



BE A  
**SUPER LIBRARIAN!**  
WITH



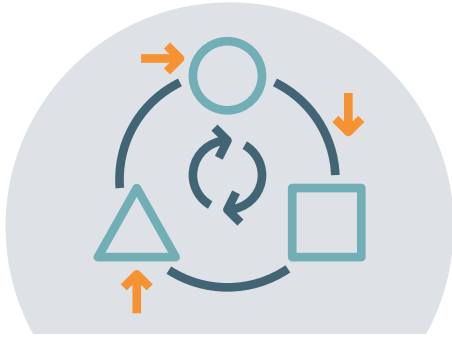
collectionHQ +  
data. insight. solutions.

esp  
evidence-based selection planning  
by Baker & Taylor

Find out more [www.collectionhq.com/esp](http://www.collectionhq.com/esp)

Recent research revealed that 16% of new titles purchased by public libraries in the last 12 months have circulated less than twice or are Dead on Arrival - DOA.<sup>1</sup>

Public libraries can reduce DOA and improve collection performance with collectionHQ and ESP.<sup>2</sup>



Reduce DOA by 4%



Increase turnover by 3% and circulation by 9%



Reduce the percentage of dead items by 3%



Better selection decisions lead to happier patrons



We hit one million+ circulations last year for the first time ever and I give credit to collectionHQ and ESP. We are using collectionHQ to develop our materials budget this year. We monitored our ESP purchases and found that after a few tweaks a very small percentage did not circulate in the first 90 days. Oh, and our turnover rate is 3.2. I'm super pleased.

**CORINNE HILL,**  
Executive Director, Chattanooga Public Library, TN

<sup>1</sup>Circulation observed from February 2017 – 2018.

<sup>2</sup>Research conducted into a sample of public libraries where collectionHQ and ESP are used in accordance with recommended guidelines.