

vendor after the order has been sent. The library no longer has to keep a file of publishers and their changing addresses as this is maintained by the central supplier.

Follow-up queries, claims and returns are all much simpler using this system. Most negotiations may be carried on in the native language if required. Invoices will be supplied in local or foreign currencies or will, at least, be convertible at a fair exchange rate.

A centralized vendor can handle standing orders for series and continuation orders much more effectively than can an individual publisher. Some vendors offer blanket or approval order schemes which can be very closely tailored to meet the collecting needs of the individual library. Such schemes can be based on subject, either broad or narrow, or on publisher. Date and price cut-offs are usually part of such a package.

The following example demonstrates what can be done with such a plan.

If desired, the University of Marburg could place an approval plan for all Canadian books dealing with political science priced at \$50.00 or less. All such titles would be shipped to them for their approval and either kept or returned.