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ILS 519 Collections Development

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June 5, 2012

Unit 2 Assignment

If I were a library director for a library that was being built in the Midwest I would select Ingram as a jobber. I was impressed with how specific their website was. They provide services such as an “opening day collection” (Ingram Library Services). This would be very beneficial for a library that is still under construction. A nice feature was that the books could be packaged and shipped following a “Rough or Strict Dewey Sort” (Ingram Library Services). Also, the site noted that books could be shipped “shelf ready.” The company emphasized that employees with Master of Library Science degrees are making book selections. Ingram provides a variety of standing order programs. I like the feature that their standing order programs were divided by age level: “adult,” “young adult” and “children” (Ingram Library Services). This seems to be a feature that would help a public library to reach all of its patrons.

Other companies that I would seriously consider as a director for a new public library would be Brodart and Baker & Taylor. Brodart also had “opening day” services (Brodart). I liked that they offered books in Spanish. They offer different levels of service for how often they send lists of titles for standing orders (Brodart). Baker & Taylor offers book-leasing programs and even has a special program for leasing children’s books. They have both large print and Spanish books, which could help a library to reach a larger audience. Their site did not mention opening day services, but their book leasing service might be useful for that. According to the site

libraries keep a certain number of books provided through the leasing program “until your collection reaches its proper size” (Baker & Taylor).

I visited websites for DEMCO and Follett. Both of those companies seemed to focus on schools. They could not provide a wide enough range of materials for public libraries. Yankee Book Peddler is focused on higher education, so it would not be useful for a public library. According to the Coutts website, it is now owned by Ingram. After reading the site, I think that Coutts is better suited to libraries in Europe. If I were a library director in the United States, I would just use Ingram instead.

The Emery-Pratt website was enjoyable. It put heavy emphasis on customer service. The welcome page includes a greeting from the owners of the company. A librarian can look up the name of the representative for his or her state online. The site made the point that orders could be submitted by phone, fax, E-mail, or mail (Emery-Pratt). This would be useful in a library a limited number of computers or staff with limited computer training. However, the descriptions of their services were somewhat vague. I would definitely need to speak with a representative before selecting this company.

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