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A Legal Miscellanea: Volume 7, Number 1

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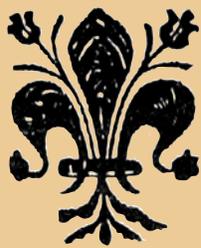


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A LEGAL MISCELLANEA

A NEWSLETTER FOR THE FRIENDS
OF THE JACOB BURNS LAW LIBRARY

VOLUME 7, NUMBER 1, SPRING 2010: THE GEORGE WASHINGTON UNIVERSITY LAW SCHOOL

SPECIAL COLLECTIONS FOCUS:

Coutumes de Normandie (1483)

Quoi de neuf? At the Law Library, a splendor of *coutumiers*. The Law Library has continued to develop its collection of the customary laws of France with recent important purchases, including the very scarce 1483 incunable *Coutumes de Normandie* [Paris: Jean du Pré]. Other recently-acquired Normandy *coutumiers* include compilations from 1595, 1691, 1700, 1712, and 1742. Outside Normandy, the Library acquired *coutumiers* from the regions of Burgundy (1528 and 1534), Paris (1692), Brittany (1643, 1682, and 1735), Poitou (1636, 1637, and 1723), Amiens (1683), Angoumois (1780), Artois (1613), Bourbonnais (1654), Montargis (1676), Nancy (1770, and a 17th-century manuscript), Vermandois (1630), plus two compilations of general *coutumes de France* from 1617 and 1628.

The 1483 *Coutumes de Normandie* is considered to be the first edition of this work, and traditionally passed as the first book printed at Rouen. This edition is based upon the oldest redaction of this customary law composed in the thirteenth century; it is regarded as one of the most masterful redactions of the ancient law, and as such exercised a profound

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TO A HIGH COURT: Alumnus Neil Proto Donates *U.S. v. SCRAP* Papers to Law Library



Claire Duggan

Donor Neil Thomas Proto, MA '69, JD '72

Many law students dream about “making a difference” through the law. Neil Thomas Proto and his fellow GW Law students did just that, in the era when crusader-attorney Ralph Nader was setting the standard for public-interest activism, and the importance of protecting the environment had begun irrevocably to enter the general consciousness of a nation. The setting: GW in the early 1970s, awash in the unrest and hope of that era. The players: five law students in Professor John Banzhaf’s Unfair Trade Practices course, exercising the course option to engage in a “real-world” legal project relating to the public interest. The project: challenging the Interstate Commerce Commission for failing to prepare an environmental impact statement before approving a railroad surcharge discriminatory against shippers of recyclable scrap. Thus the student group “SCRAP” was born: “Students Challenging Regulatory Agency Procedures.” The denouement: with Justice Stewart writing for the

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and lasting influence. Its text appears in French with a gloss by an anonymous *jurisconsulte*, followed by the law text in Latin without gloss. The date 1483 has been viewed variously to be the date of composition, of transcription, and of the printing of the manuscript; the accepted (and logical) position is that 1483 marked the year of printing of this opus. It has been described as “one of the scarcest books in existence” (Bernard Quaritch sales catalogue, 1884–1885) and “*cette rarissime édition*” (Victor Pannier, 1856).

French customary law generally governs relationships between individuals and does not address criminal or public law. Precise steps in the formation of Norman customary law remain hazy, but the process of slow percolation of the indigenous customs deriving from Frankish judicial practices combined with some rougher Viking traditions, all sifted through the ducal rule of law, resulted in a set of legal precepts which surfaced during the second half of the reign of William the Conqueror (1037–1087) and were confirmed consistently in decisions of the twelfth century. Consequently, the principles recorded in the customary laws of Normandy were not hastily conceived, but reflected three centuries of slowly-developing practices.

“Scholars believe the collection of customs and practices which shaped the foundation of Norman law coalesced into a distinct oral body of law between 1048 and 1090; the principles established during this time endured until the French Revolution and Napoleon’s *Code Civil*.”

