CALL Bulletin

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FROM THE EDITORS

The winter season is upon us and the holidays will be here before we know it. Before you become too entrenched in your year-end festivities, please take some time to read our special Winter Issue. We are delighted to present informative and edifying articles on the topic of Competitive Intelligence (CI). Director of Library Services at Neal Gerber & Eisenberg Monice Kaczorowski developed a Competitive Intelligence program at her firm, and offers valuable advice to the rest of us.

Competitive Intelligence involves not only collecting information from both primary and secondary sources, but also provides analysis of how that information affects the company’s competitive environment. It communicates valuable information to the firm’s decision-makers. In “Working Smarter,” Maria Willmer says 7% of a law librarian’s day is devoted to developing Competitive Intelligence. CI is a burgeoning field and--if marketed successfully--can also create jobs in the library.

Librarians are, by our nature and our training, expert researchers and perfectly tailored for Competitive Intelligence. But we must learn to process and synthesize our data to go beyond the “data dump” stage (to quote Mary Ellen Bates). We must proactively synthesize our results. The end product will help improve competitive planning and decisions, and assist in mapping effective company strategies. Aleksandra Chernin contributes insights into her techniques, and shares her experiences with creating CI projects.

Additionally, we editors are delighted to introduce a new column. Eugene Guidice offers “New Faces and New Shoes,” to introduce us to our new CALL members in his own special way. Julienne Grant’s “Off the Beaten Path” relates how CALL member Heidi Frostestad Kuehl wrote about setting up a blog aggregator in an article in FCIC Newsletter Vol. 21 Issue 1.

We hope you enjoy our special issue as much as we have enjoyed putting it together. We are lucky to have such talented, generous fellow CALL members who were willing to take the time to share their CI insights with the rest of us. Happy reading, and Happy Thanksgiving!

Gail and Roberta
Even this early in CALL’s year a great deal of activity has taken place. We enjoyed a record breaking attendance at the September business meeting where Dorothy Brown, Clerk of the Circuit Court of Cook County and current candidate for mayor of Chicago, spoke. In October, the Continuing Education Committee held its first brown bag program of the year, “Beyond Google: Hot New and Specialty Search Engines”, presented by Susan Boland. As I write this letter, plans are in place for CALL’s November 17 breakfast meeting at which Marcia Kramer will speak on how animal rights legislation is proposed and passed in Illinois. Her presentation ties in with the program on “Understanding and Influencing the Legislative Process” held November 3 and jointly sponsored by the Public Affairs and Continuing Education committees.

The Community Service Committee continues the work that resulted in the 2006 Spirit of Law Librarianship award. This award came with a $300.00 check and the committee donated $150.00 to Children’s First Fund to benefit Chicago Public Schools’ Homeless Education Program, which was the sponsored organization for the September meeting. The committee is discussing where the balance of the award will be distributed.

The Placement & Recruitment Committee will unveil a new brochure encouraging companies to “Hire a Professional, Hire a Law Librarian.” The brochure will be distributed at the November 17 meeting and made available via the CALL website. In addition, the committee will mail the brochure to HR departments of medium law firms that currently don’t have librarians as well as to some of our colleagues at firms in other parts of the country where Chicago has been a target for growth.

The Public Relations Committee, in a project spearheaded by Joan Ogden, has produced a Style Guide. This also will be unveiled in November and will be available on the CALL website. The intent of the Style Guide is to standardize the look of CALL’s paper and online information.

The slate of candidates for the CALL Board was announced in October via the CALL discussion forum. The slate also appears in this issue of the Bulletin. Photographs, biographies and statements from each candidate will be published in the Spring issue and posted on the website. The election again will be by electronic ballot beginning in February. It’s important for the entire membership to read what the nominees have to say and to VOTE in the election.

Last year CALL had a good return of ballots. However considering that electronic voting makes it so easy, I am hoping that next year we can move closer to a 100% return.

Mary Lu
Date: Tuesday, June 13, 2006
Place: AALL Headquarters

Members present: Anne Abramson, Maureen Burns, Naomi Goodman, Juli Jackson, Mary Lu Linnane

Members not present: Debbie Rusin, Janice Collins

I. Meeting called to order
The meeting was called to order at 9:01

II. Approve the agenda
The agenda is approved.

III. Public Affairs Committee Chairs, Margaret Schilt & Kevin McClure
Margaret and Kevin came in to talk to the Board about what plans they have for the Public Affairs Committee in the coming year. They would like to put on a legislative seminar, perhaps sometime in November. They have some feelers out to see who would be a good person to talk on this topic. They would like someone with experience to see what really happens with legislation. The Committee would like to do a better job with advocating Advocacy Day. The date was changed last year and it threw the Committee off a little. The Committee will be looking for a Legislator of the Year, however if there is not a deserving candidate, it is not necessary to nominate anyone.

The Digital Preservation Project is an initiative of the Library of Congress. AALL would like for us to partner with them - no money is involved at any point. Margaret believes that this is a depository for electronic born items and the project would make sure the information is accessible. AALL would look to CALL for consultation and expertise. A member of CALL would need to sit on an advisory board. The Public Affairs Committee will monitor the situation and see what is required of CALL. CALL will be a partner for this project.

IV. Approve Secretary’s Minutes
The Secretary’s Minutes were approved as amended.

V. Treasurer’s Report
Income and deposits for May totaled $2,682.00 and expenditures totaled $6,034.16. Actual balance at the Harris Bank to reflect deposits and outstanding checks is $22,469.49. The Northern Trust balance as of the 3rd of the month is $4,139.28. Current paid membership is 314.

We are not being charged any bank charges - we only get charged if the balance is below a certain amount.

The interest rate for the Northern Trust CD is 4% for a 12-month term.

VI. Old Business
A. Summary of May meeting
There were 114 attendees to the May meeting with 3 no-shows. There was a profit of $315, which helps counter the loss at the September meeting. The Membership Committee distributed the renewal forms at the meeting.

B. CALL lanyards for members
The lanyards were handed out at the May meeting. The extras will be brought to various future CALL events for those that did not receive them at the May meeting.

C. CALL display at AALL
CALL is going to have a display in the activities area at AALL. Naomi and Julia Wentz will be setting up our display.

D. AALL VIP visitor
Mike Ragen can not be there for the VIP dinner. He will be there for the opening reception on Sunday night and the luncheon on Monday. The official title of Mr. Ragen’s speech is “Advocacy, Libraries and Technology - Working with Decision Makers.”

E. Community service committee award
The CALL Community Service Committee will be receiving the Spirit of Law Librarianship Award.

F. CALL no host dinner at AALL
Turnout is low right now – however there is still time for members to register. We will need to make nametags or tents for each person with their appetizer/dinner selections.

G. Leadership program, June 20, 2006 at MLS.
The Leadership program will officially start at 9:00.

H. Baker & McKenzie e-payment
Anne called and spoke with the company that is taking care of the e-payments for Baker & McKenzie and told them that we would not be participating.

I. Internet Committee: Survey Monkey vs Zommerang
There has been no final decision yet. No money has been paid yet.

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Do you have stock option backdating questions?

GSI can help.

Corporate disclosures relating to option backdating are just beginning to appear in SEC filings and they are not easy to find. GSI has leveraged its domain expertise and LIVEDGAR to assist you in quickly identifying the “first” in-practice precedent disclosures regarding option backdating. Simply visit the Topical Research Library on LIVEDGAR to begin your search.

GSI’s Professional Services Department can also assist by providing the historical ownership reports you need that were filed prior to the EDGAR requirement of June 2003. Most requests can be handled within 24 hours.

To take advantage of GSI’s many resources, simply call 800.669.1154 or e-mail gsi.info@thomson.com

Work Smart. Work Fast.
**June Exec. Board Minutes cont. from p.4**

**VII. Frank Drake for Corporate Memory Committee and Bylaws Committee**

Frank Drake came in to discuss with the Board plans for the Bylaws Committee and Corporate Memory Committee for the upcoming year.

There will most likely not be a bylaws change in the new year.

The Corporate Memory Committee will check over the policy logs and suggestion information and send to Board. There has been a suggestion to make the Bylaws Committee and the Corporate Memory Committee into one committee. The Board doesn’t think this would be a good idea.

**VIII. New Business**

A. Signatures on material in Archives

The policy of the Board is to redact all signatures from Archival information that is going to be posted on the website. If there is no name under the signature, one should be typed to replace the redacted version.

B. Policy on paying speakers other than continuing education programs

Same policy for all committees – CALL members do not get paid to speak at CALL functions. Naomi will put this in the general committee section.

C. Nominations committee

The Board discussed different options.

D. CALL Bulletin

i. Splash Page

The issue of putting a splash page up for the *CALL Bulletin* has come up. The *Spectrum* has a splash page so you can go to the highlights of the issue. It is thought that once a splash page is created, people will not look at the whole issue. How important is the sponsorship CALL receives from the ads in the *Bulletin*? Board feels it is pretty important.

ii. Discuss information on members’ only page speakers’ presentations

It was decided that the current year of speakers’ presentations should be kept on the main page and then a special archives link should be made for the previous speakers.

E. Treasurer and checks for meetings

A question came up as to why the Meetings Committee could not get the check to pay for the various charges associated with a meeting, instead of making the Treasurer pay for the bill. The main reason the Board chose to have the Treasurer responsible for paying the meetings bills is because the checks would go to different people and the potential for loss would be pretty big.

F. Officially declare the Printing Committee obsolete

The Printing Committee is now officially obsolete. This information will be put in the handbook.

G. FYI - revising the handbook for officers and committee chairs

Naomi is working on this and will have a draft to Mary Lu and Juli shortly.

H. FYI - updating CALL information on Infosources Publishing

Mary Lu updated the information.

**IX. Committee Reports**

Recruitment/placement - the new chairs met with the old chairs and figured out where it was left off last year.

**X. Adjournment**

The meeting was adjourned at 11:35.


As Amended: 3. August 2006

Date: 3. August 2006, 9:00 a.m.

Place: AALL Headquarters

Board Members present: Anne Abramson, Maureen Burns, Janice Collins, Juli Jackson, Mary Lu Linnane, and Debbie Rusin

Board Members absent: Naomi Goodman

**I. Meeting called to order**

The meeting was called to order at 9:00 a.m.

