

SAILS Network News

Library Network

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Sirsi and Dynix Announce Merger

HUNTSVILLE, Ala., and PROVO, Utah – June 21, 2005 – Sirsi Corporation and Dynix Corporation today announced that the two companies are merging to create SirsiDynix, a single company positioned more strongly than either company on its own to develop and deliver leading-edge information technology solutions for libraries and consortia around the world. With detailed planning already being undertaken jointly, the two companies will integrate their worldwide operations. Representatives from both companies are working together to make strategic decisions regarding all aspects of the company's future. Integration and strategic planning for the new company are to be completed in fourth quarter 2005. Decisions now made include adoption of a strategy to continue full development and support of the Unicorn and Horizon 8.x/Corinthian integrated library system (ILS) platforms; appointment of Sirsi CEO Patrick C. Sommers as chief executive of the new company; and appointment of Dynix CEO Jack Blount as a consultant responsible for completing development of Horizon 8.x/Corinthian and as a member of the company's board of directors. Customers' day-to-day contacts with SirsiDynix sales, service, and support organizations remain unchanged.

"As our new name indicates, this is a 'merger of equals,'" said Patrick Sommers, CEO of the new SirsiDynix. "We're bringing together two solid companies with 20+-year track records to create a global organization that offers the library community unparalleled technical expertise, the broadest array of products and services, and unmatched service and support. And because we're profitable and financially sound, customers can count on us today and down the road."

"It's clear that one of the major benefits of the merger is the impressive capabilities that now come together in a single organization," said Jack Blount, Dynix's CEO since 2002. "Our research and development resources, not to mention international service and support capacity, mean that SirsiDynix will be able to meet our customers' diverse, increasingly demanding needs like no other provider."

Extensive portfolio of products and services

SirsiDynix offers the most extensive suite of library technologies on the market, including superior products like the Unicorn and Horizon 7.x Library Management Systems, as well as the next-generation Horizon 8.x/Corinthian platform (the next upgrade to Horizon 7.x) and a host of user interface/portal, content, data-analysis, and productivity solutions. Going forward, the company will execute on a dual-platform strategy that

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SAILS Annual Board Meeting Announcement

The Annual Meeting is scheduled for July 13, 2005 at 10 a.m. in the SAILS meeting room in Middleboro, MA

Suggestion Box

Comment: An override box appears on the second renewal of items - is it possible to have a different message when its a third attempt. With more than one staff member working a busy desk you are not always aware of the number of renewals a patron has received.”

SAILS Response: Depending on the renewal limit for the item, the system automatically requires an overdrive when that limit has been met. Technically, as soon as you get the override prompt, it shouldn't matter how many times your library has entered the overdrive.

There are often extenuating circumstances which justify an override. If you receive an override prompt, a full investigation and assessment of the situation should be done.

Over three intensive days in June, Laurie Lessner from SAILS; Melissa Campbell, of Plainville, and Christine Dargelis from Middleborough, all the wonderful opportunity to attend the Massachusetts Library Leadership Institute. Although I can't speak for Melissa or Christine, I can say for myself that I got so much out of the experience.

I saw a 2-fold mission behind the institute. The first was to learn about team building and the second was to create a vision for libraries in Massachusetts and see how we, as individuals, fit inside that vision. At the beginning, I had many questions/misgivings about my decision to attend. Aside from having to live in a dorm room scented by the resident skunk, without air conditioning or nice linens, eat primarily college cafeteria food, and not get much sleep, this was my first time away from my baby! Even though there were many reasons for me to regret my decision, I didn't in any way.

My baby survived and for the first time, I felt really comfortable about my position in the greater library community. I met wonderful people who I feel I can call on for help or advice. I participated in interesting discussions about management issues and motivating people. I learned that the Golden Rule doesn't always work if the other person doesn't want to be treated in the same way I do.

