

BDS LIFE

Spring 2013

**BookBrunch
FREE to Public
Libraries**

The complete e-zine on
all that's happening in the
world of books
**Free to BDS Public
Libraries.** See page 7
for details.

BDS WINS BL CONTRACT

BDS expanded the portfolio of work it undertakes for the British Library when it won a contract to catalogue selected material for a new Library project.

The successful bid builds on the work BDS already undertakes for the BL through the maintenance of the CIP Programme and its work for the British Library Sound Archive.

"We are delighted to expand our work for the British Library," says Lesley Whyte, Managing Director of BDS. "The award of this specialised contract demonstrates that BDS addresses a spectrum of cataloguing requirements from the universal breadth of maintaining the Catalogue in Publication programme, to the intricacies of cataloguing classical music for the National Sound Archive and now for cataloguing specialised material within the BL collection."

"BDS has developed an efficient, innovative and timely solution to a long-standing problem for large libraries such as the BL that need to maintain their cataloguing currency" comments Neil Wilson, Head of Metadata Services at the British Library. "In addition their recognised expertise in the constantly evolving world of bibliographic standards means we can be sure their records will meet our demanding quality requirements."

For more information on the British Library and its work visit www.bl.uk.



SELMS RENEWS WITH BDS

South East Library Management System (SELMS) has renewed its contract with BDS for the supply of catalogue records, book cover images and other catalogue enhancements for the next three years.

SELMS, which was set up in 2006, is a consortium of twelve library services with over three hundred libraries serving nearly ten per cent of the UK population.

Library members that form part of the SELMS consortium are able to borrow items from any of the SELMS libraries with a choice of over six million items available. Borrowers are able to use their library cards to access items and services wherever they are within the area that SELMS serves thanks to the cutting-edge web-based system, using Civica's Spydus LMS and BDS metadata.

"We are delighted to maintain our partnership with Europe's largest library consortium," says Sarah Armitage, Director of Sales at BDS. "We look forward over the next three years to helping SELMS expand, improve and enhance its services to the public."

The next issue of BDSLife will carry a full article on SELMS and its vision for the future of library services.



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SARAH BACK ON THE ROAD

Director of Library Sales, Sarah Armitage, has returned to work after her period of maternity leave.

Sarah became a mum last July. Baby girl, Anna Maria, is doing fine as is her mum, who despite her new role is looking forward to getting out and about meeting BDS colleagues and clients.

"It's great to be back at work when so much is happening in libraries and in technology" says Sarah.

Lesley Whyte, who was covering essential services for Sarah during her absence, commented, "Sarah is a highly valued member of the BDS team. While she was on maternity leave I had the pleasure of meeting some of the people she was in contact with on a regular basis. She has evidently built a strong rapport with the BDS client base."

Sarah adds, "I have made so many friends travelling the country working for BDS."

Should you wish to contact Sarah, you can do so on sarah.armitage@bibdsl.co.uk or 07860 324 570.



WELCOME

It has been a busy six months since our last BDS Life and in this edition we have tried to convey some of the many uses to which BDS services are put as well as the geographical spread of usage of BDS data.

The cultural references in the articles in these pages are diverse: Malta Schools Library Service, Turkey at the London International Book Fair, Consumer Electronics in Las Vegas, Communities and Libraries in an outer London Borough, international copyright law, Shakespeare's King Lear, the Royal National Institute of Blind People, to name but some. All share something with BDS, most often it is data but just as importantly it is also a philosophy of shared values and a belief in quality.

I was amazed when I visited Malta's School Library Service. The dedication of the staff – a dedication shared by librarians the world over – was enabling a new generation of islanders to grow, learn and become members of a fascinating culture. I was proud that BDS was playing a small role in helping the staff achieve their goals, and my colleagues were enthused to learn that their work was making a difference in another part of the world.

I am also proud of the fact that BDS continues to grow. Our recent success in winning a new contract with the British Library and our sustained relationship with libraries and consortia across the UK is helping this growth. So is our work in the world of home entertainment and the trade sector.

Readers may like to avail themselves of the services of award-winning "Flubit" which uses BDS data and creates better online deals for its clients. If you are an author, then do look at IPR License, a web service designed to secure copyright worldwide for authors and publishers. Again, BDS data is in use ensuring books, authors and publishers are correctly catalogued.

We continue to welcome clients to the BDS offices and as a result of one such visit we have a fascinating story about a very important library run by the Royal National Institute of Blind People. Once again, BDS is enabling an improvement to the institute's services through consultation and cooperation but the visit enabled us to appreciate the breadth and ambitious nature of the work the institute undertakes.

Libraries are our main focus both in this newsletter and as a business. I think you will be surprised by our feature on the London Borough of Waltham Forest. Ethnically diverse and reinventing itself, there is plenty to appreciate and learn from a part of London that has some fascinating secrets to reveal as well as an active and vibrant library service at the heart of the community.

I hope you enjoy this edition of BDS Life.

Lesley Whyte

RICHARD WINS TWO AWARDS

Analyst Programmer at BDS, Richard Scott, has received two awards from the University of the West of Scotland.

Richard, a third year student in Computing received the award for the best student in Year 2 Computing. He added to this by also being awarded the UWS Court Medal for the best student in his year across all four campuses.

Richard's significant achievement was made all the more remarkable as he was recipient of both awards the previous year, his first year at university.

Richard combines full-time study at the university with working two days per week at BDS, where he is responsible for the management of the film and DVD databases. He has been working at BDS since 2004, having joined the company to scan book jackets for BDS's Image Gallery. IT Director Eric Green picked up on Richard's aptitude for programming.

Eric said, "Richard's achievements are astonishing. He is a very valued member of the IT team, and he is also achieving at the highest level within his course. We are delighted that the proximity of the university to BDS allows him to combine work with study in this way, and Lesley and I were so proud to see him receive his awards. He is an inspiration to all the IT staff at BDS".



Richard with the UWS Court Medal and Ian Wilson of the Crichton Foundation, sponsors of the Award

BDS EXPANDS IT DEPARTMENT

BDS has expanded its premises in Dumfries to extend the range and quality of services and support offered by its IT Department.

The new premises are situated on the Crichton Business Park and work on the same high-speed fibre optic link enjoyed by Annandale House where BDS undertakes the cataloguing of books and DVDs and the IT Department was originally situated.

"BDS is growing and we need to ensure that our IT Department can meet future demand," says Director of IT and Business Development, Eric Green. "We have doubled our workspace, upgraded all our systems and enlarged and secured our server room, employing the latest technology."

As BDS expands into web design and web hosting, especially in relation to the publishing and cultural sectors, there is an added requirement for storage and back up. The move secures this strategy and allows for further growth.

Paul Campbell, Group IT Manager for BDS, comments, "The current expansion opens up new possibilities across a spectrum of web services that links the data we create to its storage delivery and presentation."

The move also introduced enhanced systems related to IT support which has seen considerable investment over the past three years and the addition of three new members to the IT staff.

"The new systems we have introduced and the significant investment we have made ensure a premier IT service to our clients," adds Eric.

RDA DAY ONE AT BDS

RDA Day One at BDS was officially the first of January 2013, some three months in advance of the British Library and Library of Congress, a decision driven by the creation of bibliographic records as far in advance of publication date as possible.

BDS started the year with an intensive training session, with support for staff in the form of a new in-house manual, new 'factsheets' which act as handy reminders, IT support in the form of new macros and defaults, and a team of senior staff who had test-driven all the processes in advance.

