

Paper presented by

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*Libraries without walls -a supplier's approach,
(Εμπορική παρουσίαση)
(Commercial Presentation)*

A brief history of Blackwell's

- A family run company based in Oxford since 1879
- 4th generation involvement
- From a one room bookshop, the Retail arm now has over 75 shops in the UK
- Involvement in all aspects of the information chain, publishing, bookselling, and journal supply through SwetsBlackwell

Blackwell's Book Services

- Blackwell's has served the global library community for over 100 years
- Committed to personal service
- Single point of contact and account covering deliveries from both the UK & US
- Over 250,000 titles in Oxford shop
- Over 60,000 titles stocked in US warehouse

Libraries without walls - a supplier's approach - Blackwell's aims

- It has always been our intention to assist Libraries in streamlining the vast amount of information effectively for their users
- Catalogues/NTAS slips/CM on-line access

- Today there is more information than ever before
- But Libraries' customers demand access to that which is relevant to them!

Services without walls to Libraries - what is available now?

- **Collection Manager**- an Approval plan and Information service on-line tool
- 40,000 books per year profiled from book in hand
- Tables of Contents and relevant jacket information scanned into our database
- Database now contains over 1.5 m titles
- Blackwell's strength is in dealing with academic and research publications

Services without walls to Libraries - what does this mean?

- Therefore no requirement to read all promotional material
- Tailored profiles can be established
- e-notes delivery options
- Access available to any user - either on direct access or via OPAC - provided you the Librarian control the order option!

Services without walls - what is available now?

- Password controlled service to protect the on-line ordering option
- Options to purchase UK or US edition
- e-books listed within database - currently over 40,000 titles
- On-line acquisition information indicating known status or invoicing details

Other Blackwell's Book Services

- Approval Service
- Out of print service-Alibris
- e-books - netLibrary, ebrary
- **'Total Solutions'**- offering MARC record delivery and full book processing and shelf ready service
- Standing orders/Serials service
- Development of a foreign language book service

Libraries without walls - a supplier's approach

- Blackwell's have always believed in a long term approach to library supply
- We believe and prefer a partnership approach to business, developing services with advice & input from Librarians & customers
- We feel that we can now offer a truly genuine service that really is without walls and more importantly without frontiers