

World Languages Networking Group (WLNG) Meeting

February 12, 2025



the name that evokes trust

Founded: Jan. 13, 1968

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

Our Emblem



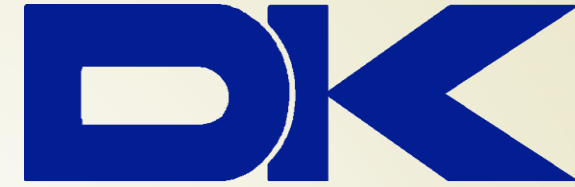
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Sarasvati

Goddess of
Learning



The Founder & the Family



Founder

(Late) **D**warkadas Mittal



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



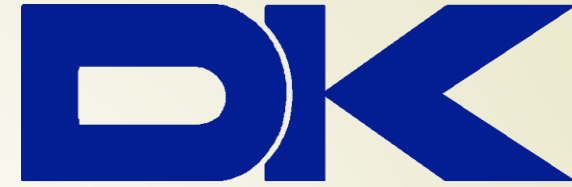
Ramesh K. Mittal
(Director)



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

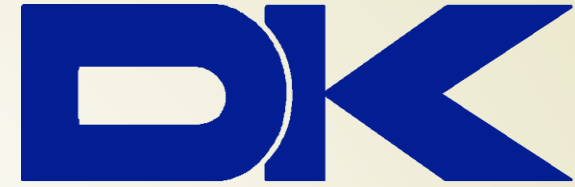
Sri Lanka

Thailand

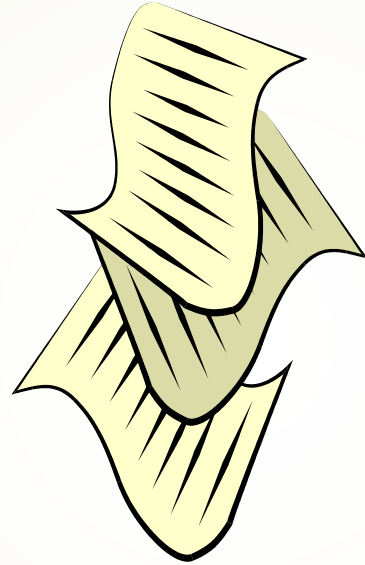
- **Magazines**
- **Bibliographic Services**



Languages for Indian Diaspora



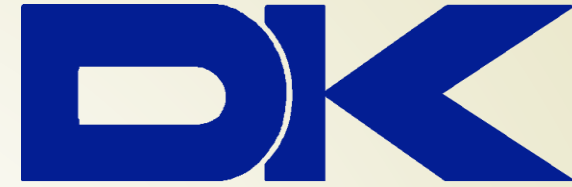
- Assamese
- Bengali (from India & Bangladesh)
- Gujarati
- Hindi
- Kannada
- Malayalam
- Marathi
- Nepali (from India & Nepal)



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

(also English by Indian Authors)

Formats



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- **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



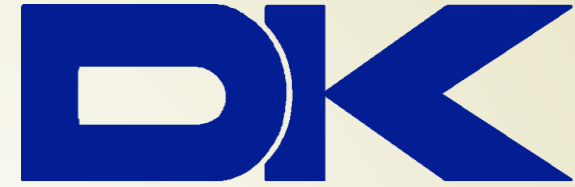
Database Strengths



- **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



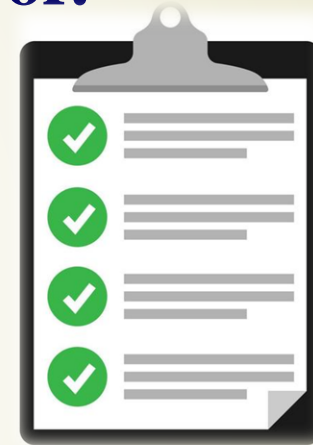
- **Library provides selection profile**
- **Specifies languages**
- **Fiction / Non-fiction split**
- **Budgets for each language (incl./excl. shipping)**
- **Branch wise ordering possible**
- **Books for Adult or Children (age group)**
- **Year of Publication limitations
(published in last 2/3 years)**



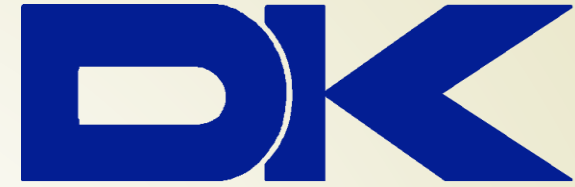
Profile Based Ordering - Selection Service (contd...)



