

## Executive Director's Report

As FY09 draws to a close the network staff is focusing on preparations for FY10. Many projects we began in the spring will be continuing into next year.

Now that the 9XX functionality is working successfully with iPages for six libraries in the network, we are planning to extend it to as many libraries as possible. This does not require that a library use all the features of acquisitions but we have found it reduces the time needed to place orders and enter cataloging requests into the system. We have also been working with our K-12 members in downloading records from Baker & Taylor, Bound to Stay Bound, Follett and Ingram so that when they place orders for preprocessed materials the records with the item barcode, call number, item type, default home location and default item category 1 can be loaded by SAILS. We will continue our efforts to explore as many avenues as possible to streamline technical services activities.

Last month SAILS purchased donated software from Tech Soup. We purchased additional licenses of Office 2007 professional, Windows server version 2003 enterprise edition, and a subscription to Ready Talk which is web based training and conferencing. In total the network received \$26,500 in software for \$1,100. Also through TechSoup we continue to subscribe to Click Time electronic timesheet service for a cost of \$5 per employee - the standard cost for the same service is \$22 per employee. We purchased shopper cards from a new vendor which cost 10 cents less per card than we have paid in the past. We are in the process of negotiating with our vendors for office supplies for new pricing as well. We realize that FY10 and FY11 are going to be difficult financially for both the network and our members and we are taking steps to ensure our costs are as low as possible.

Jorj in PC Support has been extremely busy installing new computers. Over the past 3 months we have received orders for more than 20 computers either because libraries have received funding through the Gates Foundation or have yearend capital funds that must be expended. Orders for new computers continue to come in so we expect that his focus will be on deploying new equipment and repurposing old computers at least through the end of July.

Final negotiations are taking place with the software company that will be working with SAILS on the SoPAC user discovery interface. SAILS staff has submitted a list of critical functions that must be present before we go live with the new platform. A final contract should be ready for signing in early July. A beta product may be ready for review in September.

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## WMA Audio Books Now Work on Apple® Devices!

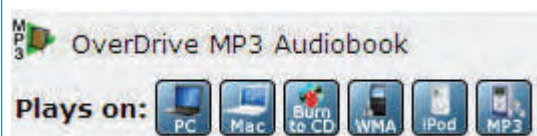
OverDrive Media Console v3.2 is available! - Upgrade today!

Transfer many WMA Audiobooks to Apple® devices such as the iPod®, iPhone™, and iPod touch®! There are actually over 1000 titles currently available that are compatible with Apple® products. You can also send MP3 Audiobooks to the iTunes® Library with transfer wizard.

This works on Windows only. Upgrade your software from <http://sails.lib.overdrive.com>

The SAILS Overdrive site has been updated with an active iPod icon if the .WMA formatted title will play on it. It is grayed out if it won't play on Apple devices.

Look on the hit list for the various types of formats and compatibility.



Hover over an icon for more detailed information.



We will be purchasing another subscription of 25 always available titles in a few months, especially now that they will play on iPods, etc.

## Executive Director's Report-Con't

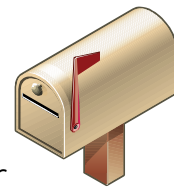
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With one exception all of our K-12 members are closed during the summer. In June we have been working with the schools to provide them with the reports and data needed to close their collections for the summer. Several schools have expressed an interest in loading student data in the fall from their school databases and we will be testing that process over the summer.

A new release is going to be available from SirsiDynix in mid-July. SAILS will not be installing the release until late fall at the earliest. The network will be installing at least one more patch cluster before then that should fix some display issues we have.

The first 2 weeks of July every library will receive a value of service letter from the network. Each letter will be customized to reflect how the library has used SAILS services and the dollar value of the services received. We will also be sending out FY10 annual assessments, network agreements and FY11 Erate Letter of Agency forms (where appropriate). End of year statistics will be ready and distributed no later than July 22. Based on a preliminary review usage of network service has increased since FY08 –a trend we have seen over the past 5 years.

## Book by Mail



In the June edition of ALA TechSource there is an article by Tom Peters about a book by mail for-profit service called BookSwim. This is similar to NetFlix in that it is a pay for service. Basically there is more competition in the book market. Bookswim ([www.bookswim.com](http://www.bookswim.com)) has various plans depending on how many books a customer wants out at a time. These range from \$14.99/month (two books at a time) to \$39.94/month (11 books at a time). For all the plans you need to return a minimum number of titles at a time, though shipping is included.

On the BookSwim site, they have an FAQ, one of which asks, "Why not JUST go to the library?" Answer, "Libraries are terrific community meeting centers for arts, research, entertainment and so much more. If your nearest library is close to home, is open when you're available and has enough popular titles in stock to keep you off the waiting list and knee-deep in new releases, BookSwim encourages you to frequent your local libraries as often as possible. Just don't forget to renew to avoid late fees!"

As you can probably tell, they don't want to speak poorly of libraries but are quick to point out some of the drawbacks. For those of you who have room to be flexible, remember that SAILS does have a SurveyMonkey subscription you can use to ask your town's people what hours they wish you were open. Several libraries have already used this service to help them plan their hours. Another tool you can use is Director's Station. Either on your own, or with help from SAILS, design a report that shows circulation by hour or day. You can also use Director's Station to see the top titles on hold that were placed by your patrons or have your library as the pickup location.

