

ONTARIO LIBRARY INVESTMENT PROJECT

MARKETING CANADIAN BOOKS FOR ONTARIO CHILDREN

PREPARED BY Barbara Howson

WITH ASSISTANCE FROM Kate Edwards



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Association of Canadian Publishers 174 Spadina Avenue, Suite 306 Toronto, Ontario M5T 2C2 www.publishers.ca "Canadian children seem to understand intuitively the need to learn about their own culture. In one survey, grade three students, when asked to comment on the various Canadian children's books they had read, mentioned specific landscapes, experiences, geography, regions, symbols such as flags and historical elements.

They get it. Do we?"

From the report: The Crisis in Canada's School Libraries by Dr Ken Haycock

Introduction

During the last election, the Premier of Ontario announced a commitment to spend \$80 million in additional funding for elementary school libraries. The funding is intended to help all elementary schools add books and alternative formats of print-based resources to their kindergarten to grade 8 library collections.

In moving the Library Investment Project (LIP) forward, during the summer of 2008 the Ontario Ministry of Education consulted about purchasing processes, the intricacies of the book publishing industry, and product pricing with all stakeholders, which included, amongst others, wholesalers, library consultants, school boards and publishers.

One stakeholder group is Canadian children's publishers, who are recognized for the excellence of their authors and illustrators, and consistently publish a high number of award-winning and internationally acclaimed books each year. There are approximately 25 English-language publishers across the country that produce books appropriate for elementary school libraries, the bulk of which are based in the province of Ontario. Most of these are Canadian-owned and -controlled companies, and most Canadian authors are published by these firms. With a large number of students, Ontario schools

DCH defines Canadian-authored books as those written by:

- (a) "a citizen within the meaning of the Citizenship Act who is ordinarily resident in Canada
- (b) a permanent resident within the meaning of the Immigration and Refugee Protection Act
- (c) a Canadian corporation
- (d) a not-for-profit organization in which 75 percent of its members are persons referred to in paragraphs a) or b)
- (e) a partnership, trust or joint venture in which a person or any combination of persons referred in paragraphs a), b), c), or d) beneficially owns or controls, directly or indirectly, interests representing in value at least 75 percent of the total value of the assets of the partnership, trust or joint venture, as the case may be."

A Canadian-owned and –controlled firm is defined as:

(a) that is a sole proprietorship, partnership, cooperative or a corporation (for profit or not-for-profit) established under the laws of Canada or a province

(c) whose chairperson or presiding officer, and at least 75 percent of whose directors and other similar officers are Canadian citizens or permanent residents within the meaning of the *Immigration and Refugee Protection*

¹ In preparing this study, definitions established by the Department of Canadian Heritage (DCH) were used. They are available at http://www.pch.gc.ca/pgm/padie-bpidp/.

[&]quot;A firm:

⁽b) whose activities are based primarily in Canada

and school boards represent an important segment of the Canadian school library market. This, along with the announcement of the LIP in the province, accounts for publishers' interest in research on the Ontario school library market to focus their marketing efforts.

On September 5, 2008, the Ministry released its Request for Qualifications (RFQ) of Vendors (publishers, wholesalers, retailers, etc.) who would provide library books and value-added services to school boards under the LIP. The RFQ indicated that the Ministry had committed \$15 million for 2008/2009 fiscal year and \$15 million for 2009/2010, a significant amount of money especially in the midst of an economic downturn.

The vendor qualification process for the LIP was closed October 3, 2008. Unfortunately the results were not announced until January 20, 2009, which meant that all publishers, whether they were vendors or not, had to act swiftly because the first \$15 million had to be spent by March 31, 2009, in just two short months.

In the RFQ a number of principles were outlined by the Ministry to guide this investment in library resources. These principles were:

- a qualification process that is fair, open, and transparent;
- achieves value for money;
- ensures accountability; and
- improves elementary library resource collections.

This much-needed infusion of funding into the beleaguered school library system was applauded by all stakeholders including the Association of Canadian Publishers (ACP). Many studies on schools and school libraries over the past ten years, including the Haycock report cited above, have advocated that a strong school library system is a cornerstone of an effective educational system. Also stressed in all of these reports, is the importance of providing children access to Canadian books that tell Canadian stories with Canadian settings, and celebrate Canadian values. What was missing from the Ministry of Education's objectives was the establishment of a principle for buying Canadian books, meaning books written and illustrated by Canadian authors and illustrators. This meant that members of the ACP, who publish a large proportion of

Act

⁽d) that is a corporation with share capital, of which Canadians beneficially own or control, other than by way of shares held only as security, directly or indirectly, in the aggregate at least 75 percent of all the issued and outstanding voting shares representing at least 75 percent of the paid-up capital

⁽e) that is a corporation without share capital, of which Canadians beneficially own or control, directly or indirectly, interests representing in value at least 75 percent of the total value of the assets."

² The ACP represents 125 Canadian-owned and –controlled publishing firms from across the country. More than half of these firms are based in Ontario.

Canadian-authored and -illustrated books, but have limited resources for marketing, had to compete against lower-priced imported books.

From the time that the Premier made his first announcement about this initiative during the election campaign, Canadian publishers wanted to position themselves as an important source of Canadian-authored and -illustrated books. ACP members felt it was important to gather the following market intelligence in order to see that a significant portion of the \$15 million for 2008/2009 and \$15 million for 2009/2010 flow to sales of Canadian-authored books:

1) Information on school boards and individual schools, in particular:

- a) What are the boards of education, public and separate, French and English, in Ontario?
- b) What are the schools in each?
- c) What are their enrollments? (LIP funding will be allocated in equal base portions, with top-up based on enrollment.)
- d) What are the top 10 boards by population? How does each one select library materials: At the board level? At the school level?

2) How and what purchases will be made?

- a) Board selection or by school?
- b) The percentage of curriculum-tied materials versus general materials suitable for libraries.
- c) The percentage of new titles versus backlist titles.
- d) The percentage of books versus magazines, digital materials and any other materials that might appear in a library.

3) What is the most efficient and targeted way to market Canadian content available from ACP members to boards and/or schools?

- a) Catalogues, e-newsletters, lists of the top 100 titles?
- b) Should material be teacher-librarian vetted?
- c) When should the marketing begin and how often should efforts be repeated?

After the first round of purchasing, which was complete by March 31, 2009, the consultant evaluated the purchasing process and released an overview of publishers' successes and challenges. This information was used to improve marketing to wholesalers and library staff for the next release of funding, which was announced in June 2009, with spending to be complete by March 31, 2010. However, timing once again worked against vendors and publishers, because the Ministry requested that school boards spend most of the second release of funds by September 30, 2009.

This report is an overview of market research that was carried out from October 2008 to June 2009 under the circumstances described above, with recommendations to

Canadian publishers. Many of these recommendations have already been acted upon; please see Appendices 3 and 4 for details. Primary research was conducted by interviewing stakeholders such as library staff, wholesalers and publishers. As data was gathered, interim reports were released to ACP members so that publishers were able to act quickly, given the short period in which Ministry funds could be spent.