**II. Approve agenda**

The agenda was approved.

**III. Continuing Education Co-Chairs, Julie Pabarja & Raizel Liebler**

The Committee met last week to make plans for 2006/07 year. They are planning on continuing with the brown bag luncheons. And they would like to put on some longer programs. They are planning on a brown bag program in October with Susan Bolan on Search engines beyond Google. She presented at AALL and the members found this to be a great program. In November, the Committee is working with the Public Affairs Committee to put on a Legislative Process program.  

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Based on the survey they did to the whole Association, they are planning on a program on OCLC and RLIN. The program will probably be a couple of hours. The Committee would like to find someone who can also talk about the Library of Congress changes. If anyone knows of someone who would be good, let the CE committee know.

The Committee would also like to do a joint program with Placement/Recruitment Committee. The topic is to be determined. Debbie Ginsberg did a program at AALL on Wikis. The Committee would like to try and get her to do a brown bag on the topic in the Spring. In the past, the Committee has planned library tours. They had a discussion on that and based on surveys, people suggested that private firms be toured. However, the Committee decided and the Board agreed that touring private firm libraries is not that interesting (there isn’t that much to see). Someone suggested the Newberry Library and everyone thought that would be a good tour.

The Committee asked if they have a budget. There is $1500 allocated to Continuing Education just in case a program does not cover its own costs. There is then some room to cover.

They also asked if having the registration for just CALL members for a certain amount of time and then open it up later to other Associations a good idea? The Board feels this is a good PR move for CALL.

IV. Approve Secretary’s Minutes

The Secretary’s minutes were approved as amended.

V. Treasurer’s Report

Income and deposits for June totaled $6,371.00 and expenditures totaled $1,418.75. Actual balance at the Harris Bank to reflect deposits and outstanding checks is $26,177.77. The Northern Trust balance as of the 3rd of the month is $4,153.34. The current paid membership is 259 as of 2. August 2006 and total membership is 311.

The Community Service Committee received a $300 check for winning the Spirit of AALL Award. Anne will deposit in general account and wait while the committee decides what to do with the money.

VI. Old Business

A. Wrap up from AALL Meeting
   i. No host dinner

   The No Host Dinner was a big success.

   ii. Community Service Award

   The Community Service Committee received a $300 check as part of the Spirit of Law Librarianship Award. Each member of the committee also received a spirit of law librarianship book. The Committee will decide in the coming year what to do with the $300.

   iii. Mike Ragen’s presentation

   Mr. Ragen’s presentation was well received. He was very easy to work with. There were about 21 people in attendance.

B. Formalize Nominations Committee

A motion was made and passed for the Board to approve the 2006/2007 Nominations Committee. The members are: Jean Wenger, Chair, Annette Cade, Denise Glynn, JoAnn Hounshell, and Chris Morong.

C. Follow up on Leadership program

Juli’s notes are on the website and should be there for at least the next year.

D. Revision of CALL Handbook

The Handbook has been revised and it is on the website.

VII. CALL Bulletin Editor, Gail Hartzell

The Committee would like to know if the Board would like them to go ahead with some sort of splash page. A splash page can be put pretty much anywhere with anything in it. The Committee could send an e-mail without links that tells members about the Bulletin and the items that are in the issue. It might be a good idea to start with an html page that has no links. This would keep the Bulletin the same as it is today. We could kind of ease into it. This html could be put on the very first page of the website or the publication section. The Committee will just send an e-mail first and see how it goes.

The Bulletin will have two new columns. The first one is called Off the Beaten Path which will look at more obscure newsletters and do an annotations-type column. The second one is called Tech Buzz and it will look at new and emerging technologies.

Maybe the summer issue would be a good issue for any 60th anniversary special section. It could have the highlights of the last 10 years and maybe get comments from the last 10 year presidents. And maybe they could include pictures.

VIII New Business

A. September Business Meeting

There is no location yet for the September Business Meeting. Dorothy Brown, Clerk of the Circuit Court of Cook County is scheduled to speak at the meeting. Law Bulletin is going to sponsor the first meeting.

B. Program on legislative process (P.A. & Cont. Ed.)

Continuing Education already spoke about this.

C. Purchased Quick Books for budget

Anne purchased Quick Books for the budget and it will be used for the new fiscal year. Anne hopes it will eliminate the dual record keeping that has been going on in the past. 

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D. New budget preparation
Mary Lu has put together a preliminary budget. Debbie, Anne, and Mary Lu will sit down in September to finalize.

E. Pay Chapter Liability insurance by Oct. 20
The Chapter Liability insurance is a protection for CALL. We get a great rate because we piggy back with AALL. The cost is $1.00 per member. When we know the membership count as of October 1st, we can write a check to AALL for this insurance.

F. VP as new registered agent
Debbie will be the new registered agent for the next three years. Mary Lu filled out the paperwork and gave to Anne to pay the fee and send in. The Board of Directors resolves that the registered agent will be Debbie Rusin instead of Jean Wenger.

G. Filing annual report
Mary Lu will keep an eye out for the form from the Secretary of State and will check to see if there is a form on the website. The form is due by September 1st.

H. AALL Board member at March meeting
We have an option every year to have an AALL board member come to a CALL meeting. We jumped our turn for President last year by having Sally Holterhoff speak at our May meeting. We should only have one of the President (past, current, or Vice President) speak every three years. However, the AALL meeting is the day before the March meeting, so it would defray some of the costs if we are interested. Debbie will decide if this is a good meeting for an AALL board member to speak at.

I. 60th anniversary ideas
A whole bunch of ideas came out of the leadership conference, but not sure what we would like to do for next year. If we would like to have something done it might be a good idea to appoint someone outside the board who could head up the event(s). One or two events would be fine. People seemed pretty excited about a cruise.

For 50th Anniversary we wanted everything to be free. For the 60th, we don’t necessarily have to make everything free, however we could get sponsors to help defray the costs for members.

J. Annette re-registered as CALL webmaster for 2006-07
Mary Lu got a notice from AALL for the 1st time asking who should be the registered webmaster. Annette got the same message and signed up.

IX. Committee reports

Membership-
What is the arrangement with AALL for maintaining our membership lists? The Committee would like for them to maintain multiple lists and run multiple reports. Hopefully the Committee chair can meet with the person responsible for this at AALL when they come to see the Board in September.

Any ideas for greeting the new members? Would any board member be willing to greet? Any Board member in attendance would be willing to greet members.

Stickers have been ordered to put on new member nametags.

CRIV-
Have not met yet. The CCH follow-up reverse site article has been postponed to publication in the Winter edition of the CALL Bulletin. The CCH reps had originally told CRIV they were going to have it ready for the Fall edition.

Archives –
Filing the backlog is all finished. They will start filing information received from the most current year, which is not much. They would like to remind all Board members to send in their yearly papers and remind their committee chairs to do the same. Also, no backups of the website have been received yet, when should that happen? Janice is going to check on this.

Public Relations –
Fred Barnhardt from the Public Relations Committee is sending news to Spectrum by Friday, August 4th.

Placement/Recruitment –
The Committee is sending out an e-mail with an announcement of new positions on the website. The Board thinks this is a great idea!

Internet –
The Committee is working on some surveys and will hopefully have something available soon.

X. Adjournment
The meeting was adjourned at 11:38 a.m.

Submitted by: Juli Jackson, 18. August 2006
As Amended: 12. September 2006

Date: 12. September 2006, 9:00 a.m.
Place: AALL Headquarters
Board Members present: Anne Abramson, Maureen Burns, Janice Collins, Naomi Goodman, Juli Jackson, Mary Lu Linnane, and Debbie Rusin

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Committee Chairs present: Denise Glynn and JoAnn Hounshell, Meetings Committee co-chairs; Megan Butman and Kathy Bruner, Membership Committee co-chairs

I. Meeting called to order
The meeting was called to order at 8:58 a.m.

II. Approve agenda
The agenda was approved as amended.

III. Treasurer’s Report
Income and deposits for July totaled $5,026.90 and expenditures totaled $1,675.20. Actual balance at the Harris Bank to reflect deposits and outstanding checks is $31,203.77. The Northern Trust balance as of the 3rd of the month is $4,153.34. The current paid membership is 259 as of 2 August 2006 and total membership is 311.

Income and deposits for August totaled $1,410.00 and expenditures totaled $260.00. Actual balance at the Harris Bank to reflect deposits and outstanding checks is $32,651.61. The Northern Trust balance as of the 3rd of the month is $4,153.34. The current paid membership is 284 and total membership is 298.

Resolution regarding checking account

It is resolved that the president, treasurer and secretary are the signatures on the account for 2006-2007. This information is being recorded on Harris bank forms and will be kept on file with their legal department.

IV. Meetings Committee
Denise Glynn and JoAnn Hounshell, co-chairs for the Meetings Committee came in to discuss their plans for the committee in the coming year. The first meeting of the year will be at the Union League Club. There are 77 people registered to date. Dorothy Brown is the speaker and everyone is very excited. She announced her mayoral candidacy after she accepted our invitation and she is still coming. The January meeting is with SLA. If SLA would handle the registration because they have the capabilities to do this electronically, that would be great. We would be responsible for the location and name tags.

Membership should have the new member stickers.

The Meetings Committee has been having problems securing a place for the September Business Meeting because the dates for the next year’s meetings are not established in time to start booking a venue. Meetings would like the last action of the Committee be to reserve a space for the September meeting. The Board agrees this is a good idea and the president elect will establish the meeting dates for the next year as soon as possible.

V. Membership Committee
Megan Butman and Kathy Bruner, co-chairs of the Membership Committee came in to discuss their plans for the committee in the coming year and to ask the Board a few questions.

First, what is the arrangement between AALL and CALL? There has never been a written contract between AALL and CALL that any of us are aware of. Any costs associated with reports we obtain from AALL appear in the Treasurer’s payments. Second, is the Committee able to update the Directory on a quarterly basis without AALL? No, we do not want to have two different versions of the Directory. Third, what types of services does AALL provide and are we using all of the possible services - do they charge more for other items that we may want? Mary Lu and Megan will talk to AALL to find out what is available.

