

## Views of an European modern and antiquarian bookseller

西ヨーロッパ古書籍業事情および  
大学図書館員と書籍業者とのかかわり

——ヨーロッパ書籍業者の意見——

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当館では、1990年10月から11月の二ヵ月にわたり、オランダからアントン・ゲーリッツ氏（オランダ語読みではヘーリッツ氏）を招聘しました。これは、当館が新中央図書館の開館を記念して購入した“フランス経済・社会・思想文庫（通称コルヴェア文庫）”の整理を指導していただくためで、このコレクションの来歴や、フランス古書の特徴、目録の作成法等に有益な指導を得ることができました。

ゲーリッツ氏は1930年4月生まれ。現在アムステルダムの貴書・古書籍のみならず、広くヨーロッパの新刊書も、主に海外の学術図書館を対象に扱っている書店、A. Gerits & Sons の店主であり、国際古書籍業連盟 (ILAB) の副会長を務めていらっしゃいます。1950年ハーグのマルチヌス・ナイホフ社に入社以来、ヒルベルスムのルドウィヒ・ローゼンタール社、アムステルダムのデッカー・&ノルデマン社等を経て1981年に独立されましたが、一貫して40年間、古書籍を扱ってこられ、書誌学的な論文も数多く著されています。日本との関係も深く、来日は今回20度目。専修大学のミシェル・ベルンシュタイン文庫をはじめ、数多くのコレクションが日本にもたらされたことに関与されています。

早稲田での滞在中、当館では館員研修の一環として2回にわたり、ゲーリッツ氏にヨーロッパの古書籍業事情、および書籍業者と図書館員の相互関連についてレクチャーをしていただきました。ご自身の経験から、図書館が、信頼できる学術書専門の（古書籍および新刊書を総合的に扱う）ヨーロッパの書籍商を選び、図書館員が書籍商と密接に関わりを持ちつつ選書、収書にあたることの大切さを強調されました。そのレクチャーの草稿をもとに、新たに手を加えていただいたのが当論文です。（編集部）

## I. The Antiquarian and secondhand booktrade in Western Europe

Among booksellers dealing in books that are not new, there are two different disciplines: antiquarian bookdealers and secondhand booksellers. The first concentrate on old and rare books, manuscripts, periodicals, pamphlets ephemera, prints, maps. Among the printed books you will find also more recent books, since in Europe the antiquarian bookdealer buys and sells any books which are out of print and thus no more obtainable from the publisher.

Used copies of books still available from the publisher and in new bookshops are mostly found in secondhand bookshops. They offer these books at lower prices than the publishers' listprices, because of the used status (often not quite clean, with small damage, underlinings, etc.) These bookshops sell often also publishers' remainders called very often: 'modern antiquarian books'.

Among the antiquarian book companies there are two different types of business: stockholding companies and commission merchants.

Stockholding companies buy for their own stock, they invest capital and space in their stock and assemble material which is believed to be of interest for clients one day. These firms have their own large reference library and do their own research. Shopholding firms are mostly more focussed on local public. They do not issue catalogues or very exceptionally. They do not much own research and have a limited reference library. Mailorder companies focuss more on an international public, mainly libraries and research institutions, professors and scholars. They mostly have a very extensive reference library and use much time and energy for own research.

Commission merchants generally have no stock, or only a very small one. They concentrate on the promotion of stock of other dealers or private people among their clients and they buy only as soon as they have a firm order at hand. They mostly have no reference library and are entirely or at least to a large extent, dependent on information obtained from

their source. They take no risks in money or space. They create their profit margin by marking up the price of their source. All these antiquarian and secondhand bookcompanies can be classified into three main groups: General bookcompanies, Bibliophile firms and Scholarly firms.

The General bookcompanies, antiquarian as well as secondhand, and often the two are mixed up, are mostly shops. They issue no catalogues and do business against cash only. They mostly have very few really old books, but more recent material dating from the 20th century.

