



The CHARLESTON REPORT

Business Insights into the Library Market

MARCH / APRIL 2010

VOLUME 14, NO. 5

Libraries on the Move

More than 65,000 19th-century works of fiction from the British Library's collection will be available this spring for free downloads thanks to Microsoft funding of the library's e-book publishing project. Users will also be able to order printed copies from Amazon. Both the onscreen and paperback versions will mimic the frequently rare 19th-century editions in the library's collection, including their typeface and illustrations. *Times Online*, February 7, 2010, http://entertainment.timesonline.co.uk/toll/arts_and_entertainment/books/article7017899.ece.

Reading: Harvard Views of Readers, Readership, and Reading History, developed by Harvard's Open Collections Program with support from the Arcadia Fund, is an online exploration of the intellectual, cultural, and political history of reading as reflected in the historical holdings of the Harvard Libraries. The collection includes 1,200 books and manuscripts — comprising more than 250,000 Web-accessible pages. Visit the collection at <http://ocp.hul.harvard.edu/reading>. *Press Release*, March 1, 2010, http://hul.harvard.edu/news/2010_0301.html.

Oregon State University is loaning out Amazon Kindle electronic readers stocked with the latest in popular books. Students and faculty sign up to use a Kindle, then buy up to \$20 in e-books to read when it's their turn to borrow the device. Oregon State covers these costs, and the electronic books remain as part of the library's e-book collection. The e-book loaner program will cost the university about \$2,000 this year; the school pays for the program with "gift money" donated to Valley Library. The program began in November 2009 with six Kindles and demand led to the purchase of 12 more Kindles in February. *eCampus News*, March 1, 2010, <http://www.ecampusnews.com/2010/03/01/university-library-sees-demand-for-kindles-soar>.

The University of Michigan has developed the PictureIt Rare Book Reader, a Web-based animation program that gives users the sensation of turning the pages of digitized rare materials that would be otherwise difficult to view or obtain. Volume 1 of John James Audubon's *Birds of America* was selected as the inaugural PictureIt book. To view *Birds of America*, go to http://www.lib.umich.edu/pictureit/audubon_volume1.html. *Press Release*, March 9, 2010, <http://www.lib.umich.edu/news/pictureit-rare-book-reader>.

continued on page 2

Observations from the 2010 SSP Librarian Focus Group

*... Reported by Barry Davis, The Sheridan Group
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The 6th Annual Society for Scholarly Publishing (SSP) Librarian Focus Group was held in Washington, DC on February 2, 2010. A panel of six librarians — representing different institutions, roles, and library types — addressed a broad range of pre-established library issues for the SSP member audience.

Topics included budgets, conversion from print to electronic resources, eBooks, institutional repositories, Open Access, changes in how patrons access content, and the "library of the future."

Last year's meeting was replete with ominous warnings of draconian budget reductions affecting journal subscriptions and group discussion regarding threats to existing publishing models. From the perspective of those working in the STM journal publishing marketplace, this year's Focus Group was notable for the number of panelist comments that reflected comparative stability rather than impending upheaval.

For example:

- The entire panel agreed that Open Access is not a factor in collections development at this time.
- There were multiple references to "flat" budgets, but no projections of dramatic reductions.
- One librarian reported that serials were spared from recent cost reduction efforts.

(It should be noted that all librarians described fiscal challenges associated with their libraries and affiliated institutions. The comments were simply less alarming when compared to 2009.)

Panelists described enhanced focus on usage statistics, strong preference for electronic resources over print in most subject areas, the need to provide access to content on readers' smartphones, and more frequent use of document delivery. The publishing professionals in attendance were encouraged to provide all supplemental materials, data sets, etc. to ensure the journal of record is reflected in the document delivery purchase/interlibrary loan deliverable.

Several librarians described a dependence on grants for collection development. "Help us get donors," was the response to the question, "What can publishers do to help librarians?" It was observed that if publishers could help librarians secure funding; there would be a link to the retention of journal subscriptions.

