Spring Institute 2011 Recap:
Taking the eek! out of eBooks

by Everett Wiggins, Hiscock & Barclay, LLP, Syracuse

Forty-one attendees gathered at the Syracuse University Law School on April 29th for the annual ALLUNY Spring Institute, filling almost every seat in the auditorium. Our three speakers combined to give an over-view of how electronic materials are changing libraries from the public library, academic library, and vendor perspectives.

Our first guest was Julia Schult from the Baldwinsville Public Library, discussing the evolution of electronic reading devices. While eBooks got their start in 1971, when Project Gutenberg first scanned the Declaration of Independence, until 1999, there simply wasn’t much concern for the subject, as the PC was making its way into common use. From 2000-2006, though, portable electronic reading devices, as a concept, became very popular. This finally broke through into public purchasing action in 2007, when Amazon introduced the Kindle—making it easy to buy, and read, popular material without being tethered to a desktop machine.

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Message from the President
by Nancy Babb, University at Buffalo

I have been so sad, sorry, and frustrated to learn that many ALLUNY members have been experiencing layoff or outright job loss. These are such troubling times, and I wish I knew more to do. Throughout ALLUNY, and in all our communities, I hope we can be strong for one another. Perhaps because it’s a common Internet meme, I keep thinking of those WWII British morale-boosting posters: Keep calm and carry on. Yes. Well --

Keep calm…

One of the Board’s major priorities this year has been ALLUNY’s tax exempt status. I’m grateful to Treasurer Andrea Rabbia and Board Member Everett Wiggins, who have been gathering data, filling out forms, and working with a lawyer from Hiscock & Barclay (and thanks again to Everett for his firm’s generous assistance to us!). The process has also provided good opportunity for us to review operating procedures and their documentation, thanks to the dedication and diligence of Secretary Judy Lauer.

The Board has also been discussing ways to help ALLUNY members and the organization itself to best weather these very difficult economic times. One change is to the length of our annual meeting; this year, we’ll move from three days (actually, 2-1/2) to two. We hope that this will improve costs for everyone and perhaps even make the meeting even more appealing. We’ve also been debating registration fees – for example, for Spring Institute. Although ultimately the Board voted to keep 2011 Spring Institute fees at par, the current rate barely covers cost, and the Board is strongly considering an increase (of $5 per registration) next year. Your feedback on any of these issues – as well as your suggestions for programming and other educational opportunities – would be greatly welcomed.

Carry on…

It was great to see so many ALLUNY friends at this year’s Spring Institute.

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Message from the President
(Continued from page 2)

Education Chair (and imminent President) Jean-Paul Vivian put together a wonderful program on e-books and related resources that I found both professionally helpful and personally interesting. Cheers for Jean-Paul, and for the speakers, and for Everett Wiggins for his coverage of the event in this issue of the Newsletter. I hope that those who share their conference experiences in the Newsletter realize what a boon they provide – both as refresher course for co-attendees and as the-next-best-thing-to-being-there for others.

AALL’s annual meeting is being held in July in Philadelphia, PA. ALLUNY will once again have a table in Exhibit Hall where we will share membership information and news. Please feel free to stop by and man the table, or just sit and rest for a bit. The joint reception with LLAGNY and NJLLA will be held on Monday, July 25, at 6:30 p.m. in Marriott-Room 414/415. For more information, visit the AALL conference planner, event http://aall11.sched.org/event/a66411ceeecec16db435f7e996059652

ALLUNY’s own annual meeting will be held in Binghamton from Friday, September 30, to Saturday, October 1. Jean-Paul has a fantastic program in development – hope you will mark your calendar and are looking forward to this as much as I am.

Stay ALLUNY…

It’s great to see the slate of candidates for this year’s ALLUNY elections. Please vote! And don’t forget that there are other opportunities to be involved with ALLUNY as well; Committee information is online at http://www.aallnet.org/chapter/alluny/comms.asp#comm-list. I’m grateful to recognize the ongoing and frequently unsung efforts of all of our committees and their dedicated members: Joan Hoolihan and Robert D. Cunningham for Archives; Judy Lauer and Betsy Vipperman for Constitutions and By-Laws; Jean-Paul Vivian for Education; Linda Dean for Grants & Scholarship; Bob Weiner for the Listservs; Lynn Fullshire for Membership; Editor Venessa Hughes and crew Christine Brown, Judy Lauer, and Amanda Steinbacher for Newsletter; Laura Sutell for Nominations; Miranda Ashby, Melissa Bednarz and Anne Marie Swartz for Public Relations; and Tim Hunt for Vendors & Corporate Sponsors. I hope all members will feel welcome to pursue any developments of interest. Are you inspired by a particular committee, or would you like to contribute to the Newsletter or website? Or do you have other ideas for ALLUNY?

I'd love to hear from you!
--Nancy

Forthcoming issue

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The ALLUNY Newsletter is published on the web at: http://www.aallnet.org/chapter/alluny/newslett.asp
Even when I was gainfully employed, I kept my job searching sources in my RSS feeds and gave them a daily perusal. I realize what a luxury it was that I would only look at jobs that truly interested me, now that I am looking at any possible job that I might be able to perform well, and not just inside the library. But is this the way we job-seekers should be going about things? Shouldn’t we all love what we do? I became an English major because I loved books, which got me involved in my first student job in my University library, which in turn got me my first job in a public library, which in turn had me mulling over the idea that libraries are where I belong, which finally led to my acquiring my MLS. All from doing what I loved best in college, against the advice of well meaning people who tried to convince me to do otherwise.

Two years ago I felt lucky to have my job so soon after completing my degree, in the area of the country where jobs are few and far between but which is where I want to remain. Now.... I’m looking again, and looking at anything. Trying not to panic yet, but knowing that eventually I may have to start looking for work outside of libraries. Yet, my education and experience are in libraries, and I know those skills are transferable to other jobs. But do those other jobs know it?

Do I leave off my education that I have worked so hard to get if I have to start applying for these non-library jobs? A question I’ve pondered over and over with no clear answer. Not only does it feel like lying, it feels like cheating myself of something, it feels like I’m dumbing myself down. Which I don’t want to do.

