



Inspiration for you, inspired by you

Welcome to the first issue of the Demco Array, a publication featuring a wide range of curated content from our expert partners and our team of Demco thought leaders. I'm absolutely delighted to bring you this collection of the best, from the brightest.

We're passionate about helping librarians and educators engage and empower the communities they serve. We're inspired by the valuable work you do every day and the Array is another resource through which we can help support you with ideas, insights, and inspiration.

In this issue you'll find information about creative shelving and wayfinding, fun ways to label and organize, an interview with a leading expert in library sustainability, and much more.

I hope you enjoy perusing our debut issue of the Array, and thank you for being among our first readers!

Me D. Ch







The Demco Array celebrates the role of librarians and K–12 educators in our communities while sharing an array of ideas and inspiration to help you spark curiosity, ignite learning, and transform lives.

ShelfSpark

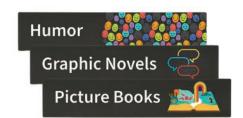
Spark curiosity. Ignite learning.



















Give your collection the attention it deserves

With ShelfSpark creative shelving solutions, you can turn your collection into an impossible-to-ignore browsing adventure that's as exciting as it is easy.

You'll grab readers' attention and they'll grab new favorites!

See the entire array of ShelfSpark products at demco.com/shelfspark







CANTRIBUTOR

Amanda Struckmeyer Library Media Specialist

Amanda is an author, librarian, and educator who's served on both the Caldecott and Newbery Award committees. She brings stories and information literacy to life through hands-on experience.

Kate Larson Writer, Researcher

Kate has a background in nonprofit communications and is particularly interested in the ways that language drives behavior changes through education, awareness-building, and the power of an irresistible narrative.

Julie Hornby
Library Solutions Manager, Demco

With more than 20 years of experience in the library industry, Julie specializes in educational and library interiors. She's passionate about empowering libraries as they move forward with reader-centered approaches.



19 GENREFYING WITH BIN LABELS

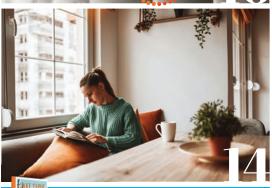
19 CHILDREN'S ACTIVITY & LITERACY CALENDARS

26 TOP 10 WAYS TO COLOR YOUR COLLECTION

27 CHILDREN'S LITERATURE AWARDS

28 GET TO KNOW THE LIBRARY SCAVENGER HUNT









Ditching Dewey: Library Organization with a Purpose

by Amanda Struckmeyer

Learn how thoughtful organization can help readers of all ages become confident, lifelong library users.

More Americans Are Reading for Pleasure

by Kate Larson

Americans are eager to escape, explore new worlds, and get lost in a good story. How are libraries adapting?

"Sell" More Books to Every Age with Retail-Style Displays

by Julie Hornby

From face-out shelving to interactive displays, borrowing ideas from visual merchandising strategies can help your library gain visibility, attract patrons, and increase circulation.

Why Libraries Should Be Leaders in Sustainability

by Kate Larson

Rebekkah Smith Aldrich, cofounder of the Sustainable Libraries Initiative (SLI), shares her thoughts on libraries' role in creating a healthier planet.

DEMCO.COM

2023 ISSUE 1 | 3





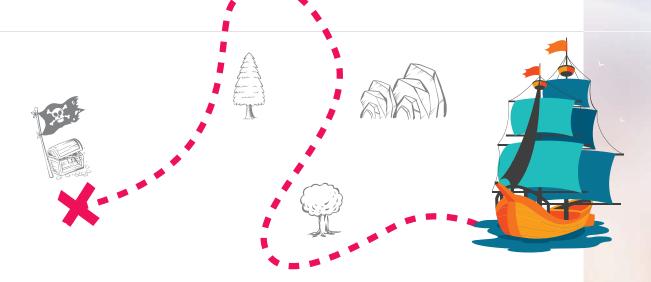
Adventure



SIGNAGE IS A CRITICAL **COMPONENT OF** YOUR SPACE DESIGN, MERCHANDISING, AND SERVICE MODELS.

There is so much goodness happening in libraries across the country. Despite this reality, few visitors feel like they know most of what their library has to offer (not to mention those who proclaim they can find everything they need online). Wouldn't it be great if each of these critics could be taken on a personal tour of your library? As strange as this sounds, what if everyone who stepped through your doors felt like they were on a guided tour?

Continued on next page >>



FIRST IMPRESSIONS

MAKE LASTING IMPRESSIONS

Some visitors confidently proceed through your library with precise knowledge of their destination. Others scan the environment, locate a directory, and figure out their next steps. To understand what that experience is like, try doing an exercise where you pretend you're coming into your library for the first time.

What's your impression? Warm? Exciting? Uninspired? Confusing? What opportunities do you see to move your library toward your ideal visitor experience?

GUIDEPOSTS & BEACONS

TO WHAT LIES AHEAD

The moment someone steps into your library, they want what they wantand fast. The composition of the visual elements they see can make it easier for them to find it by creating a landscape they can navigate intuitively. Assess your flooring, furnishings, and the application of color to ensure any signage you add is cohesive. Consider how you can use architectural elements such as columns, loft spaces, atriums, and "focal point" walls to enhance wayfinding. With all of this in mind, be sure to make effective use of overhead signs, ceiling or wall-mounted banners, and lettering to guide users into spaces or zones within the library. Start asking yourself questions like:

- How do the design, language choice, and placement of your communications and signs enhance the visitor experience?
- Does your real-world signage align with your library's online presence?
- Does it help visitors feel confident?