The customary law of Normandy enjoys an ancient lineage among French *coutumes*, and when oral tradition gained traction in the north of France, it became established most firmly in the Duchy of Normandy. Scholars believe the collection of customs and practices which shaped the foundation of Norman law coalesced into a distinct oral body of law between 1048 and 1090; the principles established during this time endured until the French Revolution and Napoleon’s *Code Civil*. *Le Très Ancien Coutumier de Normandie* was the first

written articulation of this oral tradition; authored by an unknown *jurisconsulte*, it appeared around 1200, and was a private work. The second written rendering, *Le Grand Coutumier de Normandie*, or the *Summa de Legibus Normanniae in curia laicali*, whose author also is unknown, appeared about fifty years later and is thought to have been prepared between 1235 and 1258. This also was a private work, remarkable for its systematic exposition and clarity of expression. Our 1483 *Coutume de Normandie* is based upon these thirteenth-century renditions. Not until 1583 did the *Coutume de Normandie* appear as an official text, the first and only: *Coutumes du Pays de Normandie, anciens ressorts et enclaves d’iceluy*, also known as the *Coutume Reformée* by the populace in the mistaken belief that earlier versions bore the imprimatur of the French monarchy. This official rendition was one of the many written collections of *coutumes* produced as a result of the royal initiative, which gained momentum in the sixteenth century, to record and redact the customs, usages and rules of practice of all districts of the kingdom.

Features of the Norman customary law include a strong feudal influence and an emphasis on the survival of the family, which focuses attention on the descent of property and the role of lineage in inheritance. Sons were eligible to inherit in preference to daughters, who, although possessing capacity, were preempted if they had male siblings.

The *Coutume de Normandie* is of special interest to legal scholars since Norman law and English law historically shared a close relationship; the ancient customary law of Normandy exhibited more a flavor of English law than French, and maintained its unique regional characteristics after union with the French crown. The Channel Islands bailiwicks of Jersey and Guernsey both have legal systems based on the customary law of the Duchy of Normandy prior to 1204 when the islands were separated from continental Normandy. *Le Grand Coutumier de Normandie* remains the source for Norman customary law in the Channel Islands.

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Musset, J. *Norman Customary Law*, at www.mondes-normands.caen.fr.

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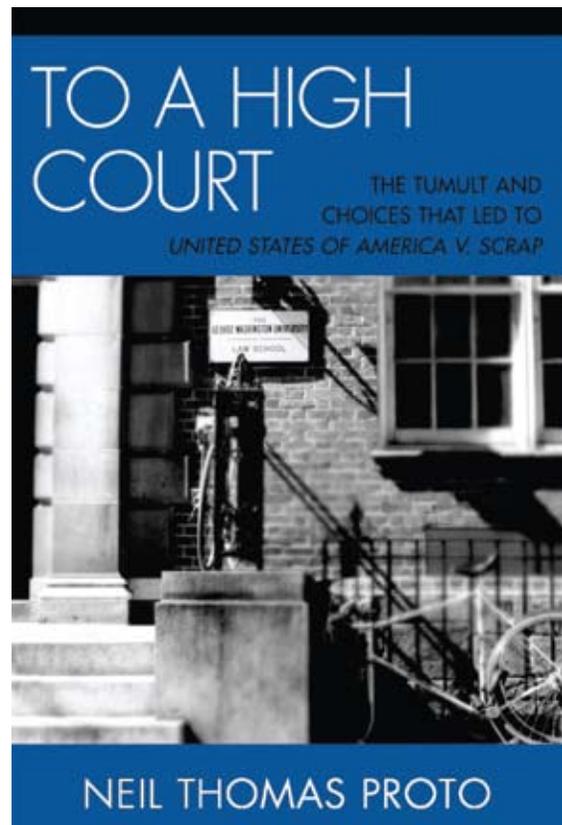
(To A High Court from page 1)

majority, the U. S. Supreme Court ruled in *United States v. SCRAP* (1973) that SCRAP had standing to sue the United States and the I.C.C.

SCRAP chair Neil Thomas Proto, MA '69, JD '72, has donated his collection of SCRAP papers, related documents, and memorabilia to the Law Library archives. These papers are the source materials for Proto's 2006 book, *To A High Court: The Tumult and Choices That Led To United States of America v. SCRAP* (www.toahighcourt.com). The book chronicles the odyssey of the law student group which filed the suit marking the first test of the National Environmental Policy Act (NEPA), and which resulted in the first U.S. Supreme Court consideration of NEPA.

