



Volume 4 Issue 7
July 2004

2005 SAILS Board of Directors

Term	Library	Rep	County	Category
2005	Norfolk	Robin Glasser	N	School
2005	Mansfield	Janet Campbell	B	10,000-25,000
2005	Swansea	Kevin Lawton	P	10,000-25,000
2005	Lakeville	Donna Tibbetts	P	County
2005	Freetown Libraries	Vicki Dawson	B	Under 10,000
2006	BCC	Hank Ingles	B	Academic
2006	Fall River	Keith Stavely	B	Over 25,000
2006	Plympton	Debbie Batson	P	Under 10,000
2006	Fiske	Mary Tobichuk	N	County
2006	Richards Memorial	Frank Ward	B	Over 25,000
2007	Ames Free Library	Annalee Bundy	B	County
2007	Norton Public	Elaine Jackson	B	Member at Large
2007	East Bridgewater	Jane Finlay	P	10,000-25,000
2007	Pembroke Public	Deborah Wall	P	10,000-25,000
2007	Joseph Plumb	Olivia Melo	P	Under 10,000

B = Bristol County
N = Norfolk County
P = Plymouth County

Committee Chairs

Planning Committee	Robin Glasser
Budget Committee	Janet Campbell
Personnel Committee	Carole Julius
Circ Policy Committee	Mary Tobichuk
Legislative Committee	Frank Ward
PubPac Committee	Melissa Campbell
BORG	Sharani Robbins

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SAILS Annual Board Meeting Announcement

The Annual Meeting is scheduled for July 14, 2004 at 10 a.m. in the SAILS meeting room in Middleboro, MA

Sirsi Update—New Products Showcase

The June membership meeting opened with a 90 minute presentation from Kate Howe who is the Sirsi Account Manager for SAILS. Kate demonstrated 4 new products available from Sirsi: Directors Station, Single Search, Resolver and Rooms.

Directors Station is a web based product that would enable a director to obtain current statistical information and analysis on a wide variety of system activity. It does not require a Unicorn license or special computer at the library. The product has a simple graphical interface and can produce results in a variety of formats.

Single Search, Resolver, and Rooms provide a suite of products intended to combine information resources into a single context based format for patrons. The three products can be purchased together or separately. Single Search searches multiple information resources simultaneously (such as databases, web sites, library catalogs.)

Resolver takes this one step further allowing patrons to not only obtain citations but retrieve content all within a single search. Rooms allows libraries to organize information and resources from a variety of resources in a context sensitive format. For instance, libraries can provide rooms based on popular subjects, current events, etc.

1 Circulation Analysis

Deep Circulation analysis uncovers trends and hidden facts, which assists in collection development and future planning.

2 Resource Access

Director's Station also gives you immediate access to numerous other resources relating to libraries and the law, publishing, even local news and information.

3 Unique Functionality

- Activate automated alerts
- Access graphical presentations
- Conduct natural queries
- Create calculations on the fly
- "Drill down" data mining for comparative analysis
- Print, download, and email data



Welcome to the SAILS Libraries

(please note – this is posted this in the SAILS Newsletter at the request of SEMLS)

This is to announce that Falmouth Public Library and Thomas Crane Public Library in Quincy and will now be serving as your Regional Reference Centers. We provide trained professional staff to assist in answering questions or offering an appropriate referral. Please identify yourself as a library staff member when calling, and communicate any time constraints connected with your inquiry. If sending a patron to a Regional Reference and Research Center for material, kindly call ahead to be certain the material is available.

We encourage you all to call, email or fax us when you have exhausted your own resources—or if you just need to run a reference query by a sympathetic colleague. We truly love to help—so, next time you are flummoxed, give us a try!

Falmouth Public Library

508-457-2556 or 888-439-8850 (library staff only)

fax: 508-457-2559

email: falmouthreference@falmouthpubliclibrary.org

Reference Department Staff

Jill Erickson, Head of Reference and Adult Services

Kathy Mortenson, Young Adult and Reference Librarian

Kathie Glynn, Reference Librarian

Adrienne Latimer, Reference Librarian

Thomas Crane Public Library, Quincy

617- 376-1316 or 800-559-7336 (SEMLS members only);

fax: 617-376-1308

email: quref@ocln.org

Reference Department Staff

Linda Beeler, Head of Reference

Mary Clark, Senior Reference Librarian

Hope Brand, Reference Librarian

Jeanine Thubauville, Reference Librarian

Will Adamczyk, Reference Librarian

A Message from the Executive Director

I have taken some time this month to reflect on the events of the past 12 months and the new directions the network will be taking in the upcoming year. As everyone knows, the network suffered a potentially devastating reduction in revenues when Governor Swift reduced state funding to networks by more than 91% in August 2002. The SAILS Board had to make some painful decisions about program cuts in order to ensure that SAILS could continue in its core mission of providing high quality computer based services to its members. Unfortunately this resulted in the network having to discontinue its subscription to its Gale databases, institute fees for services that had been provided at no cost in the past, raise annual assessments, and shift some responsibilities from the central site to the member libraries.

The network has made its way through the fiscal crisis and will be entering FY05 in better shape than it has been in 3 years. Having to reevaluate our program costs has actually resulted in the SAILS staff establishing more cost-effective and efficient services. Despite having the fewest number of staff for the number of member libraries (1 staff member for every 10 sites) of any network in Massachusetts, SAILS offers the broadest variety of programs. Network staff members have

- made more than 350 visits to member libraries,
- answered more than 4000 requests for assistance from library staff members
- cataloged 35,000+ titles
- conducted 15 workshops attended by 100 people
- provided support to 500 desk top computers in 40 libraries
- supported the websites of 38 members

If you haven't already done so, take a few minutes to look at all the options SAILS offers to your patrons through iBistro

iBistro on the Go – a quick interface to the catalog allowing patrons easy access to key services such as renewals, holds, databases, and new titles.