Other libraries do offer a "books by mail" service. I wasn't able to find any that don't currently charge for the service. The old program from Fort Vancouver Regional Library District in Vancouver, WA, used to be available for everyone to use. Patrons were responsible for shipping charges to return books, so many opted to return them to a library. The current program is only available to patrons who qualify due to mobility issues. Their website states, "Due to significant revenue reductions and budget cuts, we are mailing books only to a limited category of eligible cardholders, effective April 1, 2009. We hope that the cutbacks -- along with eligible cardholders' considerate and careful use of continued mail service -- will help us stay within budget constraints with no further restrictions needed."

The Multnomah County Library in Multnomah County, OR, program is open to anyone. "Shipping costs \$2 per item, unless you are an eligible homebound patron who has registered with Library Outreach Services." Patrons select the "mail" option when placing a hold. The library ships the item, including videos, and includes a payment envelope to pay for shipping or patrons can charge the shipping to their library card. To return items, they can either pay to ship back to the library or return it to any library in their system. At the Contra Costa County Library there is a \$3.00 per item charge. The charge is added to the patron's library account when the item is mailed. A notice is included in the package with the item. There is an additional \$5.00 charge if the mail bag is not returned.

In our next patron survey we will be sure to ask if this is a service that is highly desirable. The system can handle mailing items, but the problem is always the management of the finances. Basically who is going to pay for the shipping, how much, and who gets the money.

## Save \$\$ and Help the Environment Too!

With a little brainstorming, libraries are finding more ways to go green. Take, for example, Bucknell University's Library and IT department staff, who presented their home grown initiatives at the mid-June SNRG ("Synergy") conference of the SirsiDynix Northeast Regional Users Group at Penn State, attended by member services librarian Bob Demanche.

From simple solutions, such as turning off computers, printers, and copiers at night to installing motion sensor lights, Bucknell is saving money and helping the environment. The university's Bill Burkholder and Monna Rarig presented staff suggestions, some of which your library may already use: setting your printer default setting to double sided; recycling newspapers, replacing ballasts in overhead lighting with energy efficient ballasts; cutting down on paper handouts for library instructions classes, and using recycled paper for printers and copiers. Burkholder and Rarig point to one simple example: replacing five 75-watt incandescent light bulbs with 25-watt ENERGY STAR bulbs provides the same amount of light while using less energy and saving \$60 annually.

Here at SAILS, among other efficiency efforts, we create almost all custom reports on Director's Station. We email the results as an Excel spreadsheet to member libraries instead of using WorkFlows and our large, energy consuming IBM printer. Although you might print out these reports, printing even single sided copies of a weeding report, for example, results in using less paper compared to the old SAILS greenbar paper. You also have the advantages of reorganizing the Excel data before printing and of keeping the results for future use. The Director's Station reports arrive at your computer, often within an hour, cutting down on delivery and handling time by a day or two, and reducing the amount of material sent in delivery.

When it comes to paper, you can determine the environmental impact of different types across their full lifecycle by using the Paper Calculator at <http://www.edf.org/papercalculator/>. For more information on green support organizations and documents and reports, check out Bucknell's Greening Initiative links page at <http://www.bucknell.edu/x32963.xml>. Another site: Green Libraries <http://www.greenlibraries.org/>.



## Overdrive Activity for June

164

Number of  
new patrons

1,195

Number of checkout

32% increase from last June

56

Number of  
titles  
purchased

*Absolute Certainty*—most  
popular *WMA* audiobook

*Body Parts*—most popular  
*MP3* audiobook

79

Checkouts by Attleboro—#1  
circulating library

58

Checkouts from #2 circulating  
library

Several YA titles have recently been purchased, including:

- Fever 1793 & Speak by Laurie Halse Anderson
- Prom Nights from Hell by Meg Cabot
- In Cold Blood by Truman Capote (summer reading list)
- L.A. Candy by Lauren Conrad
- Once Dead, Twice Shy Madison Avery Series, Book 1 by Kim Harrison
- Nightfall Vampire Diaries: The Return Series, Book 1 by L. J. Smith
- Stargirl by Jerry Spinelli
- Night by Elie Wiesel



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## Network Statistics

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### Upcoming Events

- 7/3/2009 SAILS Office Closed  
 July 4th observance
- 7/8/2009 SAILS Annual Meeting  
 10 am to noon, SAILS

Detailed descriptions and workshop registration information, are available on the [SAILS website](#)

	May '08	May '09	Total FY'09
Total Intranetwork Loans	61,233	54,751	649,493
Total Items Circulated	361,374	366,976	4,179,395
OverDrive Circulation	874	1,195	11,742
Tumblebooks	2,530	3,860	33,293
VirtCat Items Borrowed	1,135	1,076	12,472
VirtCat Items Loaned	578	483	6,196
Cataloging Requests	4,571	4,314	47,930
WebDewey Sessions	118	107	1,095
MARC Records Added	39,194	3,820	45,437
Patrons Added	2,707	2,428	40,673
Patron placed holds	47,349	47,089	536,402
Total MARC	1,039,784	1,070,735	
Total Holdings	3,555,105	3,478,880	
Total Patron	417,174	438,889	
Total Uptime	99.99	99.27	

## July 2009

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	