The Regions worked with the MA Board of Library Commissioners on this project, which was funded through an LSTA grant and sponsorship from Gale and Ebsco. They want to offer the Institute every 2 years. I would highly encourage people to keep a lookout for this and apply when it's offered again. If any libraries are going to be doing strategic planning or team building in the future, the consultants who ran the workshops at the institute are Becky Schreiber and John Shannon. Although they

have a number of corporate businesses they've worked with, primarily they consult with libraries, and they really know how we think. Their website is: <http://home.flash.net/~jonbeck/>. They were wonderful and I know I wouldn't have gotten as much out of this if someone else had been conducting.

Two resources I learned more about was the access to the BPL's databases and the value of a town's historic collection. The BPL databases are available at all libraries in Massachusetts, with your Boston ILL card number (contact SEMLS for more info). You can access the BPL's Big Dig at: <http://www.bpl.org/electronic/index.htm>. Take advantage of this great resource. You can search several databases, including the Statewide subscriptions, in one interface. Some of the databases are not available remotely, or may give an error, but in general, there are some additions. We're beginning talks with the BPL to try and identify simpler ways to give all our MA patrons access.

Carrie Elliot, archivist at the Kingston Public Library, gave me a great understanding of the value of a local history collection. I never really looked at it as the one area of your community where you are unique. No one else shares your history, and by preserving this and sharing it with the public, you can make yourself a sought after and indispensable resource.

So, as you can tell, it was energizing and inspiring as well as exhausting. Next time this comes around, if any of you have the change to attend, do so! It was an enriching experience and I thank the network for the opportunity.

~ Laurie

Sirsi and Dynix Announce Merger

(Continued from page 1)

involves continuing development of both the Unicorn and Horizon 8.x/Corinthian ILS platforms - a sound strategy given the company's expanded resources and the demands of the library community for more and greater technology options. Unicorn and Horizon users can continue to use their system of choice, just as they had prior to the merger.

"Because thousands of libraries around the world depend on Unicorn," said Sommers, "SirsiDynix will continue to invest the R&D required to maintain Unicorn's reputation as the most comprehensive and evolutionary ILS available." The company is now completing beta testing of Unicorn GL3.0 ahead of its general release in August 2005. Development of Unicorn GL3.1 is already underway.

"Dynix customers on a path toward Horizon 8.x/Corinthian can be confident that SirsiDynix will complete this next-generation ILS," said Blount. "We've invested tremendous time, energy, and resources in researching and developing 8.x/Corinthian - that's why we're confident that this new platform offers numerous compelling features and benefits to current and prospective customers." Beta testing of Horizon 8.x/Corinthian will begin in fall 2005, with general release scheduled for first quarter 2006. Horizon 8.x is the ILS solution for public, special, and school libraries; Corinthian is for academic and research libraries.

Users of SirsiDynix legacy systems - sites running Dynix, DRA Classic, and MultiLIS systems - will also continue to be supported, just as they were prior to the merger. The company will work with these customers to chart an upgrade path that works best for them, in terms of both technology and timing.

Integration

The overall integration of SirsiDynix is progressing. Six integration teams, staffed by management representatives from both companies, have been working for weeks to establish best practices, optimal organizational schemes, and effective strategies for the future of SirsiDynix. SirsiDynix will keep its customers up-to-date on the progress of the company's integration through

customer-only Web sites, newsletters, Webinars, and other means. Customers will be encouraged to work with their SirsiDynix account managers to ask unique questions or to take advantage of a special online FAQ form that will be available on customer-only Web sites.

Global leadership

SirsiDynix has approximately 4,000 library and consortia clients around the world, serving more than 200 million people through more than 20,000 library outlets. With 725 employees worldwide, the company maintains operations in the Americas, Europe, Africa, the Middle East, and Asia-Pacific. Primary offices are located in Huntsville, Alabama, Provo, Utah, and St. Louis, Missouri, in the U.S.; Montreal and Waterloo in Canada; London, Paris, Hamburg, Madrid, Leiden (the Netherlands), and Hvidovre (Denmark) in Europe; Melbourne and Adelaide in Australia; Auckland, New Zealand; and Singapore, Taipei, and Shanghai in Asia.