IN THE ZONE — DISCOVERING THE GOODNESS

Merchandising is a strong component of discovery. Take advantage of your resources, especially architectural elements, end panels, and canopy tops to optimize your space around a theme. Face-out displays are widely known to increase circulation, and some libraries are commingling formats on their shelving — hardcover, paperback, audio, and video in a single location. Creative shelving like this gives visitors all their options in one place and creates an opportunity for awareness of other formats or related services.

CREATE A SIGNAGE PLAN THROUGH OBSERVATION

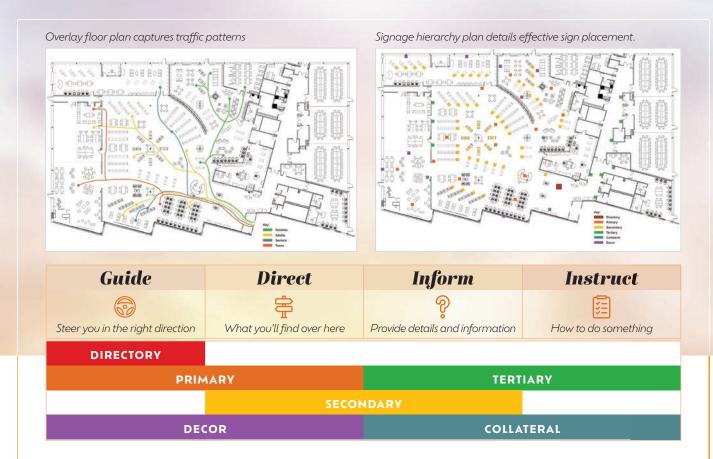
The first step in the process of developing a wayfinding design strategy is to observe visitors to see how they maneuver through your space and where they pause to look for clues to take them to their desired destination. Repeat this process over until you have a good cross section of different users mapped out and represented.

Continued on next page >>

6 | DEMCO ARRAY 855.607.4040



DEMCO.COM 2023 ISSUE 1 | 7



Ask questions such as:

- Are some readers less likely to stop at the reference desk to ask for help?
- Is a particular group more likely to take a less direct path?
- Do most of your visitors stop at a specific spot to gather their bearings?
- Which areas do visitors commonly need help finding?

Once you've gathered this data, you can decide where you currently have signage that isn't clear, places where people are looking for signage but you don't have any, or locations you should position communications relevant to certain groups and not others (like story time for kids).

There are six types of signs to consider when creating a signage plan: directory, primary, secondary, tertiary, collateral, and decor. Within each category there are multiple types and applications, and each serves a different function best. For example, directory signage might include a color-coded map or list of different

areas, secondary signage might help highlight help desks, self-check stations, or meeting rooms, and collateral signage might include flyers, calendars, or brochures. Through the lens of what you learned about your visitors, mark possible locations for each type of sign on a floor plan. This is a process that you may need to repeat to ensure that the result is effective.

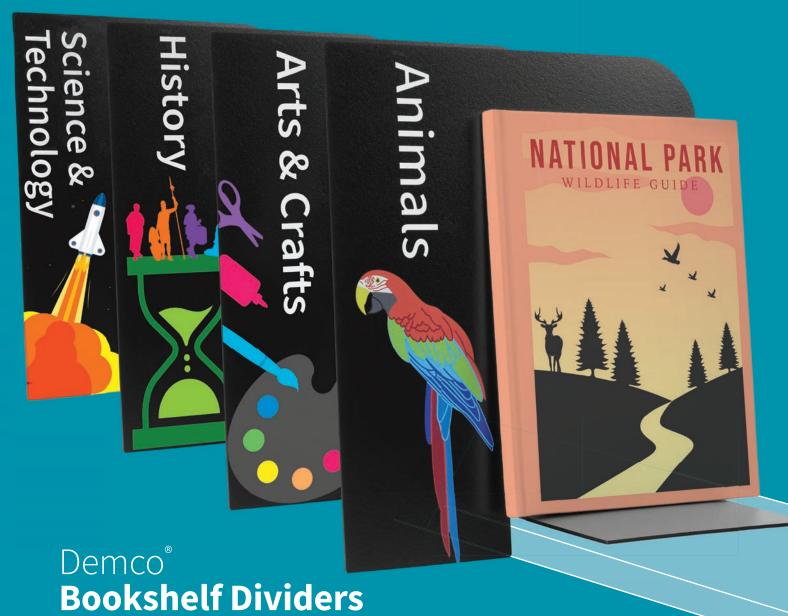
MEANINGFUL INTERACTIONS

Libraries are in a state of transformation, and a large component of that shift includes changing perceptions and opinions. There is no easier place to start than your current library users. The more they understand and know the full scope of what you offer, the more likely they are to become your best advocates and supporters.

Establishing your library as an easy place to navigate takes time. The approach and process you follow may include some of what is discussed in this article, but your specific roadmap and decisions will vary. Tailor your approach to your community's needs to influence how people think about your library.

To learn more about creating a signage plan, visit **ideas.demco.com** and search **wayfinding**.

Shelves that shout, "Check me out!"