Looking ahead, the panelists predicted that the "library of the future" will need to re-calibrate to serve a generation that will no longer be textually oriented, provide access to resources that re-define the term "search," and perhaps trend away from staff with MLS credentials.

Libraries on the Move *from page 1*

Google announced an agreement with the Italian Ministry of Cultural Heritage to work with the National Libraries of Florence and Rome to digitize up to one million out-of-copyright works. The libraries will select the works to be digitized from their collections, which include a wealth of rare historical books, including scientific works, literature from the period of the founding of Italy and the works of Italy's most famous poets and writers. This is Google's first venture with Italian libraries. *Google Blog*, March 10, 2010, <http://googleblog.blogspot.com/2010/03/digital-renaissance-partnering-with.html>.

Harvard and MIT have opened large parts of their library collections to undergraduates at both schools in a new partnership. Harvard students will be able to access MIT libraries including the school's expansive engineering collection, while MIT students will have access to most of Harvard College Library. HCL, which manages the circulation of over 11 million items, is the largest unit within Harvard's library system. The collaboration, a 14-month pilot program, comes as Harvard is reexamining its current library structure and looking to increase access to materials not found in the University's own libraries. *The Harvard Crimson*, April 6, 2010, <http://www.thecrimson.com/article/2010/4/6/library-access-harvard-students/>.

Check These Out

Ranking Web of World Universities: 2010 edition, <http://www.Webometrics.info/>.

The Institute of Museum and Library Services (IMLS) has created *UpNext: The Future of Museums and Libraries Wiki* to help invent the future of museums and libraries. IMLS's first-ever wiki is a platform where individuals inside and outside of museums, libraries, and related fields can discuss, dissect, expand, and inform the issues outlined in the *Future of Museums and Libraries: A Discussion Guide* <<http://www.imls.gov/pdf/DiscussionGuide.pdf>>. IMLS will use the knowledge shared in the wiki to help shape the agency's strategic plan, research directions, publications, convenings, and grant making. To participate in the wiki, go to <http://imlsupnext.wikispaces.com>.

The Charleston Report, Business Insights into the Library Market is published six times a year by The Charleston Co., 6180 East Warren Avenue, Denver, CO 80222. Subscription price per year is \$155 (U.S.) and \$170 (outside the U.S.). FAX: 303-282-9743.

The Charleston Report is written for publishers, vendors, product developers, merchandisers, and wholesalers who are interested in expanding their library market. Readers will gain insights in effective marketing to libraries, early alerts to library trends, access to library leaders' future plans, library budget projections, library strategic plans, technology directions, and publications needs.

For comments and contributions, contact Laura Barfield, <barfieldlaura@gmail.com>, Editorial Offices, 6180 East Warren Avenue, Denver, CO 80222. 303-282-9706, FAX 303-282-9743, (c) Copyright 2010, The Charleston Co. All rights reserved. ISSN 1091-1863.

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Chief Financial Officer: Rebecca T. Lenzini

Publisher: The Charleston Co.

Graphic Design: Toni Nix • Masthead Design: Jack Thames

By the Numbers

174 million...Total number of book records found in bibliographic records in the world. *Electronic Frontier Foundation*, February 19, 2010, <https://www.eff.org/deeplinks/2010/02/google-book-search-settlement-updating-numbers>.

<2%...The percentage of all books sold in 2009 that were e-books, according to Bowker. *NYTimes.com*, February 27, 2010, <http://www.nytimes.com/2010/02/28/business/economy/28count.html?ref=todayspa>.

10...The number of digits of information needed to label uniquely each human being on the planet. *BBC*, March 9, 2010, http://www.bbc.co.uk/blogs/thereporters/maggieshiels/2010/03/the_end_of_anonymity.html.

+1.9%...The 2010 growth forecast in ad spending on print magazines. *Folio*, March 9, 2010, <http://www.foliomag.com/2010/print-magazine-advertising-grow-2010-despite-popularity-online>.