"We're expanding our worldwide presence... our R&D resources are growing... we'll have more products and services than ever... even our name is changing," added Sommers. "But some things won't change at all - namely our firm support of the library community at large and, particularly, our users' groups. We've long been committed to advancing the library profession through education, training, and sponsorship of library events, educational opportunities, scholarships, and other initiatives. As SirsiDynix, we will strengthen these values and continue to take a leadership role in helping libraries, consortia, and the professionals who lead and staff them in addressing the future."

- Read the short interview with Patrick Sommers & Jack Blount in [Library Journal](#).
- Get all the latest Sirsi press releases. Subscribe to their RSS feed. First select and [download an RSS News Reader](#). Then add this feed:
http://www.sirsi.com/Newsevents/Releases//press_releases.xml.

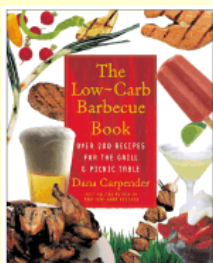
July is for Parties, Picnics, and Barbqueuz

Suggestions from the PubPac Committee

Great Cook Books

Yaffe, Linda Frederick. Backpack gourmet: good hot grub you can make at home, dehydrate, and pack for quick, easy, and healthy eating on the trail. Stackpole Books, 2002.

Cox, Luke. The BBQ & Campfire Recipe Book. Summersdale Publishers Ltd.—Adobe eBook, available on OverDrive.

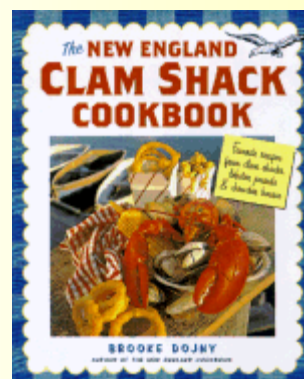


Rosbottom, Betty. The big book of backyard cooking: 250 favorite recipes for enjoying the great outdoors. Chronicle Books, 2004.

Temple, Lou Jane. *The big platter cookbook: cooking and entertaining family style*. Stewart, Tabori & Chang, 2004.

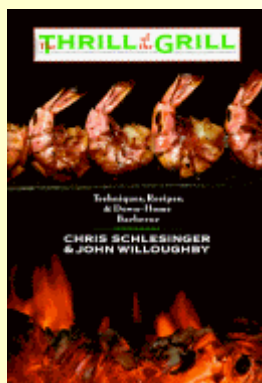
Carpenter, Dana. The low-carb barbecue book: over 200 recipes for the grill and picnic table. Fair Winds Press, 2004.

Dojny, Brooke. The New England clam shack cookbook: favorite recipes from clam shacks, lobster pounds, & chowder houses. Storey Books, 2003.



Gillespie, Gregg R. Great American Cookout. Black Dog & Leventhal Publishers 2002.

Ogden, Ellen. From the cook's garden: recipes for cooks who like to garden, gardeners who like to cook, and everyone who wishes they had a garden. W. Morrow, 2003.



Rodgers, Rick. Celebrations 101: with More than 100 Easy-to-Make Recipes for Entertaining Family and Friends. Broadway Books, 2004.

Sampson, Sally. Party dips! : 50 zippy, zesty, spicy, savory, tasty, tempting dips. Harvard Common Press, 2004.

Schlesinger, Chris. Let the flames begin: tips, techniques, and recipes for real live fire cooking. W.W. Norton, 2002.

Schlesinger, Chris. The thrill of the grill: techniques, recipes & down-home barbecue. W. Morrow, 1990.

Stovel, DeeDee. Picnic: 125 recipes with 29 seasonal menus. Storey Books, 2001.