Among the Bibliophile antiquarian bookcompanies there are shopholding firms as well as firms doing business from a closed private home. They mostly publish 1 or 2 catalogues each year, often very beautiful, illustrated catalogues. Many of them focuss on prints, maps, literature, art. The exterior of the books (binding, paper, etc.) are of great importance. These firms mostly have a limited reference library concentrated on the subject(s) they have as their specialities.

The scholarly antiquarian bookdealer will mostly operate as a mail-order business. They publish frequently subject catalogues and lists, special offers by letter and fax, etc. They will have always an extensive own reference library. Some restrict themselves to a small number of scholarly disciplines, some are more allround. The scholarly antiquarian booksellers which are focussed on the academic world, will have generally also a searching service, and sometimes also a new book department for scholarly new books and they will provide lists with announcements of new and forthcoming titles, at local publishers' listprices. They mostly do not charge more than these listprices, although some add handling charges and postage & bankingcharges. These scholarly allround firms, especially when they are focussed on library needs, will spend a lot of time and energy to supply a high quality service. In their catalogues the books offered will be listed with very detailed descriptions and references. Full collations will be given, bibliographical references as complete as possible and clear indications concerning the state of preservation.

Since in large libraries the selections are generally made by specialist bookselectors, the catalogues of these companies will always be devoted to

one subject only. In their reference libraries these booksellers will have many library catalogues available and they will check whether a certain library possesses already a certain important book or not. This will enable them to make offers of important items to their regular clients before they will offer certain books in their catalogues. That is why it is, in my view, of great importance for a library to have an updated catalogue of holdings available. Such a catalogue will encourage dealers to study the strong and weak points in a library and offer books that might fit into the library's holdings and/or complete them.

University libraries will also need books for students and/or research projects which appear to be out of print. The allround scholarly antiquarian bookcompany will therefor operate also an active searching department and help its clients to trace the books they need.

Another important service these companies supply is helping to obtain books in auctions. I will write about the local differences in European auctions later. The advantage of having a dealer who is willing to help a library in these cases is, that he mostly can go to the auction himself and can see and examine the books before bidding. Another problem for far away libraries is of course the time difference, and the many different languages used in Europe.

A close and friendly relationship with an allround bookcompany in Europe can be of great help. In chapter II, I will elaborate more in detail on this subject.

As said, the scholarly antiquarian bookseller will sometimes operate also a new book service for his major clients. Instead of having to deal with many different languages and invoices with all kinds of currencies, the advantage for a library to deal with one allround dealer in Europe for its European acquisitions, old and new, is obvious. In chapter II, I will explain why in my view the antiquarian bookdealer is the most ideal partner of the university librarian, for new as well as for old books.

An interesting question which is always asked is: where does the antiquarian bookseller buy?



Well, our main sources are: private people, other dealers, library duplicates and auctions.

From private people we buy for example when a professor died and his family is not interested to keep his library. In such cases we will buy such an entire library. Sometimes we will try to sell such a collection as one lot in order to keep together what a learned man with a clear conception has brought together. Sometimes, when this seems not possible, we will offer the books separately in our catalogues. Sometimes it happens that a private collector changes his mind or interests and that he wishes to sell part of his collection in order to use the money he gets out of this sale for buying other books which fit better into his new ideas.

The next source is other dealers. As said before, there are much more dealers who do not publish catalogues than there are internationally operating companies which do. These smaller – and sometimes also very large – companies do sell exclusively against cash and they do not send parcels oversea. The stock of such dealers we try to visit regularly and we buy what we think to be of use and of importance for our clients.

A next source for us is the university library, where duplicates fill shelves which could be used for other books. These duplicates we buy and try to sell to libraries where they do not yet have these books and very much need them. A disadvantage is that these books have often heavy library stamps on the titles. The smaller the library stamp the better and preferable on the verso of the title, not on the title!

