2020 ARLIS/NA Virtual Conference

Preserve, Enhance, Reimagine

Thursday, 30 July 2020
Preserve

• Trustworthy partner
• Subject expertise
• Reliability and solution-driven service
• Long-lasting customer relations
• Ability to supply ALL publications including those beyond the book trade
• Sustainable supply chain offering customised speed of delivery

ERASMUS
INTERNATIONAL LIBRARY SUPPLIER SINCE 1934

New Title Service       Approval Plans       Standing Orders
Enhance

Continuous enhancement and organic growth of our service portfolio

New Title Service
• Publication screening from a vast array of international publishers and art galleries

Approval Plans
• Books in hand selection for an ever growing number of art libraries

Standing Orders
• Close monitoring of all subscriptions dealt with in Amsterdam and Paris

Collection Development
• Build library collections from scratch
• Natural disaster relief
The Corona Impact

Lock down

• 2 alternating teams, on and off-site
• Deliveries from publishers continue
• As well as orders from customers
• Warehouse reaches capacity with majority of libraries closed

Reopening

• 2nd half of May more and more libraries open their doors
• Workforce cautiously returns to their offices/libraries
• We are all busy adapting to the exceptional situation
Reimagine – New Realities

Libraries

- Online/Virtual library services
- Increased use of digital media
- Budget shift to digital
- Most likely severe budget cuts

Source: A European library agenda for the post-Covid 19 age

Erasmus

- Joint venture with Casalini
- Dedicated Digital Sales Manager
- Grow TORROSSA eBooks catalogue adding publications from
  - BeNeLux
  - France
  - Other countries
Reimagine

Questions

• How can we best support you?
  ✓ Are there any additional services you would like us to provide?

For any further questions please contact us:

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