The report is divided into five parts:

Part 1—The Books: An overview of the type of books library staff expressed an interest in acquiring.

Part 2—The Clients: Who they are, how they spend the funds from this program, what book information sources and selection tools they use.

Part 3—Sales and Marketing Options: An overview of a number of sales and marketing options open to ACP members.

Part 4—Recommendations: Recommendations to publishers based on market research conducted between October 2008 and June 2009.

Part 5—Next Steps: Present and future recommendations.

Part 1 - The Books

Library consultants from nine of the largest school boards were interviewed about the types of books they were interested in adding to their collections with the money from this program. A list of the boards represented in these interviews is included in Appendix 1. There are some consistencies in the interviews with library staff that are important to highlight:

1) They are keen to buy Canadian authored/illustrated books.

One library coordinator said it was mandated; however, she is not, nor are other library staff interviewed, concerned with who the publisher is of these books. She recently did a bulk purchase from Nelson of leveled reading material that was Canadian-authored.

2) Curriculum tie-in and leveling are very important.

Time and time again we heard from librarians that 75-100% of their buying would be curriculum related and/or leveled reading material. The school libraries are there to support teachers and the curriculum. The feeling consistently expressed is that general-reading books can be had through the public library system. The wholesalers and library staff interviewed want publishers to supply information about their books that highlight age level, themes and/or curriculum ties. A number of wholesalers and teachers recommend, at the very least, that publishers

supply information on themes in the book. This is especially true for picture books and novels, because it is harder to find this kind of information from a catalogue listing. Non-fiction is obviously easier to tie to curriculum.

3) There is a shortage of good material on certain topics.

There is a shortage of material on aboriginal studies, high/low (books for reluctant readers with high interest, but low or easy vocabulary, which are easily read and build confidence in young readers), and instructional materials such as activity books or cookbooks.

4) New books will be chosen first.

All library staff we interviewed said that their collections were so old that they would focus their purchasing on the most recent titles, meaning 2008 and 2009, publications. However, if an older title has been reissued (for example, an atlas) this would be considered. This is not to say that backlist will not be bought, just that it will be purchased at a much lower volume. The percentages we heard from buyers were anywhere from 75% frontlist/25% backlist, to 100% frontlist.

Part 2 – The Clients

Appendix 2 contains a complete list of Ontario school boards. It is recommended that, given time constraints, ACP members concentrate on reaching out to the ten boards with the highest enrolment. This would give the greatest return on investment.

Kate Edwards and Barbara Howson interviewed a number of contacts at board level (see Appendix 1 for a list of boards contacted). At the time of our initial research, money had not been allocated and boards did not know how much money per school would be available or whether buying would be local or centralized. Research continued after the first release of funding with key library and wholesaler contacts. At this time there was a sense of panic at school boards because of the limited time period in which the funds could be spent. The Toronto District School Board alone spent over \$2 million dollars at one show sponsored by Saunders Book Company. This meant there was little time for coordinated direct marketing by publishers to library staff, because of the short timelines. Also, if books were not available during the purchasing period, no matter how important they were to a library collection, they could not be bought until the next release of funds from the Ministry of Education.

With the second release of funding, though there is still a limited time period in which the funds can be spent, there seems to be less feeling of panic. Library staff is looking for materials that will be available by August 2009.

Finally, wholesalers are the gatekeepers to many of the district school boards. They are managing the take-away shows and have close relationships with different districts that

rely on the wholesalers for advice and other services that cannot be supplied by publishers. This means that publishers are limited in their contact with school boards.

Part 3 – Sales and Marketing Options

Most publishers are already using the following channels to market their books, however it is good to have it reaffirmed by research that these channels are important to the library and wholesaling sectors. It is important to note that publishers need to highlight curriculum tie-ins, leveling when available, and new titles.

Book Information Sources:

All of the library staff interviewed read and used the following as sources for information on new books:

- Recommendations through OLA <u>www.libraryng.com</u>
- Globe and Mail
- School Library Journal
- Quill and Quire www.quillandquire.com
- CM Magazine www.umanitoba.ca/cm/
- Canadian Children's Book News www.bookcentre.ca

A number of library staff noted that there are no selection tools readily available for Canadian front and backlist titles. When asked about the British Columbia publishers' *BC Books for BC Schools* project, a catalogue written by library staff for library staff but funded and organized by publishers, all library staff were very positive about such an initiative. One library consultant, Rose Dotten, a member of TALCO (Association of Library Consultants of Ontario), recommended the development of just such an initiative, but thought that the resource would be invaluable if online. This information was reported back immediately to the ACP, which was working on a new online source for Canadian books, Canadianbookself.com. This resource is being developed now with the needs of library staff in mind (see Appendix 3 for an introduction to the canadianbookself.com website). The site is expected to launch in 2010, and promoting it to Ontario library coordinators and library staff as a selection tool for Canadianauthored material for both the LIP and regular library purchases is encouraged.

When interviewed more recently, library staff indicated that they are being inundated with catalogues, email blasts, and other marketing tools. It is important for ACP members to find a way to rise above the noise to reach out to library staff.

Wholesalers and Stores:

Canadian wholesaler catalogues are available to library staff:

- Tinlids (<u>www.tinlids.ca</u>): will have a new searchable website in early 2009
- S & B (<u>www.sbbooks.com</u>): responsible for managing the Forest of Reading awards.
- Goodminds (<u>www.goodminds.com</u>): distributors of educational resources for First Nation studies.
- Chapters: One Northern school said she uses www.chapters.indigo.ca as a source for fiction titles because of the ease and speed in ordering.

Conferences and Book Fairs:

Library staff go to:

• OLA Super Conference

http://www.accessola.com/ola/bins/content page.asp?cid=5 February 24-27, 2010, Metro Toronto Convention Centre

• Reading for the Love of It

www.readingfortheloveofit.com

February 11 & 12, 2010, Sheraton Centre, Toronto

Take-away shows organized by wholesalers:

There are book fairs for school boards organized by wholesalers throughout the year. The following are some of the shows that will be held during fall 2009:

Ottawa: September 8-9 Durham: September 10-11

London Catholic: September 15-16

Peel: September 17-18

York Region: September 24-25 Hamilton: September 29-29 Niagara: September 30

Toronto District School Board: October 1-2

Guelph: October 5-6

Once again publishers should be working with wholesalers to facilitate marketing of their books to the library community through these fairs if they are not doing so already.

Part 4 – Recommendations

The following is a summary of recommendations that have come from both market research over the year and a review of the ACP member sales results from the first release of Library Investment Project funding (\$15 million) by the Ministry in January 2009.

