Publisher Profile: Sustainable Collection Services

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circulated since 1990. Third, most low-use titles are securely archived and readily accessible elsewhere. All that’s needed is the tool that pulls this information together.

Most libraries can also benefit from help with data management. It can be difficult and time-consuming to normalize bibliographic data for comparisons with external sources. Circulation data poses its own challenges, because it is inherently non-standard. Even libraries that have the necessary expertise don’t always have enough time to pursue collection analysis. A vendor such as SCS can provide some of that capacity.

**ATG:** Many librarians have spent their careers building print collections. How do you convince them that the need to deselect is paramount?

**RL/RF:** Librarians are always deselecting, whether they realize it or not. No library buys everything that is published. Selection and deselection are the same activity. The choices that built those print collections involved “discard” of thousands of other titles that might have been added. At point of selection, librarians are attempting to judge which books will be used by their community — but without any data. At point of deselection, there is actually better data — a track record of circulation and sometimes in-house use. Deselection decisions are actually clearer than selection decisions. That doesn’t mean it’s easier, though. It’s much harder to remove a book from the shelf than it is to ignore a publication announcement. But it’s really the same intellectual activity, with the same effect on users. As Lizanne Payne likes to say, we shouldn’t advantage older titles over newer titles just because they’re already on the shelf.

**ATG:** Is there an overall strategy that you try and get your clients to adopt as they tackle the deselection of their collections? What about issues of marketing the new changes to faculty? Do you recommend faculty involvement?

**RL/RF:** Our emphasis is on data and library-defined rules. Very few libraries have the staff capacity to support title-by-title deselection. We’re trying to provide a flexible and intelligent batch approach to a very time-intensive process. We assemble data on age, local usage, subject, location holdings in other libraries, presence in libraries that have substantial investments in large onsite print collections. Libraries need to tackle this situation before the Provosts and Chief Financial Officers come calling. The cost of deselection is significant: data analysis, decision-making, communication, record maintenance, and materials movement. Collaboration imposes another layer of costs, but action in a collective context is really the only way to make responsible progress. And the benefits of shared print are compelling, not just to the scholarly record, but to participating libraries. Just look at Constance Malpas’ projections in the OCLC report on Cloud-sourcing Research Collections. She estimates that the median ARL library would realize 45,000 square feet in space savings and $500,000-$2 million in annual cost avoidance. That’s worth some effort. And think of what else might be done with that space — all without risk to the integrity of the collection.

**ATG:** During ALA Midwinter, OCLC issued a press release announcing a ‘strategic partnership’ with SCS. What does that partnership entail?

**RL/RF:** For some time, OCLC has been talking about opening up WorldCat data for libraries and other partners. Their recently-announced WorldShare platform gives third-party partners improved access to its Web services

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**Sustainable Collection Services LLC**

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**Website:** [www.sustainablecollections.com](http://www.sustainablecollections.com)

**AFFILIATED COMPANIES:** R2 Consulting LLC

**FOUNDERS/PARTNERS:** Rick Lugg, Ruth Fischer, Andy Breeding, Eric Redman.

**KEY PRODUCTS AND SERVICES:** SCS offers decision-support systems and data services for rules-based deselection of print monographs. The firm also provides consulting related to the managed drawdown of print monograph collections, shared print archival projects, offsite storage, and deselection workflows.

**CORE MARKETS/CLIENTELE:** Academic libraries.

**NUMBER OF EMPLOYEES:** 4

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**Interview — R. Lugg and R. Fischer**

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**Managing down print collections is really just another kind of stewardship. We need to move excess copies out of the system, so we can support more users in new ways without having to expand our buildings. Users want other things more than they want large onsite print collections. Libraries need to tackle this situation before the Provosts and Chief Financial Officers come calling. The cost of deselection is significant: data analysis, decision-making, communication, record maintenance, and materials movement. Collaboration imposes another layer of costs, but action in a collective context is really the only way to make responsible progress. And the benefits of shared print are compelling, not just to the scholarly record, but to participating libraries. Just look at Constance Malpas’ projections in the OCLC report on Cloud-sourcing Research Collections. She estimates that the median ARL library would realize 45,000 square feet in space savings and $500,000-$2 million in annual cost avoidance. That’s worth some effort. And think of what else might be done with that space — all without risk to the integrity of the collection.

**ATG:** You mentioned in a recent blog post that “As a community, it behooves us to face — even embrace — this situation (the case for deselection, shared print, etc.) How should the library community do that? What are the costs? What are the benefits?**

**RL/RF:** Managing down print collections is really just another kind of stewardship. We need to move excess copies out of the system, so we can support more users in new ways without having to expand our buildings. Users want other things more than they want large onsite print collections. Libraries need to tackle this situation before the Provosts and Chief Financial Officers come calling. The cost of deselection is significant: data analysis, decision-making, communication, record maintenance, and materials movement. Collaboration imposes another layer of costs, but action in a collective context is really the only way to make responsible progress. And the benefits of shared print are compelling, not just to the scholarly record, but to participating libraries. Just look at Constance Malpas’ projections in the OCLC report on Cloud-sourcing Research Collections. She estimates that the median ARL library would realize 45,000 square feet in space savings and $500,000-$2 million in annual cost avoidance. That’s worth some effort. And think of what else might be done with that space — all without risk to the integrity of the collection.

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