63.2%...The percentage of scholarly book publishers that publish e-books in one way or another, with the average across all publishers at just 9.4%. Two-thirds of publishers have retro-digitized their backlists. *Press Release*, March 18, 2010, http://www.alpsp.org/ngen_public/default.asp?ID=201.

1.8%...The decrease in U.S. book sales in 2009. *Press Release*, April 7, 2010, http://www.publishers.org/main/PressCenter/Archives/2010_April/BookSalesEstimatedat23.9Billionin2009.htm.

Did You Know?

The U.S. Federal Communications Commission will seek to bring Internet speeds of 1 gigabit per second by 2020 to community institutions such as schools and government buildings. *Reuters*, March 4, 2010, <http://www.reuters.com/article/idUSTRE6233NJ20100304>.

OCLC and Gale have signed an agreement to index Gale's flagship full-text periodical databases in WorldCat Local to provide single-search access to users who subscribe to both services. The agreement calls for OCLC to centrally index the metadata of Gale's Academic OneFile and General OneFile databases to provide WorldCat Local users a direct link to the abstracts and articles in these resources. The two databases contain some 100 million records. *Press Release*, March 12, 2010, <http://www.oclc.org/us/en/news/releases/2010/201014.htm>.

The top three potential University services that students would most like to see available from their mobile phones would be course information, exam and course timetables, and PC availability in Open Access Labs. Mobile Services 2010 survey, http://www.projects.ed.ac.uk/areas/itservices/integrated/ITS045/Other_documents/MobileSurvey2010.shtml.

The Internet Archive <http://www.archive.org> announced the release of its two millionth free digital text, *Homiliary on Gospels from Easter to first Sunday of Advent*. The Internet Archive has been scanning books and making them freely available for researchers, historians, scholars, people with disabilities, and the public since 2005. *Internet Archive Forum*, March 31, 2010, <http://www.archive.org/iathreads/post-view.php?id=300273>.

Highlights from the 12th Fiesole Collection Development Retreat

The 12th Fiesole Collection Development Retreat was held April 8-10, 2010 at the Central Library of K.U. Leuven in Leuven, Belgium. K.U.Leuven is the oldest university in Belgium, founded in 1425; its Central Library has a dramatic history — destroyed in WWI, it was rebuilt in part with support from libraries across the U.S. and then was burned again during WWII. A fitting setting for our international gathering which brought together participants from the U.S., from across the UK and Europe, and even several from Australasia and the Middle East to consider the theme “Reinventing Collections: Challenging Our Assumptions.”

With thanks to Derek Law, Closing Speaker for the Retreat, following are just a few quotes which give a flavor of the highlights of the meeting’s excellent papers and presentations:

“Elsevier is an aberration.” Opening Keynoter Arnoud de Kemp, reminding the audience that most of the world’s 100,000 journal publishers are not commercial and publish only two titles. “There is no diploma for being a publisher.”

“How to preserve the digital heritage is one of our biggest challenges. There is little harmony or synchronization.” de Kemp, referring to the new OCLC/NSA Blue Ribbon Task Force Report issued in March 2010.

“Working together is key.” Elizabeth Chapman, London School of Economics and Political Science.

“We do not expect to get back to where we were anytime soon.” Charles Lowry, ARL, reporting on a survey of his members and noting “back to where we were” means returning to 2007 funding levels. Lowry also noted that “The current economic crisis is speeding up changes that would have occurred anyway.”

“Scholars are not clear about the rewards of the new Open Access models and other approaches. Most researchers are not blogging. Researchers will publish works in progress within a private network, but not on the open Web.” Michael Jubb, Research Information Network (RIN).

“If we have moved to the digital environment but have not added value, then we have only added costs to publishing.” David Worlock, Outsell Leadership Programs.

“Discoverability is key. Adding Springer records to the library catalog increased usage dramatically. Users did not find the information when it was solely in SpringerLink,” Jim Mouw, University of Chicago.

“We know huge amounts about what users do and how they behave, but we lack any serious attempt to synthesize this data.” Derek Law, University of Strathclyde.

“With the impact factor, we are using data that is 7 years old. We need reading maps versus citation maps.” Johan Bollen, MESUR Project, University of Indiana.