The next source is the auction. The most difficult and most dangerous source.

In Europe there are very different systems of auctions. In England for example, the big auction houses announce in their catalogues that they consider themselves not responsible for the descriptions in their catalogues. So it is of the utmost importance to buy only after having examined yourself the books or have a reliable bookseller do it for you. Although these firms may under circumstances accept the return of an incomplete book, according to their trade conditions they are not obliged to do so. Still more difficult it is when they offer more books in one lot, describing only

one or two books and then say in the catalogue 'and so and so many others'. Among these 'others' you may find treasures as well as incomplete or worthless material.

In France as well as in England auction houses take no responsibility for transport of the books you buy. They simply hand this over to transport companies, which are generally art transporters and hence immensely expensive. Therefore we mostly go over and collect the books for our clients ourselves.

In Germany and the Netherlands auction houses feel responsible for the descriptions in their catalogues, but here also personal presence is of vital importance, since returns take a lot of time and correspondence.

Finally we will look on a few characteristical features of the booktrade in various European countries.

In Germany many books were destroyed during the Word War II and nowadays many stocks contain mainly books published after the war. There are many small shops and the stock is mostly in German language.

In the United Kingdom stocks are often very large and mainly in English language. The market is strongly dominated by a few strong companies like Quaritch and Pickering & Chatto. These firms are — apart from their scholarly quality — strongly focussed on private investors and speculation. They do not have very large stocks, but act often on commission of powerful clients. Under the influence of these tendencies they focuss strongly on top items and the more modest, but for a University much more important monograph is neglected. Since many larger scholarly firms disappeared, there is a strong tendency to local bookfairs. Nearly every week there is somewhere in England a bookfair where cash business is done and lesser and lesser good scholarly catalogues appear.

In France there are many small shops all over the country. They do not send books by mail, and only deal against cash. In Paris there are various larger book companies, many nowadays also focussing on top items, a few still serving the library world, such as J. J. Magis, P. Jammes, Thomas Scheler and R. Clavreuil. Most of the stocks contain exclusively French

material.

The Netherlands have always held a special position. From the Middle Ages on, Dutch merchants have been buying for their own risk all over Europe, taking the merchandise to their warehouses in Holland, checking it and then selling under their own responsibility to other parts of the world. In the book business this is not different. All kinds of books are being bought all over Europe during long buying trips.

At home these books are collated, eventually repaired, and then carefully described and offered for sale to other continents. Most Dutch dealers will speak more than three foreign languages and they like to travel all over the globe to promote their business.

In Dutch bookshops therefore a small portion of the stock only is in Dutch language, all the rest is in as many languages as you may find in Europe.

During the booming years in the publishing business, many booksellers companies were bought up by large publishing houses such as Elsevier and Kluwer. Soon it became clear that bookselling demands a quite different approach than publishing and many of these firms could not survive, some were saved because company employees took over the bookselling units. In that way also our company came into existence.

But important antiquarian bookshops were lost in these years such as Nijhoff, Coebergh, Dekker & Nordemann. Fortunately there are still a number of excellent antiquarian bookdealers in the Netherlands, such as: N. Israël (specialist in atlases and travel books), Asher (specialist in natural history books), D. Schierenberg (also natural history) and Junk (also natural history), de Tille (Dutch history). Our company, A. Gerits & Sons came into existence when Elsevier wished to stop with Dekker & Nordemann's and we decided to make ourselves independent. From the beginning on we have been entirely and exclusively focussed on library services.

In Scandinavia firms like Rosenkilde & Bagger follow the good old tradition of the scholarly antiquarian bookseller.

In Eastern Europe the new developments will help starting new firms, but it will certainly still take some time before they will appear on the

international market with catalogues.

In Italy, Spain and Portugal the markets are dominated also by many small shops where they sell only books in their own language and against cash. Some larger companies are more internationally orientated, but communication with them is always somewhat difficult. Since last year the Italians have started a very prestigious book fair which certainly will have a good influence on the international contacts. Many non-Italian dealers have participated and were pleased with the results.