Great Websites

If you are looking for recipes, you cannot beat www.epicurious.com and www.foodtv.com. Use these websites in the summer or any other time of year.

Here are a few specialty sites with great tips for summer cooking activities:

Outdoor Grilling - Safety, Flavor Secrets, Recipes, and Marinades <http://www.urbanext.uiuc.edu/grilling>

Camping Never Tasted So Good! <http://www.camprecipes.com/>

Try [watermelon.org](http://www.watermelon.org) for everything you ever wanted to know about America's favorite summer fruit. What would summer be without watermelon!



A Cost Comparison

This coming year SAILS will be providing on-site support for 489 computers in 41 locations. The PC Support Program provides subscribing libraries with a full range of on-site services including repair, software installation, spare equipment, upgrade operating systems, virus removal, and equipment relocation. For a fee SAILS will install and prep all new equipment, transfer files from an old computer to a new computer, and install wireless networks on a library's cable network. In FY06, the fee for this service is a flat \$500 per library and then \$50 per computer. If you need a price comparison for similar service, the Geek Squad has this price list on its website for on-site service

<http://geeksquad.com>

Service	Geek Squad	SAILS
Standard computer installation (per pc)	\$129	\$30
Add a computer to the network	\$129	n/c except may include Sirsi license fees
Wireless networking	\$159 for the first 2 pc's. \$50 for each additional PC	\$200 + to install a wireless network for the library. No fee per pc. Set-up suitable to make your library a Wi-Fi hotspot. Additional charge for the equipment required.
Drive installation	\$159	n/c except for cost of parts
Internal card installation	\$159	n/c except for cost of parts
Memory installation	\$128	n/c except for cost of parts
Operating System upgrades	\$229	n/c except for cost of license
Data migration from one pc to another	\$229	n/c
On-site estimate	\$129	n/c
Spare equipment	Not available	n/c

If you are interested in subscribing to this service or extending it to additional computers in your library, email pcsupport@sailsinc.org.

Getting the most out of iBistro—Tip of the Month

Each week I get an email from SAILS telling some of the new titles in the system that match my favorite subjects. Since the bib record must have my favorite subject as the first subject listed, many new titles aren't reported to me. What it does is give me a reminder to log into iBistro and do my own search. Since I don't like to waste time performing the same search every week, I've used the SAILS Link Builder: <http://www.sailsinc.org/linkbuilder.asp> to create a search for the keyword phrase: videodisc or videodiscs. I also embedded my user ID and PIN into the search, so I'm all set to place titles on hold! The next step was to figure out what to do with the link. Since I have MyYahoo as my home page, I added the link as a bookmark and called it "Film Search". You could add the link as a traditional bookmark in your browser, or get really fancy and put the link on a web page. If you don't personalize the link with your user id & PIN, and just keep the built link as is, you could place many of these links on your library's web page for patrons to use. You could build great subject or author searches to link right into iBistro. You could even share the tip with your patrons so they can perform easy searches themselves.

~ Laurie

RFID in the Real World

While at the American Library Association Annual Conference in Chicago in late June, I attended a 3 hour program on real world implementations of RFID technology. RFID is an abbreviation for Radio Frequency Identification and is being used in many commercial sectors – tracking large shipments of goods between countries, inventory control in warehouses, even tracking student attendance with RFID tags in student id cards. In the library field, RFID is the technology used to provide easy self-check services, automated check-in processes, and inventory that does not require scanning barcodes.

RFID tags are small chips with tiny little antennae. They do not require any power to operate. Typically the tags are placed in the book and then covered with an ownership label. The transmission range for the tags can vary from 2 to 12 inches so concerns about someone driving down the street and finding out what someone has checked out from the library by scanning the contents of their house is unwarranted. The technology has been around for several years but recently the International Standards Organization has adopted formatting standards for how information is stored on the chips. These new standards will result in more compatibility between products and more competition between vendors. The cost per chip has dropped considerably in the past 18 months because of the new standards and industry experts expect even greater reductions in cost. Several speakers discussed Wal-Mart's recent decision to implement RFID in their retail stores and the expectation that this will initiate even less expensive per unit costs.

