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People Profile: Margo Warner Curl

Editor

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and almost all of our public library customers, prefer subscribing, because of its lower budget impact.

We continue to digitize information from our microfilm collection — and other sources — to create and publish new products that will drive revenue growth. We have a virtual treasure of information in our vaults. Our proprietary products have unmatched depth of content that appeal to our existing markets as well as to new ones.

**ProQuest Historical Newspapers** is a good example — the full-run of top national newspapers from their first issue in page-image format. With *The New York Times*, *The Wall Street Journal*, *The Washington Post*, *The Christian Science Monitor*, and *Los Angeles Times*, it's a highly desired product and available only from ProQuest.

**ATG:** Last year I believe you bought SIRS which strengthened you in the K-12 market. Do you have plans to make more acquisitions of companies? Partnerships? What types of companies are you considering would you consider?

**RK:** Our SIRS acquisition enhances our leadership in the K-12 library market and diversifies our offerings with strong topic-specific content. SIRS gives us greater visibility in the libraries that are our current customers and access to libraries that are not already customers. If we are going to continue to lead our industry, we need to acquire companies that will fit well with our current product line and our future plans.

One of our strategies for growth is acquiring other companies for their human talent, content, products and technology. This year, we have aggressive acquisition plans and have already announced our acquisitions of Reading A-Z and Copley Publishing. We have a dedicated team involved in identifying, researching, recommending, and integrating companies that we acquire. We will continue to acquire companies that enhance our leadership position and meet needs for our customers.

**ATG:** You have recently announced partnerships with BePress to digitize dissertations and you are digitizing content in other areas. Can you comment on this? What sells in the library market these days?

**RK:** We continually engage our customers to get their feedback — good and bad. We also bring other parties into the electronic creation of our vast library of content and other content that exists outside of ProQuest. We believe there are many partners we can collaborate with to continue the growth of our material. In doing so, we can work with others to help bring products to market while expanding the possibilities of information access.

**ATG:** Tell us about yourself and your family. What are your passions? What do you like to read?

I have three daughters with a range from a senior in college to a pre-K and a wonderful bride. We engage in numerous activities as a family, and it is my #1 passion. A bike ride in the mountains back east is one of our pleasures. I love reading especially books that provide a break from the business world. I often read the "airplane fast-paced book," such as Harlan Coben, Stephen Frey, and John Grisham. Currently I am finishing a Frey book (I have read all of his). On vacation I read something more robust. I expect to read the Franklin and Churchill bestsellers this summer in between days at the lake and bike riding with my family.