December 14, 2006

Diane Costello
Secretary & Executive Officer, CAUL

RE Offer to CAUL

Dear Diane,

Following on from our telephone conversation I have put together an offer to CAUL for special pricing on our journal titles, nearly all of which are available online. Next year we should be able to add an online books package as well.

The details below summarise the features of the offer and the attached table lists actual pricing. Attached also is a suggested licence for review. Our journals are all peer-reviewed and highly respected contributors to both local and overseas research and practice mainly in the area of the behavioural sciences.

I will be available to meet with any interested CAUL members at the Sydney Information Online conference in January next year where we are sharing a stand with our good friends CSIRO Publishing and the newly formed Australian and New Zealand chapter of ALPSP.

The Package
Australian Academic Press is a privately-owned independent publisher of Society journals and has been able to keep subscription prices low over the past 10 years because of an absence of shareholder pressure to increase profits. We have not faced any pressure to increase library subscriptions beyond inflation to push up investment returns to private equity partners and institutional investors. Thus, the complete list of 13 Australian Academic Press titles offers outstanding value for money even at its retail cost of $1897.00, with the majority of subscription rates falling below $150. (A new title on Pacific Rim Psychology will be added in 2007.) We have put together an attractive, innovative, and flexible package for CAUL members with significant discounts that do not revolve around the size of an institution. The package is available as a complete set with online plus print copies if required or individual titles. All titles have international editorial boards while featuring Australian and New Zealand research.

Journals Impact
The impact of Australian Academic Press journals is not always best measured by Thompson’s statistics though we do endeavour to have as many of our titles as possible indexed by ISI. The problem with all measures of academic citation is that they ignore the importance of clinical and applied research designed expressly to
inform and improve current practice. For example, the impact of research examining the efficacy of a particular applied behavioural program may be significant in introducing better mental health outcomes through greater uptake of that program, but will generate few citations. Australian Academic Press specialises in journals supported by learned and professional societies that publish such public health research outcomes.

**Licence**
We have based the licence on that recommended by CAUL and are happy to discuss any changes or additions to enable an agreement that best suits CAUL’s needs.

**Access**
All online journals are hosted by Atypon (formerly Extenza) and therefore are available from high speed servers 24/7 with automatic authentication via IP addresses. COUNTER-compliant usage statistics are of course available also.

**Back issues**
Back issues are available in print for all our titles at substantial discounts if members require it. We are endeavouring to increase online back issue availability in the coming years. The attached document lists current online back issue availability for each title.

Thank you for the opportunity to present this offer to CAUL.

Kind regards

[Signature]

Stephen May
Publisher & owner