The continued adoption of RDA in libraries should lead to improvements in information retrieval, with more access points and clearer record content.

Many LMS need to be upgraded before they can take full advantage of all the new features in RDA MARC21 bibliographic records, however it is reassuring that BDS can supply these fuller records to many libraries already.

Arrangements have been made to accommodate the requirements of libraries that are not yet RDA-enabled. If you have any questions about your data feeds, or if you want to discuss any technical issues relating to RDA implementation, please contact jenny.wright@bibdsl.co.uk.

See back page for more RDA stories

BDS – A STORY OF PEOPLE & TECHNOLOGY



Lesley Whyte and Eric Green with Professor Paul Martin and Dr Shirley Burns of UWS

We realised that data should be driving our business, and if it should be driving our business, it should be driving other businesses too

Lesley Whyte

Lesley Whyte and Eric Green were the keynote speakers at the 2013 Student Awards for the University of the West of Scotland, Dumfries Campus. The title of their address was "BDS – a Story of People and Technology."

To a packed audience of students, lecturers and sponsors from the business community, Lesley set the scene, describing how she and Eric had set up BDS in 1994, and how they had made it possible for a company based in Dumfries to provide daily data services to customers, something that had not previously been available to either the library or the trade communities.

Eric took up the story, and described the IT infrastructure at BDS which allows libraries and trade customers from all over the world to access BDS data and images. The figures he quoted were impressive.

BDS serves between 4 and 5 million records per day to customers, and in order to ensure 99.99% uptime for the online services, a vast array of mirrored servers are employed to offer resilience.

Lesley concluded by paying tribute to the dedicated staff at BDS, all expert practitioners in their fields: cataloguers, music and film experts, programmers and web designers, who are committed to creating data and services for the benefits of BDS customers.

The keynote presentation and the event were aimed at offering inspiration to the high-achieving students of the university who were being honoured with awards, sponsored by Scottish businesses. BDS sponsors an award for Computing each year.

The key to this is having the correct infrastructure and embracing emergent technology

Eric Green

Lesley said of the evening, "It is really inspiring to hear about the achievements of the students at UWS. They are often working, sometimes in full-time jobs to finance their studies, or have families, and yet they are still excelling academically. It's great to have these links with the university, and hopefully some of these high-achieving students will want to come and work at BDS after hearing our story."



When library services are perceived as under threat, many local authorities are reinventing the role of the library in their communities, placing them at the very heart of the idea of citizenship and the democratic process. BDS Life visited the London Borough of Waltham Forest to find out how a multi-cultural area of the capital is addressing the future...

ASPIRING TO BE BEST

The London Borough of Waltham Forest, one of the five host Boroughs for London's 2012 Olympics, lies in the north east of the sprawling mass of Europe's largest city. It has a population of over a quarter of a million and falls into two culturally distinct halves: the East End style terraces and flats of south Walthamstow, Leyton and Leytonstone, and the "posher" areas of Upper Walthamstow and Chingford.

The dichotomy is perhaps best made clear if we look at the MPs that have represented Waltham Forest districts present and past. Chingford is currently represented by Conservative Ian Duncan Smith and was previously represented by Noman Tebbit, while Walthamstow trumps even those two big names by having had Labour Prime Minister Clement Atlee who led the the post-war reformist government that set up the Welfare State.

Indeed, the traditions of learning and celebrity are found remarkably often in Waltham Forest which can lay claim to the education of Benjamin Disraeli, the early years of David Beckham, the birth and early career of Alfred Hitchcock, and an important period in the life of Arts and Crafts Movement founding member, William Morris, as well as Fanny Cradock, Jonathon Ross, Derek Jacobi, pianists John Lill and Bobby Crush, photographer David Bailey as well as many members past and present of the BBC soap "EastEnders".

"It wasn't until I started working here that I realised how rich and cosmopolitan life in Waltham Forest has been and still is," says Caroline Rae, Libraries Development Manager at Waltham Forest Library Service, who comes originally from Glasgow. "We have a broad and varied community in

terms of ethnic origin, aspiration and needs."

The origin of the name Walthamstow is said to be "Wilcum Stowe" – a place of welcome – and this remains true today with the population's ethnic composition of just over half white British and half Irish, Polish, Caribbean, African, Asian, Indian, Pakistani, Bangladeshi and Chinese.

"Catering for such diversity within a library service may seem like a huge task but we have made some interesting discoveries," says Caroline. "For example, we ran storytime sessions in community languages without much success in terms of turnout but we find a very enthusiastic response from all ethnic backgrounds when we run them in English."

In communities where story telling is still a strong tradition, the need to replicate what is still happening between parents and children in the home is not felt, but parents in these homes recognise the need for their children to learn English fluently at an early age.

"Children's books form a hugely important section of our stock," continues Caroline. "At any one time 50% of our children's stock will be on loan while eight out of ten and even ten out of ten of our top ten issues for any given month will be by children's authors such as Julia Donaldson and Jacqueline Wilson."

Recognising the importance of libraries to growing minds, 28 of the London Borough's Reception Classes visited their library last year, receiving an introduction, as part of the National Booktime Project, to all that's

wonderful about libraries from arts and educational charity, E17 Puppet Project.

"The kids love it. Well, so do the adults," laughs Caroline, "and it's a fantastic way to demonstrate the amazing resource that's there for them to enjoy."

The tradition of introducing young people to reading is strong. In 1924, Walthamstow Library was the first in the UK to start a Youth Library, aimed at 14 to 17 years old readers. And this is not its only claim to innovation. In 1947 it opened one of the first gramophone record libraries in the UK.

In 2011 London Borough of Waltham Forest Council undertook a consultation process which resulted in radical changes in the role of the Library Service within the Borough, and proposing a much more proactive role for a reduced number of eight library buildings. In a statement it said:

"Libraries are much more than a place where books are stored. They provide everyone with access to knowledge, culture and information. They are an ideal place to study or relax."

The result, the implementation of which was completed in early 2012, is four "Library Plus" libraries and four "Library Local" libraries. Library Plus libraries are open seven days a week, for at least sixty hours.

"There has been a significant take up of using these libraries on Sundays when families come and browse and choose their reading for the week ahead," says Caroline. "Library Plus libraries also act as customer service points. Here people can find out answers to questions about Council services,



Waltham Forest Town Hall



E17 Puppet Project helps introduce children to libraries



Part of Vic Lee's "Tall Tales & Dubious Stories" mural next to Wood Street Library



events, transport and entitlements, as well as pay their Council Tax."

This new role, positioning the library at the heart of the community, not only in terms of learning and information but also citizenship is surely not far removed from the ideal role of the library as dreamed of by the great Victorian philanthropists such as Carnegie and Passmore Edwards. It is perhaps no coincidence then that Walthamstow's Central Library at the top of the town's famous street market and now a Grade II listed building, was built with donations from both 19th century philanthropists, on the site where the first ever Walthamstow Library was established in 1894.

An arson attack in 1982 destroyed a rare collection of Russian books and the complete audio library. This led to the Central Library's renovation and refurbishment, and a further expansion through an extension to include a children's library was completed in 2007.

Blogger and information professional, Martin Belam wrote, "The recent refurbishment has opened up much of the old building again, including re-exposing the old stained glass window. It is equipped with a computer room, which has a whole set of PCs for public use, and a couple of desks for people with laptops. It has also equipped the library with a fish tank. The building has free Wi-Fi throughout. It is really easy to register, very fast, and very efficient."