Under the tutelage of professor and public interest lawyer John F. Banzhaf III and his assistant, then-recent GW Law graduate Peter H. Meyers (now Professor of Clinical Law), Proto and his SCRAP colleagues saw their idea for the lawsuit against the I.C.C. through from preparation to argument in the Supreme Court. Early in the process after filing the petitions which set the case in motion, the five law students were encouraged when their effort was recognized by the *New York Times*: "Law Students See Ecology Peril in I.C.C. Rail Freight Increases." Their Banzhaf-approved press release had turned the trick.

From start to finish the SCRAP litigation scenario bore the hallmarks of a classic "David and Goliath" confrontation. Beginning with the law students' challenge to the I.C.C. and the railroads in their petition for compliance with the law plus a billion dollar refund, and concluding with the Supreme Court argument by a very young Peter Meyers for appellee SCRAP against former Harvard Law dean and Solicitor General Erwin Griswold for the United States, and Covington & Burling senior partner Hugh Cox for the railroads (described by Justice Harlan as "the perfect advocate"), this epic confrontation yielded an important legal precedent on standing which most recently has been cited by Chief Justice Roberts in his dissent in *Massachusetts v. EPA* (2009).



Proto, a partner in the Washington office of Schnader Harrison Segal & Lewis LLP, specializes in land use and environmental litigation, and since 1990 has served as an adjunct professor at Georgetown University's Public Policy Institute. Concurrent with his SCRAP gift to the Law Library, he donated materials to GW's Gelman Library from the period 1968–1973 concerning the GW dormitories and the political demonstrations which overtook the campus and the city. Both collections reflect the climate of that period in Washington, DC. These are superb resources for legal researchers and for scholars of this period in American history.

After processing, the Neil Thomas Proto/SCRAP Papers will be available for research at the Law Library archives.

FOR INFORMATION

on the topics covered in this newsletter, Special Collections, or the Friends, please contact the editor, Jennie C. Meade, Director of Special Collections, at jmeade@law.gwu.edu or (202) 994-6857.

ELECTRONIC ACQUISITIONS UPDATE

Nicole Harris, Head of Electronic Services

2009 brought continued expansion of the Law Library's electronic research database holdings. Hang on!

Oxford Online. The Library has added three Oxford University Press online database subscriptions:

Oxford Scholarship Online (law subject area). A cross-indexed database which provides full-text access to scholarly monographs published by Oxford University Press. Texts in the Law collection are drawn primarily from the following series: Oxford Studies in European Law, Oxford Monographs in International Law, Oxford Monographs in Criminal Law and Justice, Clarendon Studies in Criminology, Oxford Monographs in Labour Law, Oxford Studies in Modern Legal History, Oxford Studies in International Economic Law, and the International Courts and Tribunals series.

Oxford Reports on International Law. Provides a single platform for access to decisions on public international law from international courts and tribunals, as well as domestic courts and ad hoc tribunals. The five modules include Oxford Reports on: International Law in Domestic Courts, International Criminal Law, International Human Rights Law, International Courts of General Jurisdiction, and International Investment Claims.

The Max Planck Encyclopedia of Public International Law Online. An online encyclopedia which includes more than 700 new topics not covered in the print editions (updated quarterly). More than 650 scholars and practitioners from around the world contribute to the Encyclopedia, which is edited by a team from the Max Planck Institute for Comparative Public Law and International Law.

Oceana's *Constitutions of the Countries of the World Online*, now under the Oxford aegis, offers access to 188 country constitutions with scholarly commentary.

Wolters Kluwer. With its new IntelliConnect platform, Wolters Kluwer has enabled "one-stop" searching across all the Law Library's CCH online databases which previously existed on four independent platforms. The Library subscribes to 16 of the integrated libraries available on the Intelliconnect platform. A list of IntelliConnect-accessible databases may be found at www.law.gwu.edu/Library/Research/Pages/Databases.aspx/

From Kluwer Law International, the Law Library's subscription to *International Encyclopedia of Laws Online* (IEL Online) provides access to a suite of 13 modules accessible from the Kluwer Law Online platform. The IEL Online subscription offers comprehensive country reports covering 13 key legal subject areas.

HeinOnline. Now available at the Library via HeinOnline are a number of W.S. Hein digital collections relating to both domestic and foreign/international law:

Domestic law:

Subject Compilations of State Laws Online 1960–Current Collection. The award-winning online version of the 20-volume print series allows researchers to search across 18,000 bibliographic records to identify books, articles, looseleaf services, court opinions, and internet sites which compare state laws by subject. Annotations provide over 9,000 record links to articles and other documents in the HeinOnline database.

