

A message from Walter R. Stahel, The Product-Life Institute, Geneva.

I regularly receive request for digital copies of some of my older publications, especially:

- *The Potential for Substituting Manpower for Energy, 1976, with Geneviève Reday,*
- *The Limits to Certainty, Facing Risks in the New Service Economy, 1989, with Orio Giarini,*
- *From Products to Services: Selling performance instead of goods, 1998.*

Unfortunately, I do not have digital copies of these books, and few printed copies of only some of them. The best way to get hold of these publications are libraries (yes, they still exist as part of the sharing society), or to buy second-hand copies from, for instance, Amazon.

All books published in the USA and registered at the Library of Congress have been scanned by Google and are now on sale from Google. These are the details you need to know:

- The Potential for Substituting Manpower for Energy, research contract no 76/13-V/343/78-EN, Programme of Research and Actions on the Development of the Labour Market, DGV, Commission of the European Communities, Brussels. By W.R. Stahel and G. Reday, Battelle Geneva. 1977. Final Report 30 July 1977, study n° 76/13. 113p.
- **Published as:** Stahel, Walter and Reday, Geneviève (1981) Jobs for Tomorrow, the Potential for Substituting Manpower for Energy, Vantage Press, N.Y. 116 p., **and available from Google books and second-hand websites.**
- The Limits to Certainty, facing risks in the new service economy; 1st edition 1989, Kluwer Academic Publishers, Dordrecht. 164 p., Giarini, Orio and Stahel, Walter R.
- The Limits to Certainty, facing risks in the new Service Economy (1993), 2nd revised edition; Kluwer Academic Publishers, Dordrecht, Boston, London; ISBN 0-7923-2167-7. (Giarini, Orio and Stahel, Walter). 270 p.
both are available from e.g. Amazon.com

Please note that these books have been translated and published in a number of other languages and may still be available from the editors or Amazon.com:

Die Performance Gesellschaft – Chancen und Risiken beim Übergang zur Service Economy (2000); Metropolis Verlag Marburg. ISBN 3-89518-320-2. 320 S. (2nd edition).

Uncertainty and the Future of Mankind - the new service economy challenges risks (1998) (Japanese translation of the, 2nd edition). Nikkagiren Tokyo (Juse Press). ISBN 4-8171-9105-8. 180 p.

Giarini, Orio und Stahel, Walter R. Limitele Certitudinii, Infruntand riscurile in noua economie a serviciilor, Edimpres-Camro, Bucuresti (Romanian translation of the 2nd edition).

I limiti della certezza, affrontare i rischi nella nuova economia di servizio, (1993) Etaslibri Milano; ISBN 88-45305988. 276 p. (2nd revised edition).

Giarini, Orio and Stahel, Walter R. (1990) Les Limites du Certain, Presses polytechniques romandes, Lausanne. 192 p. (1st edition).

The following publication is available in several languages on-line at

<http://ipts.jrc.ec.europa.eu/publications/> (you may be redirected to an archive website):

- From Products to Services: Selling performance instead of goods; published in: The IPTS Report, No. 27, Sep 1998, Institute for Prospective Technological Studies, JRC/EU, Seville. ISSN 1025-9384.
- Von Produkten zu Dienstleistungen: Leistung statt Waren anbieten; ISSN 1025-9392,
- De la notion de produits à celle de services: vendre des performances plutôt que des marchandises; ISSN 1025-9392
- Transición de productos a servicios: Venta de prestaciones en lugar de venta de bienes; ISSN 1026-0838.

Should you still have questions, please send a message to

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