"After children's books the Library Service is most used for its computers and free Wi-Fi access," continues Caroline, "while May and June sees a huge influx of students."

The student influx is revealing. At the time when study is most important, in the run-up to exams, available space in local houses simply cannot offer sustained periods of quiet required for revising and preparation. With a population density of 17,000 people per square mile, the library offers the all-important resource of a quiet place to study.

Another aspect of the Library Service's proactive stance is the organisation of events and festivals, such as its highly successful "Black History Month" in October 2012 and its current programme of author events and workshops which include an open air shadow puppet show projected onto the glass front of Walthamstow Central Library, Pop-up Picture House showings of Les Miserables, a murder-mystery poetry event by John Hudson and a month of fairy-tales and fairy cakes as part of the borough's first Appetite food festival in June.

"Today's Library Service is much more about action and engagement with the community," says Caroline. "We are not waiting for people to come and take books off the shelves but offering our stock to them via events, readings, talks, workshops... Our staff are familiar with a wide range of cultures and we are very much out there engaging with the community."

Engagement starts at an early age. Leytonstone Library is part of an ambitious pilot project, the Automatic Library Membership Programme. Run by the Arts Council and funded by the Department for Culture, Media and Sport and the Department for Education, the programme links the registration of a birth directly to library membership and gifting of the first Bookstart pack. Waltham Forest Libraries are also partnered with the Children's Centre at Leytonstone who run ten under-fives activities per week and which has had over 2500 attendees since launching in mid-Oct 2012.

Caroline concludes, "The Library Service is one of the few services that is there, with you, at the very beginning of life and, by working in a joined up manner with other services, it is with you all your life. It is vital in its contribution to the role of citizenship and identity, it counters social isolation crossing cultural boundaries and connecting with people from all walks, it builds community, it values people, and that is why libraries have a future."



Waltham Forest Borough in NE Greater London

THE LONDON BOROUGH OF WALTHAM FOREST LIBRARY SERVICE IS A MEMBER OF THE LONDON LIBRARY CONSORTIUM WHICH RECEIVES DATA AND METADATA FROM BDS, INCLUDING CATALOGUE RECORDS, BOOK SUMMARIES AND BOOK JACKET COVERS, AS WELL AS USING THE BDSLITE INFORMATION RESOURCE

There may have been less controversy than at last year's Book Fair, when China was the Market Focus, but this year, more than ever before, the London International Book Fair transcended being simply a trade event and was a public event with something for everyone...

LIBF 2013: DEMOCRATIC AND DIGITAL

The London International Book Fair has offered a fascinating mirror to the worlds of publishing and the book trade since its inception as the Small and Specialist Publishers' Exhibition in 1971 in the basement of a London hotel. BDS attends every year, this year being represented by Publisher Liaison Manager, Dorothy Reid and Book Trade Data Manager, Keith Walters, as well as through its associate online e-zine, BookBrunch.

"Once again the Book Fair was busy and you had to push through the crowds to get where you wanted to go," says Dorothy. "But today the area jam-packed with people is the Digital Zone."

The Digital Zone, which first appeared as late as 2009 at Earls Court, today's home of the London Book Fair, is the rapidly expanding section dedicated to all things self-publishing, print-on-demand and e-book.

Nearly seventy exhibitors, two busy theatres, a full programme of talks, events and seminars, a networking bar and an Authors' Lounge was buzzing for three days and attracted self-published authors keen to advocate the virtues of the new technological revolutions in publishing alongside traditionally



published big names such as Will Self and William Boyd.

The "London Show Daily" observed that this is likely to lead to a change in the profile of those attending the Book Fair. "Certainly as I was walking the aisles the number of people's badges that declared their wearers to be authors was much higher than in previous years," says Keith.

Traditionally the preserve of publishers dealing in international rights and author signings, today the London Book Fair has also become an interface between a writing, self-promoting public and enabling technologies.

"I've just finished my book and I'm trying to feel out the environment," said one new author keen to establish how he can get himself into print.

"These changes will make the Book Fair a much more public facing event," observes Keith, "and this, in turn, brings a whole new relevance to what goes on here, every year, and public services such as libraries. Today library customers can much more easily become contributors to what is on the shelves of their local library."

Of course, BDS was there to keep abreast of these developments. "We are energetic in our initiatives at BDS towards publishers to ensure the best and most universal material is catalogued from the digital arena," says Dorothy.



Another increasingly popular element in the London Book Fair is the Market Focus which this year settled on Turkey. Not only were Turkish publishers and distributors present but, with the aid of the British Council, cultural aspects of Turkish life and history were explored, including discussions on translation and international exchange.

One of the attractive features of the Market Focus is the sheer scale and variety that is possible across several stands built around a central area offering national information and a theatre for talks and author interviews. As BDS Life has previously featured in its pages "Galeri Kayseri", a bookshop in Istanbul, we decided to enter the spirit of the occasion and revisit our own small piece of Turkey (see feature).

Of course, the core of the Book Fair, is the big publishing houses, such as Penguin, Harper Collins, Faber and Thames and Hudson, and the national stands representing countries and cultures across the globe. The London International Book Fair is just that, international. France and Italy were prominent, not far from Scotland which holds possibly the most popular party of the Fair where the whisky flowed along with a generous helping of Scottish hospitality.

Even here, though, BDS's associate e-zine BookBrunch was out and about, camera and pen in hand, reporting on the names, the prizes and the deals.

"It's great fun," says BookBrunch's Liz Thomson, "but by day three you're exhausted. However, as you walk out of the cavernous halls of Earls Court on the evening of the last day, you're already looking forward to next year."



BOOKSHOP AT THE BOOKFAIR

With this year's London International Book Fair focusing on Turkey, BDS Life decided to look up an old friend...

Five years ago, BDS's Lesley Whyte visited Galeri Kayseri or "Bookshop" in the Divanyolu Caddesi – literally King's Street, the road to ancient Rome, in the Sultanahmet district of central Istanbul. She found an Aladdin's cave of books in English on all aspects of Turkish culture.

"Our aim is to show Turkey to the world, to act as an international window for Turkey," Ali Tüysüz owner and President of Galeri Kayseri, told Lesley back then.

Today, under the banner "Turkey in all its colours", the sixth London Book Fair Market Focus Cultural Programme featured 20 plus writers from Turkey, and more than 35 panellists, including UK writers, translators and editors, at more than 30 events at 15 venues across four UK cities. Turkey is definitely in the spotlight. Ali's dream for Turkey to be better known seems to be becoming a reality.

There are some six thousand bookshops in Turkey but none like Galeri Kayseri. From this land of marvels and fables Ali's son, Senert Tüysüz, tells tales that seem more akin to the Arabian Nights than the hard-headed world of book publishing and sales figures.

"In September 2012, a daughter of the King of Saudi Arabia visited us. She stayed more than six hours and collected three copies of each book in our shop in order to create three libraries in her city."

"Brazilian President Dilma Roussef visited our shop in October 2011 accompanied by a group of ministers from the Brazilian government. She spent almost two hours looking at books and purchased a great number."

"Bookshop" undertakes its own publishing, always authoritative and of the highest quality and sometimes very daring. One such initiative is the thirty volumes on Turkish art, architecture and culture sold as a hand-bound, "limited-edition" art-book series exclusively available in "Bookshop".