- 1) Lobby to have every third release of monies be strictly for Canadian-authored/illustrated books. This means that library staff don't have to take on the onerous task of making sure they are compliant with a percentage of Canadian purchasing, especially given that they have no apparent tracking system. All Canadian-authored titles could be included in such an initiative, and both Canadian-owned and multinational firms could take part.
- 2) Work with CANSCAIP, Writers' Union, People for Education, Dominion Institute, and other associations to broaden lobby efforts to encourage the Ministry of Education to set a minimum for Canadian content.
- 3) Target the wholesalers. They are going to book fairs at schools and creating reading lists. Supply them with easy-to-use information on books that highlights curriculum tie-ins, themes and age levels. This is especially important for novels and picture books that, as mentioned earlier in this report, are more difficult for both school library staff and wholesalers to place from catalogue copy.
- 4) Create new selection tools, especially those that are web-based.
 Canadianbookshelf.com should concentrate, in the short term, on the library market. Information should be searchable by author, keyword, curriculum area, language (French/English), target age/grade level, and themes. This will indicate to all parties that we are looking at tools for change over the long term.
- 5) Develop a print catalogue, Canadian Books for Ontario Schools, using the BC Books for BC Schools catalogue published by the Association of Book Publishers of British Columbia as a model. Alternatively or additionally, work more closely with the Canadian Children's Book Centre to make sure the Canadian Children's Book News gets into decision makers' hands.
- 6) Incentives. This is difficult as the only incentive of interest to purchasers is increased discount and that is already on offer. However, a suggestion has been made to review the possibility of reviving the much-loved Wintario Halfback program, in which losing lottery tickets became vouchers, at half their face value, for the purchase of Canadian-authored books.
- 7) Meet with BookNet Canada to discuss the timing of its Biblioshare project and possible use of data in both lobbying and actual purchasing processes.

- 8) Publishers should focus on core sources of information for librarians to highlight their titles, either through advertising or submitting their books for review.
- 9) Create marketing materials for books that highlight age-appropriate themes. For example, librarians want and need materials for aboriginal studies, but it is often hard to ascertain from catalogue copy if a picture book will fit this area of the curriculum. Make it easy: develop theme-based brochures for mailing or theme-based advertisements. Also, in the future make publisher websites searchable by theme, age, grade or curriculum tie-in.
- 10) Create an opportunity to meet with key library staff in the top ten districts to find out how to better serve their needs and create a demand for Canadian books.

 Ask library staff to work with wholesalers to ensure that Canadian-authored and illustrated books are at take-away shows.

Part 5 - Next Steps

A number of the above recommendations have already been acted upon:

- ACP has developed a Canadian Hot List of over 400 titles from member publishers (see Appendix 4). The Hot List will be sent to all wholesalers and school boards, and available for distribution at the relevant take-away shows and library conferences.
- 2) A task force has been struck with the sole purpose of meeting with decision-making library staff of each of the top ten school districts. They will deliver the Hot List and outline the value of the books published by ACP members.
- 3) Canadianbookself.com is in development and should be live in early 2010.
- 4) ACP continues to lobby the Ontario government to ensure that a larger percentage of Canadian books are bought for school libraries.
- 5) Contact BookNet and ask for sales data on Canadian publisher ISBN prefixes for the Library Investment Project period.
- 6) Create a plan for 2010 to market books by ACP publishers to wholesalers and school library staff.

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I would also like to thank the library staff, wholesalers and others in the book industry whose information and advice were invaluable.

About Barbara Howson

Barbara Howson is a senior publishing professional with over twenty years experience in Canada and in the United Kingdom. She has held executive positions with both Kids Can Press and Stoddart Publishing; the latter included representing House of Anansi Press, Cormorant Books and Boston Mills Press in the international markets. She has been active in the publishing community throughout her career, sitting on the board of the Association for the Export of Canadian Books (AECB) and acting as Chair of the Export Committee for the Association of Canadian Publishers. Her career includes notable achievements in sales and marketing within the domestic book market, as well as extensive experience and success in foreign rights and licensing arrangements, working with a variety of publishing and media companies.

In 2007, Barbara began work as a consultant to the publishing industry. Her clients include the Ontario Media Development Corporation, Association for the Export of Canadian Books, Access Copyright, Second Story Press, and Groundwood Books. Barbara is active in the Association of Canadian Publishers' Mentorship Program. Barbara is also part of the faculty of the Humber College Creative Book Publishing Program and is a member of the board of Raising Readers, a literacy charity active in the east end of Toronto.

About Kate Edwards

Kate Edwards is the Association of Canadian Publishers' current Program Manager. Before joining the ACP in October 2007, she worked in the sales and marketing department at Maple Tree Press, and as Special Projects Coordinator at Toronto's Word on the Street festival.

Kate is a graduate of the University of Toronto, and Centennial College's Book and Magazine Publishing Program.

Appendix 1

Library coordinators and board staff from the following Ontario school boards were interviewed to gather information for this report:

Hamilton-Wentworth District School Board
Ottawa-Carleton District School Board
Ottawa Catholic District School Board
Rainbow District School Board
Thames Valley District School Board
Toronto Catholic District School Board
Toronto District School Board
Waterloo Region District School Board
York Region District School Board

Appendix 2

Ontario school boards, sorted by elementary school enrollment. (Data gathered in October 2008.)

Board	Website	No. of Elementary Schools	Total Elementary School Enrollment
Toronto District School Board	http://www.tdsb.on.ca	472	188,728
Peel District School Board	http://www.peelschools.org	183	99,150
York Region District School Board	http://www.yrdsb.edu.on.ca	140	69,207
Toronto Catholic District School Board	http://www.tcdsb.on.ca	171	64,807
Dufferin-Peel Catholic District School Board	http://www.dpcdsb.org	115	58,144
Thames Valley District School Board	http://www.tvdsb.on.ca	154	55,401
Ottawa-Carleton District School Board	http://www.ocdsb.ca	117	48,680
Durham District School Board	http://www.durham.edu.on.ca	100	47,169
Waterloo Region District School Board	http://www.wrdsb.on.ca	98	40,418
Hamilton-Wentworth District School Board	http://www.hwdsb.on.ca	104	38,334
Simcoe County District School Board	http://www.scdsb.on.ca	91	38,042
York Catholic District School Board	http://www.ycdsb.ca	77	37,194
Halton District School Board	http://www.haltondsb.on.ca	76	32,077
District School Board of Niagara	http://www.dsbn.edu.on.ca	95	28,916
Ottawa Catholic District School Board	http://www.ottawacatholicschools.ca	79	28,021
Greater Essex County District School Board	http://www.gecdsb.on.ca	62	26,848
Kawartha Pine Ridge District School Board	http://www.kpr.edu.on.ca	81	26,648
Upper Canada District School Board	http://www.ucdsb.on.ca	79	22,068
Upper Grand District School Board	http://www.ugdsb.on.ca	59	21,434
Hamilton-Wentworth Catholic District School Board	http://www.hwcdsb.edu.on.ca	55	20,310
Grand Erie District School Board	http://www.gedsb.on.ca	60	19,817
Halton Catholic District School Board	http://www.haltonrc.edu.on.ca	36	18,971
Windsor-Essex Catholic District School Board	http://www.wecdsb.on.ca	41	18,240
Durham Catholic District School Board	http://www.dcdsb.ca	43	17,838
Lambton Kent District School Board	http://www.lkdsb.net	53	17,505
Waterloo Catholic District School Board	http://www.wcdsb.edu.on.ca	47	17,080
Niagara Catholic District School Board	http://www.niagararc.com	52	16,756
Limestone District School Board	http://www.limestone.on.ca	56	15,092
Simcoe Muskoka Catholic District School Board	http://www.smcdsb.on.ca	42	15,069
London District Catholic School Board	http://www.ldcsb.on.ca	48	14,839
Bluewater District School Board	http://www.bwdsb.on.ca	43	14,051
Trillium Lakelands District School Board	http://www.tldsb.on.ca	40	13,693
Conseil scolaire de district catholique du Centre- Est de l'Ontario	http://www.ecolecatholique.ca	43	12,902
Hastings & Prince Edward District School Board	http://www.hpedsb.on.ca	46	12,767
Avon Maitland District School Board	http://www.avonmaitland.on.ca	44	12,307
Catholic District School Board of Eastern Ontario	http://www.cdsbeo.on.ca	42	10,850
Rainbow District School Board	http://www.rainbowschools.ca	40	10,505
Peterborough Victoria Northumberland and Clarington Catholic District School Board	http://www.pvnccdsb.on.ca	32	10,098
Conseil scolaire de district catholique Centre-Sud	http://www.csdccs.edu.on.ca	42	9,958