In Switzerland, a small country like the Netherlands and with three home languages (German, Italian and French) there are relatively many good antiquarian bookshops with a very high standard of stock in various languages. Very well known are Jacques Quentin, Jörg Schäfer, Laube, Schumann and Gilhofer & Ranschburg.

Finally I would like to explain in short how the major antiquarian booksellers in the world have organized themselves.

In 17 countries antiquarian booksellers have founded an Association of Antiquarian Booksellers. These associations try to keep up a high standard of professional knowledge and reliability among their members. It is therefor sometimes difficult to become a member of a national Association. On the initiative of a Dutch dealer a world organization was formed in 1947 : The "International League of Antiquarian Booksellers" (ILAB).

This international body tries to coordinate international activities, promote good standards of business practices and gives support to libraries in fighting books thefts.

Every two years the ILAB has a congress in one of the member countries, together with an international book fair.

The ILAB publishes a directory (an addressbook containing all the addresses of all dealers in all countries affiliated with the ILAB, with details about specialities, etc.).

A new 8 languages dictionary of terms used in book descriptions is in preparation and will appear within one year.

It was a great pleasure for everybody to attend to the congress in



Tokyo this year and all dealers I have contacted were delighted about the Japanese hospitality and the excellent organization realised by the ABAJ.

I hope that this short introduction to the European antiquarian market will be of some use to you all.

## II. University librarians – booksellers and their mutual interests

When sharing with you some of my thoughts on the mutual interests and problems of librarians and booksellers, I first of all must point out that I will restrict myself exclusively to the academic world, the scholarly book-trade (both antiquarian and new book services.)

I have had far too little to do with other forms of the trade (shopholding, bibliophile, journal subscriptions, etc.) to be able – or even allowed – to pronounce on them. But in scholarly bookservices for universities I have now over 40 years of experience and over the years I have developed some style of my own, some firm principles and a lot of friendship among university librarians all over the world.

From the world's publishing houses an enormous mass of information reaches us every day. Thousands of leaflets, catalogues, flyers, fax-messages, bibliographical weeklies, monthlies, etc. flutter down on our desks and in the private letterboxes of many of us. The acquisitions librarian will classify them according to his best knowledge and divide them among bookselectors, professors and they on their turn will – if they have time – read them all, consult colleagues, etc. Finally they will ask the acquisitions department to order a number of books, sometimes, but not always supplying sufficient information about their source, ISBN-number, etc. Sometimes, however, much of these details are lacking since titles are also brought to the attention of the acquisitions department by readers, professors, and others who have read reviews and in some cases the acquisitions librarian does not know more than the author's name and/or the title, sometimes even in only a fragmentary form. The scholarly bookseller, well equipped with up to date reference material and a databank, will be

able to complete such titles and order them for the library at the cheapest source. On the bookseller's desk a similar flow of information arrives daily and he also, together with his assistants, has to read it all and to make selections. He selects what he considers to be important for university libraries, sometimes he will add explanatory notes to titles which do not quite clearly tell us what the book is about. All his selections he gathers and brings them to the attention of librarians.

So, quite some information reaches the librarian twice: from the publisher and from the bookseller. The bookseller, however, has done already quite some work. He has skipped out the many unchanged reprints, the insignificant titles, the too popular simplifications and he has classified material from all publishers and brought it together in a proper order into separate subject groups and each group divided into language groups. Thus he provides the librarian with lists of an acceptable proportion and easy to hand out to the various bookselectors.

For this kind of library service I have great confidence in the combination of a scholarly antiquarian bookdealer and a mail-order new book service. I will explain myself in more detail on this later.

What I am going to tell you now is mainly based on experiences I have had in the USA and on what librarians told me.

