

both print and digital? And if you're doing that, how is it impacting your print purchasing?

JH: Well, in terms of books, they're all coming from the same budget. We're treating eBooks the same as print books as far as that goes. As far as journals and databases, we're paying for print journals in a very similar way that we're paying for e-journals and databases. We don't really differentiate very much in the budget lines between print and electronic. It's understood that we're getting more electronic items in some subject areas, and in some disciplines that format makes more sense. So we don't really budget separately for those.

KB: Although the cost of an eBook can be higher than that of the print edition, there are many benefits of an eBook that quickly diminish the higher cost. The accessibility to the eBook 24/7 from within the library or remotely, searching capabilities within the eBook and linking to other sources, multi-user access, automatic citations, and download capabilities to personal computer or portable device are just a few of the benefits of acquiring eBooks.

JH: That's true. We find increasingly that a lot of people are much more likely to open a book or article online rather than go to it on the shelf — particularly in terms of journals, but increasingly so in terms of books as well.

KB: It's the reality of what we're facing. How do you manage that and make it work? Until we're 100% digital, and I don't believe we'll ever be 100%, there will always be that combination of the print and the digital world. It's a balancing act in supplying those formats.

JH: That's really what we're trying to figure out. And each individual library has a different clientele, of course. So we work with the people we have and figure out what their needs are. We know that if we have online programs, for example, that we have to be serving those students with e-resources as well as we're serving our on-campus students with print resources. And increasingly, even the on-campus students are demanding the online resources just because of convenience. They're not on campus all day long. Sometimes they're doing their papers at 2:00 a.m., and they need what they need then. So we're finding that the convenience of electronic is becoming almost expected by a lot of people, even if they're here on campus.

KB: A lot of libraries in recent years have added coffee shops and common areas for students to meet. Have you added a coffee shop to your library? Has this helped bring students to the library? Or do you find that you are seeing fewer students as more content is available in e?

JH: Not by any means, no. Both libraries I've been at recently have just undergone major renovations, and as soon as those renovations are complete, the people just flood

against the grain people profile

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BORN AND LIVED: I was born in Florence in 1965 and have lived nearby in Fiesole ever since.

EARLY LIFE: I spent a lot of my childhood in my mother's native South Tyrol and grew up bilingual (German-Italian). I have two older sisters: **Barbara**, who works with me, and **Ulla**, who is a pianist. After studies at the **University of Florence** in modern languages and literature and a period in the publishing house La Nuova Italia, I specialised in the field of information technology and management.

PROFESSIONAL CAREER AND ACTIVITIES: Devoted to **Casalini Libri**.

FAMILY: My wonderful 11-year-old son **Piero Niccolò**.

IN MY SPARE TIME: Read, listen to music, walk.

PET PEEVES: Not having enough time.

PHILOSOPHY: Being conscious of the privileges of life.

MOST MEMORABLE CAREER ACHIEVEMENT: To have contributed to the transformation of **Casalini Libri** from a family-based company to a structured organization with great colleagues specialized in working worldwide with libraries and publishers on both academic print and electronic publications services.

HOW/WHERE DO I SEE THE INDUSTRY IN FIVE YEARS: The coming years will be crucial for completing the digital revolution and the related business models in the humanities, social sciences, and other non-STM publishing fields. Although paper editions will not disappear in the foreseeable future, there will be a faster increasing differentiation of the various manifestations of publications, and these developments will open up new opportunities also for small and medium publishers, which are an essential component of a lively cultural society. At the same time, universities and their library-organizations play an even greater critical role in the integration of cultures and coexistence of languages. In general, over the next five years I believe all players should work together in order to ensure effective and sustainable information chain models from authors to readers in all disciplinary fields with the goal to carry forward our cultural heritage to the future generations. 🌱



in. We have cafes in both libraries, with food and everything. And the students are there at all hours of the night, and it's the place to be, and in each case they call it Club Henderson or Club Olin, because it's the popular hangout on campus as soon as the library gets renovated and is a cool place to hang out. But that doesn't necessarily mean that they're going there to use the print items on the shelves. Even if they're there in the building, they'd much rather pull it up on their laptop or on one of our terminals than go find it on the shelf and make scans of it, for example. It's just so much more convenient to work with it at their station. So that's really what they prefer in a lot of cases. The one exception is when a student is looking to check out a book for pleasure reading, they often want that in print. If they're just looking for information in a book for research papers, they prefer the convenience of the online. But if they want

to read it cover to cover, take it to the beach with them, for example, they often just want a print book they can check out and not worry about anything electronic. But we also circulate Kindles and Nooks at our library, and we do get some requests for books to be added to those, but it doesn't happen very often. Maybe once every several weeks or so, we'll get a request for a Kindle book.

KB: That's interesting. I've talked with a lot of people who prefer the e, but there's something really great about holding a book in your hand. It seems that's still the case. However, as much as I travel, I see a lot of eBook readers on the airplane. You don't see that paper book as often.

JH: I appreciate you talking with me and making the time.