United States Code Collection. Complete coverage of the U.S. Code from the 1925-26 edition to the 2006 current edition.

National Conference of Commissioners on Uniform State Laws Collection. Transcripts of the proceedings of each annual meeting, transcripts of the discussions in the committee of the whole of each Uniform and Model Act, and approved "successive drafts" of each Uniform and Model Act.

The National Moot Court Competition Collection. Records and briefs submitted by competition participants from the first annual competition in 1950 through the 2008 competition.

Bar Journal Collection. One million pages of articles from fifty bar journals. Through the integrated ScholarCheck, researchers may view law review articles which cite a particular bar journal article.

New York Research Collection. Provides a historical perspective on the development of New York law through access to the rules, regulations, laws, and policies of the State of New York.

Taxation and Economic Reform in America, Historical Archive, 1781-2009. Access to more than 2,000 volumes and one million pages of legislative history material related to the U.S. economy.

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Foreign/International Law: Kluwer Law Journal Collection. Access to twelve leading European law journals, from the beginning of publication of each journal working towards the present with a three-year rolling time lag.

The Harvard Research in International Law Collection.

The Selden Society Publications and the History of Early English Law Collection.

The Israel Law Reports Collection. From Volume 1 to the most recently-published volume.

The UN Law Collections.

RIA Checkpoint Tax & Accounting Internet Research Service. The Law Library expanded its access to RIA Checkpoint tax databases by 76 titles, including the WG&L treatise library.

RESEARCH FAIR: LAW LIBRARY HOSTS FIRST ANNUAL “LAWLAPALOOZA!”

Nicole Harris, Head of Electronic Services



Claire Duggan

The Lawlapalooza! scene in the Law School's Kelly Lounge.

On January 21, the Law Library hosted the first annual **Lawlapalooza!: A Research Fair @ GW Law School**. Lawlapalooza! offered students and faculty the opportunity to learn about online databases available through the Library by meeting with the database vendors in an exhibit setting and viewing brief database demonstrations. This event was designed to bring both students and faculty up-to-date with the universe of information resources available online through the Library's database subscriptions.

Lawlapalooza! was organized as a two-tier event. The first component was a Research Fair where vendors showcased their online research databases and services to attendees. The second component was the opportunity for students and faculty to follow up with training classes offered throughout the spring semester. In addition to the vendors, librarians and staff from the Public Services and Information Services departments were on hand to assist with and participate in the day's activities.

Database vendors set up their exhibits in the Law School's Kelly Lounge, and database demonstrations were held nearby in the Jacob Burns Moot Court Room. The Law Library table was staffed by librarians who provided

information about research support, and distributed library guides related to online research. The Library set up its own foreign/international online research table at the fair in the absence of available vendor-representatives, and librarians provided guidance on available resources.

Lawlapalooza!'s vendor setup was festive and functional. Each vendor was provided a designated area with a table and internet access. They “branded” their areas with banners and their tables with logo-bearing skirts; these inviting settings encouraged questions and conversation about research needs and database content, as well as a station for product literature and information about future training opportunities. Internet access allowed live database demonstrations. Vendors conducted 20-minute introductory database demonstrations in the Moot Court Room, which motivated attendees to visit the exhibit tables for in-depth discussion or sign-up for further training.

“Lawlapalooza!...This event was designed to bring both students and faculty up-to-date with the universe of information resources available online through the Library's database subscriptions.”

Turnout for Lawlapalooza! surpassed Library expectations, and participant surveys (both faculty/student attendees and vendors) confirmed that the event was valuable and should be repeated. Organizers at the Law Library already have begun a list of prospective enhancements for 2011.

A LIFE IN
LAW BOOKS:

DICK SPINELLI



Courtesy of William S. Hein & Co., Inc.

Dick Spinelli outside his office at William S. Hein & Company, Inc., in Buffalo, NY.

Mention Dick Spinelli’s name among law librarians, and the adjective on everyone’s lips is “irreplaceable.” The recent announcement of his “semi-retirement” from William S. Hein & Co., Inc. prompted accolades for Dick’s performance as a model for conducting business with law libraries. Characterizing Dick as a “law book seller” gives short shrift to his eminent role in the profession of which he has been a part for more than forty years. From his beginnings with Fred B. Rothman & Co. in 1968 to his years with the Hein Company from 1993 to the present, Dick has been a trusted advisor and flexible working partner transacting the business of selling law books (including of course all the evolutionary formats: microform and electronic databases). Dick always has maintained good humor, understanding, and integrity.

