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## People Profile: David S. Moore

Editor

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David S. Moore

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**BORN & LIVED:** Near Ithaca, N.Y.  
**EARLY LIFE:** Not much left for me; see next answer.  
**FAMILY:** Youngest of three boys.  
**EDUCATION:** B.A., History, SUNY Cortland, 1977. MLS, SUNY Albany, 1984.  
**FIRST JOB:** Project Archivist, Brooklyn Historical Society.  
**PROFESSIONAL CAREER AND ACTIVITIES:** Cataloging Coordinator, NYS Newspaper Project, 1987-1995. Tech. Services/Systems Librarian, Schenectady County Community College, 1995-present.  
**IN MY SPARE TIME I LIKE TO:** Play with my five-year old daughter (whether I'd like to or not) and/or renovate my 1850's house, which leaves me no time for golf.  
**FAVORITE BOOKS:** Any on U.S. Civil War.  
**PET PEEVES/WHAT MAKES ME MAD:** Wasted resources, whether library or natural.  
**MOST MEANINGFUL CAREER ACHIEVEMENT:** Finding and cataloging newspaper titles thought previously lost.  
**GOAL I HOPE TO ACHIEVE FIVE YEARS FROM NOW:** A clean desk, if I start now.  
**HOW/WHERE DO I SEE THE INDUSTRY IN FIVE YEARS:** Same place it is now: trying to maintain a relevant place in the education of our youth, only with technologies and applications we don't even know about yet.

**Biz of Acq**  
from page 68

Total circulations were also compiled by selection criteria group and the results were not quite as expected. The "Winners" group did better than expected; the "Instant Collection" titles did poorly. More titles were purchased in the "Losers" group than desired but circulation of the "Librarian's Choice group" was a pleasant surprise and should be a comfort to all right-thinking acquisitions librarians.

**Table 5. Sale Books Summary Circulation by Selection Criteria Group: Circulation Data for First Year on Shelf**

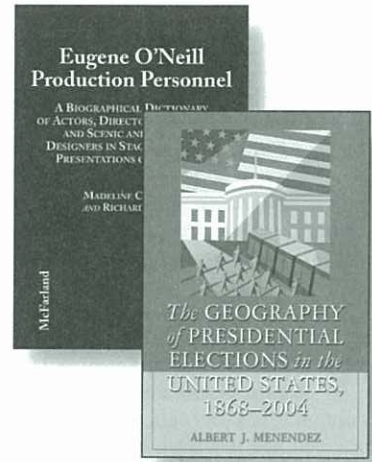
Selection Criteria Group	No. Titles	Circs.	Avg. Circ.
Winners	191	119	62.3%
Instant Collection	79	26	32.9%
Fattening Losers	437	199	45.5%
Librarian's Choice	73	37	50.7%
<b>Totals</b>	<b>780</b>	<b>381</b>	<b>48.8%</b>

**Conclusions**

The results support the hypothesis that desirable titles can be purchased at deep discounts and can circulate at least as well as the rest of the collection. However, this approach should only supplement — not supplant — traditional collection development practices, for the following reasons. First, it is time consuming. Wading through catalogs choked with erotica

and self-help tomes to find a single academic nugget can be a test of any librarian's patience. Second, the overwhelming percentage of the sale titles purchased was selected by one librarian. Only a handful of titles were faculty selections that by happenstance had kicked around long enough to go out of print. Third, the program is not scalable, at least at this library.

*continued on page 70*

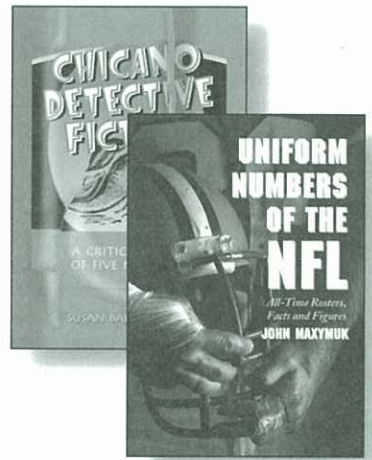


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