As far as Europe is concerned, one of the problems of the librarian who wishes to deal directly with publishers is, that there are so many languages in Europe, and still many different types of money at constantly changing exchange rates. The big flow of correspondence in various languages, the many different types of invoices and accounts, make it very difficult for the far away librarian to deal with. Not to mention correspondence about errors in invoicing, wrongly sent books which have to be returned, etc. And what many far away librarians also feel as very embarrassing is the automatically sent claims for payments every month, while they even have not yet received the books.

Therefor concentration of European orders with one (or only a few) booksellers makes sense. The advantages are obvious: if one has selected

one vendor in Europe with whom one has a good business relation, one has to deal with only one type of currency, one invoice every month (if one chooses for one consignment per month e.g., or if one has agreed to receive once a month one cumulative invoice) and only one address to have correspondence with in only one language. This vendor should in the view of most librarians be on the European continent, since such a vendor will have sufficient collaborators capable of speaking and writing the various languages and he is always in the same time-zone. So he can arrange many things by frequent personal contacts (telephone or visit). He will thus also have access to early information he will pass on to libraries. It is my experience that we supply certain information to librarians often quite a bit earlier than the publishers themselves!

There is one very important aspect of a university library which I should like now to deal with.

The importance, quality and reputation of a university library does not depend on the availability of standard works, wellknown monographs, encyclopedias. Of course a well equipped university library will have such works, but they are available in every university library. They offer nothing special.

The quality and special reputation of a university library, however, is more dependent on small and difficult to obtain material, private publications, pamphlets, publications of small societies, study groups, local authorities, etc. Many booksellers do not like to handle this kind of material, because it is often very low in price and hence offers no profit to the dealer, but is only very time consuming and labour intensive. But here we have touched on a field which is the natural field of the scholarly antiquarian bookdealer. He estimates small material high and he is constantly involved in searching for difficult to obtain material. The conclusion is: There may be good reasons for the far-away librarian to select an allround European scholarly antiquarian & new bookdealer as his main vendor of European books.

1. It offers a simplification of accounting and administrative work.
2. It will be less labour intensive for the librarian.
3. The disadvantages of differred pricing (a practice occurring with a number of British as well as continental publishers) can be avoided by having access to the European LOCAL price quotations.
4. It offers an opportunity to obtain also good service for small and difficult to obtain, but important publications. Since the library offers the vendor a large amount of business, he can be sure to receive a COMPLETE service.
5. It offers a diligent out of print searching service, also for the replacement of lost books, detoriated books and other gaps in the holdings which the librarian would like to fill.
6. The librarian may expect advance offers of important old and out of print books the dealer will obtain and he may expect his assistance in collection development.
7. The librarian will have a trained and capable assistant when he wishes to try to obtain items at an European auction. He will be able to ask advice, to have his vendor investigate and examine objects at auctions and have him as a personal representative for this often difficult business.

The advantages for the bookseller are also obvious:

1. He is sure of a constant and stable flow of orders.
2. He can learn very much about the buying policy of his client, and thus will understand his needs better and better. This will enable him to make sensible offers and to avoid unnecessary propositions.
3. In view of the volume of business, he will be able to offer a sophisticated service at the lowest extra costs (no handling charges, no markups, often no transportation costs, no bankingcosts).
4. He has a partner in the library world, through whom he will hear about new trends, new plans, extra budgets, etc.



In short the ideal relationship! But on one condition: the vendor should not be too big an organization. All the advantages work quite well in Europe if based on personal contacts. In the 40 years of my experience, during which I have served for some time big companies, I have learned that in Europe in these big companies the quality of service suffers very much and contacts become more and more depersonalized, with many negative side effects.

There are, however, also a few dangers for the small bookseller: he will be to a large extent dependent on the business he gets from few library clients, hence he is vulnerable. The librarian on the other hand will realize his power over his vendor, being an important client, and he could misuse this power and put pressure on his vendor for too high discounts. Hence, both the librarian and the bookseller will have to face a responsibility towards each other, which is more than mere businesslike.