The focus at the London International Book Fair has enabled thousands in London and the UK to see Turkey a little more clearly. But, as Lesley found out, nothing can replace walking from Hagia Sophia towards the Grand Bazaar and bumping into an Aladdin's cave of books. Like Turkey today, it is enlightened and proud of itself. It calls out to passers-by "Come in and get to know me!"



The stunning showroom in Bookshop, Istanbul

BOOKBRUNCH AT THE BOOK FAIR

BookBrunch was busy at this year's London Book Fair, reporting on all the action, decisions and people over the three days at Earls Court.

"The thing we work hard to achieve at BookBrunch," says joint lead Editor, Liz Thomson, "is breadth matched by depth. We do not want to be all things to all people, we want to offer real insight and analysis in all the sectors we address."

One sector that BookBrunch addresses is that of libraries. An online journal with its finger on the pulse of the world of books, authors, publishers and the reading public can really help inform public libraries and its customers.

Only recently BookBrunch reported on a breakthrough in library e-lending, new apps for libraries, new ways to promote reading to children within libraries, reading initiatives in association with publishers such as Hodder & Stoughton, and new deals in access for libraries to EBL titles via OASIS.

And it is not merely what is going on behind the scenes. BookBrunch's features on prizes, new authors and upcoming releases is an ideal way for librarians and the public to keep up-to-date with what is likely to be the next big thing.

BOOKBRUNCH: INVALUABLE FOR LIBRARIES

FREE TO
PUBLIC
LIBRARIES

The complete e-zine on all that's happening in the world of books.
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Due to the special relationship BDS enjoys with e-zine BookBrunch, libraries registered with BDS can subscribe to BookBrunch free of charge and receive open access for anyone using a computer in a public library. Just ask BDS to make BookBrunch part of your BDS service.

Libraries who sign up will have unlimited access to the BookBrunch website, including all news articles, the dedicated "libraries" section, rights reports, opinions, features and an archive of information about the book industry absolutely free. This service will prove invaluable for librarians, authors, students and anyone with an interest in the book industry in the UK and internationally.

To sign up for your free access contact Sarah Armitage, sarah.armitage@bibdsl.co.uk or 07860 324 570.

Malta is one of the world's smallest countries and one of its most densely populated. It is also linguistically unique and diverse with two official languages, Maltese, of Semitic origin and English, with Italian and French often also spoken or understood. With such incredible diversity, Malta's School Library Service faces both challenges and opportunities as BDS Life found out when it visited its HQ...

A FOUNDATION FOR LIFE

On a warm day in early February BDS Life met Marisa Calleja and Joseph Boffa at SLS HQ in St Julians not far from the capital of Malta, Valletta. We are greeted by a smiling Joseph who exclaims as we walk through the door, "So, you found us!"

His greeting is more than mere bonhomie. Malta is densely populated, its streets are winding and the Maltese love their cars. Our prompt arrival is indeed cause for surprise.

Joe takes us to meet Marisa, the librarian responsible for the Schools Library Service, which forms part of the Projects & Initiatives Section, Student Services Department. Our third host, Zipinu, the resident pet sparrow, lives in the bookcase on top of the second edition of the Anglo American Cataloguing Rules (AACR2). Zipinu is vocal and active in the office and, we are told, remains at home even when the window is open and he could join fellow sparrows in the street.

It is soon evident that the sparrow is not the only busy person at SLS. Marisa and Joe have climbed a mountain of administration and work, addressing both practical issues, such as painting storerooms, and intellectually challenging problems such as ensuring that students of all ages have the books they need to complete their studies and become broadly responsible members of a culturally diverse nation.

SLS also undertakes the training of teachers into the art of librarianship, the furnishing of libraries, the stocking of new libraries, and provides advice and assistance in the setting up, refurbishment and upgrading of school libraries. It runs the various yearly celebrations and seminars such as those held on World Book Day and International School Library Day.

Talk begins about the introduction of RDA. Marisa is keen to hear of the progress being made by other library systems elsewhere and is planning to upgrade the SLS system. We speak of the inevitability of hybrid records and also of BDS's training courses offered by Jenny Wright, whom, Marisa says she will contact.

Both Marisa and Joe are immersed in the details of their work and this is backed by a wealth of learning and experience. Their commitment to their

MALTA: A LONG AND DIVERSE HISTORY

When you visit the great megalithic stone temple complexes at sites such as Hagar Qim and Mnajdra on the Maltese mainland or Ggantija on Gozo you realise how long Maltese history actually is. These monumental structures pre-date the Pyramids, and are said to be the oldest existing man-made structures in the world.

Malta, whose name derives from the Greek word for honey, has always been a crossroads. Situated as it is between North Africa and mainland Europe and Asia Minor and the Iberian Peninsula, traders, ideologues, cultures and empires have visited, settled, converted and been seduced by these remarkable tiny islands.

Thus Maltese culture is complex. After the span of the stone and Bronze ages, a long period of Greco Roman hegemony was supplanted by the dominance of Moslem culture for nearly 700 years. The native language of Malta is rooted in and often sounds like Arabic. The proximity of Italy only 50 miles to the north means that many older quarters

of towns such as Valletta or Medina have a strong mezzogiorno feel, while the Norman French have also left a lasting legacy.

More recently, Napoleon's invasion and sacking of the islands of their cultural treasures ended the rule of the Knights of Malta who had shaped the island's religious and cultural life since the Middle Ages. British rule, which saw the islands through the famous siege of the Second World War, earning every islander the George Cross, was officially sloughed off in 1964 but remained strong until the late 1970s.

This meant that Malta became a popular holiday destination for the Brits as English is spoken by 88% of the population.

Today, Malta is the EU's smallest member state. Its currency is the euro. In many respects it is once again adopting a position as a crossroads at the heart of European culture.

Interior of the Cathedral of St John, Valletta



jobs is hugely impressive. "School libraries are so important," says Joe, "because everyone has to go to school. It is at school we learn to appreciate libraries."

Despite Malta's religious traditions – and we only have to think of the Knights of Malta to recall a faith that was at the very heart of the early Crusades or, indeed, walk Malta's streets and visit the many ornate and large Baroque churches that adorn every town – today's culture, like the rest of Europe, is becoming increasingly secular. So, although SLS services state, non-state and religious schools, in reality there is little difference in the curriculum taught at each of these types of establishment.

Today, teaching is undertaken in Maltese and English. The majority of the stock in the 192,000 item database in the Oliver system is English language material,

and the SLS use BDS's service, BDZ, via Softlink's interface, to catalogue this material.

The non-English material is catalogued by the staff, who are proficient in many languages, and because they undertake original cataloguing, they are keen to be up to date with cataloguing rules and classification standards. The OPAC is further enriched by cover images, again, supplied from BDS in real time.

"The book cover images are very important and enhance the study process," says Marisa. "Perhaps because we are a visual culture, perhaps because we are so linguistically diverse, our students can readily identify what they are looking for via the cover of the book."

Marisa's team of ten staff handle books and other resources for all the

school libraries in the country. Thirty one schools have the Oliver Library Management System, one of which was partly funded by Steven Spielberg when he was filming "Munich" on the island, and a new school library is scheduled to open at the end of February.

As with library services the world over, there is a sense of a great deal being achieved by a very small number of people. Among them Joe Boffa, who trained as a librarian at the Polytechnic of North London in the 1970s, and who officially retired in 2005, after 18 years at the helm of the Public Library system, followed by a stint at the National Library, continues to work tirelessly to support the cause. Part of that cause is organisation of two annual competitions, one for primary and the other for secondary schools.