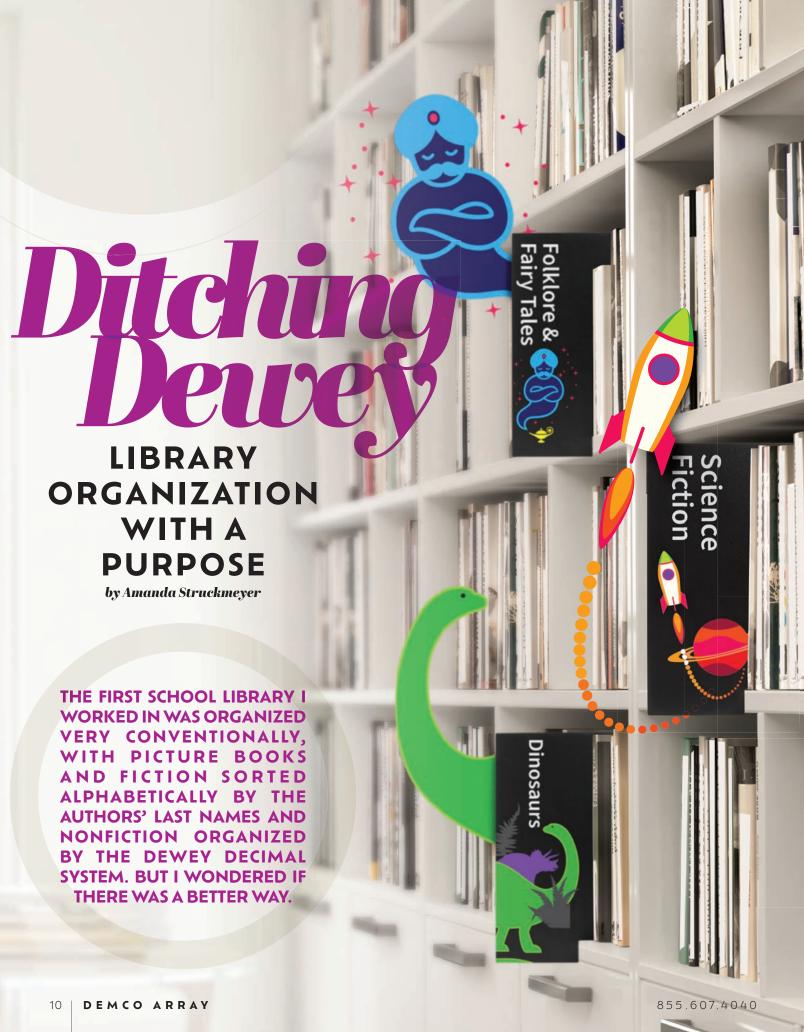


Spark interest and invite exploration with eye-catching dividers.









There's nothing wrong with the traditional system, as it has been in place for years and its prevalence in public and school libraries makes it familiar; however, while the organizational tools made sense to me, they didn't always make sense to my students. My kids wanted to know where the stories about superheroes were, regardless of the authors' last names. Students asking where the cookbooks were stared blankly when I said, "641.5."

I soon recognized that students were spending a lot of time asking where books were, and I was spending a lot of time finding the books for them. I also knew that my students were perfectly capable of finding what they needed if it was organized in a way that was meaningful to them. I knew I needed to make some changes, and in the process of adjusting our shelving and organization style, I learned six important lessons.

LESSON ONE IDENTIFY YOUR GOALS

My main goal as a school librarian is to help students learn to love reading. This means giving kids the tools they need to become confident, lifelong library users. We're not in the business of teaching students the Dewey Decimal System, we're in the business of teaching students that library resources are arranged systematically and that they are capable of learning and using that system to find what they need. Does every student need to learn that poetry books are filed under 811? Nope. But wouldn't it be great if every student knew that poetry books are awesome and available? Yep!

LESSON TWO THINK LIKE A KID

Keep track of directional requests from students, such as:

- Where are the picture books about princesses?
- Where are the chapter books about horses?
- Where are the scary books?
- Where are the books about the Titanic?

As a librarian, I know that picture books are generally filed alphabetically by the authors' last names, so it makes sense to me to identify the authors of princess-themed picture books and find those on the shelf. I also know that books on the Titanic can be found in several areas, including history, biography, engineering, and fiction. But most people in the world, including our students, aren't librarians (and they don't need to be). Groupings that make sense to non-librarians will invite students to easily access the items they're looking for.

LESSON THREE MAKE IT EASY FOR YOURSELF AND THE KIDS

I'm a huge fan of face-out bins for easy browsing and shelving. I label each bin clearly with the topic, series, or author, and I recruit students to draw graphics for the labels. Every book that belongs in each bin bears the same call number. For example, books in our Minecraft bin are cataloged under +MIN, picture books about superheroes now bear the call number E SUP (E is for Everybody; this begins all of our picture book call numbers and signifies the physical area of the library where the book is found), and picture books about unicorns can be found under E UNI. Within the bin, the books don't go in a specific order. This allows for easy browsing and quick shelving.

Continued on next page >>



Explore more at demco.com/shelfspark



Demco® Acrylic Book Display Bin

Transform shelving into browsable, face-out displays.

DEMCO.COM 2023 ISSUE 1

LESSON FOUR SPARK STUDENTS' INTEREST

Along with catering to young readers' existing interests, it's important to create creative displays that feature lesser-known topics, themes, authors, or nonfiction subjects. Shelve these books face out and restock them as necessary. Plan out your displays to align with seasons, sports trends, student activities, and local topics of interest.