Both the bookseller and the librarian have an other enemy to fight: amateurism. The amateur-bookseller, who explores a small mail-order business as a second job at the side of his main job — a type of business quite frequent in Europe nowadays — cannot cope with this labour intensive work. He will not be able to guarantee a reasonable continuity in service, although he tries to come into business by offering often attractive discounts. Soon he has to give up or he offers a very partial service only.

In order to maintain or even to broaden his knowledge of the most essential titles the antiquarian/new bookdealer, who specializes in the trade of books that are crucial to scholarly research in Universities and other academic institutions, must constantly read, or at least thoroughly pursue doctoral theses and other scholarly monographs and treatises. The references to older literature in notes, appendices and bibliographies inform him about those titles from the remote and recent past which are still, or again, playing an important part in academic research.

Much of what is published in Europe is fairly easily accessible to the professional bookseller, if he has the good combination of an antiquarian

stockholding department with an extensive reference library and a mail-order new book service. As said before, he can learn a lot from the nature of the orders from University Libraries which he takes from the letterbox or faxmachine, and he also has a chance of glancing in the books ordered through him before he sends them on to his clients.

Moreover, the University Librarian whom he provides with new books will gladly turn to him as soon as books that are out of print must be traced on the secondhand market. In this way too, many questions reach him from which he can learn what kind of books should be available in his antiquarian stock.

Thus having acquired a thorough knowledge of old and recent literature in the fields in which he specializes, he can be the ideal partner of the University Librarian, the faculty bookselector and head of acquisitions department. By selecting the modern & antiquarian bookseller as a vendor, the librarian can also contribute to the preservation and further development of the profession of ALLROUND bookseller, the existence and flourishing of which will in the long run prove to be much more important to the University Library than a so-called discount on prices which have often first been artificially raised. These discounts are given by some sort of commercial bookselling firms, which are exclusively concerned with the sale of what is simply ready for delivery and too often leave it at that. They do not take away work from the librarian, but add extra work to his desk since he has to ask constantly for information that is not supplied as a service automatically; this extra work and correspondence is, according to many librarians, mostly eating the entire discounts offered, and often more.

I am therefore more and more convinced that where the selling of scholarly books, pamphlets and other documentary printed material is concerned, the combination of modern and antiquarian bookseller is the man for the job. By nature he is a bookseller rather than a mere salesman of books, although also in this section of the booktrade symptoms of complete commercialization are becoming apparent and one has to make a careful choice.

He, the modern and antiquarian bookseller may be counted on to do more than carry out orders: he will also pay attention to the motives behind the order and be stimulated to keep track of complementary titles and offer them to his clients.

Subscriptions to periodicals and journals are a different matter altogether. Here is a field where the commercial establishment is eminently qualified to provide administrative service with which a bookseller, let alone an antiquarian, has generally little or no affinity.

In my opinion it would be a good thing if the scholar and the University Librarian turned to this type of administrative offices for their subscriptions and turned to the academic modern and antiquarian bookseller for the buying of books, such as quite a number of U. S. A. libraries already do.

Another point I would like to mention is Bookthefts. Maybe not so frequently met with in Japan as in Europe and the USA. But will this remain so? I have the impression that security could and should be improved before it will be too late, as has been the case in many regrettable cases in Europe.

If bookthefts occur, the worst one can do is to keep it a secret. The quicker a theft is made public, the better.

In Europe quite a number of thieves have been caught and many books returned to the owners because of the quick reaction of librarians and the very quick and alert action taken by the Antiquarian Booksellers' Associations, spreading lists of stolen titles very quickly through telephone chains and lists by fax. Prices of old books have apparently reached a level which make them of interest for the criminal world. Also in this field a close cooperation between the librarians and the modern and antiquarian booksellers is of the greatest mutual interest.

