

@LSC

A newsletter of what is new at the Library
Services Centre

Spring 2018



Cécile Dillon to retire

It is with a combination of regret and pleasure that LSC announces that Cécile Dillon, LSC's Vice President of Sales and Marketing will retire at the end of November 2018. Cécile is LSC's longest serving employee with more than 40 years experience – more than 20 of which have been leading LSC's sales and marketing efforts.

We will all miss her.

Of course, we wish her the very best as she discovers just how hectic retirement can be.

Staying on top of Bestsellers

Every week, both Canadian and US sources publish bestseller lists. LSC has developed two new services that can assist libraries in staying up-to-date.

First, LSC compiles the various publisher lists and uses them to create one easy-to-use list for libraries. A simple click on the link and the library can ensure that all titles have been ordered. Even better, the link is constant week over week, so the library can bookmark it!

Second, LSC has a distribution lists for a MS Word compatible listing of the titles on the lists. Add the library's logo and there is patron ready material for posting in the library.

Libraries can add to the LSC database directly

No bibliographic database has every title – especially with the explosion of self-published titles.

In order to streamline ordering, it is now possible for library staff to add items directly to the LSC database and order them all in a single web session.

How: If an item does not appear in our database, there will be a link allowing the library to 'create the title and order it now'. By entering as much information as possible (although title and author are often enough for our staff), a library can create an order and LSC's Customer Service Team will take it from there.

Material prices are climbing

LSC has noted a sharp increase year over year in pricing for material. This is a result of the prolonged weakness of the Canadian dollar against the US Dollar and the strength of the US economy. The latter has allowed publishers to increase their prices in US dollars while the former has meant that these increases are magnified when seen in Canadian dollars.

LSC's annual pricing study will be available in summer 2018 and the tough news will have numbers that are more precise then.

- ✓ LSC budget, fund, and ARP reports are automatically adjusted with all changes in publisher prices **as they occur**. Therefore, there will not be any end of the year shock.

How Canadian is your collection?

LSC MARC records have a special tag that defines the degree of Canadian content for the item. We can use this to provide Canadian genre labels. It can also be included in the

MARC content LSC provides to the library at no additional charge. Ask us how to get you started!

From Selection to Shelf

Imagine that there was something you could do to obtain objective advice about some of your processes. That it had a proven record of finding significant savings. That it had no cost or obligation to you.

All of the above apply to LSC's unique consulting service "From Selection to Shelf". Ask for full details.

Save money

- LSC's Fixed Price Plan makes processing accounting easier and saves libraries money with a discount over per unit processing charges. It is not too late to join for 2018: all existing 2018 fees will be credited to the plan.
- Save on RFID tags. LSC acquires tags in bulk and sells them at cost. Savings vary as RFID vendors have variable pricing strategies; the quotation is free.
- Do not buy pre-printed barcodes. LSC's processing kits already include superior barcode labels at no additional charge.
- Authority MARC records are free for all libraries that get processed material. Files will match the MARC records in each shipment.

System enhancements

Search by series is now available to the LSC website. This makes it easier to find all of the titles in a series with a single search.

Interested in other enhancements to the LSC website? Let us know how we can make the experience better.

DVD lists are friendlier

In general, a DVD movie appears in an LSC list once. However, we have recently added an important exception: when studios release a new version of an older title, this can spike interest in the older version. Therefore, LSC will now include these older versions in our DVD catalogues.

Partners with Findaway

LSC is proud to announce that we are now partnering with Findaway as their exclusive Canadian partner delivering these outstanding materials to Canadian libraries. Libraries can obtain the full range of Findaway materials through LSC including Playaway Audiobook, Launchpad, Lock, View, and backpacks. Ask us about the generous discounts available for an opening day collection for your library!

Small Press program

LSC can provide the library with convenient business cards for patrons with titles that they want to submit through LSC. The cards are easy for library staff to distribute and provide a direct link to LSC for the author.

Another key part of the LSC program: **we never ask the author for "marketing" money.** Self-published titles have low sales results and LSC is not interested in exploiting inexperienced authors. We never promise results and we only order copies when we have sales.

Continuous improvements for multilingual material

- ✓ Cover art for all titles. Free!
- ✓ Original script content for the MARC record. Small additional charge.
- ✓ Free transliteration labels to improve staff and client experience
- ✓ Regular shipments throughout the year.
- ✓ Covered by LSC's industry leading return policy.

More information

On any story: cdillon@lsc.on.ca or
customerservice@lsc.on.ca