While I don’t really know what the next chapter of my life will entail with regards to my career, I do know that I don’t want to give up: I’ve worked too hard to do that. Instead, I will stay as actively involved in the library community as I can, from persevering as editor of this very newsletter, to attending webinars in order to remain current, to countless other things I haven’t yet been able to think of.

Anything but dumb down.

~ Venessa

photo © Venessa Hughes
Spring Institute 2011 Recap

(Continued from page 1)

Schult credits three reasons for the sudden explosion of eReaders: price, ease of use, and selection. Early devices were very expensive, but the Kindle made a dedicated reader affordable for many people. The Kindle also made it easy to buy new content, easy to use the device, and easy to read from its screen. Finally, Amazon put thousands of books just a click away, making it easy to find and purchase just what was wanted.

This convenience poses a threat to the library, though: if it is this easy to get an eBook, why go to the library at all? We might answer, “So we can keep our jobs!” Schult, however, suggests three more convincing reasons. Libraries can provide face-to-face interaction, both assisting with technical issues (something Amazon simply cannot offer) and with reader advisory; they provide equal access to information and technology, helping to level the economic digital divide; and they maintain their traditional roles as community centers, local history repositories, and literacy development agents. Electronic media are simply another collection to libraries, which are better equipped to make sense of these new options than most individuals.

The next speaker was Scott Warren, Head of Collections for Syracuse University Libraries. He focused on electronic content as a subset of the collection, suggesting that rather than rushing into new arrangements librarians need to ask what problems this new media can solve and proceed with due diligence. He notes, however, that electronic material does offer a number of advantages: they can address issues with storage space, portability, content turnover and updating, discoverability, and statistical reporting. We have already seen many of these advantages in the legal profession, as database providers such as Lexis and Westlaw have made access to the most current versions of black-letter law and treatises instantaneous and ubiquitous, rather than dependent upon long-delayed print updates which can only be accessed where the book is located.

After a light lunch, Dan Rosati from Hein & Co. gave us the view from one of those database providers. In spite of Hein’s evolution from a print-distribution company to database provider, their mission values and ideals remain the same: fast, dependable, reliable, and high-quality service. But while the mission remains the same, everything else about their business has changed because of electronic content. All work is now created as an electronic image file, rather than microfilm. Storage space is accordingly reduced, although server space takes up much of what used to house bound volumes. The sales audience, and product delivery, are different; this has created additional opportunities for training and library services that didn’t exist for print products; and finally, working electronically has necessitated developing third-party relationships to develop tools and processes for interoperability with federated search systems, discovery services, and open URL resolvers.

There has also been unexpected competition from non-publishers, such as Google, who also provide digital content from the public domain (many of Hein’s collections are aggregations of historical government documents), as well as the ever-present threat of theft that easy copying of electronic files creates. Long-term preservation also becomes an issue; when electronic access allows a customer to discard archived print materials, the customer needs assurance that the material will remain available online in

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Spring Institute 2011 Recap

(Continued from page 5)

perpetuity. These elements, however, simply reinforce Hein's original goal of adding value to the product for their customers. Adding value to our products ought be our goal as information providers, as well.

The program concluded with a brief celebration (and cake!) in honor of Jan Fleckenstein, who is completing her J.D. at Syracuse Law School this spring.

The presenters at this year's Spring Institute have all very kindly made their presentation handouts and/or slides available online at http://www.aallnet.org/chapter/alluny/si2011/

Hope you enjoy!
— Nancy Babb
**ALLUNY Candidates for Office**

**Name:**
Joan Hoolihan

**Candidate for the Office of:**
Vice President/President Elect

**Present Position:**
Senior Law Librarian for Technical Services, June 2009-present, Appellate Division Law Library, Rochester, NY

**Former Positions:**
- Cataloging Librarian, April 1998-May 2009, Appellate Division Law Library, Rochester, NY
- Cataloging Librarian, October 1998-October 1999 (part time), Wallace Library, Rochester Institute of Technology, Rochester, NY
- Acquisitions, Cataloging, Serials, Reference (in that order) Librarian, February 1986-March 1998, Miner Medical Library, University of Rochester, Rochester, NY
- Young Adult Librarian, 1981-1984, East Cleveland Public Library, East Cleveland, OH

**Education:**
- MLS, SUNY at Buffalo, 1975
- BA, SUNY at Buffalo, 1974

**Professional Affiliations:** AALL, ALLUNY, NYS Unified Court Law Libraries Associations (Pro Se), 1998-present

**Professional Activities:**
- ALLUNY Archives: 2007-; co-chair 2009-present
- President: Pro Se, 2006-2007
- ALLUNY Board of Directors: 2005-2007

**Name:**
J. Jay Deveau

**Candidate for the Office of:**
Board of Directors

**Present Position:**
- Research Paralegal
  - Phillips Lytle LLP
  - Buffalo, NY
  - June 2011-present

**Former Positions:**
- Law Librarian
  - Chemung County Supreme Court Library
  - Elmira, NY
  - September 2008-June 2011
- LexisNexis Law School Account Executive, Ithaca, NY
  - March 2008-August 2008
- Director of Library & Research Services
  - Goldberg Segalla LLP, Buffalo, NY
  - July 2001-March 2008
- Adjunct Assistant Professor – Legal Research
  - Hilbert College, Hamburg, NY
  - September 1989-December 2007
- Reference Librarian – Part Time
  - SUNY at Buffalo Law Library, Buffalo, NY
  - August 2002-December 2003

**Education:**
- Master of Library Science – May 1985
  - SUNY at Buffalo
- Bachelor of Arts – Political Science – May 1981
  - SUNY at Buffalo

**Professional Activities:**
- NYS Unified Court Law Libraries Association (Pro Se), 2008-present
  - President – 2010
  - 2nd Vice President/1st Vice President Elect – 2009
- American Association of Law Libraries
  - 1984-present
- Association of Law Libraries of Upstate New York
  - 1984-present
  - Board of Directors – 2010/2011
  - Education Chair – 2004 (Albany)
  - Board of Directors – 2000/2001
  - President – 1999/2000
  - Local Arrangements Co-Chair – 2000 (Niagara Falls)
  - Vice President/President Elect – 1998/1999
  - Education Chair – 1999 (Binghamton)
  - Nominations Committee – 1993/1994
ALLUNY Candidates for Office

