

January 13, 2015

Mr. Matt Williams
VP, Publishing Operations
110 Spadina Avenue, Suite 801
Toronto, ON M5V 2K4

Dear Mr. Williams,

I am writing on behalf of Michael Foderick, Chair, Toronto Public Library Board in response to your letter of December 12, 2014 regarding the Library's pilot project *Sell Your Books to the Library*. Your letter was reviewed by the Board at its meeting on December 15, 2014.

The Board has been working to manage the Library's budget by containing and reducing costs and pursuing alternative sources of funding. A pilot project to allow patrons to sell books to the Library to supplement popular adult fiction titles in the Library's collection is part of this effort; a test of the value and practicality of buying popular books from the public using a controlled list. The Board will be evaluating the pilot project at six months and one year.

I want to reassure you that the Library is not changing its purchasing practices. Library staff will continue to order the same number of copies of all titles and any books acquired through the pilot will simply supplement the Library's holdings of these titles.

You are concerned that the Library will not purchase additional copies of books to meet the copies-to-holds target. Obviously, staff do not know what titles will be offered in any given month, so will continue to add copies as needed. Only nine out of the 100 titles on the January buy list required more copies, which demonstrates that staff generally buy a sufficient number of these popular titles initially. This should allay your concern that publishers will lose sales on extra copies. Regarding *Girl Runner* – the holds-to-copy ratio is well below the target of six to one.

Toronto Public Library is and always has been a strong supporter of authors' rights for fair compensation and adheres to Canadian copyright law in its buying practices. The \$5.00 price is not a reflection of the value the Library places on a book. The Library receives a discount on material due to the volume purchased and, in order to test whether the project is viable, the price has to be set low enough to achieve savings. The Library is not entering into the used-book business, but simply determining if some additional copies of popular titles, no longer wanted by their owners, can be bought for a nominal price.

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It is indisputable that the Library is in a strong business partnership with publishers. In 2014 alone, Toronto Public Library spent \$18 million on materials in all formats, including print and digital; more than 80% of this amount was spent in Canada.

Thank you for making the Board aware of your concerns. I hope this explains the context and rationale for this pilot project.

Sincerely,

A handwritten signature in black ink that reads "Vickery Bowles". The signature is fluid and cursive, with "Vickery" on the top line and "Bowles" on the bottom line.

Vickery Bowles
City Librarian

/nrm