



A newsletter of what is new at the Library Services Centre

Summer 2017



As Announced Service (Books)

LSC's "As Announced" service for books provides early "on Order" records for upcoming titles by leading authors.

Recently LSC compared titles we ordered with the "on Order" records of libraries that use other vendor's ARPs.

LSC:	100% coverage
Vendor A:	55% coverage
Vendor B:	40% coverage

The comparison was for titles that were more than 6 months from publication. A high percentage of the LSC titles had already attracted holds by patrons even though the marketing for the titles had not started.

One key to the LSC service is that it combines data analysis with the superior title selection we gain from the team of professional librarians who pick the titles in our best seller catalogues.

Better data plus greater expertise produces better results.

Good prices

Since LSC is a not-for-profit, owned by libraries, you would expect that our pricing is pretty good. And that is what our analysis shows.

Still, pricing of library material can be complex – when exactly – does the offered discount apply? And some vendors neglect to include their discount on each line. And discounts always vary between items.

So LSC has a new service: simply send LSC some samples of your non-LSC supplier's invoices and we will show you what the same material would

have cost from LSC. There is no cost or obligation and more often than not the results will pleasantly surprise you.

Even if you are not ready to upgrade to LSC's service, you can use the results to get a better deal from your current supplier.

And anything that makes life better for libraries is something LSC is happy to facilitate.

Topical Selection Lists

In our efforts to ensure that our libraries are informed about popular upcoming materials, LSC is putting together a program to create and send out advance SLISTs focused on important dates, holidays, and subjects. These SLISTs will be compiled by our Selection Services department, so libraries can be sure that items will be chosen by staff with knowledge, experience, and enthusiasm. Look for this program to be implemented in time for the Christmas season!

Green @ LSC

Lighting

LSC is switching our entire facility to new, energy efficient, lighting. The new lighting will be installed later this summer and will dramatically lower LSC's use of electricity. Our local power supplier, Kitchener – Wilmot Hydro, provided a grant to partially cover this installation with LSC providing the bulk of the funding.

Boxes

Ever wonder why there are no boxes with LSC's logo on them?

The answer is that LSC's primary delivery mechanism uses recyclable LSC boxes through the SOLS (Southern Ontario Library Service). For those libraries that are not accessible through SOLS, LSC recycles undamaged boxes we receive from publishers.

The result: LSC almost never acquires new boxes and thus, there is nothing for us to put our logo on.

Book Pricing Report

Do you know by how much adult hardcover fiction prices have gone up over the rate of inflation in the past 3 years?

The answer is in the LSC 2017 Book Pricing Report.

LSC's annual report on trends in book pricing based on library acquisitions is now available. This report uses LSC's unparalleled data to provide meaningful information that can be used to prepare budget submissions.

Images for all material

Most library catalogues struggle to provide cover images for foreign language material. LSC is developing a solution: soon 100% of foreign language material acquired from LSC will have cover art. It will be shown on the LSC website but more importantly, it will be available for download into the library's database.

This service will be in production by the end of the year.

Staff changes

- ❖ James Capson, MLIS, has joined LSC's marketing department as a sales representative. Over the coming months, James looks forward to meeting with all of LSC's clients and future clients.
- ❖ Rebecca Segal has joined LSC's selection services department. Rebecca has more than 20 years experience in the book world

in a wide range of positions, most recently with Edu Reference.

From Selection to Shelf

LSC's new consulting service offers libraries an expert review of their internal processes. It can provide a road map to changes that can save money for the library, improve turnaround for patrons, or both.

The service delivers a detailed report to the library's senior management that provides objective and expert suggestions.

This service is currently free to LSC member libraries.

Better budget management

One of the elements of LSC's program of automatic release plans (ARPs) is budget management. With the budget agreed with the library, LSC selection experts spend all of the available funds in the agreed budget period.

This can save library staff significant time while making sure that the budget is fully utilised.

The process works well because LSC's internal ERP system, Flexpak™, tracks library specific selling prices and publication dates. As information changes about items not yet published, our system updates the encumbered values to make sure that we meet the budget needs.

In times like this, when the Canadian dollar is on the move, the LSC system will deliver better performance than many alternatives.

Self published authors

The number of self published authors continues to grow. And all of them want their local library to have their book.

LSC's Small Presses Program – accessible from our home page – is a free service to authors that also works for the library. If the library chooses to acquire the self published title

through LSC, it comes with our full MARC record and physical processing all at no special charge.

Duplicates

When ordering it is always useful to know if your library has previously ordered the same item. The LSC website has duplicate detection for items in open carts and against previous orders from the library.

LSC detects duplicates back into the 1990s .. so everyone is well covered.

For those libraries that have not used LSC for that long, LSC can configure our website to check the library's database in real time.

More information

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