

source based acquisitions system which can be fraught with difficulties. Bibliographic searching and identification must be done completely and accurately in house before the order is sent. Individual orders for individual titles must be typed and mailed to many sources. Follow up procedures on unfulfilled orders are time consuming. In some cases it is difficult, if not impossible, to correctly establish the original publisher and even if this information can be identified, the address is frequently unavailable. Prices quoted are seldom the ones that appear on an invoice.

Currency problems are another difficulty. Especially in times of economic upheaval and floating and fluctuating currencies, the problem of payment in foreign funds is a major nuisance. Most foreign publishers do not offer discounts and many will add a surcharge to invoices. Virtually none will bill in the currency of the purchasing library. Conversion rates are sometimes specified which usually favour the bookseller rather than the library.

Language problems are major, especially if a publisher queries an order and wants additional information. Few acquisitions departments have personnel with sufficient language skills to handle all major Western languages let alone