		1	
Algonquin and Lakeshore Catholic District School Board	http://www.alcdsb.on.ca	36	8,766
Conseil scolaire de district catholique de l'Est	http://www.csdceo.ca	34	8,698
Near North District School Board	http://www.nearnorthschools.ca	36	8,491
Lakehead District School Board	http://www.lakeheadschools.ca	29	8,253
St Clair Catholic District School Board	http://www.st-clair.net	31	8,247
Brant Haldimand Norfolk Catholic Distric School Board	http://www.bhncdsb.edu.on.ca	32	7,712
Algoma District School Board	http://www.adsb.on.ca	41	7,701
Conseil des écoles publiques de l'Est de l'Ontario	http://www.cepeo.on.ca	28	7,078
Renfrew County District School Board	http://www.renfrew.edu.on.ca	27	7,009
Thunder Bay Catholic District School Board	http://www.tbdsb.on.ca	20	6,371
Wellington Catholic District School Board	http://www.wellingtoncssb.edu.on.ca	16	6,302
Conseil scolaire de district catholique des Grandes Riviéres	http://www.cscdgr.on.ca	32	5,791
	Tittp://www.cscagr.on.ca	32	3,731
Conseil scolaire de district des écoles catholiques du Sud-Ouest	http://www.csdecso.on.ca	24	5,766
Conseil scolaire de district catholique du Nouvel- Ontario	http://www.nouvelon.ca	31	5,429
District School Board Ontario North East	http://www.dsb1.edu.on.ca	29	5,423
Conseil scolaire de district du Centre Sud-Ouest	http://www.csdcso.on.ca	34	5,380
Sudbury Catholic District School Board	http://www.scdsb.edu.on.ca	20	5,082
Huron-Superior Catholic District School Board	http://www.hscdsb.on.ca	22	4,879
Renfrew County Catholic District School Board	http://www.rccdsb.edu.on.ca	21	4,034
Keewatin-Patricia District School Board	http://www.kpdsb.on.ca	18	3,936
Huron Perth Catholic District School Board	http://www.hpcdsb.edu.on.ca	17	3,502
Bruce-Grey Catholic District School Board	http://www.hpcdsb.org	11	2,553
Nipissing-Parry Sound Catholic District School			
Board	http://www.npsc.edu.on.ca	13	2,534
Northeastern Catholic District School Board Conseil scolaire de district catholique Franco-	http://www.ncdsb.on.ca	12	2,430
Nord	http://www.franco-nord.edu.on.ca	14	2,318
Rainy River District School Board	http://www.rrdsb.com	11	1,835
Conseil scolaire de district du Grand Nord de l'Ontario	http://www.cspgno.ca	12	1,622
Northwest Catholic District School Board	http://www.tncdsb.on.ca	5	1,527
Superior-Greenstone District School Board	http://www.sgdsb.on.ca	10	1,387
Kenora Catholic District School Board	http://www.kcdsb.on.ca	5	1,034
Conseil scolaire de district du Nord-Est de	http://www.aadaa.adu.aa	7	007
l'Ontario	http://www.csdne.edu.on.ca	7	897
Superior North Catholic District School Board	http://www.sncdsb.on.ca	9	871
Conseil scolaire de district catholique des Aurores boréales	http://www.csdcab.on.ca	6	587
Moose Factory Island District School Area Board		1	365
Moosonee District School Area Board		1	316
Penetanguishene Protestant Separate School Board		1	264
Parry Sound Roman Catholic Separate School Board		1	199
Atikokan Roman Catholic Separate School Board		1	192
Conseil des écoles séparées catholiques de Dubreuilville		1	135
Red Lake Area Combined Roman Catholic		-	. 30
Separate School Board	http://www.resourcenorth.com	2	132

Canadian Books for Ontario Children

Bloorview MacMillan School Authority	http://www.bvmschool.on.ca	1	116
Northern District School Area Board		2	108
Mine Centre District School Area Board		1	92
Summer Beaver District School Area Board		1	86
Niagara Peninsula Children's Centre School Authority		1	85
Moosonee Roman Catholic Separate School Board		2	83
Connell and Ponsford District School Area Board		1	82
The KidsAbility Education Authority	http://www.kidsability.ca	1	78
Hornepayne Roman Catholic Separate School Board		2	77
Nakina District School Area Board		1	45
Upsala District School Area Board		1	42
Airy and Sabine District School Area Board	http://www.nexicom.net/~airy/	1	33
John McGivney Children's Centre School Authority	http://www.childrensrehab.com	1	32
Gogama Roman Catholic Separate School Board		1	29
Campbell Children's School Authority		1	28
Ottawa Children's Treatment Centre School Authority		1	23
Murchison and Lyell District School Area Board		1	20
Foleyet District School Area Board		1	15
Conseil des écoles séparées catholiques de Foleyet		1	14
Asquith-Garvey District School Area Board		1	9
Caramat District School Area Board		1	9
Collins District School Area Board		1	7
Missarenda District School Area Board		1	6
Gogama District School Area Board		1	5
James Bay Lowlands Secondary School Board		0	-

Appendix 3

Introduction to the Canadian Bookshelf platform, prepared by Craig Riggs.