Name: Cynthia J. Kesler

Candidate for the Office of: Board of Directors

Present Position: Principal Law Librarian, 2001-present

Former Positions:
- Senior Law Librarian
  Syracuse Supreme Court Law Library
  June 1992-November 2001
- Law Librarian
  Syracuse Supreme Court Law Library
  February 1987-June 1992
- Public Services/Circulation Librarian
  H. Douglas Barclay Law Library – Syracuse University
  August 1986-February 1987
- Director of the Library
  Mackenzie, Smith, Lewis, Michell & Hughes Law Firm
  1980-1986

Education
- MLS, Syracuse University, 1980
- BA, SUNY Geneseo, 1979

Professional Affiliations:
- AALL, ALLUNY, 1980-present, Board of Directors:
  2006-present, Archives Committee, Nominations Committee
- NYLA, 1987-1995
- Pro Se NYS Unified Court Law Libraries Association,
- Chief Law Librarian Advisory Committee, 2001-present
- Central New York Library Resources Council
  Legislative Services Committee, 2003-present
- Advisory Committee of the Legal/Assistant/Legal Studies Program at University College of Syracuse University, 2001-present

Contributor: New York State Document Depository Manual, 1989, Union List of superseded legal titles in New York State libraries; including records and briefs, 1999 with Colleen Stella and Jeannine Lee

Name: Colleen Ostiguy

Candidate for the Office of: Board Member


Education:
- B.A. University at Albany
- M.L.S. University at Albany
- J.D. Albany Law School.

Professional Activities:
- New York State Bar Association, Electronic Communications Committee member
- American Association of Law Libraries, Member of Legal Research and Sourcebook Committee
- Capital District Library Council, Member of Reference Services Interest Group
- Secretary and Immediate Past President Tech Valley New York State Women Inc.

Publications:
- *Introduction to Anita Hill’s Opening Statement at the Sexual Harassment Hearing of Clarence Thomas* in MILESTONE DOCUMENTS IN AFRICAN AMERICAN HISTORY (Schlager Group, 2010)
But I Digress…
by Elaine Knecht, Hiscock & Barclay, LLP, Buffalo

Let me begin by saying this column is not meant to be a commercial. I’m not necessarily endorsing any of the websites or products. That being said - have you been to the online store www.zappos.com? Although I had heard of it, I thought it was all about shoes. Indeed, shoes were the first products Zappos sold, and while they are the largest online shoe store, and 80% of their business is footwear, they now have clothing for men, women and children; handbags; housewares (like the KitchenAid stand mixer); eyeglasses; watches… well, you get the idea. I was not familiar with this retailer (www.overstock.com is my usual online retail destination) until I heard an interview with Tony Hsieh (pronounced shay) on the Smart People Podcast www.smartpeoplepodcast.com (more about that later).

After graduating with a computer science degree from Harvard, Tony exercised his entrepreneurial muscle in several situations. He co-founded LinkExchange, an advertising website. Within two years, at the age of 25, he sold LinkExchange to Microsoft for $265 million dollars. Read that sentence again.

So Tony retired to his private island and lived happily ever after, right? Wrong. He tried investing, but found that it wasn’t hands-on enough for him. He became the CEO of Zappos late in 1999. According to Zappos’ Wikipedia entry, the company had annual sales of $1 billion in 2008. In 2009 Amazon bought Zappos for $1.2 billion in cash and stock.

The primary topics Tony talked about were corporate culture and core values. The great customer service that is Zappos’ hallmark flows, he says, from these. Although Tony didn’t enumerate them in the podcast, I found the core values online. Take a look at this list. I think it’s safe to say we should be adhering to every one of these in each one of our libraries, be it corporate, academic or judicial.

- Deliver WOW Through Service
- Embrace and Drive Change
- Create Fun and A Little Weirdness
- Be Adventurous, Creative, and Open-Minded
- Pursue Growth and Learning
- Build Open and Honest Relationships With Communication
- Build a Positive Team and Family Spirit
- Do More With Less
- Be Passionate and Determined
- Be Humble

You are certainly doing more with less. You are passionate and determined. And growth and learning is what we are all about, right? But adventurous? Creative? A little weird? And what about the WOW factor? How different our hours and days at the office would be if we incorporated those into our work!

Why am I telling you this? It’s because of a particular thing Tony said in that podcast (and I will come back to Smart People before this is over). The interviewer asked him about the fear factor for an entrepreneur. What if your plans fail? Not just fail, but go down in flames. If that does happen, said Hsieh, what’s the worst case scenario? You might have to sleep on the sofa at your parents’ house. You may be eating a lot of ramen. Friends will feel sorry for you and take you out for drinks occasionally. You’ll be pounding the pavement, or scouring the internet, for another job. Another situation. Another chance. You will not, and this is the part that really got me, be eaten by a saber-toothed tiger!!

I have to ask myself, we have to ask ourselves – what are we waiting for?

And now, about the Smart People Podcast. I discovered it through the iTunes store, looking for educational/philosophical material. Two guys, mid-twenties, curious about many things, started calling smart people, inviting them…

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But I Digress…

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to spend a half hour talking about their work and passion. Even the guys (Chris and Jon) were surprised when many accepted their invitation. Since the podcast began in November of last year, I've listened to, among others, a nutritionist, an investment advisor, a gerontologist who believes that the first person to live to be one thousand years old may be alive today, and a woman who writes about the fine art of being wrong. Each podcast is just about a half hour in length. Sometimes it's riveting, sometimes only moderately so, but I've gleaned enough fascinating nuggets to keep me coming back. For example, writer and legal scholar Stanley Fish, when asked to name a few of his favorite works of literature, pointed me to Ford Madox Ford's The Good Soldier. The story of two married couples, it was a tremendous contrast to Wallace Stegner's Crossing to Safety (also about a pair of marrieds) which I had just read with the book club. Serendipity at its finest.