One system or process doesn't fit every library. You're the expert on your collection and your students' interests, so think about what would work best and make it happen! A few ideas to consider:

- Combine picture books, readers, chapter books, graphic novels, and nonfiction books on popular topics into mini-collections. For example, you might house all your library's books about narwhals together.
- If relocating books isn't feasible for you, consider using color-coded star or dot spine stickers to mark popular topics. For example, you might put a pink star on the spine of every unicorn book. Be sure to post a key for students to use when looking for these highly sought-after topics!
- Ask students how they would like the library to be arranged. They often have excellent ideas and insight.
- Enlist the help of students in creating labels for shelves or bins. This offers a new level of ownership and belonging.

LESSON FIVE START SMALL

Chances are, you could spend 24 hours a day, 7 days a week reorganizing your library, and it still might not be "finished." Don't sweat it; any change, no matter how small, is an effective step in the right direction. Identify realistic steps and break larger jobs into small pieces.

LESSON SIX KEEP IT FLUID

12

The interests of students will naturally change over time. The popularity of some materials will wane, while others will appear as new favorites. Be flexible as you try new things, and stay open to evaluating, learning from, and changing your systems.

One of the first things you'll likely notice through this process is that the circulation of the books in thematic sections will increase. You might also see some books that previously went overlooked being checked out now that they're more visible. And you'll probably see students finding what they need more independently — and that is the whole idea! 👺

You're the expert onyour collection. so think about what would work best and make it happen!

DEMCO ARRAY 855.607.4040



Demco°
Acrylic Zig-Zag
Counter/Shelf Displays



Which way?

Face out!



Keep your most popular books and book series in plain sight.



Explore the collection at demco.com/shelfspark



More Americans Are Reading for Pleasure. How Is It Reshaping Library Spaces?

by Kate Larson



THE PANDEMIC RESTRUCTURED THE WAY WE LEARN, WORK, CARE FOR FAMILY, AND ENGAGE WITH FRIENDS. IT ALSO CHANGED HOW WE READ.

Book sales were up in both 2020 and 2021, and last year libraries loaned a record number of e-books — over half a billion! Not only are people buying and borrowing more books, but the types of books they're reading has also changed, with increased sales in adult and young adult fiction (+25%) and graphic novels (+65%). Coming out of the pandemic-spike in anxiety, Americans are eager to escape, explore new worlds, and get lost in a good story.

Library professionals are taking notice. Since reopening to the public in June 2021, "[We've] seen a huge increase in the number of patrons coming in for leisure reading materials," notes Bailey Anderson, Black Earth (WI) Public Library Director. "We've also been bringing in folks that either haven't been in for a long time or ever, including younger folks and families." Along with marketing efforts, Anderson credits "the uptick in leisure reading" as one of the drivers of this increased traffic.

How are libraries adapting to these shifts? Read on to see how Anderson and Black Earth Public Library updated their approach to embrace current trends and create a welcoming environment for all readers.

CLEARING SPACE: DECLUTTERING MAKES IT EASIER TO FALL IN LOVE WITH A NEW TITLE

With more people reading for pleasure, patrons are engaging differently with the library from the minute they walk in the door. Anderson started by clearing shelf space and updating the way collections flowed to make it easier for readers to peruse options. Many new visitors have only a theme or genre in mind; taking a merchandising approach can provide implicit guidance for their exploration.

Continued on next page >>

"Less clutter promotes organic browsing and doesn't produce as much overwhelm when patrons are not looking for something specific," she explains.

In addition, Anderson has created a prominent display of recommended reads near the library's entrance, and she rotates titles frequently. Patrons now go "right to the newest items when they come in the door," she observes, "or stop on their way out and double back to check it out." It turns out that giving books room to breathe eases pressure on library users as they hunt for their next great read.

MAKING SPACE FOR LITERARY CONVERSATIONS: WHAT LIBRARIES CAN LEARN FROM BOOKTOK

Some patrons are drawing inspiration from outside the library: specifically, from TikTok. The video-sharing app hosts a fervent community of readers (known as BookTok, a tag with over 108 billion views worldwide) who share their latest reads and recommendations. "In my opinion, BookTok is one of the biggest driving factors of increases in leisure reading, especially in younger people," Anderson says. "I think people are definitely being more open about their reading habits and vocal about what they like about certain books or authors, or what they don't like, because even

if they themselves aren't TikTok users, the trends ... that originate on TikTok do trickle into other platforms and spaces."

Taking their enthusiasm for books into their offline lives, younger readers are now finding their way into libraries. And once they're there, librarians can capitalize on the space to spark new conversations about books. Many libraries are using their wall and display space in eye-catching ways to get patrons talking — and reading. Others are including more BookTok-like content on their social media accounts, such as a librarian finding books to match a random prompt, suggestions for "short books to help you reach your reading goal," and even 'read-alikes' for books with long hold lists.

16

CONNECTING THROUGH SPACE: OFFERING PERSONALIZED BOOK RECOMMENDATIONS

Once someone is at the library, librarians can offer a wealth of knowledge and experience to guide them to books they'll love. And plenty of visitors are looking for that advice: a recent survey of America's reading habits found that 54% of readers choose their books based on the recommendation of a family member, friend, or someone else they trust. One Black Earth staff member writes a weekly book review called "The Book Nook" for the local newspaper and, Anderson says, "I hear often from patrons that they're reading a book based on her review and recommendation."

Less clutter promotes organic browsing and doesn't produce as much overwhelm when patrons are not looking for something specific.