Canadian BookShelf

THE BOOKSHELF PLATFORM

We can improve the discoverability of Canadian-authored books by aggregating rich information about them within a search-optimized web platform. This would represent a unique, authoritative resource that could provide genuine value to consumers, librarians, educators, authors, booksellers, and publishers.

Canadian Bookshelf will be a community-based discovery platform for Canadian books and the authoritative resource for Canadian-authored titles. The platform will be enabled by the Canadian publishing industry's significant investments in improving bibliographic data. It will have the overarching goal of increasing the visibility of Canadian books as well as the ease with which Canadian titles can be discovered and acquired.



Figure 1. A design model for the Bookshelf homepage.

The Bookshelf model does not rely only on users coming directly to the site to interact with the various features and content found there. Rather, our intention is to allow users to encounter and use Bookshelf content on other major web platforms, and/or through content distributed from the site in the form of data feeds, widgets, or more extensive integration with related sites.

In short, users will be able to integrate Bookshelf content and features into as much of their online experience as possible. For example, the sharing functions on the site support the sharing of links for recommended titles. These functions will be integrated with major social media platforms such as Twitter and Facebook.

The features and functionality on the Bookshelf platform will be guided by the following operating guidelines:

- The platform will include only Canadian-authored titles, whether published by a Canadianowned or multinational press. We will apply the Department of Canadian Heritage's definition of Canadian authorship for purposes of determining whether or not a title should be listed. According to this definition, a Canadian author is one "who is a Canadian citizen ordinarily resident in Canada or a permanent resident."
- The site will accommodate both print and digital editions. Only titles available for sale will be listed.
- The primary purpose of the platform is to support increased discoverability and marketing of Canadian books. Accordingly, we will not attempt to process or fulfill sales transactions from the platform. Instead, we will refer users to retailers and other vendors to order via direct links from the site. The referral options will include Amazon, Indigo, and independent bookstores as well as the book publisher (in cases where the publisher supports direct sales from its website).
- The platform will be standards-based, beginning with the use of the standardized data file and incorporating other data and web publishing standards as appropriate.
- Bookshelf will incorporate specialized content and title listings targeted for specific user groups. This customized content will initially include specialized book content for librarians and a distinct set of publisher-supported title listings for screen producers. Branded on the site as "Book to Screen" listings, these books will be selected by their publishers for their potential for film or television adaption and/or as properties suitable for production for mobile or web platforms.

"The web is going to drive more and more book sales; leaving control of book discovery to just Amazon isn't wise business." — Hugh McGuire

"The filter is the single most important function on the internet today." — Clay Shirky

Figure 2 provides an overview of major platform features and functions:

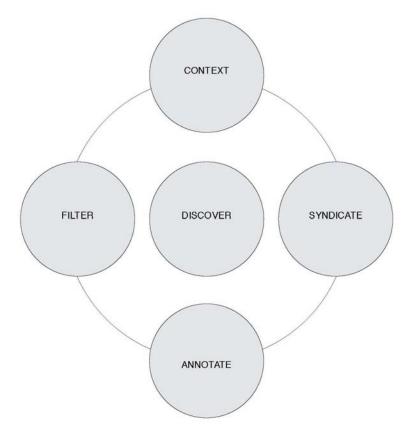


Figure 2. The major functions of the Bookshelf platform.

1. Discover

Bookshelf promotes discovery by gathering rich information about Canadian books and structuring this content for ease of use and searchability.

The site content will be fully indexed and optimized for search, and content will be fully searchable within the site. Users will have the option to browse by category, curated lists, keywords, or through integrated cross-links among books and lists.

Bookshelf will incorporate tag clouds to provide users with more options for search and browsing on site and to improve the discoverability of listed books. Initially, this tag set will be composed of data extracted from specific ONIX fields. Beyond that, publishers or users will have the option to add additional tags.

The major sources of rich title information on Bookshelf are as follows.

BookNet Canada's Biblioshare feed

The platform will receive an aggregated data feed—Biblioshare—from BookNet Canada as the foundation for its database. Biblioshare includes an industry standard ONIX file as well as a complete set of cover scans. The ONIX file includes basic data elements—title, author, author bio, price, ISBN, format, description—which can provide a base for each title listing. It also includes a set of standardized BISAC category codes that we will transpose into plain-language keywords for publication on the site.

The Biblioshare file, through the "contributor" field specifications in ONIX, also provides a basis for isolating Canadian-authored titles from the larger field of books available in the Canadian market. BookNet estimates that 60,000–80,000 Canadian titles will be included in the data feed.

Additional, value-added content

In addition to the basic data elements provided by the Biblioshare file, we will incorporate additional content elements gathered from publishers, authors, and other content partners. Publishers will be encouraged to provide title annotations, sample content, and reviews. Authors will be encouraged to directly manage their author pages on the platform and to maintain and extend the content there as much as possible. Through cross-promotion with content partners, we expect to incorporate additional reviews and related content.

• <u>User-generated content</u>

Users of all types will be able to view Bookshelf content and use the site without registration or opening a user account on the system. However, users will also be invited to register before contributing content to the site. Bookshelf will encourage and support user content in the form of ratings, reviews, comments, keyword tags, and managed title lists.

• Customized annotations for specific user groups

See "Annotation" below.

2. Context

Additional rich background helps users select titles, connect with authors, and network with other fans of a given book or author. We can add context to the books listed on canadianbookshelf.com by recording user activity and community response to each book, providing reviews and commentary, incorporating expanded author information, encouraging users to contribute their own content throughout the site, and incorporating cross-links to related titles.

Review content

We expect that initial book reviews, blurbs, or related comments will initially be drawn from the Biblioshare ONIX file and through additional content contributed directly by publishers. Additional review content may be acquired through linkages with review media or other content partners.

• Tracking user activity and user response

Bookshelf users will have the option to rate, review, or comment on any titles listed on the platform. This user-contributed content will be reflected on individual title pages. The platform will track and aggregate user activity (views, ratings, comments, etc.) and automatically generate popular reading lists based on different usage variables (e.g., "most viewed" or "highest rated").

Expanding author content

Each author with works listed on Bookshelf will have a dedicated author page. The basic author page features an author bio, photo, and links to each of the author's published works. Initially, author pages will be populated with content from the Biblioshare feed in combination with any additional material provided by the author's publisher(s). However, Bookshelf will also allow each author to take over the management of their page on the site and to add additional content, links, audio or video clips, and any other material they wish.

Related reading

Each title listing on canadianbookshelf.com will be accompanied by two types of related reading links: (1) a listing of titles by the same author and (2) suggestions for related reading.



Figure 3. A design model for an individual title page.

3. Annotation

Bookshelf will apply a flexible annotation model to serve specialized content to specific user groups. Any user can turn these annotations on or off using the annotation links in the main site controls menu at the top of each page on the site. However, relevant annotations will be automatically activated for registered users indicate they belong to a user group for which annotations are available.