For the primary schools competition, children are asked to produce a book on a given topic. We are shown some of the previous entries, and can see what a difficult job it must have been to select the winners. Prizes and a number of consolation prizes are given on World Book Day which is celebrated on the 23rd April. A special prize is also given in honour of Joseph Boffa's contribution towards the libraries for the best story concerning a grandparent.

Part of Marisa's job, to which she is particularly dedicated, is training teacher librarians. Librarians studying at the University of Malta – where Marisa trained in the 1990s - are offered secondments and supplementary training at the SLS, where they learn about the practicalities of the job, rather than the theory. The Malta School Library Association also runs two year courses for school librarians and a certificate obtained is equivalent to a Diploma from the University of Malta. In addition, Marisa is the Department's main lecturer on the Oliver Library Management System.

After university, Marisa Calleja worked for six years at the Maltese Public Library Service, then four years at the National Library of Malta and a further four years at the National Archives of Malta. It was in 2005 she became responsible for the Schools Library Service.

Marisa has her eye firmly on future developments in education to ensure that the SLS is delivering the correct resources to students in Malta. An example of a recent development is [continued over the page...](#)



1. The ancient temple of Ħaġar Qim
2. The great "Azure Window" stone arch off Gozo's west coast
3. Marisa Calleja and Joseph Boffa with Lesley Whyte

A FOUNDATION FOR LIFE

the expansion of the collection of DVDs available to libraries while, for the future, Marisa is investigating the availability of e-books as learning methods evolve.

However both Marisa and Joe are keenly aware of the importance of legacy and heritage. They have introduced a "Special Collections Scheme" whereby schools undertake to store one copy of non-Maltese books indefinitely. The aim is to avoid irrevocable loss. When a book is no longer currently needed, one copy is sent via an allocation system based on Dewey and created by the SLS to a participating school. This Special Collection now numbers over 24,000 unique titles.

As we take a tour of the SLS building and meet the staff we continue to

discuss professional interests. The creation and availability of e-book records from BDS, stock selection and the importance of accurate information on new titles, especially on an island where everything is delivered at cost, the repair of damaged stock, shelving, desks – there seems to be nothing that SLS doesn't address.

Perhaps, though, the most inspiring aspect to all that we see and hear as we enjoy our visit is the dedication and enthusiasm of Marisa and her staff. There is a genuine belief that libraries and what they mean to young people and the culture that they are part of really matter. Such enthusiasm is infectious, and before we leave we make it known that the story of the Malta SLS will go on to inspire the BDS

staff who will now know that their work in Scotland is making such a difference to young people on a small island on the other side of Europe.

The Malta Schools Library Service is the result of a vision and a great deal of hard work. Originally proposed in 1967, soon after the islands gained independence, it was not until 1976 that it was set up by Joseph Boffa. He later oversaw a process of reinvigoration in 1997 that clearly established the central role of SLS in the education of the islanders.

This ground-breaking work is continued by Marisa Calleja. Today it is something of which the people and state of Malta can be truly proud.

BDS metadata is used in many ways. When it helps people save money we like to draw our readers' attention to it. New web service Flubit claims to do just that. The site launched to enthusiastic reviews and with large scale growth projected later this year, Flubit is one of the most exciting new entrants into the UK's ecommerce landscape. Contributing to its success is BDS metadata...

BEFORE YOU BUY IT

When Barry Smith, Director of sales at BDS's trade arm West10, was approached by Andy Stephen Head of Merchant Relations at a start-up company calling itself Flubit, he was intrigued.



Bertie Stephens, Founder of Flubit, holding the Web Summit Award

"One great thing about my job is the innovative and exciting ways people are using our data," states Barry. "Another is the incredible names businesses are finding for themselves these days! I was certainly curious on both counts."

Flubit creates offers for products at a lower price than the online price. Each offer is unique and private to each individual that uses Flubit's service.

The online shopper simply visits the Flubit website, www.flubit.com and pastes in the url of an item they wish to buy – essentially showing the Flubit team where they found what they want. Flubit then uses this information to match the product to its database. Behind the scenes, Flubit collates all the different money-saving possibilities for the chosen item and creates a new, cheaper offer.

This simple proposition is proving a winner with consumers, resulting in 35% conversion rates and a 57% customer retention rate.

Essential to creating a better offer is the metadata used. It has to be accurate and seamlessly linked to the right products. Flubit uses West10 data to populate offers for all their media products – books, films and games – that are sent to users. They call West10's API on-the-fly, meaning use of the data is streamlined and efficient. It also means sellers just have to provide identifiers for the products they sell and Flubit can do the rest, keeping integration as light as possible.

Andy Stephens comments, "Our relationship with West10 is great – the data is excellent, their API is reliable and Barry is always there to help whenever we have a question or requirement."

A Winning Idea

The Flubit model has won over tech experts. In March this year, 12 judges voted Flubit winner of the London Web Summit Startup Competition.

However, it is with the public that opinion really matters and here too, Flubit are winners. Flubit gets a 9.5 out of 10 on TrustPilot.com and reviewcentre.com over 97% recommend Flubit with comments like "Find a product, send it to Flubit, relax and let them do the hard work of finding you the best deal."

Bertie Stephens, Flubit CEO, offers a major reason for Flubit's success. "Right now, online shops spam consumers with deals and discounts that they guess you might want. We're adopting a demand-led model, giving consumers a lower offer for a product we know they want to buy."

Turning a business model on its head is a daring but often rewarding venture. BDS did just that when it started up in the mid-1990s. Today BDS metadata is offering other companies the chance to change the way they work.

Visit Flubit at www.flubit.com

The Annual 2013 Publishing Scotland Conference took place on 4 March at the COSLA Conference Centre in Edinburgh, not far from Haymarket Station which, like the publishing industry, is undergoing extensive change as it is brought into the 21st century with expansion to accommodate Edinburgh's new tram system...

NEW PATHS FOR SCOTTISH PUBLISHING

The annual conference is always a great place to catch up on what is going on with Scottish publishing and to meet colleagues and friends in the industry.

For BDS it has another function. As supplier of data and images to publishing Scotland on Scottish publications and Scottish-related material, the conference offers an important opportunity for BDS to connect with Scottish publishers. This helps ensure that vital information about Scottish publications is sent to BDS's Publisher Liaison Department so that the database on Scottish titles is as complete and accurate as possible.

For the first time this year the publishers and booksellers conferences, which had previously been held consecutively, were being combined. Hence, the conference was opened by welcome speeches from Marion Sinclair, Chief Executive of Publishing Scotland and Meryl Halls, Head of Membership Services at The Booksellers Association.

These were followed by actor and recently turned crime writer, John Gordon Sinclair, best known for his role as Gregory in the film *Gregory's Girl*, who gave an entertaining if eccentric key-note speech about how honoured he was to be seen as an author.

The sessions throughout the day covered trends in retail, digital and e-book sales and publishing. There

were also breakout sessions, sales pitches and presentations.

Steve Bohme, Research Director from Book Marketing/Bowker told us that ebooks have grown to make up 12% of the UK book market by volume, but only 5% by value and, without ebook figures included, adult fiction sales were 15% down. Scotland is above the rest of the UK in terms of how much of the market is taken up by ebooks - 13% compared to London's 9%.