Megan and Kathy will work together on a uniform renewal form. The Committee would like to know what the Board’s thoughts of an online only directory are. It was suggested that the Committee take a survey of the membership to see what their thoughts are about the printed directory. With the Bulletin online it is easing people into the idea that the directory is not going to be in print forever. Megan and Kathy will work on some questions for the survey and then send to the board for approval.

Greeting new members is done by the Meetings Committee. Megan and Kathy spoke with the Membership Committee and they asked that just a dot on the name tags should do it. The stickers from last year that said “new member” on them are lost. Naomi Goodman will investigate where they are.

Who answers questions about the membership? The President is the only person who should give out or give approval for giving out the membership list. This information should go in the Handbook under membership next year so that the Committee is aware. The Membership Committee takes responsibility for what type of membership the member has and any questions about money should be handled through the Treasurer.

VI. Approve Secretary’s Minutes
The Secretary’s minutes were approved as amended.

VII. Old business
   a. Style guide
The Public Relations Committee has the comments from the Board on the Style guide. The Committee should have something to report next month.

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b. 60th anniversary chair
The Board is accepting suggestions.

c. Completion of Secretary of State annual report
We should put a note in the Secretary section of the Handbook indicating that the Secretary should check the website each year for the annual report form, fill it out, and submit. The website for the non-profit forms is: http://www.cyberdriveillinois.com/departments/business_services/publications_and_forms/nfp.html

d. Public Affairs/Continuing Education program
The program charge was originally $15 per person; however they expect to get 20 people. If the charge is $10 per person they would break even. The Committees are asking if they can go with the lower price. That is fine with the Board.

e. Correction to August Minutes
The term for the registered agent is two years.

VIII. New Business

a. Request for membership lists from vendor/member
The President has the final say in whether or not the mailing list is for sale. Selling the mailing list goes through the Board and the President makes the ultimate decision. The Membership Committee does not have the authority to deal with this issue.

b. Placement Committee
The Placement Committee provided a rough draft of the brochure and job posting template. The brochure looks good. The job template contains the type of information the Committee would like to see. The Committee co-chairs will be coming to the October meeting. We should have any comments about the brochure ready by then or send to Maureen so she can pass the comments on to the Committee. Terrific job!

c. Immediate Past President as SLA liaison
The immediate Past President is the liaison to SLA. If CALL is posting SLA events, then they should post our events. Naomi will send SLA notice of our meetings. We will advertise to CALL members first and then if there is room we will post it to SLA members. A week before the deadline check with the Committee having the program to see if there is additional room. If there is, then a notice can be sent out to SLA.

We need to take advantage of the AALL calendar. Business meetings should be on there as well as any Continuing Education program. The president elect will put the business meetings on the calendar. The Continuing Education chair should be responsible for putting their programs on the AALL calendar.

d. September business meeting -
Debbie will find out how many people will be coming with Ms. Brown. Two people (the speaker and one guest) are allowed to not pay for the meal. Any others will have to pay to attend the meeting.

e. Redesigning the Bulletin
The Fall issue came out and was out by the end of August. Everyone got their articles in on time. For the first time ever we had a splash page when the announcement came out on the listserv. Gail Hartzell put a lot of work into how it looked - some e-mail programs made it look good - others not so good. Annette Cade indicated that the new Bulletin was available from the publications page of the website. There is a link from publications page to the Bulletin.

Marie has never been asked to do a redesign of the front page. When we went virtual, the decision was made to leave it all the same. A redesign might be a good idea. Is this something we should pay for? Gail thinks a redesign would be a good idea. If the Committee is interested in pursuing a redesign, then they can. The board would just need to know an estimate.

There should be a link to the whole Bulletin on the splash page. The Bulletin Committee is looking for ideas on the special issue theme. They can probably redo some of the early Bulletin themes.

IX. Committee reports
Nominations Committee is moving forward.

Continuing Education is putting on a program. Susan Boland at Sonnenschein will present Search Engines Beyond Google. It will be a brown bag.

The meeting was adjourned at 11:52 a.m.

As Amended: 10. October 2006 ■

Be sure to vote for the CALL 2007/08 Executive Board Candidates.
The election will begin in February 2007 via an electronic ballot.
Why Do You Belong to AALL?
Write it Down and Win!

The AALL Membership and Retention Committee is sponsoring a 500-word writing contest to find out why membership in AALL is important to you. We want to know what you’ve gained and what you value from your membership, including illustrative examples or anecdotes.

Three winners will receive free full registrations to the New Orleans Meeting next summer. Entries will be divided into three groups based on years as a law librarian: 1-5 years, 5-10 years, and 10+ years. Judging criteria will be based on originality, creativity, and quality and clarity of writing. Deadline for receipt of entries is Friday, December 15, 2006.

So, rise to the challenge! As we embark on AALL’s second 100 years, we invite you to tell us the reasons why you belong to AALL. For more information, see page 38 of the upcoming September/October issue of AALL Spectrum or contact Claudia Jalowka, chair of the Membership and Retention Committee.

CALL would like to thank

Law Bulletin Information Network

for sponsoring the September business meeting

and

Library Professional Services

for providing the door prizes
CALL’s first business meeting for 2006/07 was held at the Union League Club on Thursday, September 21 at noon, and was attended by 120 people. The sponsor was the Law Bulletin Information Network, and Professionals Library Service donated two door prizes drawn at the end of the meeting. CALL members brought school supplies for homeless children attending school in the Chicago Public Schools system.

President Mary Lu Linnane welcomed all members, then introduced the following new members attending their first CALL business meeting:

- Tim Bogue, Sidley Austin
- David Matchen, student member
- Justin Strain, Amalgamated Bank of Chicago
- Pamela Dodson, GSI
- Kelly Rodgers, GSI
- Elizabeth Cavendish, LexisNexis
- Bill Combest, 10K Wizard

Vice-President/PRESIDENT ELEC, Deborah Rusin, thanked our sponsor, Law Bulletin Information Network. She then introduced the speaker, the Honorable Dorothy Brown, Clerk of the Circuit Court of Cook County. For a photo of Clerk Brown, and details of her presentation which emphasized the broad scope of services offered by the clerk’s office and the many modernizations in place, see adjacent column.

Announcements by the President included: a reminder to pick up Directories; a request for volunteers to work on CALL’s 60th anniversary celebration; a reminder to committee chairs to send records to CALL Archives Committee chair, Carol Klink; announcing the next meeting, a breakfast meeting at the Elephant and Castle on November 17; and a reminder to meet deadlines for registering for business meetings.

Committee announcements included: announcing the program, “Understanding and Influencing the Illinois Legislative Process” on November 3, presented by the Public Affairs and the Continuing Education Committees; a brown-bag program on specialty search engines, presented by Susan Boland, to be held on October 5; and the Public Service Committee thanked members for their donations of school supplies for homeless school children. President Linnane then adjourned the meeting.

CALL began its 2006-2007 season of business meetings with a visit and very enlightening talk by Dorothy Brown, the Clerk of the Circuit Court of Cook County. She began her speech by congratulating the CALL Board for providing leadership in law and information. Ms Brown laid out the changes she has made in the second largest consolidated circuit court in the world, after LA. She stated that what she learned about customer service and what she tries to bring to her department, she learned while a law student at IIT Chicago-Kent Law School.

Since Cook County is such a large court, she is trying to run it like a corporation. Her goal is to move the county into the 21st century by using new techniques like imaging so more information can be available to the public. Other visions she has for the office are operational efficiency and employee development and training. The talk was very informative and that same day it was announced in the local press that she will be running as a candidate for Mayor of Chicago.

Ms Brown invited us to visit her base of operations on the last Wednesday of each quarter. Check out her website www.cookcountyclerkofcourt.org. It will be interesting to see what changes may be coming in both the Mayor’s office and the Clerk’s office.

Sally Holterhoff, 2006/07 AALL President and CALL member with Dorothy Brown, Clerk of the Circuit Court of Cook County. Photo courtesy of Fred Barnhardt.

Ms. Brown’s presentation is available in the members only section under “Speaker Materials and Reports” http://www.aallnet.org/chapter/call//downloads/brown.pdf
PEOPLE & PLACES

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Correction:
Winston & Strawn ILL number
312 558-5740

New!
CALL Membership Directory
2006-2007 (pdf)


Updated through 11/01/2006
Send Directory updates to:
Megan Butman
megan.butman@dlapiper.com
In this second installment of my column, I’ve again kept to the “Off The Beaten Path” theme. For the past couple of months, I’ve combed through the AALL chapter and SIS newsletters, as well as some Illinois and international library resources, keeping my eye out for some offbeat information “gems.” Presented below are ten of those “gems,” including a short article on empirical legal research, and a paper from the 22nd Annual Conference of Library and Research Services for Parliaments. The list also includes several articles that summarize programs from the 2006 AALL Annual Meeting that I thought were particularly noteworthy. Collectively, the items cover a variety of topics, so I’m hopeful that there will be something of interest for everyone.

ACADEMIC LAW LIBRARIES


This article, authored by the Director of the University of Oklahoma Law Library, discusses the inherent difficulties that electronic resources pose for the annual ABA questionnaire. The questionnaire, which asks academic law libraries to submit such statistics at number of titles, presents particular problems when resources are in digital format. Fox offers examples of three electronic resources (“The Making of Modern Law,” HeinOnline, and JSTOR) that she has had difficulty quantifying for the questionnaire, and she suggests that these difficulties lead to more fundamental questions about the purpose of the questionnaire itself.

LOGS


In this article, the International and Foreign Law Librarian at Georgetown, describes how she used a blog feed on a typical work day to accomplish a variety of tasks. Raisch writes that, in less than an hour, she used blogs to monitor a faculty member’s current research, discovered new publications for collection development, and enriched her understanding of a particular area of international law. The article, which appeared in the newsletter of AALL’s Foreign, Comparative and International Law SIS, is a good read for anyone considering using a blog aggregator for current awareness. For detailed instructions on how to set up a blog aggregator, see Heidi Froestad Kuehl’s article on p. 13 in the same issue of the FCIL Newsletter.

