

LACONI TSS World Language Vendors Program

May 09, 2025

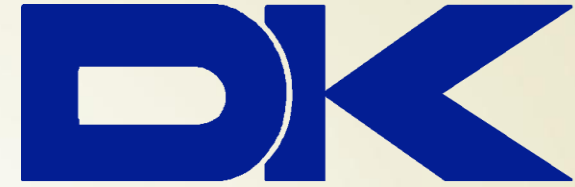


the name that evokes trust

Founded: Jan. 13, 1968

a presentation by **Ankur Mittal**, Director
ankur@dkagencies.com

Our Emblem

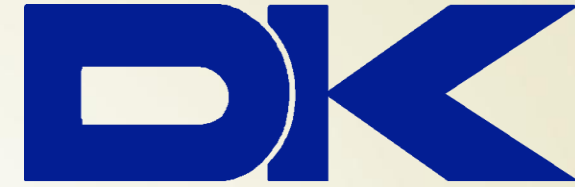


Sarasvati

Goddess of
Learning



The Founder & the Family



Founder

(Late) **D**warkadas Mittal



(Late) **K**hazanchand Mittal
(1913 - 1986)



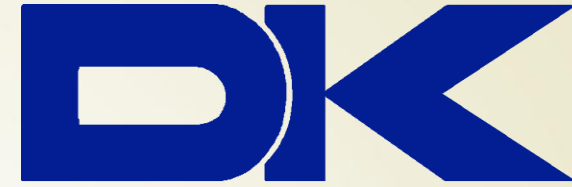
Ramesh K. Mittal
(Director)



Ankur Mittal
(Director)



Major Milestones...



- **1968 – The beginning**
- **1973 – Commenced cataloging for English publications**
- **1975 – First BO / Approval Plan customer**
- **1984 – Cataloging of Indic language books**
- **1996 – MARC records initiated**
- **2000 – Started Selection Services for Public Libraries**
- **2006 – Original scripts in Tag 880 of MARC records introduced**
- **2014 – Moved from AACR-2R to RDA**
- **2025 – Relocated to a New Building with State-of-the-Art facilities**



Our Customers



- **National, University, Public Libraries**
- **Research Institutions / Learned Bodies**
- **Museum & Art Galleries**
- **Scholars / Individuals**
- **Booksellers**

**(based in 60 countries
across the continents)**



Services Offered to Public Libraries



- **Books/Monographs from:**

India

Bangladesh

Nepal

Sri Lanka

Thailand

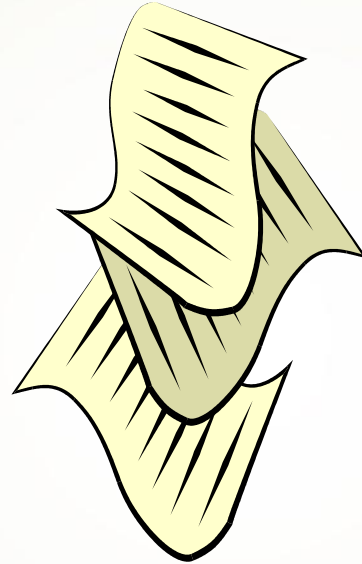
- **Magazines**
- **Bibliographic Services**



Languages for Indian Diaspora



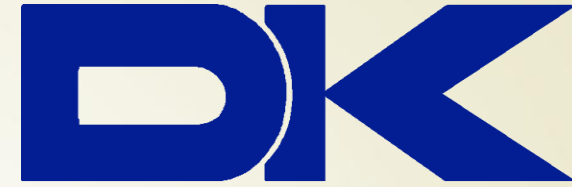
- Assamese
- Bengali (from India & Bangladesh)
- Gujarati
- Hindi
- Kannada
- Malayalam
- Marathi
- Nepali (from India & Nepal)



- Odiya
- Panjabi
- Sinhalese (from Sri Lanka)
- Tamil (from India & Sri Lanka)
- Telugu
- Tibetan
- Urdu

