

RBMS 2013 Preconference Workshop on Collection Development
Introduction, Schedule, and Readings

Building Collections: Acquiring Materials and Working with the Antiquarian Book Trade

Thursday, June 27th, 9:00 a.m. - 4:00 p.m., Minneapolis Marriott City Center

The workshop is primarily intended for librarians working at all types of institutions and with all levels of budgets who are responsible for acquisition and collection development of special collections materials. The session will also be of interest to individual collectors and dealers. The purpose is to provide attendees with practical information which can be utilized for building collections and developing beneficial relationships with members of the antiquarian book trade. Although the emphasis will be on printed materials, manuscripts and archives will also be discussed. The workshop will include the context and history of special collections, collection development, and institutional interaction with the trade, particularly in the United States. Practical matters will include materials on the market, auctions, online sources, comparing prices, purchasing collections, deaccessioning, and provenance issues. A full reading list will be provided.

Presenters:

E.C. Schroeder, Director, Beinecke Rare Book & Manuscript Library, Yale University
Daniel J. Slive, Head of Special Collections, Bridwell Library, Perkins School of
Theology, Southern Methodist University

Registration: Limited to 24 participants

Cost: \$129 (includes materials and refreshment breaks)

For more information, please contact:

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WORKSHOP SCHEDULE

Welcome and introductions. Introduction: Outline, purpose, and goal

CONTEXTS

Life cycle of primary sources

Special collections and collection development in the United States

Twentieth century, particularly after WWII, and early twenty-first century

Brief review of the trade / interactions with special collections

Contexts for collections

Institutional history (mission and core collections)

Type of institution

Purpose(s) of collection, intention, audience, potential users

Purpose(s) for collecting

Funds: endowed funds, grants, special purchase opportunities, outside funds

Other institutions, cooperative collection development

Staff (acquisitions, collection development, processing, cataloguing, outreach)

Matrix decision making process

PRACTICAL MATTERS

Collection Development Policy

Materials on the market

Dealer catalogues, lists, and websites; direct quotes; visits, book fairs

Auctions, dealers as agents

Online sources

Comparing prices / competitive prices

Collections for sale

Donors, Friends groups, (Very good) friends groups

Provenance

Appraisals

Acquisition process

Auctions

Deaccessioning

Wrap-up

Readings:

*Recommended reading prior to workshop.

(All website links active as of April 30, 2013.)

ABA: Antiquarian Booksellers Association. *The Handbook, 2006*. Edited by Michael Silverman. London: Antiquarian Booksellers Association, [2006].

See especially the following chapters: "The Terms of the Trade," "Modern First Editions," "Coming to Terms with MSS," and "The ABA Code of Good Practice."

These chapters are available at the ABA website at: <http://www.aba.org.uk/index.php>

*"The Terms of the Trade" by Roger Gaskell (Revised April 2003) is highly recommended.

<http://www.aba.org.uk/book-collecting/249-terms-of-the-trade>

<http://www.aba.org.uk/the-aba/90-modern-first-editions>

<http://www.aba.org.uk/book-collecting/250-coming-to-terms-with-manuscripts-roy-davids>

<http://www.aba.org.uk/the-aba/34-the-aba-code-of-good-practice>

*ABAA: Antiquarian Booksellers' Association of America. *ABAA Membership Directory, 2013*. New York: Antiquarian Booksellers' Association of America, [2012].

See especially: "Objects of the Association," "ABAA Code of Ethics," "Geographical Index," and "Index of Member Specialties."

Also see the ABAA website: <http://www.abaa.org/> for code of ethics, glossary of common trade terms, and member book sellers.

ABC: *ABC for Book Collectors*. Eighth Edition, by John Carter and Nicolas Barker. New Castle, DE and London: Oak Knoll Press and the British Library, 2004.