FOREIGN LAW LIBRARIES


This piece did not appear in a publication per se, but I decided to include it nonetheless because it is really “off the beaten path.” This is a paper presented at the 22nd Annual Conference of the Parliamentary Libraries Section of IFLA (International Federation of Libraries), held this past August in Seoul. The paper describes the functions of Vietnam’s Center for Information, Library and Research Services (CILRIES), and one of its divisions, the Library of the National Assembly of Vietnam. It is a fascinating look at how this relatively small Asian country successfully meets the information needs of its National Assembly. Other presentations from the conference are available at the url listed above (click on “Presentations,” then “Papers”), and are also worth checking out.

LEGAL BIOGRAPHIES


This piece, which appeared in the newsletter of the Southern California Association of Law Libraries, provides an excellent report of a plenary session held at the 2006 AALL Annual Meeting. Specifically, the article summarizes author Linda Greenhouse’s speech about her experience writing Becoming Justice Blackmun, which Times Books published in 2005. If you were unable to attend this program at AALL, this is worth a read, as the article provides insight into Greenhouse’s research process, as well as some interesting tidbits on Blackmun’s evolution as a jurist.

LEGAL RESEARCH (METODOLOGY)


continued on p.33
At the September 27, 2006 CALL business meeting, members donated a quantity of school supplies for the Chicago Public Schools Homeless Education Program. (See photo) Patricia Rivera from the Program told us the supplies went directly to a school with 50+ homeless students who needed supplies, and because of CALL, they were able to provide enough supplies for all of the students. In addition, the Community Service Committee donated $150 from the Alert Publications Spirit of Librarianship Award to the Homeless Education Program to go toward additional school supplies or for tutoring students in the Program.

At the November 17, 2006 meeting, the Committee hosted a toy drive to benefit the Chicago Abused Women Coalition’s Greenhouse Shelter. Greenhouse provides assistance to domestic violence victims and their children. In addition to basic needs - safe refuge, food and clothing - Greenhouse provides a supportive, non-violent environment, and around-the-clock services. Last Spring, the Committee sponsored a toiletries drive for Greenhouse residents. This year, we collected holiday gifts and toys for the children in Greenhouse’s hospital program and for other families at the shelter who will start services too close to Christmas for adoption. Annette Cade created a separate page on the CALL website for the toy drive with lists of suggested gifts and other information.

At both meetings, the Committee provided canisters on the tables for this year’s “Change for Change” project. Diners were encouraged to contribute their pocket change to benefit the American Cancer Society.

In January, CALL and SLA will host a food drive to benefit the Greater Chicago Food Depository. For the March 2007 meeting, the Committee plans to collect used cell phones for the Cook County Sheriff’s Cell Phones for Seniors Program. The phones will be converted to emergency 911 use and provided to at-risk senior citizens who might not be able to afford a cell phone. A book drive to benefit the Newberry Library is planned for the May meeting.

Check out the CALL website for the latest and greatest news, job postings, meeting announcements…

http://www.aallnet.org/chapter/call/
CALL Committees 2006/07

Updated as of July 17, 2006

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continued on p.18
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CALL Committees 2006/07 cont. from p.16

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Website Guidelines

♦ The CALL website is an official publication of the Chicago Association of Law Librarians. The purpose of the site is to provide CALL members with current and historical information on the chapter's policies, activities, publications and organization and is maintained by the CALL Internet committee. The material on the CALL site is for informational purposes only and should not be interpreted as legal advice.

♦ All the material on the website is intended to be as accurate and up-to-date as possible. CALL makes no guarantee regarding the accuracy or authenticity of material on the CALL site or at any of the linking sites.

♦ All information that is to be posted to the CALL site is reviewed by the Internet Committee and should be submitted to that committee in final electronic format. All information is subject to formatting changes in order to maintain uniformity.

♦ Information on the CALL website will be updated or removed at the request of the Board members and Committee Chairs or if the material is out of date.

November 2003

Check out the CALL website for the latest and greatest news, job postings, meeting announcements...

http://www.aallnet.org/chapter/call/
ILLINOIS LEGISLATIVE PROCESS DESCRIBED FOR CALL MEMBERS

By Margaret A. Schilt, The University of Chicago, schilt@uchicago.edu

Fifty CALL members attended an Illinois legislative process workshop on November 3, 2006, co-sponsored by the CALL Public Affairs and Continuing Education Committees.

The workshop, which was held at Chicago-Kent College of Law, offered commentary by an Illinois legislator and a lobbyist on their respective roles in enacting legislation in the Illinois General Assembly.

Senator John J. Cullerton, Democrat from the 6th Senatorial District, spoke authoritatively on the role of committees and the routes a bill can take from introduction to passage. Cullerton is presently Illinois Senate Majority Caucus Whip and the Chairman of the Senate Judiciary Committee. His description of the veto session was especially useful for many in the audience who are more familiar with the federal legislative process.

Kip Kolkmeier, a lobbyist with 18 years of experience shepherding legislation in Springfield, followed Senator Cullerton. His company, Kolkmeier Consulting, includes the Illinois Library Association among its clients. He brought clarity and focus to the often poorly understood role of the lobbyist, highlighting the valuable contributions that a lobbyist can make in either getting a bill passed or getting it killed. Kolkmeier noted that members of the House are permitted to file written remarks with the clerk to be added to the record of the debate on the floor. These remarks are part of the legislative history of the bill and can be obtained from the Clerk of the House.

Both speakers reserved a generous amount of their time for questions, completing a satisfying and informative program.

Is it C.A.L.L. or CALL?
Only Your Style Guide Knows for Sure

The Public Relations Committee is pleased to announce that CALL now has an official Style Guide. (Yes, it is CALL, capitalized with no periods.)

CALL Members may consult the Style Guide whenever they need to draft a letter, prepare a PowerPoint presentation, send out a press release, or just wonder what the hexadecimal code is for the lilac color in the CALL logo. Members also will be able to print out or download templates, sample documents, and official logos. Templates include CALL letterhead, PowerPoint program, and press release. Sample documents include the recently-completed placement brochure and the first page of the CALL Bulletin.

The CALL Style Guide is intended to be a living document, so if you have any additions or changes you would like to recommend, please contact the CALL Public Relations Committee chairs, Fred Barnhart (fbarnha@luc.edu) and Rebecca Boyd (bec@zonesys.com).

The Style Guide is located in the Members Only section of the CALL website.

2007/08 Executive Board Candidates

President:
► Therese Clarke Arado, Northern Illinois University College of Law Library
► Sheri Lewis, University of Chicago D’Angelo Law Library

Secretary:
► Jennifer Bartlett, Baker & McKenzie
► Deborah Ginsberg, Chicago-Kent College of Law Library

Director:
► Fred Barnhart, Loyola University of Chicago School of Law Library
► Julie Pabarja, DLA Piper

Additional nominations may be submitted in accordance with Article IX, Section 9.3 of the Chicago Association of Law Libraries Bylaws
The opportunity to teach legal research was a large part of what drew me to academic law librarianship, and having now taught several of my own classes, I can say that the experience has not been disappointing. I enjoy teaching semester long courses because they give me a structured chance to impart what I know about legal research and to gauge just how well students have their minds wrapped around resources and methods that law librarians often take for granted.

Yet I also realize that the teaching role of law librarians extends well beyond what takes place in academic classroom settings. As law librarians, most of us teach every day, whether through one-on-one reference desk interactions or in more structured, scheduled group-training sessions targeting specific resources or research systems. Whether we call it “teaching,” “training,” “instruction,” or any other synonym, our goal is to impart the knowledge necessary for users to take full advantage of the legal materials gathered in our libraries.

Teaching of any kind is usually a fruitful pursuit for librarians, but it is also true that frustrations can set in as we struggle to find fresh ways to reach our users. For me, one of the best ways to combat such frustrations is to take stock of what my colleagues are doing to update and to energize their approaches to teaching. This year, I was lucky enough to do just that at the AALL annual meeting and conference in St. Louis, Missouri. Thanks to the generosity of CALL, I attended the meeting, and while there, I focused my attention on sessions and conversations that helped me brainstorm about the goals and methods of teaching legal research. I often ask myself how I can develop fresh approaches to materials that have been part of my life for so many years, and this year’s meeting gave me food for thought. The following are some highlights of what I learned from my peers during a couple of my favorite sessions at the conference.

ALL-SIS Round Table
Using Instructional Technology in Teaching Legal Research

One of the most useful sessions that I participated in during the conference was the ALL-SIS Legal Research Instruction Round Table. To accommodate a large crowd, the session was organized into five separate areas of instructional interest. Each interest group met at its own table and participants were welcome to move from one to another. I joined the discussion of “Using Instructional Technology in Teaching Legal Research,” which proved so interesting that I stayed there for the hour and learned a lot about other librarians’ concerns and the techniques and products that they have incorporated into their teaching.

PowerPoint presentations, CALI lessons, and TWEN pages seem to be fairly common sources used in conjunction with legal research classes, and early discussion centered on them. Having felt in the past that I was deficient for not having a PowerPoint prepared for every class that I taught, I was heartened to learn that others are in the same boat. The group agreed that PowerPoint is a powerful medium, but that more thought could be put into how it is used. For example, some participants expressed that its graphical features often are overlooked in favor of a bullet point approach. Others noted that students are deterred from note taking by too much reliance on the use of prepared presentations during class time. As a deeply linear thinker, I had an “aha!” moment during that conversation, which I tried to keep in mind while planning my own classes for this semester.

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The need to adapt to varied learning styles seems to be on the minds of many librarians, and the round table participants tossed out a few novel options for meeting it. For example, one librarian is adapting a gaming approach to legal research instruction. Another incorporates clips from the “Deadwood” series into her lessons. Others encourage “mystery solving” research techniques by developing mystery storylines throughout a class. Some of these fun options could be adapted to any kind of legal research instruction.

One concern that came to light during our discussion of using instructional media in teaching was the difficulty of developing cutting edge methods without adequate staffing. The issue of limited staff time came up several times, including during discussion of many academic librarians’ desire to take back Westlaw and LexisNexis training responsibilities from the vendors. For most librarians, whether in academia or a practice environment, research instruction is just one of many duties. Keeping abreast of new products, becoming proficient in their use, and building lessons around them all take considerable time. Round tables, such as this one sponsored by ALL-SIS, help, not only by offering information about technology, but also by generating enthusiasm in the participants.

Teaching CALR to Law Students: What Do Students Really Need to Know When They Arrive at a Law Firm?

