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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 noti-
fication 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 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 GORI-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
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 be-
ing 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 cover-
age, but with the understanding that most of the
basic materials in their subject areas are arriv-
ing 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 acquisi-
tions 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 dif-
f erent priority. But that really is no longer a
test approval plan, and the time savings for
selectors and acquisitions departments, and the
timeliness of approval books shipping each
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 In-
diana State’s collections has found that cir-
culation 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.

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 con-
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 data-
base 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 35

Endnotes
Schmidt, Karen A., ed. Understanding the
Business of Library Acquisitions. Chicago:

people profile
Suzanne Kapusta

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 Aller’s shoe store in Iroanquoit, 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.

against the grain