The initial annotations available on canadianbookshelf.com will focus on library users and screen producers. Library annotations will include items such as grade level, reading level, genre, theme, cautions, and curriculum links. Screen producer annotations will include rights and transaction details as well as additional notes from the publisher or agent attached to the title.

The annotation model gives us additional options for modifying the book content served to library or screen producer users. For example, annotated listings for library users could also prioritize the display of reviews and comments from library or educator users. Pages for screen producers could include customized book descriptions along with the screen annotations.



Figure 4. A modified title page model with the site controls for annotations and sample library annotations highlighted.

4. Syndication

As noted earlier, Bookshelf will distribute book content from its database in the form of data feeds, widgets, or more extensive integration with related sites.

Users will be able to subscribe to RSS feeds¹ for authors represented on the site. They will also be able to embed content for an individual book or list of books in external websites using a branded Bookshelf widget.

The site will also allow users to compile lists of books they have read, would like to read, or would recommend. These lists can be published and shared on the site, or exported from the site in a variety of formats. Finally, users will also be able to share links and listings for individual books by emailing them to friends or posting them on social media platforms.

Beyond this range of user options, Bookshelf content may also be distributed and integrated with other sites and platforms through the use of an API (application programming interface) or customized data feeds provided via web services from the Bookshelf database.



Figure 5. A segment from the title page model with syndication and sharing controls highlighted.

5. Filter

The dynamic, vast archive of content found online is a powerful draw for users. However, the virtually limitless selection and range of choice found in even a single product or information category, such as books, means that filters play an increasingly important role in how people use the web.

This is not a new idea. We know from consumer behaviour studies in book retail that book buyers are heavily influenced in their choices by the way in which books are displayed in the store. Most buyers enter a bookstore without a specific book in mind and buy on impulse—most often selecting titles displayed face-out (as opposed to spine-out) or other books featured on table, bestseller, or "staff pick" displays. This is a tried and true filtering strategy that narrows the selection of books available from the complete available inventory in the store.

On the Internet, where the available choice vastly exceeds the selection of even the largest physical bookstores, the need for effective filtering is even more pressing and the effect on consumer choice even more profound.

¹ "RSS (Really Simple Syndication) is a family of web feed formats used to publish frequently updated works such as blog entries, news headlines, audio, and video—in a standardized format. Web feeds benefit publishers by letting them syndicate content automatically." (Source: Wikipedia)

This is an area where Bookshelf has a real opportunity to distinguish itself. In the broadest sense, the entire platform will be a new filter that will highlight Canadian-authored titles and differentiate them from all other books available in the Canadian market.

Bookshelf will take this idea further through active curation of and commentary on the books found throughout the site. As noted earlier, the user community on the site will play a role in this curation as some of the popular title lists on Bookshelf will be based on user activity on the site (e.g., "most reviewed").

But Bookshelf will also feature a variety of other filters. As a first step, the site editor will maintain a blog to provide commentary and reviews for Canadian books, provide a basis for personal outreach to other bloggers and social networks, and highlight special events, promotions, memes, or features on the site.

The editor will also coordinate the compilation of other recommended reading lists. These could be themed lists of different kinds (e.g., "gift books for Mother's Day," "the 10 most important Canadian novels of all time," "loud and proud poets"), recommendation lists from booksellers or librarians, and/or celebrity reading lists (e.g., "David Suzuki: 10 Books That Changed the World").

Reading lists and other filters will be incorporated throughout the site. The editor's page will be linked from the Bookshelf homepage (see "Between Pages" below) and will serve as a landing page for a range of interactive content and features on the site, including contests, activities, or special promotions.



Figure 6. A segment from the homepage model with filtering features highlighted.

USER GROUPS

We have identified the following groups as likely Bookshelf users, on the basis of the differentiated nature of the platform and the value it can be expected to provide to each of these groups. These are based on our consultations and research to date, and we expect that each will represent an important component of the community of users for the site.

Avid readers

- These users are heavy readers, interested in literary culture, interested in Canadian books.
- They include literary bloggers and book media.
- The value Bookshelf provides for them: new ways to more easily find information about Canadian books and authors. For these users the platform represents a unique and valueadded resource.
- See sample user profile below ("The Avid Reader: Julie").

Surfers

- These users are less frequent book readers, not explicitly looking for Canadian books, searching "off platform" for information or content related to a specific author, subject or theme.
- The value Bookshelf provides for them: introducing them to books that match their search intent/interests that they would often not otherwise discover.

Librarians

- These users are library staff in school, public, and academic libraries
- They include teacher-librarians and other educators
- The value Bookshelf provides for them: easier discovery and sorting of Canadian titles by theme, peer feedback, reading level, and/or curriculum linkage. For these users the platform represents a unique and value-added resource.
- See sample user profile below ("The Librarian: Paul").

Retailers

- These users are chain or independent book retailers.
- They include bricks-and-mortar stores as well as online retailers.
- The value Bookshelf provides for them: a value-added source of rich title information on Canadian books that can assist retailers in establishing a competitive advantage by better managing their selection of Canadian titles and/or boosting the profile of Canadian books in store.

Wholesalers

- These users are trade, educational and library wholesalers.
- They include Canadian wholesalers who are competing with much larger US vendors.
- The value Bookshelf provides for them: a value-added source of rich title information on Canadian books that can assist these wholesalers in establishing a competitive advantage through a greater emphasis on Canadian books.

Publishers

- These users are primarily Canadian-owned publishing houses.
- The value Bookshelf provides for them: easy access to feeds, widgets, and other integrated tools on the Bookshelf platform the publisher can use to strengthen the content on their own website and/or otherwise incorporate into their marketing efforts.

SIDEBAR:

The Avid Reader: Julie.

Basics: female, Caucasian, 30 years, lives in large Canadian urban center. Works for someone else, makes crafts, enjoys reading, and keeps a blog.

Julie enjoys spending time with friends. She has belonged to book clubs but doesn't find enough time for it at the moment because she is busy with work. Julie reads a lot of books. Some she buys and some she gets from the library or friends. She often looks for discount books.

Julie uses the web extensively. She is always Googling, using Facebook, Flickr, Twitter, and Amazon, and blogging. She is seen as a friend in the know and people ask her for book recommendations. Julie has posted reviews on Amazon and Indigo. She has an account at GoodReads and Library Thing. She still gets most of her book ideas from friends (in person, from their blogs, or via email alerts from GoodReads and Amazon).

Quote: "I love books. I'd like to read books all the time. I wish I had more time."

Goals: Julie wants to find great books and be able to easily post about them on her blog or to see what her friends are enjoying. She's not particular about reading Canadian books. She knows she likes Canadian authors and going to the book festival but she never really thinks about where the author is from.