So it is no wonder Dick Spinelli is known as much for his friendship and public service activities as for his professional accomplishments. Newly-minted law librarians always have enjoyed meeting Dick; my personal experience confirms that Dick is in his element meeting and befriending new members of the profession, helping them find their way in the “real-world” practice of collec-

tion development. He always makes a new law librarian feel special.

Dick’s involvement in public service is an integral part of his life. His participation ranges from The Spirit of Law Librarianship Award for Public Service, to a charity golf tournament for the Cystic Fibrosis Foundation, to coaching youth sports teams.

As for “semi-retirement:” the words “Dick Spinelli” and “retirement” are oxymoronic. Although Dick may be scaling back, the consensus is that he will “never retire:” http://lawprofessors.typepad.com/law_librarian_blog/2010/01/dick-spinelli-will-never-retire.html/ That is our good fortune.

A Legal Miscellanea: How did you choose the law book business as your profession? Did you “try out” other work early on, or consider pursuing a different profession before deciding that this was the perfect fit?

Dick Spinelli: Following college and Army service, I joined Johnson & Johnson in 1966 as a management trainee in sales/distribution. During college I had worked for Fred B. Rothman & Co. in the warehouse and as a

shipping clerk, and had remained in touch with the Rothman family. In 1967, Rothman offered me a position, but J&J had promoted me, so I turned down the offer. Later, changes at J&J prompted me to contact Rothman about their offer. That position had been filled, but they created another for me. That is how I joined the law library profession, and I still consider it the wisest decision I ever made.

You began in the profession with the Rothman Company in 1968, and remained there until 1993 when you joined William S. Hein & Co., Inc., where you are today. Could you walk us through the progression of your work from your earliest days with Rothman through your work today with Hein: the positions you have held and the work attached to each?

DS: When I joined Rothman in April 1968 as an order processor in the book agency division, my work centered around the Green Slip service, which had begun on an experimental basis in January, 1968. My tasks included: processing book orders, orders to publishers for books listed in the service, incoming shipments of books, and shipments to libraries, plus checking the invoices sent to customers. Eventually I moved from daily processing tasks to managing.

Later I relocated to their publications department where I worked closely with Paul Rothman. I oversaw their warehouse and inventory control, and processed orders for Rothman publications (periodicals, book reprints and new publications). I had few responsibilities outside the office, although I attended my first American Association of Law Libraries (AALL) Annual Meeting in Philadelphia in 1968.

As the company expanded its contracts with law schools to secure reprint rights for law reviews, and distribution rights for back stock, Rothman recognized the need to lease warehouse space to accommodate its growing inventory of journals. Eventually the company outgrew its space in South Hackensack, NJ, and in 1976 began looking for a larger facility. The company explored options in areas as close as northern New Jersey and as distant as Colorado. After months of research and site visits, Rothman decided to build a facility near Denver and move the entire operation to Colorado. Construction began in 1977, the move began in early 1978 and was completed later that summer; the staff relocated in June.

I began to conduct more library visits and attend regional AALL chapter meetings in the mid-1970s. Following the move to Colorado, this role expanded and

I became more visible in the profession via these visits and meetings. During this period a dual focus developed: I had office responsibilities overseeing the staff in the book agency division (Green Slip service), plus warehouse and inventory control responsibilities, and shared the order processing for Rothman publications. Simultaneously, I was spending more time preparing for library visits and presentations. This role continued through early 1993.

In 1993, I joined William S. Hein & Company. My primary responsibilities were in sales and marketing, and I visited all types of law libraries: academic, public, and law firm. I continued to attend AALL, AALS, and numerous chapter meetings.

Could you describe for us the range of activities performed by a “traditional” law book seller during a typical annual day visit to a large law library?

DS: I am not sure if what I did during a library visit was typical for reps. I emphasized getting to know individuals as much as familiarizing myself with each collection. While new in the profession, I spent considerable time in the stacks, pinpointing a collection's strengths as well as any weaknesses or gaps. I coupled this physical survey with notes and printouts of the library's purchases from our company; this gave me insight into its acquisitions and the type and formats of materials they collected. This preliminary work prepared me for my presentation to the librarians.