Top Ten Things: A Series of Columns

by Ruth Balkin, Balkin Information Services

Top Ten Reasons Marketing is Like Playing Sudoku:

I'll admit it, I'm hooked on Sudoku. At the urging of my assistant (thanks a lot, Natalie), I started out doing the puzzles in the newspaper, then bought a few books. However, my favorite is JigSawDoku, available free online at http://www.jigsawdoku.com/. Each number has a specific color and you can change the difficulty level.

Today I discovered that marketing is a lot like playing Sudoku:

1. The more you practice, the better you get.
2. If one thing doesn't work, try something else. You need to use various methods even in the same game.
3. It's okay to "cheat" -- in other words, ask for help. Or in the case of the game, try a number to see if it works.
4. When all else fails, go back to the beginning.
5. If you get stuck, put it on "pause" and take a break. Go do something else.
6. Set a limit on how much you will "play." Don't get distracted and spend all your time playing the game; you have other things to do in your business besides marketing.
7. Check your progress as you go along. You can do this by clicking on "Hint." For marketing, how many follow-up calls did you make or how many e-mails did you send?
8. Get organized, and the pieces will fall into place.
9. How are you doing? Check your stats periodically. 14 calls made, 4 proposals to do!
10. And finally, remember to have fun doing it!

By Ruth G Balkin, Balkin Information Services, rbalkin@balkininfo.com 585-482-1506

With thanks to Rachel Lee and Gideon Greenspan, creators of JigSawDoku.
Quoting Joyce Manna Janto, “[L]awyers forget that the librarians are just as well educated as they are.”—p.23

See: http://www.law.umich.edu/quadrangle/spring2011/specialfeatures/Pages/TheValueofLawLibrariansatLawFirms.aspx


“[T]o claim value, it is essential to manage perceptions of the value being created.”—p.13


“The Bernard Becker Medical Library at Washington University in St. Louis provides a great model for libraries to use to assess the impact of research. [I]t can easily be applied to any research setting.”—p.19


“Is it best to have fewer libraries with all titles current or to have more libraries with only some titles current?”—p.24


Among the titles reviewed here are:
Social Media for Lawyers: the Next Frontier.


“Dempsey points out that it can be a touchy subject when the library, as part of a larger organization such as a university, is constrained in the use of its own logo. At the UALR Law Library, we are expected to comply with the broader guidelines, but…the Office…and…director of communications have been very willing to create law library versions of the logo.”—p.9


“The iPad is a great device for a lawyer to use to read and highlight or otherwise annotate documents. GoodReader is (Continued on page 12)
my favorite app for making this possible. If you don’t have the app yet, I strongly encourage you to get it.”

See: http://www.iphonejd.com/iphone_jd/2011/05/review-goodreader-ipad.html

- Richardson, Jeffrey. Review: GoodReader --Essential iPad App for PDF Files. Weblog entry. iPhoneJ.D: Lawyers Using iPhones and iPads. (May 10, 2011).

“While it’s possible to use Google Buzz to annotate a title in Google Books, it is as clunky a process as it is in the context of any dedicated e-reading device.”


“A librarian is not always available to answer a question…. By posting videos, narrated PowerPoint slides, and the like, all of the tools are put into the hands of users any time they are needed.”—p.18


“’[F]ree’ access could be construed as a Trojan horse to create demand inside libraries for more access points and further usage rights.”—p.33


“The AVerVision 355 AF is competitively priced, feature rich, well constructed and easily transportable, making it a worthwhile option to consider if you’re looking for a document camera.”—p.19

See: http://tinyurl.com/3ne7typ


“QR codes are starting to appear within the legal community outside of law libraries.”—p.158

See: http://www.aallnet.org/main-menu/Publications/spectrum/Vol-15/No-6/April11-Flick.pdf


“The Simpsons...’Bart Sells His Soul’…in writing but with a contract that lacks many crucial elements. Use for a class on contract drafting....”—p.21

See: http://www.aallnet.org/main-menu/Publications/spectrum/Vol-15/No-6/April11-Flick.pdf

“We’d like to see a full-text keyword searchable docket database of all the documents at PACER and more search tips displayed on the search menu pages.” — p.28

See: http://tinyurl.com/3vk2opt


“But while online access to the full text of older articles through HeinOnline has not increased their citation rates, that should not be construed as an indication that full-text accessibility of older journals is not necessary.” — p.68


“While the warp-speed advances in research technology can tax even the most progressive and cutting-edge among us, the democratization and flattening of the online legal research marketplace, highlighted by these results, promise to yield a better value to the legal profession than the *de facto* market control of LexisNexis and Westlaw that has been in place for decades.” — p.85


“Data.gov is not the only transparency in government project to be closed down; other efforts slated for shut down due to the budgetary crisis include…”


“Plagued by budget overruns and missed deadlines, FDsys is an enormous step forward in managing information rather than publications as was the purpose of GPO Access.”


Copies of articles from print publications cited herein should be obtained through regular interlibrary loan procedures or by contacting the publisher(s) directly.
An ALLUNYMEM reader asks:

“I am wondering what other Westlaw only firms are planning to do for New York Law Journal access after May 1st? … It feels like we are being forced to sign a contract with LexisNexis.”

The question arises as the NYLJ moves from being an exclusive Westlaw resource to an exclusive contract with Lexis, and is problematic because the NYLJ website archives will only provide access to their recently-reported decisions—forcing even direct subscribers to find alternative access for back file material.

This is, of course, exactly the problem that Lexis-only libraries faced until May, and an increasingly common one in this era of “fiscal responsibility,” when we lose access to familiar resources simply because we can no longer afford them. But this is also precisely what we have been trained to do—our job, as librarians, is to choose what resources to provide and determine how to work around what we can’t provide.

In some cases, this means finding an alternative, comparable resource. My attorneys will often ask for a particular article from a subscription service, and in spite of our library magic, we won’t always be able to retrieve the cited item. In these cases, we try to find something else on the subject—for news or analytical material, there is almost always something else on the subject, and this straightforward substitution, like Pepsi for Coke, is generally acceptable.