(also English by Indian Authors)

Formats



- **Books**

- ✓ Hardcover (HBD)
- ✓ Paperback (PBK)
- ✓ Rebound (RBD)
- Board Books for Children
- × Digital Books

- **Audio/Video**

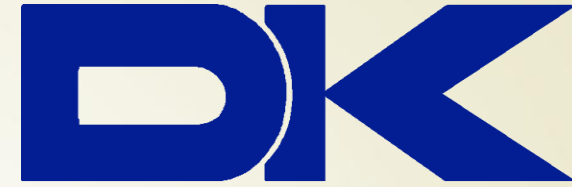
- × Music CDs
- × Video CDs/DVDs/Blu-Ray

- **Magazines**

- ✓ Mostly Paperbacks



Database Strengths



- **DK receives 25,000 new titles every year in various languages**
- **Largest book database from India / South Asia**
- **Already dealt with more than 80,000 publishers as per our database**
- **Standing order arrangement with hundreds of major publishers**
- **Frequent book buying tours to different cities/countries by representatives**



Profile Based Ordering - Selection Service



- **Library provides selection profile**
- **Specifies languages**
- **Fiction / Non-fiction split**
- **Budgets for each language (incl./excl. shipping)**
- **Branch wise ordering possible**
- **Books for Adult or Children (age group)**
- **Year of Publication limitations
(published in last 2/3 years)**

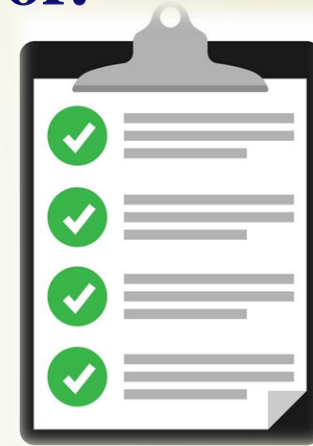


Profile Based Ordering - Selection Service (contd...)



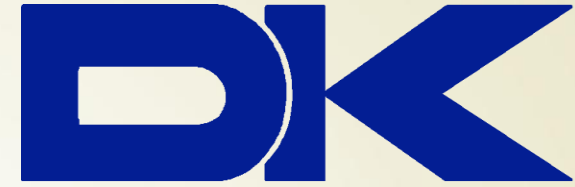
- **Specific inclusions / exclusions on the basis of:**

- Authors
- Publishers
- Reprints
- Subject / Genre
- Title
- Translation



- **Qualified librarians at DK select the books**
- **Duplication checked from earlier supplies by DK**
- **Delivery deadline**
- **Staggered / periodic shipments**

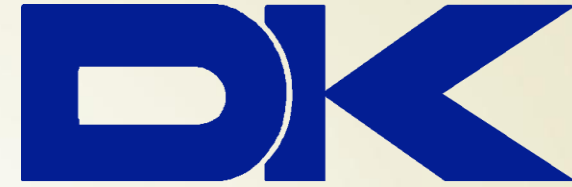
List Based Ordering



- **Regular emails sent to librarians with new books information**
- **Customized selection lists as per the requirements of the library (PDF / DOC / XLS)**
- **Web search on www.dkagencies.com**
- **No published bestsellers lists available**
- **Vernaculars go out-of-print quickly**
- **Procurement times are higher in case of Firm Orders**



Core / Representative Collection



- **First-time collection of a new language**
- **Bestseller authors must be included irrespective of year of publication**
- **Classics must**
- **Representative selection of 50 / 100 books**
- **Helpful as an experiment to attract the readers**
- **Assess readership of a language**
- **Promotion of language collection – Important**

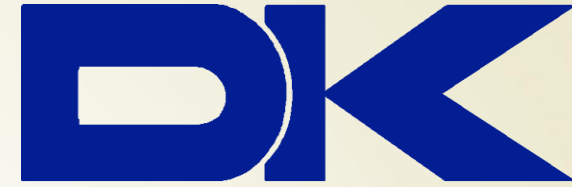
Children's & Youth Collection



- **Picture books**
- **Board books (very limited options)**
- **Bilingual books**
- **Graphic novels**
- **Story books**
- **Chapter books**
- **Translations of International Bestsellers**
- **Exclude publications that carry activities or workbooks**