Also available as a PDF at the International League of Antiquarian Booksellers website:

http://www.ilab.org/eng/documentation/30-john_carters_abc_for_book_collectors.html

ARL: *Celebrating Research: Rare and Special Collections from the Membership of the Association of Research Libraries*. Edited by Philip N. Cronenwett, Kevin Osborn, Samuel A. Streit. Washington, D.C.: Association of Research Libraries, 2007.

Introduction by Nicolas Barker, "Library Overviews & Collection Profiles" available at:

<http://www.celebratingresearch.org/index.shtml>

Archer, H. Richard, ed. *Rare Book Collections: Some Theoretical and Practical Suggestions for Use by Librarians and Students*. ACRL Monograph Number 27. Chicago: American Library Association, 1965.

Chapter 2: Edwin Wolf 2nd. "The Development of Rare Book Collections in the United States," pp. 11-25.

Chapter 3. Howard H. Peckham. "Acquisition of Rare Materials," pp. 26-34.

"Articles by and about Collectors, Librarians and Booksellers"

<http://www.historyofscience.com/articles/>

*Beinecke Rare Book & Manuscript Library Technical Services Links Wiki:

<http://brbltechnicalservices.wikispaces.com/>

Beasley, Gerald. "Curatorial Crossover: Building Library, Archives, and Museum Collections." *RBM: A Journal of Rare Books, Manuscripts, and Cultural Heritage*. Vol. 8, No. 1: 20-28. (2007) (ALSO SEE: Whiteman, below.)

<http://rbm.acrl.org/content/8/1/20.full.pdf+html>

*Cave, Roderick. *Rare Book Librarianship*. London: C. Bingley; Hamden, Conn.: Linnet Books, 1976.

Chapter 2: "The Nature of the Rare Book," pp. 17-33.

Chapter 3: "Acquisition of Materials I," pp. 34-53.

Chapter 4: "Acquisition of Materials II," pp. 54-66.

*A basic introduction for those with little or no experience acquiring rare materials.

Dickinson, Donald C. *Dictionary of American Antiquarian Bookdealers*. Westport, Conn.: Greenwood Press, 1998.

Dickinson, Donald C. *Dictionary of American Book Collectors*. Westport, Conn.: Greenwood Press, 1986.

Goldschmidt, Lucien. "The Arts and the Antiquarian Book Trade: The Inherited Past and a Viable Future." *Rare Books & Manuscripts Librarianship*. Vol.2, No. 1: 7-17. (1987)

<http://rbm.acrl.org/content/rbml/2/1/7.full.pdf+html>

Kraus, T. Peter. "Thoughts on Book Collecting and Bookselling at the Beginning of the New Millennium." *Gazette of the Grolier Club*. New Series. Number 52, 2001: 79-92.

*Landon, Richard. "Embracing the Flood: Questions about Collecting Twentieth-Century Non-Literary Works." *Rare Books & Manuscripts Librarianship*.

Vol. 2, No. 2: 81-93. (1987)

<http://rbm.acrl.org/content/rbml/2/2/81.full.pdf+html>

Maggs, Edward. "Only the Brave Deserve the Fair: An Inquiry into the Ecology of the Modern Book Fair." *Gazette of the Grolier Club*. New Series. Number 54, 2003: 88-96.

Mandelbrote, Giles, ed. *Out of Print & into Profit: A History of the Rare and Secondhand Book Trade in Britain in the Twentieth Century*. New Castle, DE: Oak Knoll Press, 2006.

SEE: Michèle Kohler, "The British Trade and Institutional Libraries," pp. 177-184.

SEE: David Pearson, "Patterns of Collecting and Trading in Antiquarian Books," pp. 201-214.

Matheson, William. "Institutional Collecting of Twentieth-Century Literature." *Rare Books & Manuscripts Librarianship*. Vol. 4, No. 1: 7-41. (1989)

<http://rbm.acrl.org/content/rbml/4/1/7.full.pdf+html>

Ray, Gordon Norton. *Books as a Way of Life: Essays*. New York: Grolier Club, Pierpont Morgan Library, 1988.