But the library can also be a space for readers to suggest books to each other. "Going forward, I'd like to focus more on user-generated content both digitally and in-library," Anderson notes. "I'm hoping to be able to do more shelf-talkers that are based on reviews from patrons, posts featuring patron reviews, and an 'Unbook Club' type model with no required reading." She notes that the more the library becomes a place for recommending books, the more her patrons share their ideas. Her staff has always been "extremely open about what they're reading

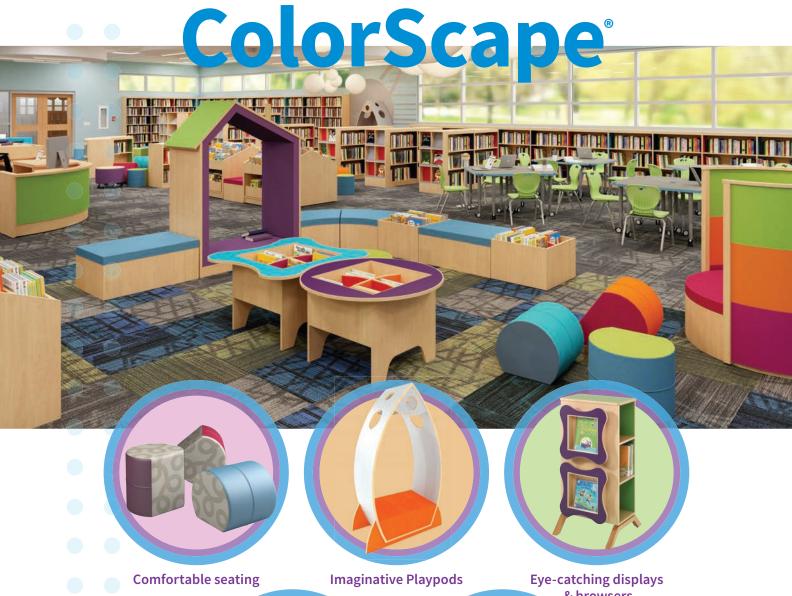
and how they're choosing it ... and modeling that behavior has created a culture in the community that's very open as well."

DESIGNING LIBRARY SPACE FOR PATRONS WHO ARE INCREASINGLY READING FOR PLEASURE

The increase in library use, growth in book sales, and shift to lighter genres like fantasy and romance since the start of the pandemic all point to a widespread need for relaxation and connection. Fortunately, libraries continue to be a place where readers can discover new titles, chat about books, and build like-minded communities.

DEMCO ARRAY 855.607.4040

Bring your whole space to life with



& browsers



Mix-and-match shelving



Modular circulation desks



Bound to Please

SIX THEMED COLLECTIONS FOR YOUNG READERS

When kids and teens are free to explore their interests and choose books that appeal to them, they're more likely to enjoy reading — and make it a lifelong habit. While genrefying a whole library can feel overwhelming, you can start to see the benefits with just a few themed bins.

Tip: Include the appropriate age range or grade level on each bin.



For fans of...

Build enthusiasm among non-readers by sharing books about (or similar to) other media they love.



Magical reads

Curate a variety of fairytales, fables, and other enchanting stories for bedtime and beyond.



Positive vibes

In stressful times, many readers look for tales of kind-hearted characters who get a happy ending.



Art lovers

Choose picture books with stunning illustrations that can keep early and pre-readers engaged.

18



For the fearless

Many readers discover a love of horror in the middle grades. Offer ageappropriate options here!



Just for laughs

From fiction to poetry, funny books are some of the most memorable and well-loved.

DEMCO ARRAY 855.607.4040

LET KIDS MAKE THEIR MARK

Genrefying your collection and updating your approach to shelf merchandising can do a lot to encourage independent browsing. But giving kids an opportunity to get involved in the library's transformation will give them an even stronger sense of ownership over the space, encouraging them to visit more often and engage more enthusiastically.

If you plan to organize materials into bins, invite young readers to help you make a distinctive label for each. Adjust their level of input depending on the age group participating. For example:

- Provide themed line drawings in the style of coloring books and art supplies for kids to personalize them. When they're finished, cut out the designs and add them to the bin alongside the label you create.
- Cut out right-sized sheets with the category written in bold permanent marker or printed in block letters. Give them to kids to decorate.
- Provide right-sized sheets and assign one category to each participant. Give them free rein to create their own label from scratch — as long as it clearly incorporates the name of the category.

Programming Calendars

FREE RESOURCE



Browse a treasure trove of printable calendars full of ideas for at-home early literacy practice and librarian-led crafts, read-alouds, and seasonal activities.

