

## Executive Director's Report

As is typical for the month of June, network staff members have been very busy wrapping up projects and planning for new activities starting with the new fiscal year. Activities that have taken up most of our time have been launching the Java client for circulation, preparing documentation for its use in Acquisitions and Serials, and testing the technical services module with a single library. We have set some soft deadlines for full implementation of the new client – all public and academic libraries should be using the Java client for circulation by mid-fall; all public and academic libraries should be using the Java client for technical services functions by January 1, 2008, and the K-12 libraries will either be using the new web based client by January 1, 2008 or the Java client by April 2008. SirsiDynix has just released a set of patches to the software that we had planned to install in June. Due to our disk drive failure that target date has been pushed into late July. They have also announced the next software release for late this calendar year. As this will be the first release of Rome (combining Unicorn with Horizon) we are anxiously awaiting pre-release documentation with a description of new features.

Our other major project has been purchasing and installing Dell computers. Dell offered special pricing through the end of June which made purchase very attractive. As of today we have purchased over 60 new computers for our members. Combined with normal PC Support activities this has kept everyone in the Systems Department very busy. It has been 2 years since the network has processed such a large volume of orders.

Laurie has been working with Overdrive to develop some new promotional materials for libraries to use when advertising our digital media collections. I completed the paperwork necessary for us to receive Erate discounts starting in July 2007 and I hope that this year the process will go smoothly. The telecommunications project is now completed and we met with Atrion to discuss methods to “shape” our telecommunications equipment so we can

*(Continued on page 4)*

### INSIDE THIS ISSUE:

Exec Director's Report	1,5
After Hours Assistance	1
Ask Overdrive.	2
SirsiDynix CEO Announced	2
TumbleBooks Library	3
Overdrive Promo Materials	3
Upcoming Events	4
Network Statistics	4

### After Hours Assistance

The SAILS office is staffed from 8 a.m. to 4:30 p.m. Monday through Friday. If you experience a severe problem that prevents you from using the system (can't connect to Workflows, iBistro is not responding) you can contact SAILS after normal working hours. Call 508-946-8600 or 800-331-3764 and press 1. Leave a message and a call back number. This will page an on-call staff person and you will be contacted within an hour. Please do not send email for critical problems – we don't monitor email after hours.



## Ask Overdrive

### Adobe Reader 8 is now available. Should I install it?

Adobe Reader 8 is designed to work in conjunction with an application called Adobe Digital Editions (ADE) for the download and use of Adobe eBooks. Adobe Digital Editions includes much of the functionality previously provided by Adobe Reader with a simpler, easier to use interface.

If you use Adobe Reader to transfer Adobe eBooks to your PDA, or if you use downloaded Adobe eBooks on multiple computers, it is recommended that you do not install Adobe Reader 8 and ADE at this time. Adobe Reader 8 and Adobe Digital Editions do not currently support transfer to PDAs or Named Activation, the process that allows the sharing of eBooks between multiple computers.

**Note** that Adobe Reader 6 or 7 may check for updates and download Adobe Reader 8 automatically depending on your current settings.

1. Open Adobe Reader
2. Select *Edit > Preferences*. The 'Preferences' dialog box is displayed.
3. Select 'Updates' in the left hand 'Categories' list.
4. If using Reader 6, Select 'Manually' in the 'Check for Updates' drop-down box and click 'OK'.

If using Reader 7, Select 'Do not automatically check for critical updates' under the 'Update and Notification Check' heading and click 'OK'.

And always remember, the contact support link on the Overdrive Digital Media site emails SAILS, not your library. Don't worry about needing to be the front line of support for this service, just the front line in promoting it! \*Beautiful promotional materials coming soon. [Preview on page 3.](#)

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## SirsiDynix Appoints Gary Rautenstrauch as New CEO

SirsiDynix, the global leader in strategic technology solutions for libraries, announced today the appointments of Gary M. Rautenstrauch, a longtime corporate leader in the library community, and Douglas R. Maughan, as the company's new chief executive officer and chief financial officer, respectively.