“If your users don’t want it, don’t make it.” Claire Warwick, UCL, referring to surveys of Humanities Scholars and their requirements in the digital age.

“The learning center is an evolution of the library designed around the needs of the students and not the needs of the collection,” Mel Collier, K.U.Leuven.

“Information should be discoverable by a navigation system like GPS. This should be the model for information access in the future.” deKemp.

For the complete Program and List of Speakers, as well as all papers and powerpoints from the 12th Fiesole Retreat, logon to the Fiesole Retreat Repository, <http://digital.casalini.it/retreat/>.

E-book Bits and Bytes

DynamicBooks, a new subsidiary of Macmillan, unveiled a new digital publishing platform that allows instructors to freely customize and modify textbooks. Once instructors “publish” their custom book, students can choose to purchase either a fully featured digital text or a printed version of the new book. The digital textbook package includes online access; a downloadable version; and an iPhone application. The instructor will copyright all original content and original multimedia additions. DynamicBooks will be available for purchase at the DynamicBooks Website and college bookstores August 1st. *Business Wire*, February 22, 2010, http://www.businesswire.com/portal/site/home/permalink/?ndmViewId=news_view&newsId=20100222006373&newsLang=en.

The Authors Guild has begun sending notices to its members advising them to carefully review letters that have been sent by Random House and HarperCollins seeking amendments to contracts regarding e-book rights that would lock in royalty rates at 25% of net receipts. The Guild notes that it believes 25% of net receipts is too low and should be closer to a 50/50 split. *Publishers Weekly*, March 19, 2010, http://www.publishersweekly.com/article/453656-Authors_Guild_Warns_Again_on_e_Book_Royalties.php?rssid=20796.

The tipping point for digital reading is 18 months away and publishers should prepare by starting a parallel business to their print one, according to media futurist Gerd Leonhard, who was speaking to an audience of publishing CEOs and digital directors at Books 2.0, a London event organized by business law firm Olswang. If publishers do not prepare, said Leonhard, then venture capital-backed start-ups “will eat your lunch. This is not going to be linear and gradual. Once people have the devices, it will flick the switch. I’m not saying that publishers will become redundant — the opposite is true! It creates more pressure, you’ll need more people, but you may need fewer buildings or trucks.” *TheBookseller.com*, March 23, 2010, <http://www.the-bookseller.com/news/114921-digital-reading-tipping-point.html.rss>.

E-books overtook audiobooks in 2009 with sales reaching \$313 million in 2009, up 176.6%. *Press Release*, April 7, 2010, http://www.publishers.org/main/PressCenter/Archives/2010_April/BookSales_Estimatedat23.9Billionin2009.htm.

Mark Your Calendars

SSP 32nd Annual Meeting: A Golden Opportunity: A Shared Vision for Publishers, Librarians and Users, June 2-4, 2010, San Francisco, CA, https://www.sspnet.org/Events/Meetings_and_Seminars/2010_Annual_Meeting_Information/page.aspx.

NASIG 25th Annual Conference: An Oasis in Shifting Sands, June 3-6, Palm Springs, CA, http://www.nasig.org/conference_registration.cfm.

101st SLA (Special Libraries Association) Annual Conference & INFO-EXPO, June 13-16, New Orleans, LA, <http://s36.a2zinc.net/clients/sla/sla2010/public/enter.aspx>.

AAUP (Association of American University Presses) 2010 Annual Meeting, June 17-20, Salt Lake City, UT, <http://aaupnet.org/>.

American Library Association 2010 Annual Conference, June 24-29, Washington, DC, <http://library2.usask.ca/~dworacze/CONF.HTM>.

The 39th LIBER (Association of European Research Libraries) Annual General Conference: Re-Inventing the Library. The Challenges of the New Information Environment, June 29-July 2, Aarhus, Denmark, <http://www.statsbiblioteket.dk/liber2010>.

