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House of Anansi Press Inc.  
110 Spadina Avenue Suite 801 Toronto, Ontario, Canada M5V 2K4  
Tel No. 416-363-4343 Fax No. 416-363-1017 [www.houseofanansi.com](http://www.houseofanansi.com)

12 December 2014

Michael Foderick  
Chair, Toronto Public Library Board  
789 Yonge Street  
Toronto, Ontario  
M4W 2G8  
Fax: 416-393-7083

Via facsimile and email care of Nancy Marshall, Board Secretary

Dear Mr Foderick,

Yesterday we learned of the TPL's new pilot program, *Sell Books to the Library*. I am writing now to register our strongest possible objection to the program.

We read that the pilot is intended to "determine the practicality of buying used books from the public" and that it is "an opportunity for people to recycle their books and share them with readers across the city" – innocuous goals, on the face of it.

In fact we believe that this program will undercut our business, devalue new books, and curtail the royalties that our authors earn.

Our book *Girl Runner* by Carrie Snyder is on your list of wanted books. It is a brand new novel and it featured prominently on Canadian awards lists this fall. You have 41 library copies, which are all out, and 76 holds, which normally would mean a reorder for an additional 15 new copies from us, the publisher of the book.

Instead, you are advertising to buy "like-new" copies on the secondary market for \$5.00. Not only do we lose the reorder. Not only do we participate in this "like-new" transaction at the level of \$0.00. Not only is Carrie Snyder, at the end of this "like-new" transaction, left with a royalty of \$0.00. But Canada's largest library system has put a public value on this "like-new" book of \$5.00.



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That this program is directed at bestsellers and award-winners makes the potential damage to publishers even worse. We will lose sales on those very books that are most in demand and that contribute most to our businesses and to our authors' livelihoods. If that income is undercut, we won't have the wherewithal to invest in new books nor to engage authors to write them.

We consider that we, as a book publisher, are something of a cultural partner to the TPL. We share with you a belief in the crucial importance of books to our lives and libraries to our culture.

But we're also a business partner to the TPL. We sell books to the library. And we use that money to acquire and publish next year's books. If we are displaced in that role through *Sell Books to the Library*, we believe that ultimately, both of us in this partnership will be damaged.

We urge you to reconsider and discontinue this pilot project.

Yours sincerely,

Matt Williams  
VP, Publishing Operations