Scenario: Julie sees a book link on Facebook that takes her to Canadian Bookshelf. This is awesome. She doesn't think she's seen a strictly Canadian book website before. There are a couple of memes she's followed by other bloggers, like the read 50 Canadian books this summer. She cruises around the site to get a quick idea of what goes on here. It looks like there's good info. She sees that she can browse by author and that there are some featured titles and recommendations. That's cool. And there is a great visual of what people are reading right now. She subscribes to the RSS feed to remember to come back here and grabs the embed code, which she then posts on her blog.

Julie's blog feed gets pulled into Facebook and her blog readers and Facebook friends now see that neat "What Canada's Reading" graph.

SIDEBAR:

The Librarian: Paul

Basics: male, Chinese-Canadian, mid-40s, lives in mid-sized Canadian city. Works for a public library system with several branches in town, and manages the children's section at the main branch.

Paul is married with two young kids at home. His busy schedule at work, combined with a hectic home life, means that he doesn't have as much time as he would like these days to catch up on work outside of office hours or even for his own reading.

Paul is a sophisticated web user and belongs to a number of book-related websites and professional email lists. He tries to keep up on the latest title releases from children's publishers. He receives a number of catalogues directly from publishers, additional information from a local bookstore from which the library occasionally places special orders, and gets recommendations for specific books from colleagues, friends, and library patrons regularly. For the sake of convenience and pricing, however, he does most of his ordering through a library wholesaler with which the library has a longstanding relationship.

Quote: "I wish there were an easier way to find and select the books we need. There just aren't enough hours in the day."

Goals: Paul wants to make sure that he's selecting the best available books for the library. He wants to be able to compare his choices against other children's librarians, and ask their advice as well. He doesn't have a lot of time to order from multiple sources so he also wants an easy way to pass title selections to colleagues for review and to his wholesaler for order processing.

Scenario: Paul sees a mention of canadianbookshelf.com in one of his professional e-newsletters. He follows the link to the site and browses to the new children's releases. He finds he can narrow his search quickly to authors he likes to follow and to publishers he watches closely. He bookmarks the site and is about to leave when he notices the "Library Annotations" link at the top of the page. He clicks the link and receives an invitation to become a registered user on the site. He keeps browsing for the moment and checks out some of the library annotations for titles he had seen earlier. Now he realizes he can search by theme or reading level and can more easily find books he needs to strengthen specific areas in his collection. "Where have you been all my life?" he wonders to himself...

Paul goes back to the "Sign In" link and opens an account as a librarian. Then he runs a few more searches, looks at the annotations and librarian reviews for some of the books he's interested in, and starts to select some of those for a book list on his account. Before he signs off for the afternoon, Paul emails his working list of books to his colleagues at the other library branches in town and encourages them to visit Bookshelf themselves. He signs up for the Bookshelf "New Release" updates for children's books and heads for home, only a few minutes late today.

Appendix 4

The following "Canadian Hot List" was coordinated by a task force formed by the ACP in June 2009. The list contains over 400 titles published between 2007 and 2009; books from 22 Canadian-owned and —controlled publishing houses are represented.