Rautenstrauch will be responsible for all SirsiDynix corporate functions — finance, administration, international operations, product development, customer services, sales and marketing. Rautenstrauch will assume his responsibilities on June 22 and will be in attendance at the American Library Association's Annual Conference, which begins on June 23 in Washington, D.C. Maughan will be responsible for all corporate finance and administration functions, including accounting, finance, legal, human resources and IT support. Maughan will assume his new position on June 25. The two executives will maintain their primary offices at the SirsiDynix facility in Provo, Utah. Rautenstrauch brings to SirsiDynix more than 30 years of corporate experience, including 25 years with vendors developing products and services for the worldwide library community. He held several key management positions at Baker & Taylor, including chief information officer, vice president of operations and chief executive officer. He also previously served as CEO for

Blackwell's Book Services. Rautenstrauch holds an MBA from New York University and a bachelor's degree from the University of Miami in Florida.

"Gary has tremendous operational experience that covers the range of corporate functions," said Martin Taylor, operating principal, Vista Equity Partners, SirsiDynix's investment partner. "The executive-level roles he has held include not only CEO but also chief information officer and vice president of finance. Add to this background Gary's deep understanding of the library space and strong history as a results-driven leader, I am confident that he will be a solid performer at SirsiDynix — making good things happen for the company, its employees and its customers."

Rautenstrauch said, "I look forward to working with the talented team at SirsiDynix and our library partners around the world during this exciting time, as we continue the company's legacy of developing leading products and providing critical services that help make libraries successful."

Commenting on Maughan's appointment, Taylor stated, "Doug is a seasoned finance executive with a great track record of partnering with other members of his executive management team."

## TumbleBooks Library

The TumbleBook Library is an online collection of animated, talking picture books which teach young children the joys of reading in a format they'll love. Last month we posted a trial to this service and the response was very positive, so the SAILS directors approved the one year subscription to this service. The service will begin July 1st. There is unlimited access for all of our libraries—public & schools.

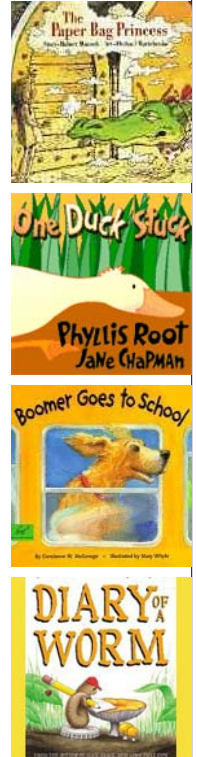
Tumblebooks has created logins for all the libraries who wish to offer in-library access to the collection. These are animated Flash files and can chew up bandwidth, so as with Overdrive, the service is being promoted for home use. They are also providing us with links to put on your web pages. SAILS will put a link on our public site and within iBistro, for people who log in. We will also put a link on the databases page.

Some quotes from the survey:

“My daughter really enjoys listening to the books, when we go to the library we usually don't get to take our time and really look through all the books, this is a good way for her to look at and listen to many different titles that she otherwise may not have.”

“Tumblebooks allows patrons the option of having storytime at any time! This product enhances current library services by offering an on-line component of literacy building activities. It feels like the program is partnering with libraries in developing and or maintain children's literacy skills. Well done!”