NYLJ decisions, though, allow no substitution. They aren’t published elsewhere, and they are primary law. They are necessary for the work we do. But they aren’t so essential as to justify an entirely new, otherwise redundant database contract, either. In situations like this, when an item is essential but rarely needed, it is good to have friends. Especially when those friends also have libraries, as each of us do.

We all have some degree of access to local public, court, and university libraries, and each of these libraries has a public service mission. Even private firm libraries are usually willing to share unique resources; just last week I received a scan of pages from a California-specific treatise held locally by only one downstate firm. We all understand the challenges and constraints of the current resource landscape and we are all here to help. Please, feel free to ask.

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**Book Review: Commercial Litigation in New York State Courts, 3d edition, West, 2010**

*by Elaine Knecht, Hiscock & Barclay, LLP, Buffalo*

In preparation for submitting this review, I looked at a bit of the history of the Commercial Division of the Supreme Court of New York. The division, established in 1995 in only two counties, has expanded and is currently seen in three of the five boroughs of New York City; in five individual counties; and in two Judicial Districts. According to Robert L. Haig, the Editor-in-Chief of all the editions of this title, “The people who work in the New York State courts are aware that we now have a business court that many lawyers and business people perceive as the best forum for the resolution of business disputes anywhere available.”

The Third edition has expanded to seven volumes (the first edition was three volumes, the second was five) and comprises 107 chapters, of which 19 are completely new. The remaining 88 have been revised and expanded to such an extent that many of them may be considered functionally “new,” without obsolete or unusable material. This comprehensive reference source was written by 144 authors, twenty of whom are judges, including Judge Jonathan Lippman, the Chief Judge of the State of New York. A handful

(Continued on page 15)
hail from Upstate New York (representatives from the Commercial Divisions of Onondaga County and the 8th Judicial District among others). The set has a publisher's list price of $665. A CD-ROM to facilitate form drafting is part of the set. Some 500 pages (of the 7829 in the first six volumes) are devoted to litigation forms and jury charges. The final volume (4D) is a complete collection of Tables (Law and Rules and Cases) and an index.

Although the title indicates that this is all about Com Lit in New York, there are a few very helpful chapters that cover Federal situations: Chapter 10 “Removal to Federal Court”; Chapter 11 “Comparison with Commercial Litigation in Federal Courts”; and Chapter 15 “Coordination of Litigation within New York and Between Federal and State Courts.” Many areas of the law have evolved and changed in the last five years (when the 2d edition was published) and up-to-date material about such hot tops as Litigation Technology, E Commerce and Intellectual Property are carefully covered.

This is both a substantive and strategic treatment of the Commercial Litigation practice, chock full of information on contract law, insurance policies, bank letters of credit, UCC Article 2, and Commercial Defamation, to name just a few of the areas that are fully discussed. On the strategic front it will advise the practitioner from the early stages of investigation through the crafting of pleadings and motions, discovery, the trial, the possible appeal and the enforcement of the judgment.

Reviews of this collection have been uniformly positive. Rather than re-invent the wheel, I'll conclude with reference to the New York Law Journal's review.

This treatise is an extraordinarily useful reference for practitioners in both upstate and downstate practices, no matter the size of the firm, and no matter the simplicity or complexity of the lawsuit. Written largely by practitioners from large firms, it contains sophisticated advice that will be helpful to even experienced advocates. The set was designed, however, to meet the needs of the small firm or solo practitioner as well. In fact, it may be even more valuable to those practitioners who do not handle commercial cases on a regular basis because the authors present, in a highly accessible manner, everything a commercial litigator needs to know to advocate in the state’s courts.2

1Commercial Litigation in New York State Courts (Robert L. Haig, et al. eds., 2010) (West’s New York Practice Series Vols. 2-4D) pg. xvi

Will You Be the Next to Join Technical Tips?

Enthralled by the fast-paced and glamorous exciting world of technical services? Sure, we all are. But only YOU can become the next columnist for Technical Tips.

Wikipedia spares merely three sentences on “library technical services,” dourly defined as “the processing and maintenance of a library's physical collection” (http://en.wikipedia.org/wiki/Library_technical_services). You know that it is so much more — meriting not only sentences but three columns a year. You think about it. You live it. Why not share it here? Declare 2010 not only the Year of Cataloging Research but of Technical Services in All Their Glory, and with the stroke of your mighty pen: make it so.

Nervous about taking on the proud mantle of full-time columnist? Then just try out the role, as a guest columnist. The editors — nay, the readership — nay, the world! — will welcome your contributions, and we think you'll be glad you did.
ALLUNY Board Meeting

ALLUNY BOARD MEETING
Syracuse University College of Law
Friday, April 29, 2011

**Present:** President Nancy Babb, Vice-President/President-Elect Jean-Paul Vivian, Secretary Judy Lauer, Treasurer Andrea Rabbia, Board Members Jay Deveau, Cindy Kesler, and Everett Wiggins. Also present were Archives Chair John Hoolihan and member Jeannine Lee.

**Not-present:** Past-President Laura Suttell and Newsletter Editor Venessa Hughes.

The meeting was called to order at 3:30 p.m.

**Treasurer’s Report:**
Rabbia’s written report (attached) indicating a balance of $5021.61 was approved (Wiggins, Kesler).

**Committee Reports:**

**Archives:**
Hoolihan reported (see attached) that she and Rob Cunningham have begun sorting and organizing the Archives. They would like to see some standards for records retention incorporated into the Operating Manual.

**Constitution & Bylaws:**
No report although Lauer did note to Hoolihan that she has most of the Constitution & Bylaws files from Archives.

**Education:**
Vivian announced that there were 41 registrants and three speakers for the Spring Institute. He has begun work on the Annual Meeting programs.

**Grants & Awards:**
Reporting for Linda Dean, Babb indicated receipt of one application for the AALL Annual Meeting grant (rotating grant supplied by AALL).

**Listserv:**
Babb is assigning the Membership Chair to notify Rob Weiner regarding updates to the ALLUNYMEM-L list.

**Membership:**
Chair Lynn Fullshire reports 102 members, 19 of which are Life members and one who is unemployed. Membership is down by 28 from 2010. Membership renewals should be sent in October with a final push in January. Cancellation of access to the Members Only portion of the website will be March 31.