Υ	ISBN	Price	Format	Title	Author	Illustrator	Ages	Date
R	IGINAL STUDIE	S						
	9780888998576	18.95	HC	Shin-chi's Canoe	Campbell, Nicola I.	LaFave, Kim	4-6	200
_	9781894965828	19.95	HC	Missuk's Snow Geese	Renaud, Anne	Côté, Geneviève	5-7	200
_	9781897349571	19.95		I is for Inuksuk	Wallace, Mary	Wallace, Mary	5-7	20
	9780888999436	17.95		Alego	Teevee, Ningeokuluk	Manning-Toonoo, Nina	5-7	20
	9781894778695	19.95		Old Man with the Otter Medicine, The	Blondin, John	Beaverho, Archie	6-8	20
	9781894778718	19.95		Legend of the Caribou Boy, The	Blondin, John	McSwain, Roy	6-8	20
	9780977918317	10.95	-	Gray Wolf's Search	Swanson, Bruce	Peterson, Gary	6-8	20
-	9781894965491	19.95		Woman Who Married a Bear, The	James, Elizabeth	Atanas	7-9	20
-	9781550027921	11.99	PB	Time of the Thunderbird	Silvey, Diane	Kaamanui lanat	7-9	20
-	9781894778732	12.95 26.95		Racin' Jason	Wagner, Elaine	Kaszonyi, Janet	7-9 8-10	20 20
-	9781894778756 9781894778749	20.95		How the Fox Saved the People How the Fox Got His Crossed Legs	Football, Virgina Football, Virgina	Wedzin, James Wedzin, James	8-10	20
-	9780887767593	22.99	HC	All the Stars in the Sky	Taylor, C.J.	Taylor, C.J.	8-10	20
-	3100001101000	22.00	110	7th the otals in the oxy	Taylor, O.o.	layioi, O.o.	0 10	20
	9781897242338	16.95	HC	We Feel Good Out Here	Andre, Julie-Ann; Willett, Mindy	Mcintosh, Tessa	9-11	20
-	0.0.00.2.2000	. 0.00		People of the Land: Legends of the Four Host	raidie, cano rain, rimett, iiinay	monitoon, rooda	•	
	9781894778770	34.95	HC	First Nations			9-11	20
-	9780889953673	24.95		Nokum is My Teacher	Bouchard, David	Sapp, Allen	9-11	20
-				•	Landon, Rocky with David	,		
	9781554511556	19.95	HC	Native American Thought of It, A	MacDonald		9-11	20
	9781897187432	10.95	PB	Men of Courage from our First Nations	Schilling, Vincent		9-11	20
					Zoe, Philip; Zoe, Therese;			
	9781897252444	16.95	HC	Living Stories	Willett, Mindy	Mcintosh, Tessa	9-11	20
					Ipellie, Alootook with David			
	9781554510887	19.95		Inuit Thought of It, The	MacDonald		9-11	20
	9781897187258	10.95		Great Women from our First Nations	Fournel, Kelly		9-11	20
_	9780977918300	10.95		Great Athletes from our First Nations	Schilling, Vincent		9-11	20
-	9781894778626	14.95		Goodbye Buffalo Bay	Constance		9-11	20
-	9780889954212			Drum Calls Softly	Shelley	Poitras, Jim	9-11	20
-	9781894778923	14.95		Dream Catcher	Calahasen, Stella		9-11	20
-	9781897252321	16.95		Delta is My Home, The	McLeod, Tom; Willett, Mindy	Mcintosh, Tessa	9-11	20
-	9781554511006	21.95		Night Wanderer, The	Taylor, Drew Hayden		12-14	20
-	9780887768547 9781894778473	24.99 16.95	HC PB	Stones, Bones & Stitches Initiations: A Selection of Young Native Writings	Falconer,S. & White, S. Dumont, Marilyn; Editor		13+ 13+	20 20
CI	EPT BOOKS							
	9780887768705	17.99	НС	Time is When	Gleick, Beth	Jocelyn, Marthe	3-5	20
	9781551097008	17.95	HC	I Spy a Bunny	Dudar, Judy	Rudnicki, Richard	3-5	20
_	9781894965484	19.95		One Winter Night	Lloyd, Jennifer	Ray, Lynn	4-6	20
-	9780887767944	22.99	HC	Les Quatre Saisons de Simon	Tibo, Gilles	Tibo, Gilles	4-6	20
١F٦	S & ACTIVITIES	S						
	9782895791621	19.95	НС	Chirp Book, The	Kain, Bob		3-5	20
_	9781551096810	17.95	PB	Pumpkin People	Lightburn, Sandra	Lightburn, Ron	4-6	20
	9782895791409	16.95	PB	ARTastic!	Gerner, Jochen	3 , .	5-7	20
M	A							
	9780374361082	20.00	НС	Prince Won't Go to Bed, The	Dodds. Davle Ann	Brooker, Krysten	4-6	20
	9780374370091	21.00		Skunkdog	Jenkins, Emily	Pratt, Pierre	5-7	20
-	9780374370051	21.00		Marveltown	McCall. Bruce	McCall, Bruce	5-7	20
_	9781553373032	7.95	PB	Dracula Madness	Labatt, Mary	Rioux, Jo	7-9	20
_	9781554533824	8.95	PB	Claire and the Water Wish	Poon, Janice	Poon, Janice	7-9	20
	9781553800767	10.95		Journey to Atlantis	Roy, Philip		10-12	20
	9781554532384	7.95	PB	Landing, The	Ibbitson, John		12-14	20
RTH	SCIENCES							
	9781554530748	17.95	НС	It's Moving Day!	Hickman, Pamela	Valério, Geraldo	4-6	20
	9780374384401	20.00		Winnie Finn Worm Farmer	Brendler, Carol	Hoyt, Ard	5-7	20
	9781894965545	19.95		Looking for Loons	Lloyd, Jennifer	Wakelin, Kirsti Anne	5-7	20
	9781553653295			There's a Barnyard in My Bedroom	Suzuki, David	Fernandes, Eugenie	6-8	20
	9780778732099	25.95		What Shapes the Land?	Kalman, Bobbie	,	7-9	20
	9780778732075	25.95		Eath's Mountains	Kalman, Bobbie		7-9	20
_	9780778732082	25.95	HC	Earth's Rivers	Kalman, Bobbie		7-9	20
	9780778732068	25.95		Earth's Coasts	Kalman, Bobbie		7-9	20
_	9781897349243	22.95		Dino-Why?	Funston, Sylvia		7-9	20
	9780778729181	25.95		How to Reduce your Carbon Footprint	Bishop, Amanda		9-11	20
	9780778729167	25.95	HC	Building a Green Community	Rodger, Ellen		9-11	20
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QTY	ISBN	Price	Format	Title	Author	Illustrator	Ages	Date			
ENVIRONMENTAL STUDIES											
	9781554532124	16.95	HC	Looking Closely Through the Forest	Serafini, Frank	Serafini, Frank	4-6	2008			
	9781551096452	10.95	PB	Gracie, the Public Gardens Duck	Meyrick, Judith	Rudnicki, Richard	4-6	2008			
	9781894965330	19.95	HC	Boy from the Sun, The	Weller, Duncan	Weller, Duncan	4-6	2007			
	9781551097022	10.95	PB	Back to the Beach	Stoddart, Heidi Jardine	Stoddart, Heidi Jardine	4-6	2009			
	9781897476048	18.95	HC	Penguin and the Cupcake	Spires, Ashley	Spires, Ashley	5-7	2008			
	9782895791737	24.95	HC	chickaDEE Animal Adventures	Ledu, Stephanie	. ,	5-7	2007			
	9781553653035	12.95	PB	Tale of A Great White Fish	de Vries, Maggie	Benoit, Renne	6-8	2007			
	9781554550807	19.95	HC	Hurricane!	Godkin, Celia		6-8	2008			
	9781551095899	19.95	PB	Forest for Christmas	Harris, Michael	Orchard, Eric	6-8	2007			
	9780888999566	18.95	HC	Life in the Boreal Forest	Guiberson, Brenda Z.	Spirin, Gennady	7-9	2009			
	9781897349328	19.95	HC	Animals at the EDGE	Baillie, Jonathan and Marilyn		7-9	2008			
	9782895791928	14.95	PB	Try This at Home	Farquhar, Jackie		8-10	2008			
	9781553379546	19.95	HC	One Well	Strauss, Rochelle	Woods, Rosemary	8-10	2007			
	9780888997807	18.95	HC	Jack Pine	Patton, Christopher	Young, Cybele	8-10	2007			
	9781551097114	11.95	PB	White Cave Escape	Kent, Jennifer McGrath		9-11	2009			
	9781897349069	21.95	HC	This is My Planet	Thornhill, Jan		9-11	2007			
	9781897187227	10.95	PB	Exceptional Women Environmentalists	Rooney, Frances		9-11	2007			
	9780887767982	24.99	HC	Alien Invaders	Love, A. & Drake, J.	Thurman, Mark	9-11	2008			
	9781894965699	19.95	HC	Smudge's Mark	Osmond, Claudia		10-12	2009			
	9781554511198	19.95	HC	Curse of Akkad, The	Christie, Peter		10-12	2008			
GEOG	RAPHY										
	9781554533749	14.95	HC	Oh Canada!	Gürth, Per-Henrik	Gürth, Per-Henrik	3-5	2009			
	9781554532742	16.95	HC	Follow That Map!	Ritchie, Scot	Ritchie, Scot	4-6	2009			
	9781897349021	19.95	НС	Let's Go!	Flatt, Lizann	Ritchie, Scot	5-7	2007			
						Eastman, Dianne;					
	9781897066942	29.95	HC	WOW Canada!	Bowers, Vivien	Hobbs, Dan	8-10	2007			
	9781897349526	29.95	HC	Let's Call It Canada	Hughes, Susan	Dobson, Clive and Jolie	8-10	2009			
	9781550748901	19.95	HC	Kids Book of Canadian Geography, The	Penn, Briony	Penn, Briony	9-11	2008			
HEALT	тн										
				5							
	9781897235423	10.95	PB	Breathing Soccer	Spring, Debbie		9-11	2008			
	9781550379624	9.95	РВ	Little Black Book for Guys, The	St. Stephen's Community House		13+	2008			
	3701330373024	3.33	10	Little Black Book for Guys, The	House		13.	2000			
HISTO	RY										
	9781897349540	17.95	HC	On the Case	Wishinsky, Frieda	Eid, Jean-Paul	6-8	2009			
	9781554550555	19.95	HC	Naomi's Tree	Kogawa, Joy	Ohi, Ruth	6-8	2009			
	9781897349427	17.95	HC	Far from Home	Wishinsky, Frieda	Franson, Leanne	6-8	2009			
	9780887767913	14.99	PB	Time of Golden Dragons, A	Zhang, Song & Hao Yu	Zhang, Song Nan	8-10	2007			
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