed. *Handbuch der Bibliothekswissenschaft*. 3 vols. Wiesbaden, Otto Harrassowitz, 1952-61; Dahl, Svend, ed. *Nordisk Håndbog i Bibliotekskundskab*. 3 vols. Copenhagen, Alfred G. Hassing, 1957-60; Löffler, Karl, and Kirchner, Joachim, eds. *Lexikon des gesamten Buchwesens*. 3 vols. Leipzig, Hiersemann, 1935-37; the somewhat less satisfactory abridgement of the preceding by Kirchner, Joachim. *Lexikon des Buchwesens*. 4 vols. (including 2 vols. of the "Bilderatlas," a unique pictorial history of books and libraries). Stuttgart, Hiersemann, 1952-56; Dansten, Esli, et al., eds. *Nordisk Leksikon for Bogvaesen*. 2 vols. Copenhagen, Nyt Nordisk Forlag Arnold Busck, 1951-62.

We have nothing like any of these five works in English, and yet they are among the most urgently needed reference books both by bibliographical specialists and scholars in general.

6. The basic information on these topics can be found in the works mentioned in reference 5.

7. Such prerequisites might include a thorough familiarity with: Sandys, Sir John Edwin. *A History of Classical Scholarship*. 3 vols. Reprint. New York, Hafner Press, 1958; Bursian, Konrad. *Geschichte der classischen Philologie in Deutschland von den Anfängen bis zur Gegenwart*. 1 vol. in 2. Munich, 1883.

8. Childs, James B. *Spanish Government Publications after July 17, 1936; A Survey*. 3 vols. Washington, D.C., Library of Congress, Reference Dept., Serial Division, 1965-67.

9. Wilson, Louis R., and Tauber, Maurice. *The University Library; The Organization, Administration and Functions of Academic Libraries*. 2d ed. New York, Columbia University Press, 1956, pp. 411-12.

10. Lyle, Guy R. *The Administration of the College Library*. 3d ed. New York, Wilson, 1961.

11. Wilson and Tauber, *op. cit.*

12. Thompson, Lawrence S. "Sällsynta böcker och mikrofaksimil." In *Boken i vårt hjärta, en skrift till Thure Nyman*. Stockholm, Bokvännerna, 1969.

13. See, for example the articles in Kirchner, Joachim, ed. *Lexikon des Buchwesens, op. cit.*; "Amerikanischer Buchhandel," Vol. 1, pp. 21-24; "Deutscher Buchhandel," Vol. 1, pp. 176-79; "Französischer Buchhandel," Vol. 1, pp. 266-67; and the bibliographical references under each article.

14. The Kansas City meeting of the Rare Books Section of the Association of College and Research Libraries in 1968 had the theme "The Antiquarian Book Trade in the Twentieth Century," and the notion of a basic collection of current and antiquarian catalogs was emphasized repeatedly. Proceedings of the meetings were published in the 1969 *AB Bookman's Yearbook*. Part 2. Newark, N.J., *AB Bookman's Weekly*, pp. 3-50.

15. See: Thompson, Lawrence S. "The Antiquarian Book Trade in Spain." In 1969 *Bookman's Yearbook, ibid.*, pp. 29-31.