Babb is preparing the final version of a print 2010 Directory which will be mailed to Life Members only. The 2011 version will be done in October, after the Annual meeting.

(Continued on page 17)
**ALLUNY Board Meeting**

*(Continued from page 16)*

**Newsletter:**
Upcoming deadlines for Newsletter articles are June 6 for the July issue and November 7 for December.

**Nominations:**
We are seeking a Vice-President/President-Elect and two Board Members.

**Public Relations:**
Babb and Vivian noted that Melissa Bednarz had created the programs for the Spring Institute.

**Webpage:**
Babb reported that AALL.net is moving to a new server but that it should not impact on the Chapter webpages.

**Old Business:**

**Operating Manual:**
Lauer reported that it is in progress but not yet ready for final review.

**Tax Status:**
Wiggins is working with Zachary Forward (Hiscock & Barclay, LLP) on the 501(c)(3) application. Babb has signed over Power of Attorney to Forward. She also provided Wiggins with our certified copy of Articles of Incorporation. Lauer volunteered to work on the Narrative portion of the application. Due to the time constraints, discussion was tabled until the next teleconference meeting (Lauer, Wiggins).

**Audit:**
Kesler and Wiggins will make arrangements to meet with Rabbia in the upcoming months.

**2011 Annual Meeting:**
Lauer reported that the contract with the Holiday Inn had been signed. Meeting dates are Friday, September 30-Saturday, October 1.

**New Business:**

**AALL 2011 Annual Meeting:**
Although NJLLA is technically in charge of this year’s ALLUNY/LLAGNY/NJLLA joint reception, Babb has heard nothing regarding it and will contact the Chapter president. She will also be asking LLAGNY if there is any interest in sharing a Chapter table in Exhibit Hall.

**Future ALLUNY Annual Meetings:**
2012 is tentatively planned for the Buffalo area; 2013 in Utica.

**ALLUNY Planning Calendar:**
It was agreed that the Planning Calendar should be posted in the Members Only section for the webpage.

*(Continued on page 18)*
ALLUNY Board Meeting

(Continued from page 17)

**ALLUNY Newsletter Printing:**
Babb explained that her library has routinely printed the few Newsletter issues that are sent to Life Members. However, she will be taking a six-month sabbatical and printing during that time may not be possible. Rabbia will obtain approximate costs and see if library can absorb the task.

A teleconference meeting was set for Monday, May 9, at 2:00. Babb will send a confirming email with access instructions.

The meeting was adjourned at 5:15 p.m. (Deveau, Wiggins).

— Submitted by Judy Lauer, Secretary

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**ALLUNY Board Meeting: Teleconference Call**

Monday, May 9, 2011

**Present:** President Nancy Babb, Vice-President/President-Elect Jean-Paul Vivian, Secretary Judy Lauer, Treasurer Andrea Rabbia, Board Members Jay Deveau, Cindy Kesler, and Everett Wiggins. Also present was Zachary Forward (Hiscock & Barclay).

**Not-present:** Past-President Laura Suttell and Newsletter Editor Venessa Hughes.

The meeting was called to order at 2:05 p.m.

Rabbia has been working on the financial pages for the 501(c)(3) application. She will need to check with Elaine Knecht re documentation for 2009. She will forward the financial section to Wiggins prior to May 30.

Wiggins suggested some changes to Part IV (the Narrative) which Lauer will amend.

The group then reviewed the remaining parts of the application which covered conflicts, compensation, grants, gaming, etc. It was determined that the Association complies with the requirements. Language for the application can be taken from the Articles of Incorporation, Bylaws, and Operating Manual.

The next teleconference meeting will be June 6 at 2:00 p.m.

The meeting was adjourned at 2:45 p.m. (Kesler, Deveau).

— Submitted by Judy Lauer, Secretary
Treasurer’s Report: Spring 2011

Ending Balance on January 2011 bank statement $3,036.61
Amount allocated to General Funds $2,806.61
Amount allocated to Grant Funds $230.00

Expenditures

<table>
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<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donation to Andrew Kloc</td>
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<tr>
<td>SERVICE CHARGE FOR ACCOUNT</td>
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</tr>
<tr>
<td>Subtotal of Expenditures</td>
<td>- ($250.00)</td>
</tr>
<tr>
<td>Dues Renewals (through 4/1/11)</td>
<td>$2,235.00</td>
</tr>
</tbody>
</table>

Subtotal of Deposits $2,235.00

Ending Balance on 7 April 2011 bank statement $5,021.61
Amount allocated to General Funds $4,416.61
Amount allocated to Grant Funds $605.00

— Submitted by Andrea Rabbia, Treasurer

Membership Report: Spring 2011

Dues Paid: 80

Life Members: 19
Student: 2
Unemployed: 1
Total: 102

Category Breakdown:

Academic: 44
Court / Gov.: 18
Firm: 18
Life / Retired: 19
Publisher: 1
Student: 2
Total: 102

Failed to renew from 2010: 28 members.

— Submitted by Lynn Fullshire, Membership Chair
ALLUNY Members in the News

Welcome, new members!

- Nancy Horan, Sr. Law Librarian at the New York State Law Library in Albany. (518) 474-2274
  nhoran@mail.nysed.gov
- Elizabeth Lederer, Library Clerk at Phillips, Lytle, LLP in Buffalo. (716) 847-5471
  elederer@phillipslytle.com
- Danielle Brooks, Research Librarian, Harris Beach. Pittsford, NY.
- Meredith Ship, Canandaigua, NY.
- Laura Hankin, Law Library Clerk, Supreme Court Law Library. Hudson NY.

Need to contact an ALLUNY member? The membership directory is online at
http://www.aallnet.org/chapter/alluny/protected/directory.asp (member login required)

For two years as Law Library Director, Professor Jim Wooten brought a fresh perspective to and an enthusiasm for to the University at Buffalo Law Library and its services. With the thanks of the staff and faculty for his dedication to his tireless work to promote the library, Professor Wooten has stepped down from his position as Law Library Director to return to his scholarly pursuits and eager students.

