It’s your ESG...

...but how should you spend it?
So many books...

...only so much money.
WORKFLOW CONSIDERATIONS...

• One-third of purchase orders in 2019 occurred during the last quarter.

• Large carts are cumbersome for Verso and staff.
WHEN TO ORDER?

- Submit all carts early in year?
- Wait until later?
- Periodically (not during summer?)
CREATING YOUR CART

Release date?

By classification?

As needed?

Combination?
CREATING YOUR CART...

• Release date?
  – New releases “on time”
  – Steady workflow
  – Mix cart for all age groups...
    ...or one for kids and one for adults?
CREATING YOUR CART...

By Collection Classification

- YA – Jan, July
- JP/JF – Feb, Aug
- AF – Mar, Sep
- ANF – Apr, Oct
- LTP – May, Nov
- JE/JNF – Jun, Dec
CREATING YOUR CART...

As Needed or Time Allows

• Limited resources & time
• Wait for bestseller list
• Programming needs
• Patron requests
## Allocating Your Spending

<table>
<thead>
<tr>
<th>ESG</th>
<th>Spend Quarterly</th>
<th>Quantity</th>
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<tbody>
<tr>
<td>1,250</td>
<td>312.50</td>
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<td>5,500</td>
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Assumes $17 per item (cost of new-release hardback)

<table>
<thead>
<tr>
<th>ESG</th>
<th>Spend Monthly</th>
<th>Quantity</th>
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<tbody>
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<tr>
<td>3,000</td>
<td>250.00</td>
<td>14</td>
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<tr>
<td>5,500</td>
<td>458.33</td>
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Be sure to include S&H and/or processing fees in your plan!
I know what I need, but how do I do it?

Plan for what works for you & your library...

... but maintain a steady flow of new materials.
Where you might begin…
Upcoming books...
If you’re looking for themes ...
Looking for bestsellers…
Book club favorites...
B+T recommends...
Special titles...

BEACH READING
Buyer — Suzie Brown

Whether you're looking for a book to read on the beach or a book about the beach, these fiction titles will fill all of your Summertime reading desires!

BULLYING & PEER PRESSURE
Buyer - Ray Paszkiewicz

Bullying can occur at any age and, unfortunately, is relatable on some level to all of kids. These books all tackle the issue with sensitivity and universal appeal. We Are the Wilkins by Vivian Sobchak (YR) and Things Seen From Afar by Shelley Pearsall (Middle grade) are the standouts of this important topic in children's literature. Bullying and peer pressure at any age is just wrong.
HAPPY SHOPPING!!