TCR Quotes

“Can OA be successful? Yep. Is it successful today? Somewhat. Is it supplanting established publications? For the most part, no. It’s one thing to set up a competent system for publishing something, another to create the aura of an established brand and all that goes with it.” Joe Esposito, *post to liblicense-l listserv*, March 1, 2010.

“Now is the time for publishers and libraries to sit down together and develop new models for working together in the e-book economy. [Publishing executives] ... need to better understand the ways that they can benefit from working with libraries on e-book business models. Libraries need to recognize the need for change and work with publishers to build mutually beneficial business models that don’t pretend that e-books are the same as print.” Eric Hellman, *Go to Hellman* blog, March 10, 2010.

Joe Esposito: “For consumer publishers, ‘libraries’ almost always and exclusively means ‘public libraries.’ Academic libraries are not on the radar screen.” Rick Anderson: “For exactly this reason, maybe a handful of academic libraries would be the perfect place to experiment with some bold e-book access models — risk could be kept within manageable levels while the experiments are conducted. I know my library would welcome the opportunity to talk with publishers about this kind of experimentation.” Discussion posted to *liblicense-l listserv*, March 25, 2010.

HighWire Press 2009 Librarian e-book Survey

In the fall of 2009, HighWire Press invited librarians to participate in a survey on attitudes and practices related to e-books. One hundred thirty-eight librarians from 13 countries responded to the survey. Sixty-two percent of participants work in graduate/professional or undergraduate academic institutions, and participants represent a variety of roles in libraries, including reference, instruction, technical services, acquisitions, serials, digital resource management, and administration. Participants predict significant growth in library e-book budgets in the next five years. Most participants work in libraries that have large budgets for digital resources, with 79 (59%) reporting that their budgets are greater than \$250,000. However, in most cases a small percentage of this is currently spent on e-books, with 60 participants (44%) indicating that their library owns or subscribes to 10,000 or fewer e-books. To read the full report, go to <http://highwire.stanford.edu/PR/HighWireE-bookSurvey2010.pdf>.

Must Reads

Assessing the Future Landscape of Scholarly Communication: An Exploration of Faculty Values and Needs in Seven Disciplines, Diane Harley et al., January 2010, http://escholarship.org/uc/cshe_fsc.

“10 sages read the future of print,” *CNNMoney.com*, February 10, 2010, http://money.cnn.com/galleries/2010/fortune/1002/gallery.future_reading.fortune/index.html.

Short Takes

UKSG (United Kingdom Serials Group) has added six new chapters as well as two updated ones to *The E-Resources Management Handbook*, its Open-Access guide to the practical aspects of working with e-resources. *The Handbook* comprises 27 chapters on topics such as licensing, archiving, marketing, and ERM systems. The new chapters include: “Peer review”; “A beginner’s guide to working with vendors”; “E-resource management and the Semantic Web”; “How to survive as a new serialist”; “COUNTER: current developments and future plans”; and “Cancellation workflow.” The updated chapters are “New resource discovery mechanisms” and “Usage statistics and online behavior.” *Press Release*, March 8, 2010, <http://www.uksg.org/news/ermhmar10>.

C-Span has uploaded its video archives to the Internet. The archives, at *C-SpanVideo.org*, cover 23 years of history and five presidential administrations. *The New York Times*, March 15, 2010, <http://www.nytimes.com/2010/03/16/arts/television/16cspan.html?ref=us>.

The American Society of Media Photographers and other groups representing visual artists plan to file a class-action lawsuit against Google, asserting that the company’s efforts to digitize millions of books from libraries amount to large-scale infringement of their copyrights. Other Groups joining the class action include the Graphic Artists Guild, the North American Nature Photography Association, and the Professional Photographers of America, as well as individual photographers and illustrators. Unlike the suit by authors and publishers, which focused largely on Google’s scanning of books from libraries, the suit from the photographers and graphic artists includes Google’s “partner program,” under which some publishers allow Google to include their books in the company’s book search service. The new suit claims the program fails to compensate visual artists adequately for the use of their work. *The New York Times*, April 6, 2010, <http://www.nytimes.com/2010/04/07/technology/07google.html>.