Preparing law students for the realities of performing research in a law firm environment is complicated by a few factors. First, not all law students go on to work in firm environments; some work for government entities, for legal aid associations, or in other alternative settings. Second, although legal research skills are a necessity for young attorneys, the reality of legal education is that mastering those skills is one of many goals that law students face in a crowded curriculum. Despite those difficulties, students are under pressure to hit the ground running when they arrive at a firm, and we care about how best to prepare them for that. To educate myself about what is expected these days, I attended a session on “Teaching CALR to Law Students: What Do Students Really Need to Know When They Arrive at a Law Firm?”

Much of the session led me back to a fundamental question about law school teaching responsibilities. How can we best teach students about legal sources and research techniques, while also preparing them for the cost-based realities of a firm culture? The problem of transitioning students from almost unlimited Westlaw and LexisNexis law school access to bottom line pricing issues in a law firm occupied a large part of the discussion. Academic law librarians try to instill a sense of database costs into their students, but it is difficult to get specific information to pass along to them. Several times during the session, I heard that “no two firms are alike” when it comes to Westlaw and LexisNexis contracts, so there is no uniform cost of usage. What I took away from the speakers, however, is that encouraging students to ask the right questions about billing policies and database preferences will establish a good foundation for what they must adapt to when they join a firm. Even without specific cost data, we can educate them about hourly versus transactional searching and the concept of included versus excluded databases in firm contracts. Overall, this session focused my attention on engaging my advanced legal research students in discussions about pricing.

Pricing issues were a hot topic, but the session covered a wider range of subjects, including the use of firm intranets, difficulties new associates have adjusting to physically uncomfortable research areas, and the fact that they are not always as tech savvy as they seem. Particularly interesting to me, however, was a discussion of integrating various research styles within a firm. Law students and new associates tend to drift into an electronic-only approach to research, but they often work for other attorneys who were raised on a print-based style. Based on that, I try to show my students the relationships between electronic and print research sources and how to move between the two to satisfy their own needs as well as those of their assigning attorneys. That is particularly true regarding subject specific sources, such as those published by BNA and CCH. Several times, at the annual meeting and since then, I have heard firm librarians talk about referring new attorneys to print versions of subject specific loose-leaves, even in the CALR era. This semester, I passed those comments along to my advanced legal research students, along with examples of subject-specific sources and information about the major publishers, and I encourage them to ask about the sources owned by their future firms.

Attending this session reinforced for me that all law librarians face hurdles in transitioning legal research students from academic environments into practice environments. It also reinforced the benefits that we gain by gathering together to address them, which is what made the AALL annual meeting so energizing for me. I thank CALL for its assistance in helping me to attend this year.

Qualities of an Ideal CALR Vendor-Library Relationship With Benchmark Signs of Success
The Library or Information Center has always been the “go to” place for information requests about companies, their financial data and current news. Such requests can originate from a variety of sources: an attorney stops by for background information on a CEO he has met at a networking event; a partner calls with a question about the corporate structure of a potential client, in an effort to rule out any conflict; the firm’s marketing department calls for assistance in preparing an RFP because they need to know which law firm (or firms) currently represents that company in labor litigation. These requests are all examples of informal Competitive Intelligence (or “CI”). If your law firm’s library is already providing this information, you might want to consider taking the next step: create a CI Unit in the library and establish a branded work product for your CI materials.

According to the Society of Competitive Intelligence Professionals (http://www.scipstore.org/), “Competitive Intelligence is a systematic and ethical program for gathering, analyzing, and managing information that can affect your company’s plans, decisions and operations.” In this age of shrinking library resources, CI is presenting librarians with a new way to positively influence their organization’s bottom line and perhaps show added value which may have been previously overlooked. Because CI is important to the law firm’s C-suite and marketing department, law librarians now have a new opportunity to communicate with such key decision makers. Done right, a well-prepared CI Report can be a powerful tool for marketing library services and impressing potential clients.

CI is not cheap to produce and it can be time and staff consuming. Before you advertise this new library service throughout your firm, make sure you have the resources in place to follow through on your commitment. One way to approach this is to take the time to prepare a business plan for the CI Unit you want to create. It should contain your mission statement, industry analysis, target market, competition, marketing plan, management and organization, financial projections and an appendix for forms and other statements. The plan should include a general overview of your organization and the target market you will be supporting. Identify who else, if anyone, in your organization is supplying some of this information. Are they the competition or can you partner with them to share resources and costs? Meet with the firm’s marketing department, members of the marketing committee and select practice group leaders to get a feel for the type of information they find helpful in business and client development.

Investigate if your firm already has a 3-5 year business plan in place. If so, review a copy along with their Strategic Marketing Plan. You should consider how the CI Unit can best support these efforts and include them in your plan. Evaluate the resources needed to supply this service and the costs involved (this is by far the most daunting part of the process). Decide on content and format for your CI Reports. Will you have several types of reports? Will they be in print or electronic format (or both)? What is the cost to produce an individual report? How will you market the CI? You will need to create an intake submission form for CI requests and an evaluation form for feedback. Do not forget to include a section in your plan on your method of tracking Return on Investment (ROI). Work with your firm’s accounting or finance department to track budget and expense from the beginning of the creation of your CI Unit. It may be helpful to create a specific budget line in your general ledger to better control costs and to track expense by assigning CI its own client matter number. Make sure to include an ethics statement explaining how CI is compiled. Your CI Unit business plan should provide talking points and the justification necessary to convince the key decision makers that your proposed CI Unit is a wise investment of firm assets.

Once the CI Unit is up and running, it will take time and effort to effectively market it internally and achieve the proper level of staffing. One successful approach is to educate each major practice group on how CI can benefit their practice. Work with your firm’s marketing department and key rainmaker partners who are involved in the ongoing production of RFPs. Use these initial CI encounters to fine tune the intake process, report formats and evaluation feedback. Your reports will evolve and improve as you get to better know the needs of your end users. Encourage feedback and survey your attorneys to find out if they procured the business. Remember to track the resources used in terms of time, research costs and materials. You will need to quantify the amount of CI coming out of the library in order to staff the unit effectively and add new resources. If CI is a shared endeavor between departments, consider splitting contract costs. This will allow you to stretch your library dollar further. Keep a list of new clients brought on board as a result of CI and the revenue they generate in year one. This is a good way to gauge if the amount spent on CI was reasonable in terms of return.

The Neal Gerber Eisenberg library services department launched its CI Unit in 2003 based upon a business plan that is still in place today. We successfully targeted the Labor

continued on p.25
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“Sophisticated librarians – I mean the ones with street smarts, not just the ones with database-searching skills- are invaluable. Include them in your initial information-seeking conversations. Let them become part of the brainstorming”


Competitive intelligence is a popular movement these days. It’s a hot topic for conferences, books, and presentations. The corporate world is investing significant funds on monitoring and analyzing industries, transactions and developments of their competitors and competitive research on present and potential customers. Then, based on research findings and data analysis, competitive intelligence professionals develop recommendations for business strategies.

Most advanced law firms are actively following this trend. They realign responsibilities of marketing departments and information resources centers, or hire competitive intelligence professionals who in turn help the firms find their standing in the legal market. Firms are advised on issues ranging from expanding certain practice areas to pin-pointing the strengths and weaknesses of current and prospective clients. In any scenario, law librarians can easily find their role in the competitive intelligence process.

Five years ago while browsing the Dominican University course catalog, I noticed a new class on Competitive Intelligence. As an MLS student, I had learned about Knowledge Management and competitive intelligence when I took the Special Libraries and Business Ethics courses taught by Claire McInerney. She concentrated her curriculum on the most innovative methods of creating and organizing information (visit her website at http://www.scils.rutgers.edu/~clairemc). I immediately decided that Competitive Intelligence would make a good capstone to my MLS degree.

Starting from the first class, our group of students, most who had already been working in some library-related area, were struggling with accepting the fact that the part of competitive intelligence involving information resources were considered “secondary sources”. Use of “primary sources”, which include communications with industry experts, former company employees, clients, sales people, as well as finding and analyzing rumors, is important and critical in the success of any competitive intelligence project. By the end of the semester, we prepared three reports on different companies using both primary and secondary sources, and produced briefing books and Power Point presentations that included not only research results, but also competitive analysis, prognosis and strategic recommendations. Some of those materials were actually used by the competitive intelligence departments of several corporations in their decision making processes.

Because of the constantly evolving nature of the competitive intelligence field, there are a variety of ways to get involved. Librarians are traditionally experts in company and industry research. However, several features make research for a competitive intelligence project unique. As soon as we get an assignment, we have to clarify the purpose and deliverables of the final product, and, based on the requirements, plan our strategies and resources accordingly. We are expected to provide not just raw data, but put otherwise ignored “pieces of the puzzle” together. Data generated from various sources is then compared, verified and analyzed. It’s a challenging task, but in the end, the bigger picture is always revealed.

Commercial providers constantly introduce new pre-packaged research products. These include LexisNexis’ Company Dossier and Strategic Profiles; Market Intelligence; newcomer AtVantage; GSI’s Due Diligence reports; Thompson’s Firm 360; Hoover’s Company Profiles as well as industry tailored products like ALM Research – legal and Thomson PharmaSM – pharmaceutical and biomedical. It’s great to have all these products if our firms can afford them. But what if they can’t? In this case, we would mine all available information, collecting small segments from various media databases, court dockets and other public records. We would also thoroughly research company websites. If done correctly, searching the Internet using general and specialized search engines, digging into the “invisible web”, and the “Internet Archive Machine” can all yield treasure troves of information.