"The Future for the High Street" offered a selection of retailers ten minutes each to speak followed by questions. Neil Best from Waterstones said that it was essential to provide an experience to people, Bob Kelly of Gardners Books emphasised that the High Street has always been changing while Patrick Neale of Jaffe & Neale argued that the mixed format of print and ebook was the way forward for independent publishers and retailers. He added that the US was better at getting the message of localism over to customers and that 'extreme curation' needed to showcase books particular to the local market.

"The Digital Sessions for Publishers" dealt with pricing and how to market ebooks. Lindsay Mooney, Publisher Liaison Manager from Kobo, outlined how as second in the market to Kindle they have expanded into 13 new countries this year, have 12 million users worldwide and have a range of 3.2 million books. She outlined the social media aspect Kobo are including in their Kobo Reading Life awards where you can get reading statistics and share notes on Facebook. There are also the facilities for authors to add notes to their texts.

"Building communities and customers in digital publishing," given by Charlie Stephenson of multi-platform publisher YUDU, made the point that when publishers are creating ebooks for iPads and tablets they have to compete against games and other digital entertainment. He also talked a little about how Kick-starter is now

the second largest publisher of graphic novel content in the world.

David Walter, Research and Development Analyst, Nielsen BookScan, gave us "Market overview and consumer e-book purchasing behaviour" which presented figures about consumer confidence in the UK which does not seem to be high, and some international statistics around book market growth in India which is riding at 16%. He went on to talk about the impact of bestsellers on selected publishers and pointed out how price inflation in other retail sectors was not reflected in the book market.

There was a short section on how the Scottish market differed from the UK as a whole. Of the five thousand top bestselling titles in the UK one thousand are different in Scotland. There were also sessions on book jacket design and on Bookmachine, a British Council funded project designed to create a network of international publishing people, especially freelancers offering and looking for work.

Some useful links:
<http://www.publishingscotland.org/>
<http://www.booksellers.org.uk/>
<http://www.kobobooks.com/awards>
<http://www.yudu.com/>
<http://www.kickstarter.com/>
<http://bookmachine.org/>

The idea of having both publishers and booksellers together may have dissipated the focus or it could be argued that it broadened the scope of the day. For next year the organisers are talking about trying to get librarians more involved as well.

Whatever, it will no doubt be as stimulating as ever.

by Keith Walters



Whether it's media or money, idealistic or irreverent, political or partying, social or seriously techy, whether get-me-in, get-me-there, get me rich, or get-me-anything, it is data that makes the new tech at CES Las Vegas run smoothly. BDS's commercial arm, West10, was there...



WHERE THERE'S DATA, THERE'S BDS

Consumer electronics giant Samsung paid big money to get Bill Clinton to give its key note speech at the recent Consumer Electronics Show (CES) in Las Vegas. Half a million dollars is the rumoured sum. But consumer electronics means big money.

After a few warm-up quips, the former president of the US spoke about technology changing the world, opening up opportunities in developing nations, redefining banking, reinventing consumerism, remodelling the way we interact with each other.

Not to be outdone, Panasonic brought in Hollywood legend Danny de Vito, who entertained with stories about technology, and film-making. Meanwhile Sony announced it has to up its game, and there was plenty of ongoing gossip about Microsoft Surface Pro, Ultra HD TVs, and the latest gaming tech from Steam.

And there was plenty about that second screen turned first screen, the universally popular smartphone.

All technologies, however, require one element to make them run, to make the whole show that is consumer electronics the greatest show on earth... DATA.

As the real world becomes a metaworld what everyone needs, from presidents to paupers, from the Joker to a judge, is a means to get to what they want quickly and with the minimum of fuss.

So West10 was there, walking the canyons of the Las Vegas Convention Centre, to understand the whole big, brash CES world.

"You have to live and love it," says West10 Director of Sales, Barry Smith. "The whole of the consumer electronics world is here. It is a place to sell, a place to show-off what you're good at, and just as importantly, a place to learn."

West10's recent successes certainly suggest it has been learning, with several industry giants signing up to BDS film, DVD & music data and a number of negotiations and discussions being conducted.

"You can have the best collection of films or video games in the world but it's no use if a consumer can't find what they are looking for," says Barry. "That's where BDS data and West10 come in."

"With the marketplace highly competitive and in a dynamic situation, ensuring customer satisfaction is vital," continues Barry. "Data has to make a difference to services offered to clients."

It is the accuracy and depth of connectedness that BDS data offers that makes such a difference. It has flexibility built-in, and flexibility means that users can genuinely follow their personal interests and find what they want.

CES creates a bigger stir in the media with every year that passes. It will be back in 2014, and West10 will be there, discovering the latest trends and technologies, helping BDS create data fit for the future.

Find out more about West10 at www.west10entertainment.co.uk.

BRINGING RIGHTS INTO THE DIGITAL AGE

"It's always exciting when you see someone has a great idea and you know you can help," says West10's Director of Sales Barry Smith. "IPR License is not only a great idea, it's necessary and overdue."

IPR License – www.iprlicense.com - is a platform on which to list and license literary rights. This seemingly simple concept holds huge potential for publishers and authors, especially in today's diverse marketplaces where, alongside the traditional publishing

giants, there are also a growing number of self-published authors and small, independent publishers. IPR License creates opportunities for all.

The major requirement for setting up IPR License was information.

"We came to BDS and West10 to pre-populate the IPR platform with 13 million records. This helped give us a head-start in terms of being able to attract a variety of publishing houses to join the platform so that they could search and access these literary rights records already on the system," says Tom Chalmers, Managing Director at IPR License.

IPR License also acts as a copyright hub making it easier to locate

copyright holders to clear permission for use of their work. This has important implications for authors.

"IPR License provides a centralised point for authors to register copyright to ensure secure third-party records exist in case of any dispute," continues Tom. In addition it enables industry professionals quickly and simply to trace relevant copyright holders to negotiate permissions for quotations."

Another unique feature of the website is that registered author members, whether published, unpublished or self-published, can utilise the IPR License marketplace to help secure publishing deals or potentially lucrative spin-offs such as translations, audio conversions and film rights.

"The Industry Trust enjoys a great collaborative relationship with West 10, and the data it provides is a very important part of our education initiatives, helping to meet consumer demand in ways that supports the future of the film and TV industries. We're looking forward to the challenges ahead," says Katy Carter, Marketing Manager at the Industry Trust.

WEST10[★] AND THE INDUSTRY TRUST

The Industry Trust for IP Awareness aims to reduce copyright infringement in the UK by driving down activities such as illegal file sharing, streaming and distribution over the Internet. It is achieving this by taking positive steps to change consumer behaviour, driving take up of legal digital content and making legal access to film and TV as easy as possible. Helping in this process is BDS's trade arm, West10.

The Industry Trust represents and is supported by a huge range of stakeholders spanning the UK film, TV and video industry, including film distributors, cinema exhibitors, and retailers, and a number of industry bodies. It aims to encourage audiences to 'choose legal' when it comes to consuming film and TV through inspiring education programmes which also touch on the positive role of copyright in the production and protection of film and TV content.

A big part of what the Trust does is to raise awareness of its flagship site for film fans FindAnyFilm.com. Launched in 2009, [FindAnyFilm](http://FindAnyFilm.com) is one of the UK's leading websites to watch, buy, download, stream or rent legitimate film, TV and video. West 10 is a critical and core partner for FindAnyFilm.com.