Beth Adelman, previously the Associate Director and Head of Collection Development, has been appointed as director. Ms. Adelman holds a Juris Doctor and a Masters in Library Science, and has worked in both private and academic law libraries. She has many years of experience in administrative roles, and has an established national presence in the law librarian community.

In addition, Terry McCormack, the Head of the Koren Center for Clinical Legal Education, has been appointed as Associate Director. Mr. McCormack is an active member of the University at Buffalo library community, both as Head of Koren and in his committee roles. He teaches classes in the Library Science department, assists in the creation of the technological profile of the Law School, and oversees Law IT.

Please join us in welcoming Ms. Adelman and Mr. McCormack, to their new roles! All of the Law Library are thrilled to see what’s to come!

(and thank you to Theo Belniak for sharing this announcement!)

— Submitted by Nancy Babb
I'm delighted to share the news that Beth Adelman, Associate Director and Head of Collection Management at the University at Buffalo Law Library, has been selected to receive the SUNY Chancellor's Award for Excellence in Librarianship. The award honors "skill in librarianship; service to the campus, the university and to the field; scholarship and professional growth; and major professional achievements" -- all of which Beth exemplifies wonderfully.

More information about the award and Beth’s contributions is available in today’s UB Reporter: http://www.buffalo.edu/ubreporter/2011_05_26/chancellor%27s_awards

Congratulations, Beth!

— Submitted by Nancy Babb

Please join me in congratulating and celebrating Eugene Preudhomme, Law Library Director, Appellate Division, First Department, on his receipt of the prestigious Bernard Botein Award. The Bernard Botein Medal is awarded annually by the New York City Bar in recognition of outstanding contributions to the administration of the courts. There is a brief write up and fine photo in the New York Law Journal http://www.law.com/jsp/nylj/PubArticleNY.jsp?id=1202488639080

Hip hip hooray and a round of applause!

— Submitted by Nancy Babb

Each year the American Association of Law Libraries has a "Day in the Life" photo contest. There are 6 categories: Best Overall Pic, Librarians as Information Evaluators and Managers, Librarians as Expert Researchers, Librarians as Teachers and Trainers, Librarians as Trailblazers in New Technology, the Artistry of Librarianship, and Most Humorous. Nefeli Soteriou’s photograph, "In Aid of A Student," that featured Nina Cascio, won third place in the Librarians as Teachers and Trainers category. Congratulations to Nefeli and Nina.

— Submitted by Beth Adelman

One result of the dramatic cut in funding for the New York State Office of Court Administration was the elimination of the title of Chemung County Law Librarian. Jay Deveau who held the title since September 2008 has now accepted a position as Research Paralegal with the Buffalo based law firm of Phillips Lytle LLP. His new office contact information is 3400 HSBC Center, Buffalo, NY 14203-2887, telephone 716 504-5773 and email jdeveau@phillipslytle.com. This career move returns Jay to his hometown of Buffalo and puts him back into the private law firm sector where he began his professional law library career in 1984. He wishes to thank all of his ALLUNY colleagues for their continued interest and support during this transition.

— Submitted by Jay Deveau
William S. Hein & Co., Inc. is pleased to announce the promotion of Shane P. Marmion to the position of Vice President, Product Development, and James L. Moore to Senior Manager, Traditional Production, along with other changes to its organizational structure.

Shane P. Marmion has been named Vice President, Product Development. As such, he will oversee the development of new products and undertake corporate management of marketing and digital products. Mr. Marmion joined the Company in June 1996 working in the shipping department. He subsequently moved into the Production arena, assuming the positions of Production Coordinator, Production Manager, and Director of Digital Production. He is a 1998 graduate of St. Joseph’s Collegiate Institute in Buffalo, NY and a 2002 graduate of State University of New York at Buffalo.

James L. Moore has been named Senior Manager, Traditional Production. In this position he will oversee the Company’s binding, printing, microforms, warehousing and inventory control areas. Mr. Moore joined the company in 2005 as the Coordinator of Shipping. He subsequently assumed the responsibility as the Manager of Shipping, Bindery and Digital Print where he has resided until his recent promotion as Senior Manager. He is a 1990 graduate of Hutchinson Central Technical High School in Buffalo, NY and earned a Bachelor’s Degree from State University of New York at Buffalo in 2000.

Richard J. Spinelli has assumed the position of Executive Vice President. In this position, he will provide consultative guidance primarily in the product development areas of the company. Mr. Spinelli joined the Hein Company in 1993.

— Submitted by Kristin Bock

A New AALL Membership Year is Underway—Don’t Miss Out!

AALL’s new membership year just began on June 1. If you haven’t renewed already, be sure you do today so you don’t miss out on valuable member benefits.

The new and improved AALLNET debuted this spring. The new site is easy to navigate, features a fresh new look, and includes improved search functionality. New social media tools allow you to form your own member groups and create group discussion forums, websites, blogs, and more.

AALL2go, your online center for professional development, brings continuing education programming to your desktop, available 24/7. There are already more than 80 free programs for AALL members, with new content added monthly. Look for the 2011 Annual Meeting and Conference programming to be available on August 5.

AALL’s online Career Center provides advanced resume and job search features, whether you’re looking to find or fill a law library position.

AALL is offering a discounted membership rate for AALL members who are recently unemployed ($57 instead of $226). Unemployed AALL members should fill out the online form. Find more information or renew your membership online. If you have any questions about your membership renewal, contact AALL Headquarters at membership@aall.org or 312/205-8022.
News from AALL

New and Improved AALLNET Now Live

In May AALL launched the redesigned AALLNET where you'll discover a new layout, easy-to-use navigation, more features and functionality, and a stronger brand.

The new AALLNET will allow you to:
• Easily navigate the site to browse for information or complete a specific task, such as register for an event or apply for a grant.
• At a glance from the homepage, view the latest news, events, job postings, and AALL’s Twitter feed.
• Use the search box to find specific information; results can also be further refined or used to discover related resources.

Collaborate electronically with your special interest sections, caucuses, and committees and network with like-minded members by using our online network called My Communities.

Visit AALLNET today and explore the new resources available for you!