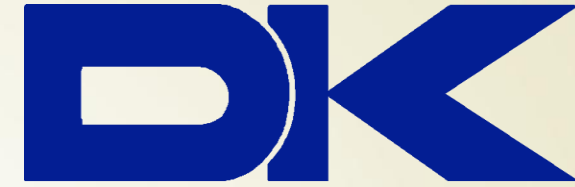


Magazines

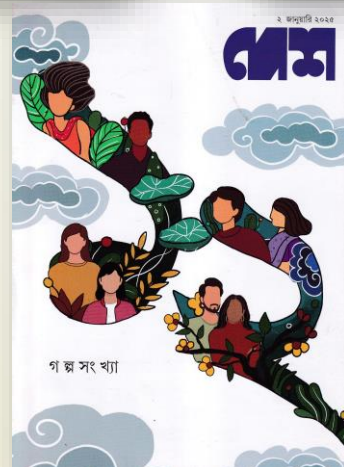
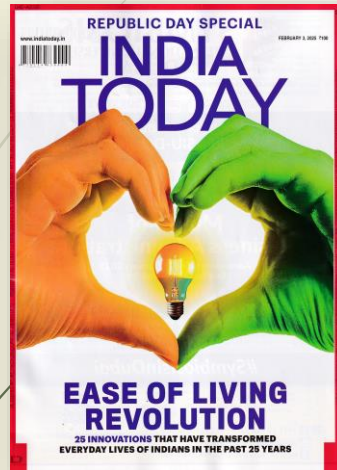


-
- **Subscription orders handled**
 - **Issues consolidated and re-mailed periodically**
 - **Supplemental materials supplied as well**
 - **Claims attended to quickly**
 - **Available for Adults and Children**
 - **Attracts Indian Diaspora because of current topics**
 - **New addition to library on a regular basis**

Magazines



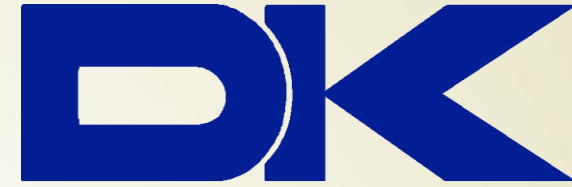
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DK is a registered trademark

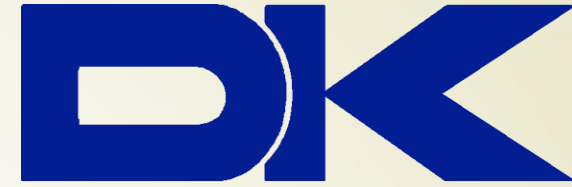
www.dkagencies.com

Procurement



-
- **Purchase of books from authentic sources**
 - **Locational advantage**
 - **Huge inventory of Indian books**
 - **Procurement times depend upon various factors:**
 - **Language**
 - **Country**
 - **Number of Titles & Quantity**
 - **Selection Order vs. List Order**
 - **Pre-planned orders**

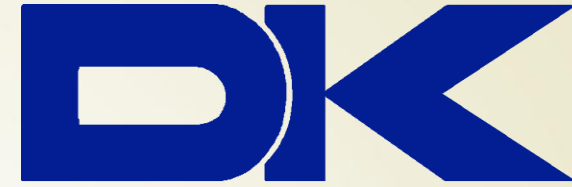
Shipping



- **Shipping Options**
 - Courier companies like DHL, FedEx
 - India Post
- **Costs**
 - Additional to the price of the books
 - Calculated on the basis of actual weight
 - Larger shipments are economical, per kilo
 - Duty Taxes Paid (DTP) service also available for Canada