"With a database of more than 36,000 films, across all formats, FindAnyFilm.com is ideally positioned to help counter copyright infringement, which continues to damage the economic viability of the UK Audio-Visual sector," says Katy Carter.

According to independent research by ICM, 'access' and 'availability' are two key drivers of copyright infringement. [FindAnyFilm](http://FindAnyFilm.com) plays a pivotal role in countering these by offering consumers a clear, easy-to-use gateway to legitimate film, TV and video services. Film fans can find all films, all in one place.

"West 10 supplies information-rich metadata for the home entertainment sector of [FindAnyFilm](http://FindAnyFilm.com), enabling the site to connect the consumer to legal content in a few easy steps, thanks to robustly embedding and linking to reliable external sources to purchase," continues Katy.

"West 10 not only supplies metadata," adds West10's Director of Sales, Barry Smith, "it also joined the Industry Trust as a member to support the Trust's remit to inform and educate audiences. The aims of both companies perfectly complement each other; West 10's to connect consumers to content while the Trust's remit is to make it easy for people to access content that is legal."

There is no universal numbering system for films so West 10 works with the Trust and [FindAnyFilm](http://FindAnyFilm.com) to create a method whereby data feeds can all marry up to give the user a seamless experience, helping to remove the barriers for film and TV fans accessing legal content.

"I think there will always be a contentious issue between those who create and those who consume what someone else has created, be that film, TV, books or other media," says Katy. "There's the opinion that if something is out there in the ether, if it's on the web, then it's fair game. The crux is how to encourage a person to choose legal. Do you tell them how important the creative industries are to the UK's economy? How incredible the UK's filmmaking talent is and what they bring to our shores in terms of jobs and tourism?"

"Our campaigns show people the incredible return that they get from film, TV and video, the emotional payback, and the amount of work that goes into making this content that they love. We hope that as more people migrate to digital ways of consuming AV, sites like FindAnyFilm.com will help show them how to find the real deal."

Facebook: www.facebook.com/industrytrust.co.uk

Twitter: www.twitter.com/industrytrust

LinkedIn: www.linkedin.com/company/industry-trust-for-ip-awareness

A LEVEL PLAYING FIELD

Getting started as a writer is notoriously difficult but IPR License goes a long way to creating a level playing field for new or would-be authors, such as those practising their craft in a writers' group that meets in a local library.

"By joining IPR License, an indie or self-published author's work becomes part of the database for a full year meaning it can be found by an international publisher at the time when that publisher is searching specifically in the area the member is working in, or has already written on."

This goes some way to reversing the submission process as the work of a member of IPR License is available

throughout the year instead of hitting the editor's desk once and hoping it's the right time for them and for the market.

"Our publisher members are expanding so we urge authors to keep an eye on who has signed up," says Tom, "and we've just welcomed our first film companies as members so that we can start helping our authors and member publishers to license their film rights."

IPR License is very much a growing company trying new things all the time to find out what works best but with a team that has over 40 years' experience in licensing and events, the future looks bright not only for the company but also for its members.

The first
global digital
marketplace
for book
rights

www.iprlicense.com

WEST10[★]
ENTERTAINMENT

BDS hosted a visit from the Royal National Institute of Blind People (RNIB) to its offices in Dumfries in order to explore ways in which BDS metadata can assist in the charity's works...

A VERY IMPORTANT LIBRARY

RNIB

Accessibility is an increasingly important area in all communications today but nowhere more so than with regard to blind or partially sighted people. Solutions to enable access to a world of possibility that sighted people take for granted have to be drawn up from a multiplicity of angles, and so with this in mind Wendy Taylor and Kathy Teague, both Librarian Bibliographic Services, and Steve Carlton, Cataloguing Assistant, were led by Pat Beech MBE, Manager of RNIB National Library Service, on a visit to the BDS offices.

"One of our three stated objectives as an organisation is to support blind and partially sighted people to live independent lives," says Pat Beech. "A second is to create an inclusive society. Solutions to the particular challenges that these aims pose have to come through linked-up thinking, and so we were delighted when the team at BDS were eager to meet with us."

Pat and her colleagues met with Lesley Whyte, Data Manager, Lesley Creamer and Publisher Liaison Manager, Dorothy Reid. As well as discussions, the visit included a tour of the BDS operation and lunch.

RNIB began in 1868 as the British and Foreign Society for Improving Embossed Literature for the Blind. Today, with a much broader remit, it serves over two million with some form of sight loss.

It has the largest library in the UK for blind and partially sighted people including a Talking Book Service, which began in 1935, giant print books, braille books and an extensive research library and archive. It is in the process of updating its library management system to Axiell, which allows much greater flexibility regards the presentation of and access to metadata than the RNIB library users currently enjoy.

"Our aim at RNIB," continues Pat, "is to continually improve our services and build in the potential for growth as web-based technology expands. We see BDS as integral to this process."

Each year, the RNIB library delivers 1.6 million Talking Books and over 150,000 volumes of braille and giant print – these are books printed in 24 point type – to bring enjoyment and pleasure to over 41,000 readers across the UK.

Further information
www.rnib.org.uk
www.readingsight.org.uk
Facebook: www.facebook.com/rnibuk



Pat Beech and her colleagues visit BDS. Dorothy Reid and Lesley Creamer also featured above

"One of the aims of improving the presentation and accessibility of the RNIB catalogue is about freedom of choice for our members," continues Pat. "There was a time when our readers had a profile on record and our staff would match books to that profile and send them out. With today's accessibility options we can offer much more."

"The best book in the world is the one you like best, and a fully accessible catalogue with quality data helps a reader find it. Being able to choose a book independently opens up reading choices. It is so easy to take for granted the ability to browse library shelves and catalogues but the thrill of finding a new title or author should not be undervalued. Readers need to be able to browse untroubled through fiction and non-fiction, romance and true life, how-to books and whodunits, erotic material and poetry."

Improved accessibility options within computer operating systems – such as text to speech, touch screen technology with large icon-driven interfaces and variable onscreen text sizes – is another element that, alongside the LMS and BDS metadata, has enabled this advance for the UK's blind and partially sighted people.

Metadata is Vital

"The BDS metadata is vital," says Pat. "Book jacket covers associated with the catalogue record are one example. They greatly assist selection for partially sighted people and not only for our readers. Many of RNIB's staff are also partially sighted. Other very useful tools are the searchable fields and the cross-referenced links that assist profiling and enable customers and staff to find what they want readily and reliably."

BDS catalogue records are matched against printed or audio titles and with a few additions can quickly be entered into the RNIB library catalogue. All bibliographic standards are incorporated where required, including the new RDA standard.

"Creating records for a specialised library such as that at the RNIB is a matter of close cooperation and sharing joint goals," comments Lesley Creamer. "At BDS it is a challenge we enjoy. We know that the work we do at BDS today can offer so much more freedom of choice for users of the RNIB library of the future."

Of course, running such a specialist library requires money and RNIB relies on legacies and donations to fund its work. The National Library Service also works in partnership with other voluntary organisations, local authorities and in particular public libraries.

Megan Gilks, Communications and Marketing Manager at RNIB National Library Service, takes up the story:

"In addition to their own large print and audio books, public libraries are hubs of information and perform an important role in signposting customers to local organisations and key sources of books, newspapers and magazines in accessible formats. Make a Noise in Libraries (MANIL) Fortnight is our annual campaign, now in its 12th year, aimed at bringing together libraries and blind and partially sighted people to improve and highlight what is available. This year it will run from 3 to 14 June. More and more libraries take part each year and we offer free promotional materials and resources and lots of ideas for events and activities that have worked well for other libraries."