SEE: Section on "Surveys of the Rare Book World," pp. 47-164 include the following:

"The Changing World of Rare Books (1965)," pp. 47-83.

"The Changing World of Rare Books Re-examined (1974)," pp. 84-152.

"The Rare Book World Today (1982)," pp. 153-164.

RBMS. ACRL Guidelines on the Selection and Transfer of Materials from General Collections to Special Collections (2008).

<http://www.ala.org/ala/mgrps/divs/acrl/standards/selctransfer.cfm>

*ALSO SEE: Reagan, Katherine. "Books in the Age of Anxiety."

<http://www.grolierclub.org/Files/3.2.ReaganDESIGNED.pdf>

RBMS. Publications Committee. "Your Old Books." (Revised 2011)

<http://www.rbms.info/yob.shtml>

Reese, William S. "A Talk at the Library of Congress." (2001 / 2002)

<http://www.reeseeco.com/papers/lctalk.htm>

*Reese, William S. "Books in Hard Times / The Rare Book Market Today." (2009)

<http://www.reeseeco.com/papers/biht.htm>

<http://www.grolierclub.org/Files/2.1.ReeseDESIGNED.pdf>

Reese, William S. "Fighting over the Scraps: Icon and Text in the Marketplace." (1992)

<http://www.reeseeco.com/papers/harvard.htm>

Reese, William S. "The Rare Book Market Today." (1999 / 2000)

<http://www.reeseeco.com/papers/market.htm>

Rota, Anthony. "The Collecting of Twentieth-Century Literary Manuscripts." *Rare Books & Manuscripts Librarianship*. Vol. 1, No. 1: 39-53. (1986)

<http://rbm.acrl.org/content/rbml/1/1/39.full.pdf+html>

Ryan, Michael T. "Shopping Around." *Rare Books & Manuscripts Librarianship*. Vol. 4, No. 1: 43-52. (1989)

<http://rbm.acrl.org/content/rbml/4/1/43.full.pdf+html>

Saenger, Paul. "In the Age of the Web: Strategies for Building a Collection of Primary Sources for European History from the Middle Ages to the Eighteenth Century." *Library Trends*. Vol. 52, No. 1: 30-48. (2003)

http://www.ideals.illinois.edu/bitstream/handle/2142/8516/librarytrendsv52i1e_opt.pdf?sequence=1

Slive, Daniel J. "Interview with Bernard M. Rosenthal." *RBM: A Journal of Rare Books, Manuscripts, and Cultural Heritage*. Vol. 4, No. 1: 45-64. (2003)
<http://rbm.acrl.org/content/4/1/45.full.pdf+html>

Slive, Daniel J. "Interview with Roger E. Stoddard." *RBM: A Journal of Rare Books, Manuscripts, and Cultural Heritage*. Vol. 5, No. 2: 127-140. (2004)
<http://rbm.acrl.org/content/5/2/127.full.pdf+html>

*Smyth, Elaine B. "A Practical Approach to Writing a Collection Development Policy." *Rare Books & Manuscripts Librarianship*. Vol. 14, No. 1: 27-31. (1999)
<http://rbm.acrl.org/content/rbml/14/1/27.full.pdf+html>

Streit, Samuel A. "Acquiring Rare Books by Purchase: Recent Library Trends." *Library Trends*. Vol. 36, No. 1: 189-213. (1987)
http://www.ideals.illinois.edu/bitstream/handle/2142/7527/librarytrendsv36i1n_opt.pdf?sequence=1

Tree, Roland A. L. "Fashions in Collecting and Changing Prices." *Library Trends*. Vol. 5, no. 4: 476-482. (1957)
http://www.ideals.illinois.edu/bitstream/handle/2142/5719/librarytrendsv5i4j_opt.pdf?sequence=1

Whiteman, Bruce. "Cooperative Collection Building: A Response to Gerald Beasley." *RBM: A Journal of Rare Books, Manuscripts, and Cultural Heritage*. Vol. 8, No. 1:29-34. (2007). (ALSO SEE: Beasley, above.)
<http://rbm.acrl.org/content/8/1/29.full.pdf+html>

Wolf, Edwin. "Great American Book Collectors to 1800." *Gazette of The Grolier Club*. New Series. Number 16, June 1971:3-25. Note: Pages 26-70 is the text of The Grolier Club exhibit "Great American Book Collectors to 1800."

