

dealing largely or exclusively with academic libraries will be considered.

A foreign university library contemplating the selection of a Canadian vendor should be certain to choose one who has a proven record of reliable service in acquiring academic materials. As described above, much of the material likely to be ordered by foreign academic libraries is of a "trade" nature but some will be published by academic presses. Any good academic vendor can supply both kinds of material with relative ease. A vendor specializing in service to public libraries may not have the necessary experience to reliably acquire the more scholarly titles.

A good academic vendor should have experience in international sales and the problems associated with such business, or should be prepared to accept these problems and adapt his business accordingly. Such a vendor should have experience with customs regulations and be prepared to create MA invoices when necessary. Similarly, such a vendor should be acquainted with international freight routines and proper packaging techniques. Returned materials must be accepted and a refund/credit system should be available to the customer.

There are several Canadian book vendors specializing