The Warren-Newport Library in Gurnee, Illinois installed an RFID system when they constructed a new building. The library is a Sirsi customer. RFID was installed to allow patrons to use self-checkout machines, add a sorter system to speed check-in and reshelving, and add the ability to do inventory. Since the installation of the RFID technology, 90% of the check-in transactions are done by the sorter, self-checkout usage has increased, and staff has more time to spend providing customer service. The estimate was that the sorter paid for itself in six months, and RFID costs were recouped in 3 years.

Of course, there are issues involved with RFID technology. The initial start-up costs can be high. Every item in the library has to be tagged and the tag information linked to the item record in the computer system. RFID is not fool-proof. It is possible to block an RFID signal

by covering the label with a gum wrapper (there is a solution to this). Multi-media and multi-part sets can be tricky to tag. But all of the presenters were unanimous in their assertion that this is a viable technology that will become more common in libraries over the coming years and should be considered if a library is embarking on any major construction project.

Copies of the presentations are available on the web at http://library.csu.edu/ala_rfid/

~Debby

Simplified Circulation Client – Preview of a Prototype

Sirsi asked SAILS to preview a simplified Circulation Client prototype on which they have been working for the past year. A common complaint among customers is that the full suite of functions available in Workflows is too complicated for most circulation users and can be very difficult to train part-time or volunteer users. The software development team at Sirsi brought in a software designer with years of experience designing user interfaces for library applications and designed a new interface just for circulation. I was able to see the alpha version of the prototype and was very impressed.

This client is definitely some time from general release but I can see that it would be a very attractive option for most of the SAILS' libraries. It would be very useful for folks who only work weekends or very part-time and would allow them to do all but the most unusual circulation functions. It does not resemble Workflows and has a very simple layout. The design goal is to provide staff members with 80% of the functionality present in the existing Workflows client but only require 2-3 clicks to accomplish something that might take several steps in Workflows. Sirsi staff members will be contacting me after the ALA conference has ended requesting some follow-up information and I have volunteered the network to test this when it is ready for real-life implementation.

~Debby

MobiPocket Reader—What's That??

The following is from the OverDrive online Help files. They have a bunch of information on the various readers, and go into more detail than what you see here. If you'd like to read more about the reader, and also read the difference between the free version vs. the pro version, take a look at the [OverDrive online Help files](#).



The Mobipocket Reader is an eBook Reader for Windows computers (desktop/laptop/tablet) as well as SmartPhones and most PDAs (Palm/Pocket PC/etc.). Featuring bookmarking to facilitate quick returns to noteworthy sections, full text searching, and adjustable font size and color, the Mobipocket Reader offers an enriched reading experience. It is also a small file, so it downloads quickly and is formatted specifically for mobile devices.

Features of Mobipocket Reader include:

- Bookmarking is simple, and the progression bar at the bottom of the screen indicates your current position within eBook
- Supports altering font size, font type, font color, and background color, depending on the device's capabilities.
- Offers full-screen mode for a clearer viewing option
- Supports full text searching, and conveniently re-flows the text to display the word searched at the top of the page
- Automatically directs a re-opened eBook to the last page read
- Library function allows you to create your own categories to organize your favorite eBooks
- Supports horizontal and vertical scrolling, zooming (Pocket PC only), and enhancement of embedded images
- Removable card support
- Supports use of IR (infrared), Bluetooth technologies, and email to send eBooks to wireless accounts

Mobipocket Reader is available as a free download at mobipocket.com.

Join a SAILS Committee!

