

You are invited to attend the RBMS Collection Development Discussion Group at the ALA Midwinter Meeting in Seattle on Saturday, January 26, 1:00-2:00 P.M. at the Boardroom (aka 513 Deschutes) of the Hyatt Regency. (Beware! There are three different Hyatts being used as ALA venues!)

Our discussion topic will be "Foreign Acquisitions: Opportunities and Challenges." Attendees are invited to share their experiences working with foreign antiquarian dealers in a variety of countries. The idea is not to identify particular "good" or "bad" vendors, but rather to discuss best practices in dealing with foreign acquisitions, as well as the challenges involved (and, we hope, solutions to those challenges).

Possible aspects of the topic that we might discuss include:

- Establishing relations with dealers
- Individual dealers versus antiquarian "meta-sites"
- Identifying available material (adequacy of dealers' catalogues, databases, personalized offerings, etc.)
- Differing business cultures (both general and book-trade-specific)
- Shipping issues
- Payment issues
- Customs clearance fees
- Language barriers
- Helping vendors navigate university purchasing bureaucracies
- Foreign acquisitions trips (book stores, antiquarian book fairs, authors and artists, etc.)

Please join us for a lively and productive exchange!

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