Daily Fun with Your Little One! THERMY FOR THE STATE OF THE STATE OF

Children's Activity Calendars



Visit

ideas.demco.com

and click

Programming

Calendars

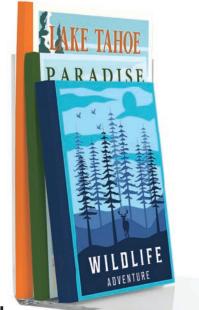
Early Literacy Activity Calendars

	Mally year shift get ready to be seen to read! South day features a fun as finish that will haly your child build per membring shift, build haly your child build per membring shift. Build have you will be shift by will, but you of history those are for more black on his to yourself and you faith will all the shift you will be to be.		Sounds March corner in the or loss Chaffenge poor other to have nothing contact and saw who saw cost thindee	2 Repding Today a factored fixed Across America Site Store your faces for solidate's South sted solidate's So	3 Sheries If what I Cab and Dogs Heat Day Help year And Day Help year And Cabe a day about our Help year about a primary	4 Play In Return they Control they jump in public, take a spring instant with, in just yo ratherity and de- annahing fun regards
5 Writing Controlle Your Bonne What I had you global to day All your plots to a los ton name on high or he ton, then no broad in become	G Reading I'v hallowed bearing black, the part lead of the part lead of the part lead of the part lead of the children's section.	7 Science Month's emily (and and the wholes and for all the brook to what except the below, grain, thouls, etc.	S Math Specific strapes in a resin. Superior, count the circles, appears, ands, rectangles, and transples.	Science Engine the science of solid Challenge paid child be one form paid are to see on seen or family of the see to be blooming it.	10 Sange white pro-propers must, have usually may alread the total with year shiel.	15 Play Note through Hotel Mark Condenses Sale Side, the Trail manner to spoon, by confiring an extensional feature bean continued bean continued and to be
12 Science To Plant of Stone Stone Near of Stone Suprison and left about start Superformers prince	13 Stories feet o touris they perfor it and with your districting stollar amount	1.4 Play Subject Claff Step State and project with your claff. The production was studyed	15 Math try fellow Month. Court the step signs on a short stree with see shifts.	16 Secunds Sourchapted Stay Is harmony of it Importable and and and Inportable and And poor filled and In the State In the	17 Writing In National Franchist Section Appearable Gray Well year child and a replant for an gray to be leaded.	Total a Stapling Total a Staple Sprug- tuneday To the parties from to send her Goog Engineep to Manual Edition St.
19 Play Third Small Day Days for book book play in make up our	20 Science tyrus officely began being this alond the open of gaining the beings of an author to the con- stancing to green	Surprise Spring, Spring, Spring Sprin	22 Math time subside and search for observe. This pear chief pount the terrors and inches a wish the finds or holing time leaf please?	23 Play Street annibus Springly part of the part of th	2.4 Songs Figures and the birds are offering to stee to other to be being and to descripe officers and any other allowed any other	25 Shories
26 Sounds make your shirt to produced to be a made or to produced and make up their your to be a made	27 Writing Writing spring by hatering year shall street a fearable springlates activity	28 Reading Select Chiddren Solve Read Stre. Solve Sear Select and and Sear Search politics based to expen.	29 Math Instruct poor shift to seld their transporting sales time transporting sales test to find?	30 Rhymes free 107th the will pay this and marks suche of things such.	35 Sounds Marit grow and the at hands frequent to be tended in a field legation	

DEMCO.COM 2023 ISSUE 1 | 19







HUMANS ARE VISUAL CREATURES, PROCESSING IMAGERY 60,000 times faster than text.

IT STANDS TO REASON THAT YOUR LIBRARY'S VISITORS ARE MAKING A LOT OF THEIR DECISIONS based on aesthetics and appearance.

They're not only judging books by their covers, but also determining what they want to do at your library and how long they want to stay based on what they see and feel. Are your bookshelves and displays compelling enough to keep up?

When it comes to presentations that positively wow your customers, marketers and retailers are among your best teachers. The fact is your library patrons are consumers at heart. Visual cues like branding, placement, cohesiveness, and interactions with staff influence their "purchasing decisions" — the materials they check out or programs they attend.

In other words, clever use of your library's shelf space and displays is your most productive and efficient "salesperson."

FLEXIBILITY AND MOBILITY

In retail, displays change faster than the seasons. Customers respond to newness, so adaptability is key. To capture your visitors' attention quickly and consistently, you want mobile book displays or shelves that are easy to reconfigure.

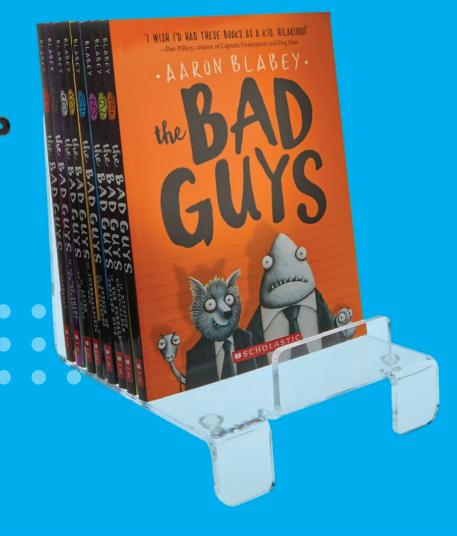
Do you want to generate more foot traffic in another part of your library? Could you attract passersby on a nice day by temporarily moving a display outside? Shelves and displays on casters let you share a subset of your collection wherever you like, whenever you like. Put your best foot forward by organizing these mobile mini collections around popular items or your staff's top picks.

Continued on next page >>

20 | **DEMCO ARRAY** 855.607.4040



"Sell" More Books to Every Age with Retail-Style Displays



DEMCO.COM 2023 ISSUE 1 | 21

Taking advantage of less obvious display areas like support beams, pillars, and other small spaces can work to your advantage. And a frequently updated digital display near the entrance of your library can draw visitors in, too. If a digital display isn't an option, you can achieve a similar attention-grabbing system on some of your shelves — either at the front of the library or within individual genres. But one of the best changes you can make for your visitors is tailoring your displays to different age groups.

KIDS

- **Get low.** Make it easier for kids to browse materials themselves by decreasing your display's height or building your own display on a lower shelf. End panels are also a prime location to do something unexpected for kids at their eye level.
- **Have fun.** While kids often love educational stories, you can better capture their attention with cute, whimsical designs that make reading exciting and playful.
- **Be active.** Make your displays interactive with LEGO® building bricks, felt and Velcro® characters, markerboards, activity boards, and more. Encourage kids to chart their reading on a community poster.