Keith Stavely will be appointing Committee chairs at the Annual Meeting on July 13. If you would like to volunteer for any of these committees or volunteer a staff member to serve on one of the Strategic Planning Committees or the Overdrive Selection Committee please email dconrad@sailsinc.org.

We have openings for the following committee chairs:

Legislative—Nominating—Personnel—PubPac—Circulation Policy

We are also seeking committee members for the Budget Committee. We have openings for libraries representing the following types of libraries

- One director from a community serving a population under 10,000
- One director from a community serving a population over 25,000
- One director from an academic, school, or special library.

Jerry Cirillo from Foxboro has volunteered to represent libraries serving populations between 10,000 and 24,999.

This year the Budget Committee will be establishing the SAILS Revenue and Expenditure plan for FY07 and drafting financial management documents. It should be expected the committee will meet no more than four times next year.

We are also looking for people to serve on one of our Strategic Planning Committees. We have openings for the following: **Funding—Access to the Integrated Library System—Customer Service (for member libraries)—New Technologies—Marketing Program** - Susanne Duquette (Taunton) and Denise McDermott (Norton) has volunteered to serve on this committee.

Finally, we are looking for public service staff members interested in serving on the **Overdrive Collection Development Committee**. The committee will consist of staff members representing the following types of libraries

- One rep from a library serving a community under 10,000
- One rep from a library serving communities from 10,000 – 25,000;
- One rep from a library serving communities over 25,000;
- One open position

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Upcoming Training & Meetings

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

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Offline Circ—Non PC Support

06/30/2005

10am—11am SAILS Meeting Room

Offline Circ—PC Support

07/06, 07/07, 07/08, 07/11

10am—11am SAILS Meeting Room

OverDrive Committee Meeting

06/21/2005

10am—11am via Instant Messenger (AIM)

SAILS Annual Meeting

07/13/2005

10am—11:30 SAILS Meeting Room

System Upgrade

07/25/2005—07/28/2005

Do NOT log in until you receive word from SAILS.

Aris Overview

After the Annual Meeting, there will be an overview of using the SAILS reports to complete your ARIS forms.

FY05 Overview	December	November	October	September	August	July
Total Intranetwork Loans	44,159	45,803	48,089	47,448	50,527	49,759
Total Items Circulated	297,887	364,857	356,078	343,798	382,040	411,373
VirtCat Items Borrowed	729	777	815	752	835	518
VirtCat Items Loaned	334	432	397	396	352	236
Cataloging Requests	2,079	2,607	2,552	2,713	2,975	2,631
MARC Records Added	2,494	2,982	2,798	3,425	3,176	3,249
Patrons Added	1,773	2,763	4,888	5,607	3,588	3,068
Holds	27,477	30,682	30,026	30,587	31,423	32,361
Total MARC	940,464	937,282	934,055	930,684	928,240	922,507
Total Holdings	3,338,063	3,335,761	3,325,130	3,311,845	3,299,129	3,289,160
Total Patron	514,716	513,580		510,834	508,854	509,384

FY05 Overview	June	May	April	March	February	January	Total FY05
Total Intranetwork Loans		49,134	46,846	57,360	48,529	47,555	535,209
Total Items Circulated		357,571	359,444	401,139	366,160	343,014	3,983,361
VirtCat Items Borrowed		943	956	1,090	1,039	811	9,449
VirtCat Items Loaned		441	418	506	450	383	4,345
Cataloging Requests		2,518	2,477	2,219	2,352	2,212	27,335
MARC Records Added		3,089	2,548	2,904	2,958	2,547	32,889
Patrons Added		2,159	2,318	3,330	2,676	2,283	34,453
Holds		36,569	33,444	38,189	32,428	36,550	359,736
Total MARC		953,755	950,225	947,792	945,149	942,560	953,755
Total Holdings		3,375,344	3,361,266	3,351,271	3,340,278	3,336,262	3,375,344
Total Patron		519,033	518,147	519,519	518,209	515,916	519,033
OverDrive Circulation		780					