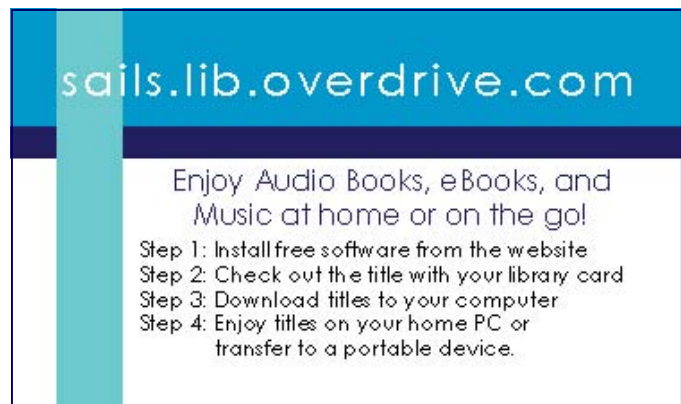
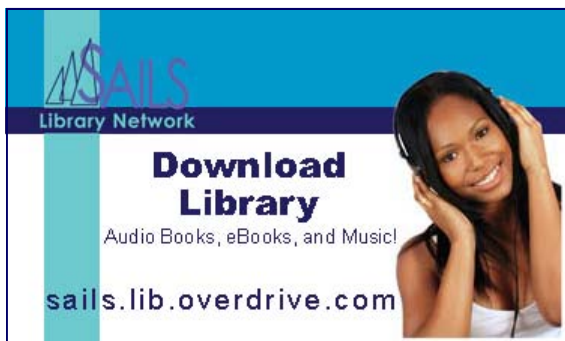
“I think it is another great way to get children to read. I like the idea of being able to record and email to the grandparents.”



## Overdrive Promo Materials—Coming Soon!

Overdrive has generously created a slew of promotional materials for use in your libraries and is donating \$500 in printing of these materials. After a few changes to the wording, the Overdrive Committee finalized the proofs and we're now awaiting the ordering and printing. We will be ordering business cards (because they're the size of business cards), tri-fold brochures, mini-flyers, and shelf talkers. All of these products look very “retail” and will appeal to a wide variety of your customers. Below is the business card, which can given out at the front desk. The shelf talkers are designed to sit on your audio book shelves, to tell people that they can also go online to download audio books, eBooks and music.

We hope this will increase awareness of this great resource and assist library staff in explaining the service and how it works.



Another way we are trying to promote this service is to have SAILS come out to do onsite training for you and your staff. We will be happy to schedule a visit to go over the service, show how to install the software, download audio books, answer questions, and allow time to play. If anyone is interested, please email [eservices@sailsinc.org](mailto:eservices@sailsinc.org) and we will get together with the library director to organize a time.

If you want to check out a great tool on your own, be sure to take the Digital Media Guided Tour, available off the SAILS Digital Library or at: <http://www.overdrive.com/products/dlr/tour/>.

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## Upcoming Training & Meetings

### Upcoming Training

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

### Upcoming Meetings & Events

#### *SAILS Annual Meeting*

07/18/2007

10 am to noon, SAILS Meeting Room

### **Exec, Director's Report**, continued from page 1

operate at maximum efficiency.

In July all public libraries will be receiving the data they need to fill out the ARIS reports. We will also be sending out a final report of services received to every member library. This report will include a summary of the value of the services the network provided. We will be including pertinent statistics in our 2007 Annual report that we will make available to all members. Based on the numbers of library visits and help desk calls through the end of May, I expect that this year will be the busiest experienced by the network.

## SAILS Network Statistics

FY06-07 Overview	June '07	May '07	April '07	March '07	Feb '07	Jan '07	Total FY07
Total Intranetwork Loans	64,501	59,434	56,905	68,449	59,306	62,515	710,176
Total Items Circulated	320,163	351,803	361,106	412,832	362,964	421,959	4,443,550
OverDrive Circulation	439	623	666	618	590	661	6,918
VirtCat Items Borrowed	1,089	1,194	1,105	1,319	1,258	1,364	14,184
VirtCat Items Loaned	541	602	566	696	638	581	6,843
Cataloging Requests	NA	2,677	2,290	2,606	2,361	2,399	28,910
WebDewey Sessions	NA	107	127		112	124	1,158
MARC Records Added	NA	3,799	3,823	3,608	3,701	3,408	42,314
Patrons Added	3,026	2,838	2,680	2,726	2,593	2,814	39,726
Holds	46,387	43,965	45,565	51,666	45,365	51,356	536,085
Total MARC	983,171	980,734	978,287	976,662	974,631	972,186	
Total Holdings	NA	3,466,358	3,460,153	3,449,406	3,443,737	546,498	
Total Patron	NA	449,348	552,148				
Total Uptime	97.36	99.98	99.98	99.23	99.2	99.72	98%