TEENS

22

- **Speak teenager.** Teen displays need to reflect who they are and what's important to them. Reach out to teens in your community or your teen advisory board to learn about their interests before creating displays. Rotate them regularly to touch on a wide range of popular themes.
- Lead with other media. Strategically choose non-book materials that appeal to teens' current interests, like new video games or trending vintage TV shows. In a single display, combine these with other books on the same topic or with the same feel.
- Make it authentic. Teens can be tough critics, especially when adults try too hard

to seem "hip." Rely on teens' input for help designing cohesive, creative displays that are about more than just their age. Try using cubes, sign holders, easels, and bookends to stand out.

ADULTS

of visitors spend

less than 10 minutes

in the library*

Location, location. Where do you notice adults stopping most often within your library? What are they looking for?
 Try to plan your displays around existing foot traffic instead of forcing new patterns.

your patrons view going to the library the same way they view grocery shopping: they want to get in and out as quickly as possible. Utilization studies show 56% of visitors spend less than 10 minutes in the library. Your displays need stopping power. Take inspiration from local boutiques or retailers known for imaginative displays that

• **Play with scale.** Having a good mix of feature displays in a range of sizes and styles creates visual interest and makes it easier for visitors to notice all the different materials and programming you're highlighting.

stop people in their tracks.

• Stir up emotions. One of the strategies retailers have mastered is creating emotional connections. After all, if a person feels a certain way about a product, he or she is more likely to be interested in it. The same applies to getting patrons to "shop" your collection. If your displays resonate with people on an emotional level, they will stop and take a look — and perhaps go home with something unexpected. You can generate emotion with displays based on your color scheme, choice of graphics, and words.

Although the library provides many benefits and services that retailers don't, we can learn a lot about how to build connections with "customers." From face-out shelving to interactive displays, borrowing from successful visual merchandising strategies can help your library gain visibility, attract patrons, and increase circulation.

^{*}The Customer Focused Library, 1 March 2012

Catch their eye as they journey by



Genre Labels

With hundreds of new designs and customer faves, the quest for the perfect book has never been more fun.







You've arrived at the intersection of strength & style

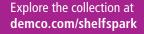


Demco® Titan™ Standard, Oversized, and StrongArm™ Steel Book Supports

Color Options

Bahama Blue	Black	Cardinal Red	Gray	Iron	Ivory
Lime Green	Orange Zest	Royal Blue	Sun Drop	Tan	Turquoise









But don't take our word for it...

The bright colors add just the right touch to **liven up the library.**

— Librarylady2, Starr, SC

A magical product if you have metal bookshelves.

Anything else slides all over the place. I will never buy any other kind again. Amazing.

— LibLady, OH

Solves a perpetual library problem! They hold long rows of books without shifting and don't bend out of shape or scuff metal shelving.

— ruestyle, Richardson, TX

Don't hesitate to order! **Very bright and cheerful.** They hold an entire shelf of books well.

— Marci, Idaho Falls, ID

Top 1 Ways to Color Your Collection

Color coding makes it easy to keep books properly shelved, catalog materials faster, help readers quickly find books on their own, and much more. There are so many ways to color code with labels, dots, and tape. Here we've gathered the top ways your fellow librarians and educators use them.



26 | **DEMCO ARRAY** 855.607.4040

Children's Literature Awards

Looking to build a great display or discover some exceptional new-to-you titles? Start with the recipients of the following awards, which honor excellence in many areas: true-to-life representation of minority groups, illustration that's inseparable from the text, sensitivity to difficult topics, translation of a book to a new language or audio format, and much more.

Alex Award

American Indian Youth Literature Awards

Américas Award

Arab American Book Award

Asian/Pacific American Award for Literature

Award for Excellence in Nonfiction for Young Adults

Award for Excellence in Poetry and Annual Notable List of Poetry Books and Verse Novels for Children

Bank Street Best Children's Books of the Year

Carter G. Woodson Book Awards

Charlotte Huck Award®

Charlotte Zolotow Award

Children's & Teen Choice Book Awards

Children's Africana Book Awards

Children's Literature Legacy Award Christopher Awards

Coretta Scott King Book Awards for Author and Illustrator and Coretta Scott King/John Steptoe New Talent Award

Coretta Scott King/Virginia Hamilton Lifetime Achievement Award

Cybils Award

Dolly Gray Children's Literature Award

Excellence in Early Learning Digital Media Award

Ezra Jack Keats Book Award

First Novelist Awards — Fiction, Nonfiction, and Graphic Novel

Hans Christian Andersen Award

Irma Simonton Black and James H. Black Award for Excellence in Children's Literature

Jane Addams Children's Book Awards John Newbery Medal

Lee Bennett Hopkins Poetry Award

Malka Penn Award for Human Rights in Children's Literature

Margaret A. Edwards Award

Mathical Book Prize

Michael L. Printz Award

Middle East Book Award

Mildred L. Batchelder Award

National Jewish Book Award

Notable Books for a Global Society

Odyssey Award

Orbis Pictus Award®

Phoenix Award

Pura Belpré Awards

Randolph Caldecott Medal

Rise: A Feminist Book Project for Ages 0-18 Robert F. Sibert Informational Book Medal

Schneider Family Book Award

••••••

Scott O'Dell Award for Historical Fiction

Skipping Stones Honor Awards

South Asia Book Awards

Stonewall Book Award — Mike Morgan & Larry Romans Children's & Young Adult Literature Award

Sydney Taylor Book Award

Theodor Seuss Geisel Award

Tomas Rivera Mexican American Children's Book Award

Walter Dean Myers Award

William C. Morris Award

YALSA Award for Excellence in Nonfiction for Young Adults

DEMCO.COM 2023 ISSUE 1 | 27

There's so much to explore at the library.