During my early years in the profession, I wanted to learn about each library's collection development philosophy, acquisition policies, and goals. I met with as many staff members as possible, individually or in groups. In either setting I wanted to learn their responsibilities; talk about their goals; ask if they had problems/issues with our company; make sure that they had a contact within the company, and let them know they could be in touch with me for any reason; and provide them with some personal history and history of the organization I represented. I wanted to make it clear that communication was the most important factor in dealing with a vendor, and that the best relationships between library and vendor were based on satisfying interactions.

As I gained experience and built a file for each library, I could complete much of my preparation before visiting a library. I was able to search the library's online catalog, check holdings, and review new acquisitions prior to arriving. As a result, subsequent visits required less time in the stacks, allowing more time with the library staff.

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In the United States Army, circa 1965.

Those of us who know your work see only its public aspect. What makes up the remaining “behind the scenes” portion of your work?

DS: There is lots of communication, both among members of our staff and with librarians. Being part of a smaller company allows each of us a voice in the organization, and we have influence in product development, customer service issues and staffing. I enjoy the give-and-take in our discussions and in the decision-making process. It is rewarding to listen as well as speak in these exercises, and over the years these experiences have helped me grow and become a more integral part of the company.

When not preparing for library visits, much of my time is spent speaking with librarians on many topics: potential products or services, issues a librarian might have with the company, or follow-up on matters discussed during a visit.

In today’s book/online database-buying climate where the range of sources and media you offer is more complex than in the days of print-only, how have your methods of serving your law libraries changed, if at all? Has the relationship of law book seller to law library/law librarian changed since the 1960s?

DS: I do not believe there have been radical changes in how a vendor serves its marketplace. There have been subtle changes with the move from traditional print to online databases because electronic versions tend to be more complex. But the bottom line is this: the represen-

tative must be versed in the nuances of the product, and must enjoy the respect and confidence of the librarian, who also must have confidence in the vendor company and in the product.

In the past when visiting libraries, I mostly met with the directors, associate directors, and collection development and/or acquisition staff. After a print product was reviewed with the staff and the order placed, there was little or no follow-up.

In contrast, marketing electronic databases requires close contact with everyone who will play a role in working with the database. In addition to library administrators and acquisitions staff, many other players enter the arena: reference librarians who use the online database frequently, IT staff who support the resource, and perhaps law faculty members who are frequent users. These additional contacts are essential for future communications because the vendor will need to review new content, alert users to enhancements, and publicize training opportunities.

There have been dramatic and fundamental changes in the law book selling and publishing business over the past forty years. Can you describe those for us?

DS: Early in my career, collection development mostly meant building print collections, completing holdings in existing collections, and preserving these traditional collections. While the more established academic libraries generally had the most complete holdings, there always were gaps. With the creation of new post-war law schools, a fresh demand for books and periodicals was created. Many of these were out of print. This circumstance encouraged law book companies such as Fred O. Dennis, Rothman, Hein, and Oceana to seek licensing agreements with law schools to reprint their journals, and prompted the companies to examine bibliographies and solicit librarians’ recommendations for historical monographs to reprint.

The introduction of microforms to law libraries enabled acquisition of difficult-to-find materials, and offered the option of adding materials in an alternative space-saving format. This development brought modifications to collection development/management policies and preservation policies.

Although today collections of traditional print formats remain vital to the holdings of most libraries, the introduction of online materials has altered collection development and management policies irrevocably, and has revolutionized legal research methods.

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The changes in electronic resources coupled with library budget reductions and space limitations have affected the product development philosophy of companies such as Hein. For instance, Hein will continue to provide materials in traditional formats. However, the number of new “traditional” products has been reduced significantly; during the past decade the emphasis has shifted to HeinOnline as the resource of the future.

Did you predict these changes, and if so, did you prepare for them? Or if not, how did you adapt “on the fly” to the changes as they occurred?

DS: I am not sure I predicted all the changes. What I did not foresee was the enormous potential scope of electronic content. Prior to the birth of HeinOnline, I considered electronic resources to be more useful to a practitioner than to an academic. However, the success of HeinOnline, The Making of Modern Law, and other databases which emphasize retrospective materials has surprised me. While I never doubted the value of HeinOnline, I don’t think any of us foresaw the impact it would have on law publishing and legal research.