In case you didn’t notice, I didn’t mention print resources. This is a second feature that makes competitive intelligence research so different. Although we would on occasion still use traditional library materials in order to get more familiar with company processes, unfamiliar terminology, and products or historical statistics, competitive intelligence is about decision making based on the analysis of current competition, predictions and prognosis for the future. As much as we respect a physical book in our hands, only electronic research can give us information that is being created in the present. News spreads instantly around the Web. Sometimes, after passing by a TV set and seeing breaking news, I go to my computer to see how fast and in

continued on p.25
Competitive Intelligence

**Becoming Street Smart** continued from p.24

what order the same headlines appear on different websites. Searching the Internet for competitive intelligence projects gives us a chance to find the most current facts about mergers, transactions, management changes and other events. The need to know a competitor’s next steps and the free nature of the Internet is what makes competitive intelligence research so fast paced. Because of the phenomenal speed of data dissemination, accuracy of information requirements becomes more rigid than ever. This is one of the most challenging parts of competitive intelligence research when all the information, including various reports from commercial database providers, needs to be double-checked. Filtering out research results, I usually follow the model for the evaluation of web information established by Gene Tyburski almost ten years ago, which is even more valuable today. The five characteristics of information quality are timeliness, expediency, accuracy, objectivity, and authenticity (for discussion on this important topic see Gene Tyburski, Publishers Wanted, No Experience Necessary: Information Quality on the Web, http://www.llrx.com/columns/quality.htm, Posted June 24, 1997; Archived July 22, 1997, Last accessed: November 6, 2006; see also Criteria for Quality in Information—Checklist, by Gene Tyburski, http://www.virtualchase.com/quality/criteria_print.html, Created: 2 August 2004; Revised: 6 March 2006, Last accessed: November 6, 2006).

A surprising part of researching for a competitive intelligence project is searching for unverified information and rumors. Discussion groups, blogs, Wikipedia-type websites, and online forums, where entries are often created by amateurs and Internet enthusiasts, can uncover many unexpected facts. Some data might be purposely misleading, such as discussions about new company directions, products in development, financial conditions or possible mergers. An ability to read between the lines and identify the purpose of illusive data can be used to uncover critical information, which sheds light on the real situation.

Our legal research skills are based on our ability to find and analyze case law, statutes, and proficiency gained while performing traditional business research. Our willingness to learn more about competitive intelligence theory and process can make us valuable participants of any competitive intelligence initiative. No matter what our task, whether it is monitoring the external forces influencing competition, upcoming regulatory changes, researching current or potential litigation, analyzing legal representation, or “all you can find” requests, we have to be creative and exploratory. We are given the unique opportunity to prove our abilities, embrace new knowledge and make our patrons aware not only of our skills in searching databases and finding library materials, but also of our analytical and decision making qualities.

Typing the words competitive intelligence in the Google search box gives thousands of articles, reviews and presentations. To distinguish and understand which ones can explain what competitive intelligence is about, its applications, purposes and techniques in various settings, I would recommend starting from the following publications written by the competitive intelligence gurus. Reading them can help us better understand competitive intelligence’s real nature, its ethical guidelines, forces and processes and our central roles in this evolving field.


**Influencing the Firm’s Bottom Line** continued from p.22

& Employment Practice Group as a “beta test group” of our CI Unit. This group continues to be our biggest customer in 2006. In 2003, library services produced 2-3 reports per quarter printed in black and white. By word of mouth and marketing the value of CI at practice group meetings, the library services has become the “go to” place for CI. The attorneys call and email asking to have “one of those books” prepared on a potential client. The reports are now in full color with the option to prepare multiple copies. We have received feedback that the potential client often requests a copy of the report to keep. We recently worked with our marketing department to redesign the cover page of the report so that it conforms to the firm’s official style guide and includes the new firm logo. Currently, we produce 8-10 CI Reports per month in support of business development and outside requests. On average, each report takes 3-5 hours to prepare. We have several clients that have seen our work and ask that we produce reports to support their business decisions as well. This has resulted in increased billable work for the library. Our greatest success within the Neal Gerber Eisenberg library services department is demonstrating just how CI can positively influence the firm’s bottom line.
This past summer, I was fortunate enough to have lunch with a law librarian colleague who introduced me to the concept and to the field of Competitive Intelligence. I had never heard of Competitive Intelligence and wasn’t sure how, while eating pizza in the center of the Loop, I had been completely left out of the loop regarding this field. After a bit of research and after attending the Competitive Intelligence program at AALL’s 2006 annual meeting, I began to learn more about this field and how it was becoming more important in the legal world.

Competitive Intelligence (also known as CI) is defined by Wikipedia “… as business intelligence focusing on the external competitive environment. Organizations use competitive intelligence to compare themselves to other organizations, which enables them to make informed decisions... Competitive Intelligence is more than analyzing competitors – it is about making the organization more competitive relative to its existing set of competitors and potential competitors.”

According to an article by Alan Cohen of the American Lawyer entitled “Law Librarians Look Beyond Books”; and judging from the results of the American Lawyer’s fifth annual survey of law firm librarians; librarians spend 62% of their day doing what a layperson would consider “a law librarian’s work,” such as legal research, negotiating contracts with vendors, managing staff and budgeting. Another 15% is devoted to marketing, while 7% is spent on developing competitive intelligence. Thomas Fleming, director of information resources management at Jeffer, Mangels, Butler & Marmaro (who is quoted in this article) states, “Historically, 90 percent of the information we dealt with was legal related; now it’s about 50 percent. We’re doing a lot more work in client development and marketing.” Fleming goes on to say that librarians’ multitasking is not an anomaly but a trend.

Kathy Sullivan (a member of the executive board of AALL) is also mentioned in Cohen’s article as saying that some librarians have been pushing for these types of changes. Sullivan says, “There was some self-preservation to it, really. Budgets were being cut; libraries were not a profit center; librarians wanted to become more valuable to the firms and contribute to the bottom line.”

While all librarians may not agree with the idea that they need to take on outside tasks to remain in demand or relevant to their firms or institutions, with the dawn of the Internet and its exponential increase in information, the information industry is changing. However, I believe that librarians have always been in the business of delivering Competitive Intelligence. Whether Competitive Intelligence is as simple as picking up the most current issue of a legal magazine (which I did for a managing partner before a merger) or involves much more extensive searching, I believe law librarians are very much up to the task.

I believe librarians are doing what needs to be done and can work smarter by recognizing when the trend comes their way and adapting to it in the most positive way possible. Yes, much, much, much easier said than done. I know librarians who are paving the way and who are on the bleeding edge when it comes to working with marketing and other internal departments in their organizations. These are the people to learn from, support and thank as they pave the way and create larger roles for librarians in their organizations.

CI is definitely a burgeoning field that affords more opportunities for law librarian involvement and a potential source of new jobs. I can see ways this type of work can help law schools and other legal institutions as well. Learning more about the field and the skills needed to contribute effectively in our organizations will only help us work smarter.
WHATEVER HAPPENED TO CHARLES CONDON?
“Overall, a Very Positive Experience”
By Bob Winger, McGuireWoods LLP, rwinger@mcguirewoods.com

It has been a little over a year since Charlie Condon left his position as Computer Services and Reference Librarian at the Northern Illinois University College of Law Library for his current position as Law Library Director and Assistant Professor of Law at Appalachian School of Law in Grundy, Virginia. Much has happened, and he recently brought us up to date.

Charlie is a Mid-Westerner, having grown up outside of St. Louis in the Missouri River town of St. Charles. He turned to the Sunshine State for his higher education, getting his undergraduate degree from Florida Atlantic University in Boca Raton and receiving his J.D. from Nova Southeastern University Law School in Fort Lauderdale. After practicing law for a few years, he entered the LLM program at the University of Arkansas. While there, he was inspired (and encouraged) by law school librarian Louise Lindsey (now at the University of Tulsa College of Law) to consider a career in law librarianship.

After completing the MLS program at the University of Southern Mississippi in Hattiesburg, MS, Charlie began his new career in what he calls the typical entry-level law school library reference position: that of evening and weekend reference librarian, at the University of Toledo.

Two years later, Charlie interviewed and was hired for the Computer Services position at Northern Illinois University. He would continue in that capacity at Northern for the next nine years, serving the law school as librarian and legal instructor and gaining skills for his next major step.

When he started at Northern, Charlie was hired by Tom Woxland, then Director. However, Tom left NIU and John Austin was promoted to the Director’s position. He found a second mentor in John, whose assistance in helping Charlie get through the tenure process at Northern was invaluable.

Prior to the 2005 annual meeting of the American Association of Law Libraries, Charlie saw an advertisement posted for the position of law library director at Appalachian School of Law, and he found it intriguing. After careful consideration, he submitted his application. Favorable impressions were made by both applicant and the school—Charlie says that they got along well from the start—and he was offered the position within four months. Within another two to three months, Charlie and his wife Jean (a Quincy IL native) packed up, sold their house, and moved to Virginia.

Appalachian School of Law is a ten year old academic institution located in Grundy, VA, which is in the far southwestern corner of the state. It is a small, rural community in the heart of the Appalachian Mountains. The region’s main economic engine is coal mining. Charlie says that the school’s region and mission are intertwined: the idea was to place a law school in the area to help establish an emphasis on higher education, with the ultimate goal of keeping the local inhabitants from moving away once they finish high school, which had been an endemic problem. As a result, the school has a tremendous amount of community support. It is housed in the former elementary and middle schools for that area. Grundy was very welcoming to Charlie and Jean. He relates that there are no strangers in the town, and everyone knows each other. They were immediately accepted into their new community.

Charlie’s interviewing process with Appalachian coincided with the school going through its final stages toward accreditation from the American Bar Association (the similar process through the American Association of Law Schools comes later). When he began his new position in August of 2005, the law school was scheduled for its final site visit in the fall semester and Charlie was there to welcome the ABA team to the library. The site visit and subsequent hearings proved successful and the Appalachian School of Law earned full ABA accreditation in June of 2006.

Appalachian has about 350 law students, primarily from the Appalachian region. Charlie—besides running the law library—teaches substantive, doctrinal courses in the curriculum, such as Remedies and Pre-Trial Practice. He welcomes the opportunity for growth there, and finds the challenges stimulating. He stresses that due to the small size of the school, he finds that he is often called to take care of everything, such as those issues that are computerized or technical in nature. For example, the library catalog and IT are taken care of in-house. Looking back on his years at NIU, he says he appreciates the experience and credits the technical courses he took there (all with John’s support) for preparing him for this latest stage.

Charlie says in retrospect that the decision to relocate was a challenging one, but overall, it has been a very positive experience. He goes on to say that the adjustment has been two-sided: both for him and Jean to their new environment and for the community and school to him, but continued on p.33
NEW FACES, NEW SHOES
By Eugene Guidice
http://www.eugenegiudice.com

This issue of the CALL Bulletin will feature a new column. In each issue, we will highlight our new CALL members, which we hope you will find informative and entertaining. It is also hoped that we will be able to profile individuals with a wide breadth of experiences; from traditional librarians to vendors, students, and others who are helping redefine what we do as information providers. In this issue, we profile two people who work for vendors and one who is a student. This column is intended to respond to the needs of its readers. Suggestions can be sent to me at eugenegiudice@sbcglobal.net.

