

**EMBASE Document Delivery Service - an invitation to join the programme -.**

Amsterdam, 4 June 1993

Dear Publisher,

We are setting up a paper to paper or paper to fax Document Delivery Service in response to the increasing number of requests for such a service.

Both our customers and publishers, whose publications are covered by Excerpta Medica EMBASE, consistently approach us with requests to extend our service to include the delivery off full text documents of the published articles referred to in our bibliographic files.

Our customers are very interested in the concept of "one-stop-shopping". When they use our products, whether in print, via online services, CD-ROM or the (current awareness) diskette, easy access to the full document is often necessary. Rather than wasting time in their search for documents and ordering through a variety of document delivery centres, they have asked us to augment our information service to become a full service that guarantees delivery and speedy fulfillment of their information needs.

Publishers, like yourself, are faced with the increasing concern of photocopying of their full text publications by a range of institutions and document supply centres that do not (always) make proper payment for copyright to the copyright owners. Many publishers have requested our involvement in such services to assist with keeping a handle on this phenomenon.

Our organization is capable of fulfilling these needs and will facilitate the document ordering for all documents in the publications covered in our database files. Thus, a service to both our customers and the publishers involved is accomplished. Payment of copyright fees is guaranteed through the regular channels, such as the Copyright Clearance Center, or can be direct to the copyright owners.

In addition to copyright control, we can supply direct payment publishers with valuable market feedback on

the usage of their publications. Regular reports can be offered on journal / article information. Direct payment of copyright would be done on a quarterly basis.

Please inform us on the attached form about the preferred method of copyright payment to your organization.

We plan to launch the service sometime during the last quarter of 1993 and to be fully operational no later than 1 January 1994.

For your convenience the coordination of all your communications will be handled by myself, as the Head of the EMBASE Journals Acquisition Department, at the regular correspondence address printed on the enclosed form.

We look forward to your reply and remain.

Yours sincerely,

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