Traditional law book sellers knew their books: the subjects in them, how they were organized, their physical characteristics, cost. They also knew their libraries and the needs of their customers. Has this knowledge-based “advisory” approach faded with the panoply of materials available combined with the relative transience today of publishers’ representatives, and if so, what has replaced it and why?

DS: I believe that regardless of whether the product is print or electronic, the publisher’s representative must be as knowledgeable as possible, or the buyer, researcher, and publisher all will suffer. The rapid growth of online resources has made it difficult to maintain familiarity with all available databases, but more than minimal knowledge of content is necessary, plus the recognition of the value of that content to a particular library. An understanding of how the product works from the researcher’s perspective is important and can be a valuable selling point.

A representative must understand a library’s philosophy of collecting and its target subjects. For example, offering a small county library international law materials, or perhaps even federal materials, likely will be met with a negative response, whatever the format.

While I am aware of the transience of publisher’s representatives in some organizations, especially the larger ones, my experience is with smaller companies where the

staff has tended to remain stable. When change is inevitable, preparation is thoughtfully conceived. In the case of Hein, the transfer of duties from one person to another within the sales force always is orchestrated carefully so that both the salesperson and the library can adjust readily to the changes. For instance, Hein now is in the process of making the transition from me as the primary outside sales representatives in the U.S. to Steve Roses, who arrives with fifteen years’ experience in the marketplace. So far it has been smooth sailing, and we are confident that will continue throughout the transition.

I discern one development which likely will alter the habit of regular library visits. The advent of remote sales/training presentations through web conferencing and webinars could obviate the necessity of maintaining an outside sales force, which is becoming prohibitive for smaller companies. As the complexity of online resources increases, vendor staff members with knowledge of the content of new online collections, combined with expertise in search options, and understanding of enhancements, such as linking to other resources in a database, could conduct web conferencing with libraries. This would provide a cost-effective way both to advertise a new product and to train library staff, as well as provide the necessary personal contact while dispensing with the high cost of frequent travel.

You have been fortunate to know and work with some of the great names in legal publishing and law librarianship. Who among them were your mentors/friends? Can you give us an anecdote or two from your days of working among them?

DS: I have had numerous mentors over the years, and each has left a mark on my career. Fred Rothman had an enormous impact on me, both professionally and personally. His business sense, his operational methods, his ethics, and his ability to read the pulse of the profession were instrumental in my professional education. He was my role model. Paul Rothman, as an extension of Fred, also influenced me, both early and later on. More recently at Hein, Bill Hein, Kevin Marmion, Dan Rosati and others have been extremely influential. Their encouragement, support and their commitment to the highest ideals have been inspirational.

Early in my career librarians such as Julius Marke, Marian Gallagher, Mary Oliver, Harry Bitner, Balfour Halévy, Meira Pimsleur, Morris Cohen, Earl Borgeson, and Al Coco, to name but a few, were instrumental in my early development. Others such as Leah Chanin, Roy Mersky, Roger Jacobs, Dan Freehling, Kathie Price,

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Dick Danner, Margie Maes, Frank Houdek, Ed Edmonds, and Jim Heller, again to name just a few, contributed substantially to my professional growth. From each I have absorbed something valuable; my hope is that I have given back to each who has helped me along the way.

There are many stories, both humorous and serious, that I could tell. After forty years in the profession, I have seen, heard, or been told so much that I have forgotten more than I can remember. One that comes to mind was back in the 1960s when the Rothman Company was still in New Jersey. Often we would have visitors from New York: one was Julius Marke when he was at NYU. I always had the impression that Julius considered crossing the Hudson more dangerous than George Washington found crossing the Delaware in 1776. Julius seemed convinced there was a good chance he would be waylaid by hellions before he could make safe harbor in Manhattan. Julius also had unlikely culinary tastes; while at St. John's University, the local IHOP was his lunchtime haunt.

There is a case to be made that you are the best-known person in law libraries who is not a law librarian. Conversely, you know virtually everyone in the profession, from the newest CONELL (Conference of Newer Law Librarians) program attendees to the eminences grises. What role has the "people" part of the profession played in your own approach to your work?

DS: The people part has been the most influential and the most gratifying aspect of my tenure in our profession. Over the years I have met, spoken, worked, and grown with many who had an impact on my life and my professional success. Many librarians have taken the time to "teach" me their side of the profession, and although I was not trained as a librarian or lawyer, I feel I have been accepted in the profession as a colleague.