Finally I should like to mention a number of very important fields in which the interests of the modern and antiquarian bookseller and the University Librarian meet.

One of the very important tools for collection development is a good

library catalogue, preferable split up in various subject areas and/or language areas. For a Japanese library I could imagine that oriental languages and European languages will appear in separate catalogues.

Concentrating now on European material, since of oriental material I have near to no knowledge, a few points of great importance have to be mentioned.

A good library catalogue (which will be kept updated e.g. every 2 or 3 years) can be of immense help to the librarian and the bookseller. For the librarian who will have easy access to the catalogue via his computer-screen, because he will be able to check quickly whether he has certain titles or not, and, more important, whether old holdings are complete or not. For the bookseller who is a regular vendor to the library, such a catalogue will be of immense help when checking his new acquisitions, viewing smaller dealers holdings and going over what is being offered in local public sales. He will be able to economize his offers to the library since he can see himself whether a book is already in the library or not. The librarian will save time because he will receive offers only for books not yet in the library (except maybe for a few which have been acquired since the last updating of the catalogue was done).

But, and now we come to an important point: this means that such a library catalogue should not be only a list of titles, but should supply very exact and full collations for each book listed. This is the more important, since this will be also of great help to the far away bibliographer who does research on various editions of one title. Also exceptional bindings, autograph dedications, annotated copies, important provenances should be mentioned, since such details can be of very great importance to the researcher.

Finally I would like to dwell in some more detail on the importance of pamphlets and other ephemera.

I am in good company with my high valuation of this kind of material, since one of the greatest collectors and librarians of modern times, Max Nettlau, concentrated his collector's activities mostly on pamphlets and



nowadays his library in the I. I. S. G. (International Institute of Social History) in Amsterdam is worldwide recognized as the most important library in its field. Scholars from all over the world have to go there to consult material nowhere else available.

Standard works, Nettlau always said, you will find in every University Library and they will always be easy to obtain, since they are constantly reprinted. I spend my money first on what is essential. What is not in the standard works is to be found in monographs, in original publications of the great men and women through the ages and especially in pamphlets, since pamphlets reflect often the opinion of the man in the street, the reactions of contemporaries and exactly these features will supply the scholar with a deeper insight in what happened in the past.

So when catalogueing pamphlets we should never say: so and so many on this or that subject, but really we will have to describe them all, one by one, with full bibliographical details. Also the bookseller should do so in order to offer the University Libraries the best possible assistance for collection development.

As soon as a librarian works closely together with one of his allround vendors, he will be able to take advantage of the bookseller's time and special knowledge of the market. For after some time the bookseller will of course gain a rather perfect idea of what the library is aiming at and he will bear this in mind during all his doings.

Thus he will bring not only old and valuable books to the notice of the librarian, but also obscure new publications he meets with and which he feels are in the field of interest of his client. The more important his client is in yearly turnover, the more time he will be prepared to devote to his client.

Ideal in my view would be for a Modern and Antiquarian Bookseller to act as main vendor in Europe for a limited number of important universities. This would enable him to keep his operation small enough to guarantee a high level of service and he would be able to devote more time to research rather than to competition.

But I know very well, that it is also in the interest of the librarian not to be dependent on one vendor only, and that more than one vendor will assure him of more certainty in case of a disaster at one of them. But still, one can cherish an ideal!

Let me conclude with the words written by the Head Librarian and Crofut Curator of Rare Books and Manuscripts of the Connecticut Historical Society, Mr. Everett C. Wilie Jr, who wrote to me: "I entirely agree with your remarks (he refers to a letter in which I explained my views as I did in this article to you) about the relationship of the antiquarian bookdealer and the scholarly world. I believe that scholars fail to appreciate how heavily dependent they are in the end on the efforts of people like you to identify meaningful material and make it available. Being at the crossroad of this interaction in that I acquire the materials and then make them available in our library, I am certainly well aware of this relationship and value it highly."