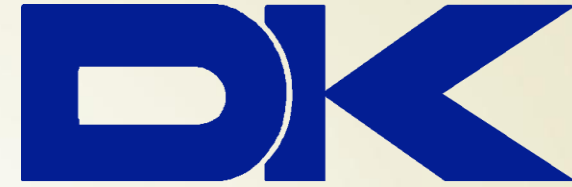


Invoicing



-
- **Invoicing in USDs for North America**
 - **Each book indicated as separate line item**
 - **Titles in Romanized text in the invoices**
 - **Indicate DK numbers, ISBNs and OCLC numbers**
 - **PO number / Fund number indicated on the invoices**
 - **Separate boxes / parcels for different languages or categories**
 - **Participate in Tenders / Bids**

Payment Options

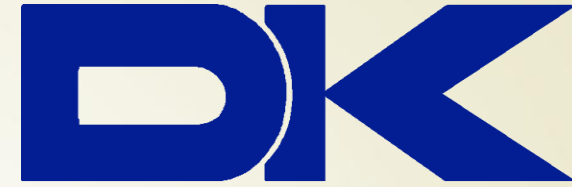


- **Pre-payment not necessary**
- **SWIFT / WIRE transfer**
- **USD Check / Cheque**
- **PayPal**



(Note: W-8BEN-E form can be provided if required)

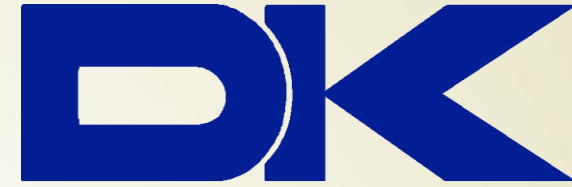
Cataloging at DK



- **Descriptive cataloging by professionally qualified librarians**
- **Primary cataloging from books in hand**
- **MARC 21 records**
 - **RDA, with ISBD(M)**
 - **LC Subject Headings**
 - **LC Genre Form Term (in literature)**
 - **LC Classification**
 - **DDC (WebDewey)**
 - **ALA/LC Romanization**
- **Authority control databases**
 - **Author authorities (NACO/NAF verified)**
 - **Publishers**
 - **Series authority**



MARC-21 Records



-
- **MARC-21 records provided free of cost as email attachment**
 - **Seamless import of records into majority of library management systems**
 - **Contribute records to OCLC under Vendor Records Contribution Program since 2008**
 - **Original Script in Tag 880 for Indian / South Asian languages in Unicode can be supplied at a nominal additional cost**

MARC-21 Records



23

| DKHIN-74275 | | | | | | | | | | | |
|--|------------------------------------|-------------------------|-----|-------------|-----|--------|-----|------------------|-----|------------------------------------|---|
| BIBLIOGRAPHIC RECORD | | | | | | | | | | | |
| This MARC 21 bibliographic record has been created by D.K. Agencies (P) Ltd. to assist you. Please mail to <docinfo@DKAgencies.com> for electronic record, if desired. | | | | | | | | | | | |
| LEGEND * Blank Space * System generated value | | | | | | | | | | | |
| Leader and Variable Control Fields | | | | | | | | | | | |
| <table border="1"> <thead> <tr> <th>Leader</th> <th>+++++nam**22+++++*i*++0</th> </tr> </thead> <tbody> <tr> <td>001</td> <td>DKHIN-74275</td> </tr> <tr> <td>003</td> <td>inNdKA</td> </tr> <tr> <td>005</td> <td>20250118114111.0</td> </tr> <tr> <td>008</td> <td>221006s2024****i*a*****000*Ushinod</td> </tr> </tbody> </table> | Leader | +++++nam**22+++++*i*++0 | 001 | DKHIN-74275 | 003 | inNdKA | 005 | 20250118114111.0 | 008 | 221006s2024****i*a*****000*Ushinod | Please Enter (inNdKA) DKHIN-74275 in 035\$a for appropriate documentation |
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| 100 | 1 * 6 880-01 | | | | | | | | | | |
| | e author. | | | | | | | | | | |
| | a Abdul Kalam, A. P. J. | | | | | | | | | | |

