

required would be published by specialized sources such as association presses, private presses or small presses. Such materials are esoteric and quite difficult to obtain. Much of the material published by such presses would be of very limited use in foreign libraries.

Generally, trade titles are considered the easiest to obtain with university and academic presses running close behind. Unfortunately, many publishers, be they trade or academic, are not service oriented.

Most trade publishers establish "levels" of customers. While these vary slightly, it is safe to say that bookstores and other booksellers get the best service from publishers. These customers order multiple copies of titles and receive a better discount. There are various other "levels" of customers but almost invariably the academic library, who usually orders one copy of a book which is not for resale, gets the poorest service and the highest price.

Problems of Ordering Canadian Books Abroad

Years ago Canadian academic librarians recognized the problems of attempting to satisfy their foreign book needs by direct source ordering. Direct source ordering (placing an order with the original publisher of a book) creates a multi-