Name: David E. Matchen, Jr.

What is your current position?
I’m presently in the MLIS program at Dominican University, with an expected graduation date of May 2007.

What led you to come to work in librarianship / legal information?
After ten years in the practice of law, I knew that the path that lay before me split into two forks—and a rewarding career awaited down one of them. I like to think that my practice experience was a prelude to something better, in the field of information science.

Who or what were large influences on your career?
My sage friend Siobhán Murphy, of Lewis Brisbois Bisgaard & Smith, LLP, has been one of the greatest positive influences on my career, a model of introspection, clarity, forthrightness, and encyclopedic facility with the law.

How do you think legal information will be delivered in 20 years?
Once any technology has been developed and accepted into mainstream usage, the next stage is increasing levels of miniaturization. Of course, we already have “pocket Internet,” so I think a new, albeit similar, transmission method will be developed by 2026, possibly itself miniaturized from the first generation. Look for the phasing out of full-size PC chassis as the capabilities of pocket systems get better and better. Eventually, the “workstation” will consist of disconnected slim plasma monitors awaiting a hookup to your very own portable system, set up to receive statutory, administrative and case updates in real-time, straight from the clerks.

What is the most rewarding part of your work?
Well, at this stage, in the “pre-work” era, the reward comes from intellectual growth, practical skill-building, and meeting the people soon to become your professional peers and perhaps colleagues in a supportive environment.

What was the most challenging research question you have had in either your school or professional career?
This was in preparation for a case sent up to the Seventh Circuit back in 2001. We needed to know pretty much everything about the Limitation of Shipowners’ Liability Act (LSLA), which had spawned some recent case law involving a little-encountered special proceeding called a “concursus”. After that exhaustive exercise, and a fresh change of brain cells, we wrote a brief that, to our great satisfaction, got a stay on state court litigation reinstated.

What are some of your hobbies and/or interests?
Military history; detective fiction. If I had to pick something that wasn’t book-related, I’m not sure I could manage it.

Did you grow up in the Chicago area? If not, where did you grow up?
I grew up not far from the home of Eudora Welty, but quite a long drive from that of Faulkner. The air was clean, the ground was swampy—I write of Mississippi.

And finally, one fun question….If you had to describe yourself as any type of shoe, what would it be and why?
In the universe of shoes, I would be a cowboy boot, made of finest armadillo, with occasional spurs. Cowboy boots have a certain undeniable depth of character to them, something I’ve always considered an admirable trait. The spurs, of course, are for when speed is essential.

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Do you have favorite memories or a story to tell about CALL? We are looking for CALL members to write an article for the Summer 2007 issue of the Bulletin – a special issue celebrating CALL’s 60th Anniversary.

Contact Roberta Fox at rfox@lordbissell.com and Gail Hartzell at gail.hartzell@valpo.edu with your ideas.
New Faces, New Shoes continued from p.28

Name: Pamela Dodson

What is your current position? Applications Consultant at GSI/Thomson West

What led you to come to work in librarianship / legal information?
I had been working for GSI for a few years in another role and was interested in moving into an Applications Consultant position. An opportunity became available last October and since I already had a training background, it was a smooth transition. I have learned a lot over the past year regarding SEC research and thoroughly enjoy working with my clients and meeting new people.

Who or what were large influences on your career?
I see many successful people in my field and it has given me the drive to do my best. One day I hope to achieve that same success.

How do you think legal information will be delivered in 20 years?
The Internet is already widely used to communicate information to the public. It will most likely evolve even more in the next 20 years to the point where print media could be obsolete.

What is the most rewarding part of your work? I find training to be very rewarding, especially when the end user appreciates the value of the product and can apply that knowledge to their workday activities.

What was the most challenging research question you have had in either your school or professional career?
I can’t recall the hardest question I have been asked. When I am asked something that stumps me, I will use the necessary resources to answer the question as promptly as possible.

What are some of your hobbies and/or interests?
I like being active but also enjoy relaxing activities such as reading or going to the movies. I am a people person so I enjoy spending time with friends and family.

Did you grow up in the Chicago area? If not, where did you grow up?
I have spent most of my life in the MD/DC/VA metropolitan area although I have also lived in Mexico, Florida, Georgia and Southern California. I moved to Chicago in February of 2006 and this will be my first full Winter in the Windy City.

And finally, one fun question…If you had to describe yourself as any type of shoe, what would it be and why?
I would say a Puma sneaker because it is trendy and fun.

Name: Bill Combest (10K Wizard)

What is your current position?
Sales Representative with 10K Wizard.

What led you to come to work in librarianship / legal information?
Since I have been calling on the legal industry for over 25 years and was with another SEC Information provider the last 10 years, I will have to think about this one! I would have to say the opportunity and the kind of professional people I work with influenced my decision to work in the legal industry.

Who or what were large influences on your career?
A former supervisor mentioned I should be involved in the legal industry because it is so challenging and dynamic.

How do you think legal information will be delivered in 20 years?
The delivery of information will probably be through small wireless devices that can be expanded and allows one to read from the device and speak into the device. Typing will go by the wayside like shorthand and dictation.

What is the most rewarding part of your work?
Being able to save the client time, money and frustration.

What was the most challenging research question you have had in either your school or professional career?
How and where does one find a satellite lease agreement that is located on top of a building in several states?

What are some of your hobbies and/or interests?
Tennis; Harley Riding; Sports; Traveling; Discussing Thoughts, Concepts & Ideas; etc.

Did you grow up in the Chicago area? If not, where did you grow up?
I grew up in Texas.

And finally, one fun question….If you had to describe yourself as any type of shoe, what would it be and why?
LOL, what a question!!! It would have to be an actual tennis shoe because of my passion for tennis. I love to play and watch the game, which is full of action, strategy, physical activity, suspense, etc.

Image: www.freeimages.co.uk

Keeping up to date with significant changes which affect our attorneys and attorneys-in-training is part of our job as a librarian. In that spirit, this author provides a synopsis of the new rules of e-discovery in effect as of December 1, 2006. Specifically, the rules create the category of ESI – Electronically Stored Information – and address how the discovery rules apply to materials in that category. Beyond being now clearly defined as discoverable, a newly amended rule 26(a) gives the producing party the responsibility for including ESI as evidence in support of a claim or defense. The difficulty with preserving electronic data is addressed as rule 37(f) prohibits sanctions against a party who has made a good faith effort to keep electronic content. Mr. Ball suggests that the new rule changes may revive discovery conference rule 26(f) as parties convene over who has ESI and how to access it. For additional information on the new rule amendments, consult the companion article: Dennis Kennedy and Tom Mighell, “EDD-ucating Yourself About Electronic Discovery,” in Law Practice Today (October 2006) available at http://www.abanet.org/lpm/lpt/articles/slc10061.shtml.


It’s a matter of cost, functionality, and impact on the environment. While we may not see the financial cost of running computers in our workplace and may not bear witness to the environmental evidence, both are there and, along with performance concerns (e.g., should computers be left on to avoid repeated shut downs) present real issues for any business operating them. Breeding gives a concise account of these issues along with the newer power-management features that allow for difficult levels of computer activity – beyond on or off – including sleep or standby modes. This short but insightful article also discusses the heat generated by computers and the power issues related to servers.


This article describes a new, technology-driven method of doing a traditional library function. New acquisitions or new book lists have been a mainstay of libraries for years. Using its own homegrown course management system (CMS), called Simple Online Courseware System, the authors, librarians at the College of New Jersey, developed a method for regular RSS feeds of new course-related books to the CMS. Corrado and Moulaison give an excellent account of their process for setting this up and the challenges they encountered along the way.


In this latest of Ms. Crosby's Tao of Law Librarianship column, the author introduces Flickr as a photo sharing tool which librarians love. Flickr has been in existence since 2004 and was acquired by Yahoo! in 2005. It offers do-it-yourself tagging that easily enables sharing of pictures through searchable defined tags. There are established librarian groups which include photos of librarians and libraries in various settings. Basic Flickr access is free once establishing a Yahoo! account. Flicker uses creative commons licensing and enables users to share photos broadly or to limit access. In addition to her own comments and experiences using Flickr, the author interviews a noted librarian photo sharer on the site who describes the features and values of the web tool.


Ms. Ellis – the senior director of librarian relations for Thomson West – provides an account of her company’s studies of the research practices of new attorneys. The findings support the importance of using online and print resources together for effective legal research. The author also highlights the importance of secondary sources as foundational tools for researching and understanding the law. This article is a brief, realistic account of good research approaches.


This article is much broader in its focus and more useful to librarians than the title suggests. Specifically, it highlights the importance of technology planning in your organization as a means not only to know what you have and what you need but also to attract those who may contribute funds for acquiring what you do not have. Recommending the creation of a technology plan as a starting point, Gerding and MacKellar describe several web-based and print resources for libraries. They further suggest how to leverage the library’s technology plan with constituencies – within the organization and more broadly – to develop technology projects that will continued on p.31
**Professional Reading cont. from p.30**

lead to fund-seeking opportunities. The authors conclude with lists and descriptions of sources of library funding for technology.


The author offers a manageable method for designing web sites with our users – instead of ourselves - in mind. Guenther suggests creating personas for different groups in which each persona defines the preferences of one type of user. This can be accomplished in three steps: gathering data from users about the preferences, analyzing the findings, and developing a persona in writing for each distinct user type. She recommends a limited but sufficient number of personas to account for all primary user groups. Effective personas replicate actual or virtual users. Therefore, the author recommends giving a name, including demographic data, and a photo to each persona along with sufficient descriptive information about the persona’s work to enable web designers to understand their needs. Analogous to character sketches, personas define the web requirements of user groups in both personal and practical terms.


Ms. Maxwell’s short piece is a summary, with excerpts, of her book (see www.alastore.ala.org) under the same title. The article draws on considered analogies between religious themes and library operations. One of my favorites is patron confessions at the reference desk: “It’s been a long time since I used the library,” or “I know I should know how to do this.” Whether religious or not, I suspect that librarians will appreciate the clever nuances of this author’s writing.