History SAILS On... – an online archive to digitized historical documents from 4 communities served by SAILS.

Summer Reading Lists – easy access to local school districts' summer reading lists allowing students to quickly identify and request materials they need. The number of holds placed and filled increase 25% in July and August so we know this service is popular!

Virtual Catalog – Millions of items owned by public and academic libraries are accessible to patrons through iBistro and the SAILS website. SAILS patrons requested 15% more items this year than in FY03 and we expect this popular service to become even more heavily used in FY05.

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Over the next few months we plan to restore some services we were forced to eliminate such as central site printing of overdue notices and removing the charge for green bar reports. In late summer access to the Boston Public Library's subscription to NetLibrary will be available through iBistro. The Acquisitions subsystem will be going live July 1, 2004. Preliminary plans are being made to purchase the Directors Station software to provide directors greatly enhanced statistical information about their libraries.

SAILS is a member driven organization – we couldn't operate without the input and cooperation of all of you. Special thanks to everyone who has served on the SAILS board, advisory committee, attending meetings, and responded to our surveys in the past 12 months.

Notable Dartclix Sites

These are fully searchable website records, available in iBistro.

A closer look at conservation—<http://www.asia.si.edu/exhibitions/online/anportcon/default.htm>

“This Web site is an on-line companion to an exhibit at the Smithsonian Institution that showcases the work of the Department of Conservation and Scientific Research and the process that goes into restoring portraits. Most of the works in this exhibition are ancestor portraits and have accumulated incense smoke and dirt from being hung over family altars or water stains and mold damage from being rolled up and stored in damp conditions..”



A Hudson River portfolio—<http://www2.nypl.org/home/Hudson/index.html>

“This Web site is an on-line companion to a selection of original and rare resources of the Hudson River and its region drawn from the collections of the New York Public Library. It consists of prints, maps, photographs, guidebooks, histories, and literature for visitors to view in digital form. Come tour the waterway through Wade & Croome's breathtaking panoramas..”



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US elections 2004—<http://www.guardian.co.uk/uselections2004/>

“This Web site focuses on the 2004 Presidential election



campaign and provides visitors with up-to-date news, opinions, reports, feature articles, and more on the 2004 candidates and what their platforms. Find out what's happening today around the nation, read opinions from around the Web, and check out the interactive graphics that provides results and analysis on

the race for the nomination and electoral vote.”



Declare yourself—<http://www.declareyourself.com/>

“Want to vote, but don't know how to register? This Web site is designed to inform visitors about political news, candidates and parties and encourage them to take a stand and vote for or against their beliefs. Declare Yourself is a national nonpartisan, nonprofit campaign that hopes to empower a new movement of young voters to participate in the upcoming presidential election.”

SAILS Library Network
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 Middleboro, MA 02346
 (508) 946-8600 (508) 946-8605 (fax)
 email: support@sailsinc.org URL: <http://www.sailsinc.org>



Upcoming Training & Meetings

Upcoming Training

Detailed descriptions and registration information, are available on the [SAILS website](http://www.sailsinc.org).

Discover NetLibrary

08/16,17/2004

10am to noon SAILS Meeting Room

1pm to 3pm SAILS Meeting Room

Upcoming Meetings & Events

SAILS Annual Meeting

07/14/2004

10am SAILS Meeting Room

SAILS Staff

Debby Conrad, Executive Director

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Steve Wilson, Systems Manager

swilson@sailsinc.org

(508) 946-8600 x12

Laurie Lessner will be out for the summer on maternity leave. Please contact support@sailsinc.org with any questions or comments. There are also forms on the SAILS website for reporting various issues with circulation, cataloging, searching, as well as the virtual catalog. If you contact Laurie directly, you will need to wait until September for an answer!



SAILS Network Statistics

FY04 Overview	December	November	October	September	August	July
Total Intranetwork Loans	41,116	41,675	48,551	39,894	44,057	47,458
Total Items Circulated	286,943	340,470	375,088	344,044	351,606	412,162
VirtCat Items Borrowed	559	644	673	620	408	518
VirtCat Items Loaned	202	314	295	318	250	301
Cataloging Requests	2,491	2,520	4,225	3,176	2,403	2,586
MARC Records Added	2,959	2,917	4,088	3,699	2,376	2,985
Patrons Added	1,617	3,419	4,240	6,935	3,571	3,513
Holds	22,014	26,822	28,163	24,411	24,421	25,558
Total MARC	903,727	901,016	898,448	893,731	890,100	888,434
Total Holdings	3,257,995	3,254,731	3,244,320	3,228,140	3,218,976	3,210,212
Total Patron	494,005	493,118	490,224	486,379	481,343	497,196

FY04 Overview	June	May	April	March	February	January	Total FY04
Total Intranetwork Loans		42,563	45,943	54,594	43,877	45,728	495,456
Total Items Circulated		326,479	359,215	420,753	358,188	354,331	3,929,279
VirtCat Items Borrowed		781	723	857	633	636	7,052
VirtCat Items Loaned		254	193	273	268	257	2,925
Cataloging Requests		2,444	2,776	3,202	2,592	2,566	30,981
MARC Records Added		3,078	2,723	3,982	2,784	2,784	34,375
Patrons Added		2,017	2,506	3,063	2,908	2,697	36,486
Holds		27,150	28,423	33,474	29,016	32,016	301,468
Total MARC		917,876	915,253	912,282	908,851	907,169	917,876
Total Holdings		3,273,903	3,266,112	3,255,203	3,256,683	3,256,320	3,273,903
Total Patron		505,210	503,697	510,717	499,011	496,345	505,210