| DKHIN-74275 | |
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| | q (Avul Pakir Jainulabdeen), |
| | d 1931-2015 |
| 240 | 1 0 a Wings of fire. |
| | l Hindi |
| 245 | 1 0 6 880-02 |
| | a Agni ki furaaha : |
| | b shmak-sha / |
| | c E. M. Je. Abdula Kalima ; lekhana sahayoga, Aruna Tiwari ; anuvada, Aryendra Upadhyaya = Agni ki udaan / an autobiography of Dr. A.P.J. Abdul Kalam with Arun Tiwari. |
| 246 | 3 1 a Agni ki udaan |
| 264 | * 1 6 880-03 |
| | a Nai Dilli : |
| | b Prabhata Prakashana, |
| | c 2024. |
| 300 | * * a 254 pages, 16 unnumbered pages of plates : |
| | b illustrations (black and white, and colour); |
| | c 22 cm |
| 336 | * * a text |
| | b txt |
| | 2 rdacontent |
| 337 | * * a unmediated |
| | b n |
| | 2 rdamedia |
| 338 | * * a volume |
| | b nc |
| | 2 rdacarrier |
| 500 | * * a Translated from English. |
| 500 | * * a Translation of: Wings of fire. |

MARC-21 Records

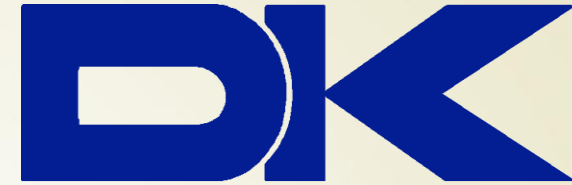


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| DKHIN-74275 | | | | |
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| 500 | * | * | | a Previously published: 2023. |
| 500 | * | * | | a "By arrangement with Universities Press (India) Limited, Hyderabad". - Title page verso. |
| 520 | * | * | | a Autobiography of an Indian scientist. |
| 530 | * | * | | a Also available as an e-book. |
| 546 | * | * | | a In Hindi. |
| 600 | 1 | 0 | | a Abdul Kalam, A. P. J. |
| | | | | q (Avul Pakir Jainulabdeen), |
| | | | | d 1931-2015 |
| 650 | * | 0 | | a Scientists |
| | | | | z India |
| | | | | v Biography. |
| 700 | 1 | * | | 6 880-04 |
| | | | | e author. |
| | | | | a Tivari, Arun |
| 700 | 1 | * | | 6 880-05 |
| | | | | a Upadhyāya, Atyendra |
| | | | | e translator. |
| 880 | 1 | * | | 6 100-01 |
| | | | | a कलाम, ए. पी. जे. अब्दुल , |
| | | | | d 1931-2015, |
| | | | | e author. |
| 880 | 1 | 0 | | 6 245-02 |
| | | | | a अरुण की उद्गमः |
| | | | | b आत्मकथा / |
| | | | | c ए. पी. जे. अब्दुल कलाम ; लेखन सहयोग, अरुण तिवारी ; अनुवाद, आयद उपाध्याय = Agni ki udam / an autobiography of Dr. A.P.J. Abdul Kalam with Arun Tivari |
| 880 | * | 1 | | 6 264-03 |

| DKHIN-74275 | | | | |
|-------------|---|---|--|--------------------|
| | | | | a नई दिल्ली : |
| | | | | b प्रभात प्रकाशन , |
| | | | | c 2024. |
| 880 | 1 | * | | 6 700-04 |
| | | | | a तिवारी, अरुण , |
| | | | | d 1955- |
| | | | | e author. |
| 880 | 1 | * | | 6 700-05 |
| | | | | a उपाध्याय, आयद , |
| | | | | e translator. |