KB: Thank you for reaching out to YBP. It was a pleasure talking with you today. 🌱

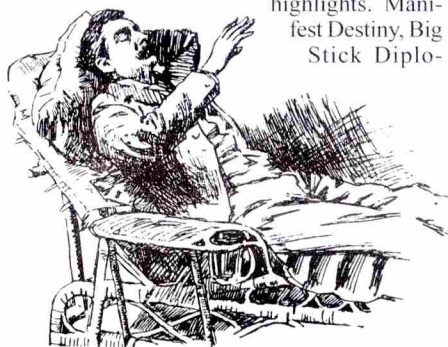
From the Reference Desk
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grounded in scholarship, and fact-based but accessible to both the informed lay reader and serious students. Employing Sage's usual quality standards, this set comes complete with a full list of entries, a helpful Readers' Guide, a solid index, a useful chronology, and relevant sidebars. Such value-added features should be appreciated by both occasional and serious users. They combine to offer access to specific interests and lead to other sources and valuable supplemental information

The *Encyclopedia of Diversity in Education* is scholarly, comprehensive, and worthy of its topic. Providing both definition and background to such a complex and important area of study is no easy matter, and the success of this effort is a tribute to everyone involved. Academic libraries are the prime audience for this encyclopedia but given the interest in educational diversity in some areas of the country, there may be larger public libraries that will find this title of value. As is the case with many Sage reference publications, the *Encyclopedia of Diversity in Education* is part of the *Sage Knowledge* collection and is available from numerous aggregators (Online ISBN: 9781452218533). For more information email: <librarysales@sagepub.com>.

The *Guide to U.S. Foreign Policy: A Diplomatic History* (2012, 978-1-6087-1910-5, \$400) is another reference title from CQ Press that is aimed at students of both history and political science. Editors Robert McMahon, Ohio State University, and Thomas Zeiler, University of Colorado-Boulder, offer a thematic approach within a comprehensive historic outline. They collect essays treating various core topics within seven chronological sections or parts. In doing so, they have created a two-volume set that attempts to do justice to a complex and important area of study.

The eras covered include the development and growth of American foreign policy (1770s-1898); the U.S. on the international stage (1898-1919); Diplomacy and Foreign Policy between the wars and during World War II; the early Cold war; the end of the Cold war; diplomacy toward the end of the 20th century and, finally, diplomatic dilemmas in the post 9/11 world. While the essays included in these various sections do not cover each and every development, the coverage certainly hits the highlights. Manifest Destiny, Big Stick Diplo-



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publisher profile

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KEY PRODUCTS AND SERVICES: Casalini Libri is a leading supplier of European bibliographical data, books, journals, and digital content to libraries and agencies throughout the world.

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Casalini Libri's own full-text platform, Torrossa, provides libraries with exclusive scholarly eBook and e-journal publications from a multitude of publishers in the Humanities and Social Sciences from Romance language countries.

CORE MARKETS/CLIENTELE: Research libraries, Specialised libraries, National libraries, Public libraries on all continents.

NUMBER OF EMPLOYEES: 90

HISTORY AND BRIEF DESCRIPTION OF YOUR COMPANY/PUBLISHING PROGRAM: Mario Casalini founded the company in 1958 in response to growing demand for European publications to American libraries. Since then the company has grown steadily in the Villa Torrossa and the nearby modern office complex in Fiesole on the hills overlooking Florence.

ADDITIONAL ITEMS OF INTEREST TO ATG READERS: Casalini Libri has been awarded the Aldo Manuzio Prize for the diffusion of European books and culture (in 2008 and 2011).

macy, the Debate over Intervention, Containing Communism, Mideast Diplomacy, the Vietnam War, Détente, Glasnost and Perestroika, and the War on Terror are just some of the key essays. Each section also has an informative closing article that covers the diplomatic milestones of the era.

The essays are factual and written in a reader-friendly style that should appeal to interested lay readers as well as serious scholars. In addition to relevant facts, the essays offer explanations and informed analysis on the essential issues. Photos and sidebars not only visually illustrate the text but add flavor and key information including primary source excerpts. And, as is the case with most CQ Press titles, the bibliographies are a big plus. Other value-added features include a handbook of key diplomatic terms, events, and organization; chapter acronyms and initialisms and a listing

of all Presidents, relevant cabinet members, National Security Advisors, and their terms of service.

With its thematic and chronological structure, *Guide to U.S. Foreign Policy: A Diplomatic History* offers a different, but equally valuable approach to that found in more traditionally-structured references like Oxford University Press' *Encyclopedia of U.S. Foreign Relations* (1997, 978-0195110555). It also serves to update the broad topical essays in Scribner's *Encyclopedia of American Foreign Policy* (2001, 978-0684806570). As such, this current set makes an excellent complement to these two classic titles and should find its way onto numerous academic library shelves. Some larger public libraries where there is patron interest would also do well to consider it. (The *Guide to U.S. Foreign Policy: A Diplomatic*

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