Get a Free Year of AALL Membership with Nonmember Annual Meeting Registration

AALL offers nonmembers a complimentary one-year membership when they register for the AALL Annual Meeting and Conference, to be held July 23-26 in Philadelphia. The membership includes:
• Career resources, such as the online Career Center and continuing education to help you learn new skills to advance in your career
• Access to specialized information created just for law librarians, such as the Biennial Salary Survey and the Price Index for Legal Publications
• Subscriptions to the monthly magazine, AALL Spectrum, and quarterly journal, Law Library Journal, to help you keep up on the latest trends in law librarianship
• The opportunity to network and connect with other law librarians from across the country who share similar interests and are facing the same challenges

Discounted rates on all AALL products and services, such as publications, webinars, and online job postings

Get a Free Year of AALL Membership with Nonmember Annual Meeting Registration

Visit AALLNET today and explore the new resources available for you!

Unraveling the Mysteries of the Law Firm Marketing Department

Third in a series of five programs moderated by the Private Law Libraries Special Interest Section (PLL-SIS), the recorded video, Unraveling the Mysteries of the Law Firm Marketing Department, features the chief marketing officer and director of client relations from the law firm of Morrison & Foerster. Moderator Kathy Skinner also manages the research and intelligence department at Morrison & Foerster, which reports to the marketing department, making each of these three speakers uniquely qualified to discuss the role of the library within the larger organization.

This program is part of a two-year program undertaken by PLL-SIS with the goals of identifying significant changes taking place in the legal world, understanding how these changes provide opportunities for assuming leadership roles, and developing concrete plans for librarians to become leaders within their organizations. The culmination of these efforts, the Change as Action Summit, will take place at the AALL Annual Meeting in Philadelphia on Saturday, July 23.
Learn to Create Effective Employee Manuals

Your staff procedure manual and staff policy manual provide the foundation for good communication throughout your organization. Join Holly Ann Lakatos, law librarian at the California Court of Appeal - 3rd District, for the August 17 AALL webinar, Documenting Your Success: Creating Employee Manuals, at 11 a.m. CST, and learn how to maximize this important documentation in your library. Topics will include: workflow descriptions, policy alignment, consistency, and specific language for difficult problems.

Register by August 10.

AALL2go Pick of the Month

AALL's Continuing Professional Education Committee presents the AALL2go pick of the month: Why Don’t I Get Easy Questions Anymore?: The Changing Nature of Reference and Patron Services.

This one-hour MP3 recording features Kay Samuels as the moderator and Joan Shear and Jeanette Bosschart as speakers. During the program the speakers discuss how they receive fewer easy reference questions than in the past but that the questions they get are of a different nature. Reference questions can cross practice areas, deal with complex procedural issues, or include foreign law. Reference questions are also harder because researchers ask more "raw, undigested" questions. These are questions the researcher has not thought out and therefore cannot provide structure or context for. Both also note that there are some new "easy" reference questions, which have to do with patrons doing research using online sources, such as "Why can’t I find this law review in Westlaw or Lexis?" when the patron is in a case law database. Easy user questions are now more about the limitations of online database content.

Both speakers also acknowledge that patrons' expectations have changed. Researchers expect results quickly, in full-text, and in electronic format. If the research involves foreign law there is also an expectation that the information will be in English. Finally, both note that researchers do not have any expectations regarding quality or authority of the results they find.

The discussion ends with a look at how technology has taken researchers out of the library and the challenges both speakers' libraries face in trying to reach the patrons who need them. Both commented on the technological challenges of the reference interview challenges when the interaction is not face-to-face and certain cues that were evident now have to be extracted through an online interaction. The program ends with members of the audience providing comments or asking questions of the speakers.

Find this and more than 80 other free continuing education programs and webinars for AALL members on AALL2go!

and please — remember your membership dues

1. See back cover for membership form
2. Dues are payable to the ALLUNY Treasurer

Questions about ALLUNY membership?
Contact the Membership Chair:
Lynn C. Fullshire, Principal Law Librarian
Supreme Court Law Library, Suffolk
220 Center Drive, Riverhead, NY 11901

And please remind your friends & colleagues —
ALLUNY dues are waived for unemployed and life members. Be sure to fill out a renewal form and keep your membership current even if you don’t need to send a check!
2011 Membership Application

Membership is open to all individuals employed within a law library or law section of a general library (active membership), as well as those expressing interest in law libraries (associate membership). Students enrolled in a Graduate School of Library Science are most welcome to join (student membership). Membership includes the newsletter subscription and access to members-only online resources. Questions about membership may be addressed to Lynn C. Fullshire, Membership Chair, e-mail: lfullshi@courts.state.ny.us

Membership Information (Please note any changes)

Name: -------------------------------- Position: --------------------------------

Institution: --------------------------------

Mailing Address: --------------------------------

Telephone:--------------------------------- Fax:---------------------------------

Email: --------------------------------

AALL Member: □ Yes □ No I wish to have my name/email added to the ALLUNY listserv: □ Yes □ No

Membership Status (includes Newsletter subscription)

□ Active Membership $30.00  □ Associate Membership $30.00  □ New Membership

□ Student Membership $15.00  □ Renewal

□ Currently unemployed or Life member: □ Dues waived □ Life Membership

□ Newsletter subscription only: $15.00

Permission to use photographic images:
Photographs of ALLUNY members may be used in various ALLUNY communications, including the ALLUNY Newsletter and website. Group photographs taken at ALLUNY events may be used without identifying individual members. For individual photographs, please indicate your permission for use:
□ ALLUNY has my permission to use and identify photographs of me.
□ ALLUNY does not have permission to use and identify photographs of me.
□ ALLUNY must contact me before using any identified photographs of me in ALLUNY communications.

2011 ALLUNY MEMBERSHIP DUES PAYABLE BY JANUARY 31, 2011
Checks payable to: Association of Law Libraries of Upstate New York, Inc.

Please return this form with remittance to the ALLUNY treasurer:
Andrea Rabbia
Technical Services Librarian
H. Douglas Barclay Law Library
Syracuse University College of Law
554 E.I. White Hall
Syracuse, NY 13244-1030
(315) 443-9562