Pat Beech describes one aspect of RNIB's mission as "being daring" and it is certainly continuing to act boldly on behalf of people with sight loss today, as it has done since it started nearly one hundred and fifty years ago.

READ FOR RNIB DAY

This October, open up a world of reading for everyone, simply by being part of Read for RNIB Day. Help RNIB promote the campaign in your library or sign up to hold your own literary event, from a traditional book sale or sponsored read to an extreme reading challenge.

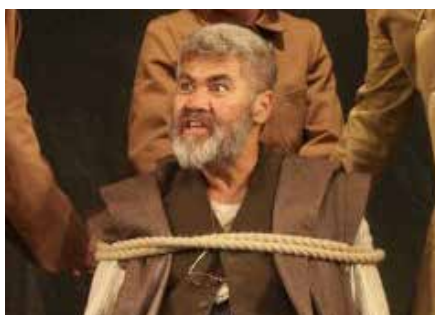
Register today at
www.readforrnib.org.uk or call
0845 345 0054 to receive your free Alice in Wonderland fundraising pack.

Don't be late, save the date: Friday 11 October 2013.

MAKE A NOISE IN LIBRARIES

Any library wishing to take part or find out more about MANIL can contact Megan Gilks on:

0161 429 1980 or email
megan.gilks@rnib.org.uk or visit
www.rnib.org.uk/manil



BDS SPONSORS KING LEAR

BDS is once again the major corporate sponsor for the Scottish visit of Shakespeare's Globe Theatre in July. This year sees the touring arm of one of the world's most renowned theatres bring *King Lear* to Dumfries.

"It is arguably Shakespeare's greatest play," says John Hudson, one of the event organisers working with The Bakehouse, the arts organisation promoting the Globe visit. "It is a mature play that requires life experience to understand fully but it deals with issues around the 'generation gap' in a head-on manner."

"Bringing a company such as the Globe to its most northerly UK venue takes a huge amount of effort and we are so grateful to all our sponsors, especially BDS without whom none of this would be possible," says Chrys Salt, Artistic Director of The Bakehouse.

Three performances will take place on 3rd and 4th of July in the grounds of The Crichton where Annandale House, HQ of BDS, is situated in the town of Dumfries.

The production offers a star-studded cast including Joseph Marcell who plays Lear.

Best known for his role playing alongside Will Smith as Geoffrey the English butler on the NBC sitcom "The Fresh Prince of Bel-Air," the St Lucian born actor has also played in *EastEnders*, *A Touch of Frost*, and *Holby City*.

The character of Gloucester, who suffers the loss of both eyes in one of Shakespeare's most gory torture scenes, is played by Rawiri Paratene who played the male lead, Koro, alongside Oscar-nominated actress Keisha Castle-Hughes and Cliff Curtis in the 2002 film "Whale Rider."

"BDS is delighted to be sponsoring the Globe visit," says Lesley Whyte. "We feel that exposing the general public, especially young people, to world class theatre is vital and it links with our belief in libraries, literature and the value of heritage and culture to everyone today."

This is the sixth year that BDS has sponsored Shakespeare's Globe visit to Scotland. Previous years have seen *Hamlet*, *As You Like It*, *A Midsummer Night's Dream*, *The Comedy of Errors* and *Romeo and Juliet* performed in the big outdoors before sell-out audiences.

The production of *As You Like It* in 2010 won a prestigious Arts & Business Award for the partnership between the sponsors and organisers.

"One of the most difficult and worrying things for any organisation when promoting a big event such as a visit from the Globe is getting the funding in place far enough ahead," says Richard Macfarlane, Business Manager at The Bakehouse. "It represents a huge financial risk. Having the generous support of BDS in place early in the planning process enables us to work so much more effectively."



BDS VISION & VALUES

CREATING A CULTURE OF CONTINUOUS IMPROVEMENT
DELIVERING CUSTOMER SATISFACTION AND QUALITY
RESPECTING AND VALUING THE CONTRIBUTIONS OF OTHERS
FLEXIBLE AND RESPONSIVE TO ALL STAKEHOLDERS
DEVELOPING OUR SERVICES THROUGH KNOWLEDGE, CREATIVITY AND INNOVATION
ENCOURAGING EXCELLENCE IN ALL WE DO
CREATING A POSITIVE WORK ENVIRONMENT
STRIVING TO BE PRODUCTIVE AND PROFITABLE
WORKING WITH HONESTY AND INTEGRITY
ENSURING RELIABLE AND CONTINUOUS SERVICE THROUGH RESILIENT SYSTEMS
ENCOURAGING AND RECOGNISING ACHIEVEMENT

The staff of the BDS Group, comprising BDS, West10, Ehaus and Weesleekit met on 13 March 2013 to launch the Group Vision and Values. This meeting was the culmination of a process in which every staff member had been engaged.

Lesley Whyte says, "As our company has grown rapidly over the last few years, and we have added businesses to the group with different skills and customer bases, Eric and I felt it was timely to review the values and vision of the organisation, to ensure that we were all clear about our objectives, the way we relate to our colleagues and to our customers.

We approached Ali Noble, of Stratagem, who had worked with us previously on group training, to guide us through this process.

Ali started working with our senior management team, helping us to define our vision and values, but it very quickly became apparent that we wanted to engage the staff in this process".

Operations Manager, Andrea Sherry, and West10's Director of Editorial, Rosie Harley, interviewed all the staff, either through a questionnaire or one-to-one interviews, asking the same questions that the senior management team had been posed.

The results were analysed by Ali Noble.

"I found almost complete alignment between the values of the management team and the staff. This was a really encouraging result. It's very clear that the team at the BDS Group understand the goals and objectives of their company, and are united in delivering quality services to their customers".

Lesley Whyte says, "This has been a really positive experience for everyone. It's great to see that the original aims for the company have not been undermined over the passage of time, and as new businesses and new staff have joined us, our aspirations have matured and developed."

BDS HEADS UP RDA LIST

The RDA Toolkit – www.rdatoolkit.org – gives the latest list of institutions that have implemented RDA. The website announces, "We are often asked 'who is cataloguing in RDA?'" and then goes on to list institutions in Australia, the UK and the United States. In the spirit of alphabetisation, Bibliographic Data Services tops the UK listing but the company it keeps is impressive, alongside the British Library, Cambridge University Library, OLIS/Bodleian Library and University of Warwick. For a full international list of institutions implementing RDA, go to www.rdatoolkit.org/RDA_institutions.

RDA CONFERENCE

Jenny Wright, Training and Development Manager for BDS, undertook a training session in RDA for an audience of 50 people at the Mitchell Library, Glasgow on 26 April 2013. The conference was heavily over-subscribed. Jenny said "A fair measure of the interest was, very practically, in the RDA Toolkit's workflow idea, and most organisations really want a 'know the game' version of things to do".

**I thoroughly enjoyed the day.
It provided a nice balance
of background theory and
practical tips**
-Louise Graham, Orkney
Library and Archive

Sarah Armitage, also present at the event, observed, "It was great to see such interest being expressed in this subject from delegates, some of whom had travelled considerable distances to attend. BDS is committed to assisting customers to understand and implement the new cataloguing standard. If any library authorities are interested in further training in RDA, please contact me on 07860 324 570 and we will work together to set up a training session that meets your requirements.



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