ZINMAN: "The Book Eater" by Mark Singer. *The New Yorker*. February 5, 2001: 62ff. Also in: Singer, Mark. *Character Studies: Encounters with the Curiously Obsessed*. New York: Houghton Mifflin, 2005. Pages 206-226.

2009 "BOOKS IN HARD TIMES" CONFERENCE PROCEEDINGS:

"Books in Hard Times: The Impact of the Recession on Collectors, Librarians, & the Antiquarian Booktrade." Proceedings of a conference held at the Grolier Club, September 22, 2009 in: *Gazette of the Grolier Club*. New Series. Number 61, 2010:68-141.

See especially the following papers, also available online:

*Juvelis, Priscilla. "Neither Here nor There, or, What about Book Arts?"

<http://www.grolierclub.org/Files/2.3.JuvelisDESIGNED.pdf>

*Reagan, Katherine. "Books in the Age of Anxiety."

<http://www.grolierclub.org/Files/3.2.ReaganDESIGNED.pdf>

*Reese, William S. "Books in Hard Times / The Rarer Book Market Today."

<http://www.reeseeco.com/papers/biht.htm>

<http://www.grolierclub.org/Files/2.1.ReeseDESIGNED.pdf>

*Samuels Lasner, Mark. "A Collector's View."

http://www.grolierclub.org/Files/4.1.Samuels_LasnerDESIGNED.pdf

DEACCESSIONING

Deaccession in Research Libraries: Papers Read at a Symposium Held at Brown University June 11-12, 1981. [Providence: Brown University Library, 1981.]

Oram, Richard W. "Current Professional Thinking on the Deaccessioning of Rare Books in Academic Libraries." *Rare Books & Manuscripts Librarianship*. Vol. 12, No. 1: 9-18. (1997)

<http://rbm.acrl.org/content/rbml/12/1/9.full.pdf+html>

Streit, Samuel. "Going, Going, Gone: Case Studies in Library Deaccessioning." *Rare Books & Manuscripts Librarianship*. Vol.12, No.1: 21-28. (1997)

<http://rbm.acrl.org/content/rbml/12/1/21.full.pdf+html>

Streit, Samuel A. "Research Library Deaccessioning: Practical Considerations." *Wilson Library Bulletin*. Vol.56, no. 9: 658-62. (1982)

Szewczyk, David. "Library Deaccessioning: A Dealer's Perspective." *Rare Books & Manuscripts Librarianship*. Vol.12, No.1: 30-33. (1997)

<http://rbm.acrl.org/content/rbml/12/1/30.full.pdf+html>

1996 RBMS Preconference seminar on deaccessioning:

"Easy Come, Easy Go: The Why's and Wherefore's of Deaccessioning Materials from Special Collections," moderated by Everett C. Wilkie, Jr. Papers by Richard Oram, Samuel A. Streit, and David Szewczyk were published in RBML, Vol. 12, No. 1.

