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People Profile: Suzanne Kapusta

Editor

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categories in their subject areas in order to gauge the types of books included within each category. Then, they decided which **Select** categories they would specify within the LC ranges for which they were responsible.

Some **Select** categories were set for notification slip coverage, or in some cases, were totally excluded from any coverage at all. For example, the supplementary titles were set to be reviewed as slips across the board; this decision was made based on the budgets remaining within each of the class ranges. If there would not be much money to spend, there would be little point in viewing notification slips for “Non Select” titles that one couldn’t buy. A retrospective could always be done in the future to retrieve titles not purchased at this time, by viewing **GOBI**-generated reports organized by the individual liaisons’ respective fund code(s).

The results were actually quite excellent, with approval plan coverage that was reduced so much that there was room to increase the flow again slightly. So, the next step was to analyze university press firm orders for the past fiscal year, and see what top presses were favored by the liaisons as a whole. **Suzanne** and **Elizabeth** were able to identify about thirty university presses that had high firm order activity. In the fall of 2006, these presses were switched to allow for book coverage from within the established profiles. This allowed the other filters in the profile to work with regard to these presses, such as format, price, geographic region, and other non-subject parameters.

One more cost saving measure that was identified during this process was to fold as many of **Indiana State**’s blanket orders into the approval plan as possible. This was achieved either by adding the publisher to the press list when possible, or writing special instructions into the plan itself. This allowed **ISU** to take advantage of the special discount and shipping charges that were applied to the approval plan and therefore save a few more dollars. In a

Rumors from page 16

Kathleen Parker (mentioned on p.16) is a “column person.” Read **Bob Nardini**’s column, this issue, p.70. It’s about the contrast between **blogs** and **columns**. And, while we’re in the blog space, did you read **John Riley**’s **Bookseller’s Who Blog** (*ATG*, April 2007, p.80)?

The **University of Washington Libraries** is the first to pilot **WorldCat Local**, a new service that builds on **WorldCat.org** to allow Web access to one of the world’s richest database for discovery of materials held in libraries. The goal of the pilot is to provide users with a single search and request service that covers the **University of Washington Libraries, Summit**
continued on page 55

against the grain people profile

Suzanne Kapusta

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BORN & LIVED: Born: Rochester, NY.

LIVED: Too many places to mention! NJ, NY, NH, MA. Tampa, FL (for six years now — a record!)

EARLY LIFE: Catholic school, youngest of family of five.

FAMILY: Two grown children — **Emily**’s in Manhattan; **Ted**’s on his way to L.A. Dog — Bailey, a golden retriever.

EDUCATION: BA — **St. John Fisher College**. MLS — **SUNY Geneseo**.

FIRST JOB: Cashier at **Altier**’s shoe store in Irondequoit, NY.

PROFESSIONAL CAREER AND ACTIVITIES: Ten years at **YBP**, prior to that have worked as a school media specialist, at **Rochester Public Library**, and at **New Hampshire College** (now **Southern NH University**).

IN MY SPARE TIME I LIKE TO: Garden, read, or visit my children.

GOAL I HOPE TO ACHIEVE FIVE YEARS FROM NOW: Enlightenment or win the lottery. Not sure which is more likely.

HOW/WHERE DO I SEE THE INDUSTRY IN FIVE YEARS: “The more things change, the more they stay the same.” Same players, same issues, different formats. 🐾

very few cases, some publishers were set to slip only so that titles could be firm ordered by the liaison, but in most cases they were left set to book or an instruction called SEND ALL.

Voila! The budget is now on track, with just the right number of approval books being shipped so that the budget is met but not exceeded. In fiscal year 2006-07, the approval plan return rate was 3%. For the fiscal year 2007-08 year so far, **ISU** has received 61% coverage of approval materials (as books or slips), and has acquired 8% of **YBP**’s approval universe. They’ve received about 38% of their purchases automatically on their book approval plan, and the remainders are firm ordered from notification slips or from other sources, such as faculty requests. Liaisons continue to make choices of materials to round out their coverage, but with the understanding that most of the basic materials in their subject areas are arriving automatically on approval. This gives them more time to view notification slips, reviews, as well as to examine other publishers, societies, associations, or esoteric resources that may not be covered by an approval plan.

By working together as library and vendor partners, we were able to come up with a good, revised approval plan that continues to supply a core of select materials. This saves time for the liaisons, and reduces the extra work for acquisitions that would have come had the approval plan been stopped. In this particular case, this seemed to be the best solution. At another library, a different solution might have been found, such as cutting back on the number of publishers considered on the approval plan, or possibly tightening up allowable formats. Even

slashing book coverage in a particular subject may be warranted at times. Some schools opt to move their whole plan to a “virtual mode” where what would have shipped as a book is reduced to a notification slip, but with the notation “BOOK” in a fund code field. They then give these “BOOK” virtual slips a different priority. But that really is no longer a true approval plan, and the time savings for selectors and acquisitions departments, and the timeliness of approval books shipping every week, are lost. In this particular case, both **Elizabeth** and **Suzanne** were happy that the select option was still available, and the library liaisons overall have found it to be a good compromise. Of course, had we been trying to increase the approval plan, a whole different approach would have been needed. We remain optimistic that this may be the next challenge we face in a few years!

In conclusion, a preliminary study of **Indiana State**’s collections has found that circulation statistics for approval plan books and firm order books are quite comparable, and in some cases, circulation statistics for approval plan books are higher. Further studies will identify whether the approval plan’s circulation performance reveals a further need to modify the plan. But, an approval plan is a work in progress, and is constantly changing. 🐾

Endnotes

Schmidt, Karen A., ed. *Understanding the Business of Library Acquisitions*. Chicago: American Library Association, 1999.