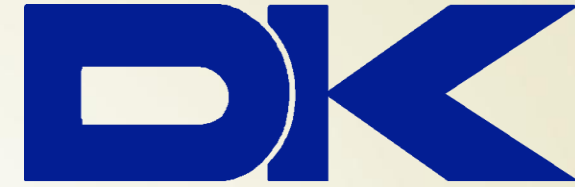
Value Added Services



- **Barcoding and Stamping**
- **Rebinding at in-house bindery, if asked for**
- **Duplication checking at the time of order registration**
- **Do not sell books with geographical restrictions**
- **MBI Labels
(Minimal Bibliographic
Information
in Romanized Text)**

| | |
|-----------------------|------------------------------------|
| TITLE : | Manasarovara / |
| AUTHOR STAT : | Mum̐śī Premacanda. |
| IMPRINT : | New Delhi : Om SaiTech Books, 2024 |
| NATURE SCOPE : | Short stories. |
| LANGUAGE : | In Hindi. |
| VOLUME : | volume 1 |
| OCOLC# | 317877144 |
| D.K Agencies (P) Ltd. | DKHIN-81248 |
| www.dkagencies.com | |

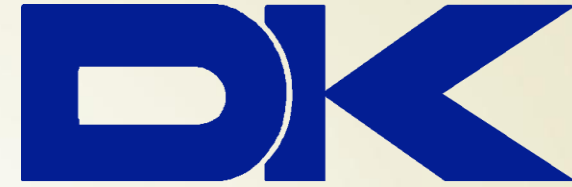
Bibliographic Services to Libraries



- **Cataloging services for backlogs**
- **Cataloging services for new acquisitions / gifts**
- **Retrospective conversion**
- **Record enhancement**
- **Major Indian / South Asian languages**
- **Other languages in Roman script**
- **Based on**
 - **Physical books (collections acquired, routed through DK)**
 - **Scans / surrogates**



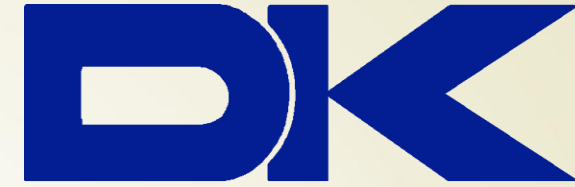
Customer Interaction & Services



- **Located in New Delhi, the capital city of India**
- **Time zone difference between USA and India**
- **Regular communications by email**
- **Reply to email in generally 2 working days**
- **Special matters attended to by senior personnel**
- **Zoom meetings scheduled for detailed discussions**
- **Exhibits regularly at PLA Conference**
- **In-person meetings during visits to USA**
- **Customers visit to DK Office in New Delhi**



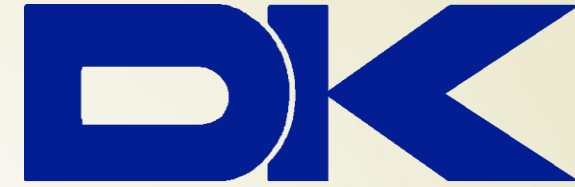
Challenges & Solutions



- **Books without ISBNs**
- **Invalid & Duplicate ISBNs**
- **Production quality and physical checking of books**
- **Limited publishing in some languages**
- **Reprints in case of children's books**
- **Procurement from various regions of India**
- **Import related delays from neighboring countries**
- **Loss of payment checks in postal transit**



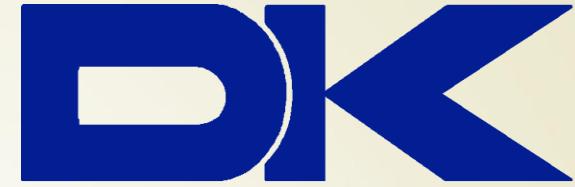
Corporate Social Responsibility



- **D.K. Charitable Trust, estd. 1979**
(www.dkct.org)
- **2 Medical Dispensaries**
 - Allopathy
 - Homeopathy
 - Physiotherapy Center
- **DK Post Office (since 1997)**
- **Leela Devi Public Library (since Feb. 2000)**



Thank You !!!



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New Delhi – 110027 (India)
custserv@dkagencies.com