I always enjoyed it when librarians visited Fred Rothman. Meira Pimsleur and Balfour Halévy especially were quite lively, bringing stories to share and insights to pass along.

My long relationship with Roy Mersky was akin to riding a roller coaster with as many peaks as valleys. We often had good times together, and just as often would disagree. At times it was trying, yet in the end the relationship became very positive, one that I now look back on with great fondness. Roy was a very caring man, a side not many in the profession saw. I never will forget his support and understanding when my wife was diagnosed with cancer. His thoughts and concerns during her illness and following her passing were not

widely known, but I appreciated them. When I was diagnosed with cancer, Roy, like many other colleagues in the profession, stayed in touch for updates, and made sure I was faring well. He remained that same caring individual until his death.

What have you found to be the most satisfying part of your work? The most fun? The most trying?

DS: The most satisfying part of my career has been the people. I value the time spent with a new law librarian as much as with a library director.

I would not have remained in the profession this long if I had not been enjoying myself. There is so much more to a career than just the work involved. A major part of the joy I have experienced is getting to know colleagues outside of their office or library. We have played golf and tennis; attended baseball, basketball and football games; visited together at their homes and met their families; shared meals, danced together at the AALL Annual Meeting, and in general just looked forward to each visit whether it was at their library or elsewhere.

A difficult aspect of my work has been the extensive travel. While I thrived on the direct contact with the customers, my absences must have been difficult for my family.

Another difficult part of the job has been keeping current with the philosophical and technological evolution in law librarianship. Many factors influence our profession, and publishers must remain savvy enough to weather the changes and nimble enough to shift direction when necessary. Both the Rothman and Hein companies were able to adapt to changes and thrive.

You are known for your public service orientation, both within and outside the profession. Can you tell us a little about working with your charity golf event, and your involvement with the Spirit of Law Librarianship Award for Public Service?

DS: I have tried to balance my professional and personal lives. The Spirit of Law Librarianship Award is a rewarding part of the professional side that bridged the gap by bringing to light the independent public service activities of members of our profession: what they did outside the four walls of their library for the betterment of their community. One might say that through these community activities they found balance in their lives.

Roy Mersky and Rich Leiter conceived and established the Spirit Award. Paul Rothman supported the idea both philosophically and financially, and later was joined by Bill Hein and Kevin Marmion. I have had the privilege

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Staff at Fred B. Rothman & Co. shortly after the move to Denver, circa 1978. Dick Spinelli is at far left; founder Fred Rothman is at extreme right, with his son Paul beside him.

of serving on the award selection committee. It has been enlightening to learn where and how librarians have donated their time and efforts to their communities, and how these pursuits have given them a feeling of accomplishment outside the workplace.

Away from my office I have derived immense personal gratification through charitable and volunteer activities. As a committee member for a charity golf tournament in Denver which has raised hundreds of thousands of dollars for the Cystic Fibrosis Foundation, I have participated in working towards a cure for the disease which took the life of my best friend's daughter at a very young age. By serving with this group and on the Colorado Board of the Cystic Fibrosis Foundation, I joined with her parents in their efforts which began more than twenty-five years ago to find a cure.

The other "extracurricular" activity which gave me immeasurable satisfaction was coaching sports teams. I considered this an extension of the teaching and training I enjoyed with colleagues in my office. Whether it

was my son's T-ball, Little League, or soccer team, or my daughter's softball teams, coaching and seeing its positive influence on the kids brought me enormous satisfaction. Observing the kids' satisfaction as their efforts brought them improved skills and transformed them into "team players" made the days, weeks, and months of coaching very gratifying.

Any parting thoughts on the future of the law book selling profession?

DS: I have been fortunate to belong to a profession where I have found room for alignment of professional and personal goals. My colleagues and their outlook on life have played a most positive role in my own life. As I look back on the past forty years of my career, I recognize that it was not planned, nor had I formally been prepared for it. But it has been a career far more rewarding than I ever could have predicted. I am looking forward to continuing to contribute to both the Hein Company and law librarianship in the years ahead.



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First leaf of the Latin section of the incunabulum *Coutumes de Normandie* (Paris: Jean du Pre, 1483): "Incipiunt iura et consuetudines..."

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