Additional RBMS Preconference seminars concerning deaccessioning:

1993 ("Downsize or Die? Deaccessioning, Reformatting, and Off-site Storage")

1990 ("Selling Off: The Mechanics of Deaccessioning")

1982 (Deaccessioning: Sic et non")

ANTIQUARIAN BOOK AND MANUSCRIPT DEALERS: AUTOBIOGRAPHIES,
BIOGRAPHIES, INTERVIEWS, AND A LECTURE

ABAA. Interviews with ABAA Booksellers:

http://hq.abaa.org/books/antiquarian/abaapages/abaa-video-home.html?id=z3kXVFod&mv_pc=3044

*ALSO AVAILABLE on the ILAB website:

ILAB. Rare Booksellers on Video.

http://www.ilab.org/eng/booksellers_main_page/ILAB_Booksellers_on_Video.html

Currie, Kit. "Forty Years in the Rare Book Trade." *Gazette of the Grolier Club*. New Series. Number 58, 2007: 45-53.

Everitt, Charles P. *The Adventures of a Treasure Hunter; A Rare Bookman in Search of American History*. Boston: Little, Brown, and Company, 1951.

Goodspeed, Charles E. *Yankee Bookseller, being the Reminiscences of Charles E. Goodspeed*. Boston: Houghton Mifflin, 1937.

Greenwood, Robert. *A Valiant Enterprise. A History of the Talisman Press, 1951-1993: Printers, Publishers, and Antiquarian Booksellers*. San Francisco: Book Club of California, 2007.

Kraus, Hans Peter. *A Rare Book Saga: The Autobiography of H. P. Kraus*. New York: Putnam, 1978.

Magee, David Bickersteth. *Infinite Riches: The Adventures of a Rare Book Dealer*. New York: P. S. Eriksson, 1973.

Markham, Sheila. *A Book of Booksellers: Conversations with the Antiquarian Book Trade, 1991-2003*. London: Sheila Markham Rare Books, 2004.

NOTE: Interviews with book sellers based in Great Britain.

Randall, David Anton. *Dukedom Large Enough*. New York: Random House, 1969.

Rosenbach, A.S.W. *A Book Hunter's Holiday: Adventures with Books and Manuscripts*. Boston: Houghton Mifflin, 1936.

Rosenbach, A.S.W. *Books and Bidders: The Adventures of a Bibliophile*. Boston: Little, Brown, and Company, 1927.

Rosenblum, Joseph, ed. *American book-collectors and bibliographers. First series* (*Dictionary of literary biography*, vol. 140). Detroit: Gale Research, 1994.

Rosenblum, Joseph, ed. *American book collectors and bibliographers. Second series* (*Dictionary of literary biography*, vol. 187). Detroit: Gale Research, 1997.

Rosenthal, Bernard. *Bernard M. Rosenthal: Autobiography and Autobiography*. Berkeley, [Calif.]: Ian Jackson, 2010.

Rosenthal, Bernard. *The Gentle Invasion: Continental Emigré Booksellers of the Thirties and Forties and their Impact on the Antiquarian Booktrade in the United States. A Lecture given 15 December 1986, being the Second Annual Sol. M. Malkin Lecture in Bibliography*. New York: Book Arts Press, School of Library Service, Columbia University, 1987.

Rota, Anthony. *Books in the Blood: Memoirs of a Fourth Generation Bookseller*. New Castle, [Del.]: Oak Knoll, 2002.

Sowerby, E. Millicent. *Rare People & Rare Books; with a New Introduction by Edwin Wolf, 2nd*. Williamsburg, [Va.]: The Bookpress, 1987.

NOTE: Originally published: London: Constable and Company, 1967.

Vaulbert de Chantilly, Marc. "Twentieth-Century Rare and Secondhand Book Trade Memoirs: A Checklist of Published Sources," IN: Mandelbrote, Giles, ed. *Out of Print & into Profit: A History of the Rare and Secondhand Book Trade in Britain in the Twentieth Century*. New Castle, DE: Oak Knoll Press, 2006. Pages 351-366.

NOTE: Pages 364-366 are devoted to American booksellers.

Wolf, Edwin 2nd and John F. Fleming. *Rosenbach: A Biography*. Cleveland: World Publishing Company, 1960.

Wreden, William P. *Reminiscences: William P. Wreden Books & Manuscripts*. Palo Alto: W. P. Wreden, 1988.