Miller, Ron. “RSS Rights and Wrongs: How Do You Tell If Content Reuse is Fair or Foul?” *EContent* vol. 29 no. 7 (September 2006): 24-28.

The digital age continues to provide us with ways to reconsider intellectual property rights. RSS – Really Simple Syndication -- is a digital content category with slightly different copyright implications according to the legal experts quoted in this article. Miller cites examples of copyright infringement in the reuse of content in RSS feeds and blogs and, though offers no resolutions, highlights the difficulty of determining fair use without explicit permission given and when it may be impossible to parcel out the author of specific content.


This very practical article notes two obstacles in providing assistive technology to library users – prohibitive cost and lack of knowledge of current options. To address the later, Peters and Bell provide a useful list of resources for more information on assistive technology devices and tools including libraries which have achieved notably success in serving physically-challenged patrons. They also review a number of options for visually-impaired readers including voice recognition software, talking books, and screen reading software.


It is not just traditional publishers and authors involved in litigation with Google but adult content providers as well. Perfect 10, a publisher of adult content magazines, has successfully alleged that thumbnail versions of images retrieved from its web site via Google violate copyright law. Pike suggests that the analysis used by the court regarding the thumbnails touches on issues that authors and publishers may find useful in their book snippet claims. While not predicting the outcome of the litigation, which is currently on appeal, the author gives some scenarios of how the Perfect 10 litigation could inform other Google cases.


While youth-focused social networking software programs such as Facebook and MySpace have attracted significant discussion in the press, lesser media attention has accompanied career-based products. Specifically, the author focuses on social networking tools aimed at working professionals. Salz profiles several tools including LinkedIn, helping businesses find service providers via personal references, and Jigsaw and Propro, each enabling exchange of business contacts. Taking it a step further, this article mentions the next generation of social networking software – including a product called Illumio - which connects users to those who are experts in an area and who can serve as an information resource for them. Along these lines, future social networking software may serve as an intermediary between information seekers and information providers. Does this sound like librarians?


The author suggests a future of collection development in academic libraries which focuses on the unique research needs of local researchers rather than building comprehensive collections. Sandler also predicts a heavier emphasis on services to assist users in locating less accessible collections and collaborative efforts to establish better working relationships between libraries.
The CALI Experience is one of my favorite annual events. What other conference gives its attendees both ice cream and Linux? Thanks to a CALL grant, I was able to attend this year’s CALI Experience, otherwise known as the Conference on Law School Computing. Held at Nova Southeastern in Ft. Lauderdale, Florida, the 2006 conference (titled “Rip, Mix, Learn”) was informative and fun. Every session included great new tools, resources, and ideas that I could share with our professors, students, staff, and librarians.

CALI conferences are one of the best places to learn the latest advances in classroom technology. This year, however, sessions did not focus as much on new tools. Instead, presenters described how law schools are using currently-available resources.

A technological law school classroom includes tools for presentation, control, and asynchronous learning. It might include a smart whiteboard to display Internet sites, Word documents, or graphics. Professors can mark up whatever is projected and the smart board will save their annotations. These can be posted later on a website or sent to all students by email. The room might have a smart podium with controls to adjust the lighting in the room, start and stop media presentations, or even close window blinds. For professors who want to create podcasts or post video lectures to their class websites, the room may have built-in recording equipment, complete with microphones and cameras.

Of course, not all classrooms need complete technological set-ups. But knowing what is possible can help professors, librarians, facilities staff, and IT staff plan for future enhancements.

The CALI conference is also one of the best places to learn about new software resources. One of my favorites is Ovation, a program that enhances PowerPoint presentations. Good PowerPoint slides are not easy to create, but Ovation’s enhancements can add dynamic backgrounds and bullet points. Better yet, Ovation features a time-keeper that helps presenters stay on track.

E-books were a hot topic at this conference. New versions of e-book readers will not only allow students to read textbooks on their laptops but will also help study groups collaborate remotely. However, despite their enhancements, electronic text books still have a way to go. E-book software has improved, but reading text on a computer can still be a bit difficult. Moreover, many feature licenses that students (and librarians) will find overly restrictive. For example, some vendors’ license provisions may make recovering e-books from a damaged hard drive somewhat cumbersome.

Many of the conference presenters discussed collaborative tools. Applications like Microsoft’s SharePoint allow users in different locations to work on the same document. Other examples of collaborative resources included online social calendars like 30 Boxes and AirSet. Some law schools are using these online calendars for media services’ reservations.

Del.icio.us is an application which shares bookmarks. Users can add tags and text as well as find similar websites based on bookmarks others have tagged. I created a list of bookmarks for all of the resources I learned of at CALI at http://del.icio.us/debgpi.

The best gadget from this year’s conference was NexConcepts’ Mobile NoteTaker. This pen stores everything it writes. The data can be uploaded onto a PC. MyScript Notes, an OCR program, then translates the handwritten notes into text. How cool is that?

To learn more about this year’s Conference on Law School Computing, visit the CALI website. Be sure to read the CALI blog, featuring an entry for each presentation (with several comments from me). The blog also hosts media files for each presentation along with any handouts or slides.

**Websites**

**CALI Sites**

CALI: [http://www2.cali.org/](http://www2.cali.org/)


Conference Blog: [http://calicon06.classcaster.org/](http://calicon06.classcaster.org/)

**Collaboration/Great Tools**

30 Boxes: [http://30boxes.com/](http://30boxes.com/)


Del.icio.us: [http://del.icio.us/](http://del.icio.us/)


Charles Condon continued from p.27

that the outcome has been great. The region—being very mountainous—has few major highways and can be somewhat isolated, even though they are about 15 miles from West Virginia, 20 from Kentucky, and less than 75 from Tennessee. But the winters are milder and the fall foliage is brilliant.

While Charlie misses the people in Chicago, he and Jean do get back to the Midwest a couple of times a year. They still have many ties to our region, most notably their two adult children: a son, Jason, who lives in Rockford and a daughter, Coleen, in Peoria. In fact, Charlie still retains his membership in CALL. He encourages anyone who is in their area to pay them a visit. Charlie may be contacted by email at ccondon@asl.edu . ■

Off The Beaten Path continued from p.14

I sometimes think that academic law librarians are so busy teaching and locating materials that they aren’t able to keep up with trends in academic legal research. This short article provides an introduction to empirical legal research, a methodology that emphasizes observation and experience, rather than doctrine and theory. Published in the newsletter of AALL’s Academic Law Libraries SIS, the article includes a list of notable resources on empirical legal research, including a blog, and the newly published Journal of Empirical Legal Studies.

LEGAL RESEARCH (TEACHING OF)


For this article, the author interviewed four members of the Minnesota Association of Law Libraries—three firm librarians, and a law librarian for the Minnesota Attorney General’s Office. The article discusses the four librarians’ views on new attorneys’ research skills, and concludes with a “wish list” of sorts for law schools. The list is quite enlightening, and it will likely compel legal research instructors to think twice about the content of their classes. I was particularly interested, for example, in the four librarians’ dismay with new attorneys’ lack of basic knowledge about how primary law is created.

MARKETING OF LAW LIBRARIES


This is a short article that appeared in the fall newsletter of the Law Librarians of Puget Sound. Here, the author provides some creative suggestions for using library statistics to increase visibility and achieve recognition for the library’s contribution to the institution. Eaton, for example, recommends using statistics in contests and quizzes during Library Week—e.g., number of reference questions answered. She also suggests that staff achievements and backgrounds can be showcased by incorporating this type of information into quizzes.

STATE DOCUMENTS (ONLINE)


This article, which appeared in the newsletter of the Southern California Association of Law Libraries, summarizes a 2006 AALL Annual Meeting program that focused on the integrity of online state government documents. Specifically, the program discussed the results of a recent survey, conducted by three AALL entities, which investigated whether states have official and/or authentic primary resources online. The article includes an explanation of the difference between official and authentic, and concludes by explaining AALL’s position on the issue of authentication.

SEARCH ENGINES


I admit that I’m totally reliant on Google when it comes to search engines. This article, which is based on a presentation at this year’s AALL Annual Meeting, presents nine non-Google search engines, with brief reviews, and screen shots. Some of the featured search engines are Trovando, Relona, Sphere, and OAIster. I think the best part of this article is its position on the issue of authentication.

TECHNICAL SERVICES


This article, authored by a cataloger in a New York appellate court division library, appeared in the newsletter of the Association of Law Libraries of Upstate New York. It’s a nice collection of news related to “Technical Services” that would be valuable for technical services librarians, as well as public services staff. Included in the article are news items on a variety of topics, including recent developments in CIP (Cataloging in Publication), and the RLG/OCLC merger. ■
Write Much?

A few years ago, one of our members, Joan Ogden, entered her first haiku contest. The entry was:

Old black crow
Surveying the empty field
Autumn into winter

To her surprise, she actually won the contest, a whopping $10!

Granted, this has nothing to do with being a law librarian. However it does point out the fact that even though many of us are writers, we don’t always let our colleagues know about our accomplishments.

So, if you have written articles that have been published, please let someone on the CALL Public Relations Committee know about it! You don’t have to send us the entire article, just a quick e-mail containing the bibliographic information and a link to the article, if it’s accessible online.

If you haven’t written any articles lately, well, why not? Get busy! See your name in print! And see what your colleagues have published by going to the “Member Articles” section of the CALL website.

Fred Barnhart, Co-Chair, fbarnha@luc.edu
Rebecca Boyd, Co-Chair, bec@zonesys.com

CALL Meeting Schedule 2006-2007
http://www.aallnet.org/chapter/call/calendar/calendarindex.html

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<thead>
<tr>
<th>Business Meetings</th>
<th>Executive Board Meetings</th>
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<tr>
<td>Thursday, May 25, 2006</td>
<td>Tuesday, June 13, 2006</td>
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<td>Friday, November 17, 2006</td>
<td>Tuesday, September 12, 2006</td>
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<td>Thursday, January 18, 2007 (joint meeting with SLA)</td>
<td>Tuesday, October 10, 2006</td>
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<td>Thursday, March 22, 2007</td>
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Details will be posted as they become available.
Dates subject to change.