A scavenger hunt is a great way to help your patrons get to know your spaces, sections, and collections. Try this one for fun or use it as inspiration to create your own.

Get to Know the Library

SCAVENGER HUNT

DISCOVER THE RESOURCES

- Find the circulation desk
- Find the reference desk
- Find where you can access the library's online catalog
- Find the library book drop
- Ask the librarian for a book recommendation
- Find a magazine that interests you

STEP IT UP WITH SIGN-UPS AND SELFIES

- Find the geography section and take a selfie with a book about a place you want to travel to
- Sign up to volunteer at your library
- Take a selfie with a book that has won a literary award

EXPLORE THE BOOKSHELVES

- Find a book that's part of a series
- Find a historical fiction book
- Find a book whose author shares your initials
- Find a book at your reading level
- Find a mis-shelved book
- Find a book about science or technology
- Find a biography
- Find a book about your favorite animal
- Find an audio book version of one of the print books you've already found





Why Libraries Should Be Leaders in

"If we really start to look at what our core values are and what it looks like when we manifest those in purchasing, planning, and program decisions [...] and we start asking some honest questions, the natural course is to go down a line of sustainable thinking."

— Rebekkah Smith Aldrich





One of the most powerful forces for good in the fight against climate change is hidden in plain sight in communities across the country: our libraries. In a recent interview for Demco, Rebekkah Smith Aldrich, executive director of the Mid-Hudson Library System and cofounder of the Sustainable Libraries Initiative (SLI), shared her thoughts and answered our questions. Here's what she had to say.

WHAT DOES 'SUSTAINABILITY' MEAN

IN THE CONTEXT OF LIBRARIES?

"Sustainability encompasses much more than facilities or recycling policies. It's not just the environment it's how we treat people. It's how we spend money. It's the choices we make every single day in almost every area of our lives. How do you live your values out loud, so even people who don't use [the library] understand that you reflect their values? Maintaining relevance in the 21st century means facing and responding to the realities of climate change and globalization."

Continued on **next page >>**



HOW CAN LIBRARIES TAKE STEPS

TOWARD GREATER SUSTAINABILITY?

"Libraries are inherently sustainable; they're designed to reduce and reuse, and by nature they support the community sharing resources. If we start small and we start making those little decisions, but we understand what the bigger picture is supposed to be, we have a better chance of getting there. Small choices, made intentionally and with a clear vision, can eventually lead to a

shift in organizational culture such that sustainability is baked into library operations. If you're going to buy it, can you buy something that's made from recycled or biodegradable materials?

While making the shift toward sustainability, I also recommend focusing on two strategies for facing climate change: mitigation and adaptation. Mitigation means reducing overall energy consumption. Adaptation involves planning for the ways that climate change may harm your

32

community. Have you done disaster preparedness work for the organization? Are you ready to support the community in their own resilience before and after a disastrous natural event?"

HOW CAN LIBRARIES PROMOTE SOCIAL COHESION, A POWERFUL TOOL AGAINST CLIMATE CHANGE?

"Libraries already do an essential kind of work that equips communities to become more

sustainable: they bring people together. By hosting book groups, sewing circles, LEGO® nights, and other community events, libraries are quietly doing something integral to climate adaptation, which is building stronger social ties. If we have stronger social cohesion, people are more likely to have respect, empathy, and understanding for one another and work together to solve these massive problems we're facing."



Small choices, made intentionally and with a clear vision, can eventually lead to a shift in organizational culture.

DEMCO ARRAY 855.607.4040



WHAT'S NEXT?

"The Intergovernmental Panel on Climate Change (IPCC) recently issued a report calling for immediate action to slow global temperature rise. Libraries have an essential role to play in this effort. We all want our families to feel safe. We all want healthy places for our families to thrive. And how do libraries contribute to that? There's no time like the present to be having this conversation."

Like you, we aim to protect OUR SHARED FUTURE

Demco is committed to serving the global library and education community in sustainable, eco-friendly ways. To achieve this essential goal, we work continuously to incorporate and improve environmentally friendly business practices throughout our organization.

MAKING DIFFERENTLY

MAKES A DIFFERENCE

We choose **local suppliers** whenever possible and prioritize those who invest in sustainability.

We participate in programs like **PrintReleaf** to offset paper consumption through reforestation.

We use **green practices** from start to finish in our manufacturing plant.

We create **right-sized** boxes to minimize empty space and the number of parcels per shipment.

We use **recycled fill** to protect the product during shipment, reduce waste, and keep costs low.

We use **recycled paper** and recycle our white paper waste.

We use **solvent-free**, **plant-based** flexo inks and our process-free printing plates can be cleaned with soap and water.



ADDITIONAL RESOURCES ON SUSTAINABILITY

FROM THE AMERICAN LIBRARY ASSOCIATION (ALA)

Libraries and Sustainability: Programs and Practices for Community Impact

The Disaster Planning Handbook for Libraries

Sustainable Thinking: Ensuring Your Library's Future in an Uncertain World

Ecology, Economy, Equity: The Path to a Carbon-Neutral Library

The Greening of America's Libraries: LEEDing the Way

Public Libraries and Resilient Cities

Scan for resources



DEMCO.COM

2023 ISSUE 1 | 33