- **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**



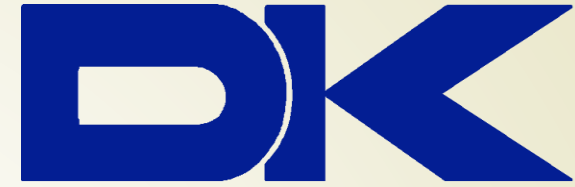
Magazines



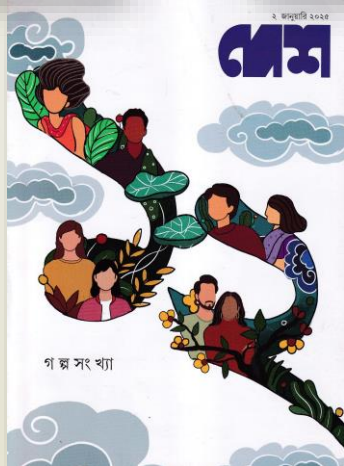
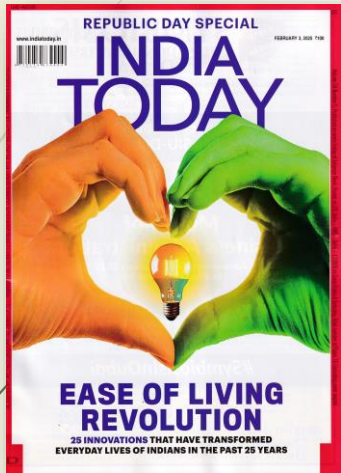
15

-
- **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



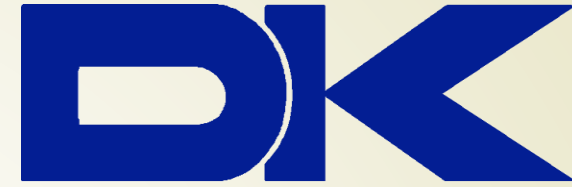
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DK is a registered trademark

www.dkagencies.com

Procurement



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- **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

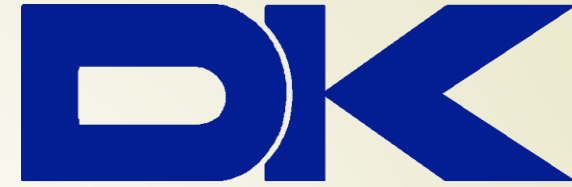


Invoicing



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- **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**
- **Credit Card**
- **PayPal**



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

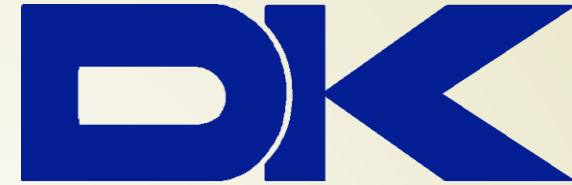
Cataloging at DK



- **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**



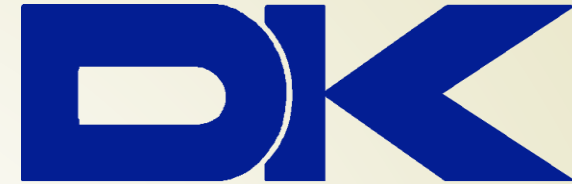
MARC-21 Records



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-
- **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



DKHN-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

Leader	++++nam**22++++*+*+0
001	DKHN-74275
003	INdDKA
005	20250118114111.0
008	221006s2024***j*al*****000*Ushinod

Please Enter
(INdDKA) DKHN-74275
in 035\$a
for appropriate
documentation

Variable Data Fields

020	*	*		a	9789351864493 (pbk.)
040	*	*		a	INdDKA
				b	eng
				c	INdDKA
				e	rda
041	1	*		a	hik
				h	eng
043	*	*		a	s-i---
050	*	4		a	Q143.A197
				b	A3 2024
082	0	4		a	572.092
				2	23
100	1	*		6	880-01
				e	author.
				a	Abdul Kalam, A. P. J.

DKHN-74275

				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 urāna :
				b	śmakshā /
				c	E. M. Je. Abdula Kalāma ; lekhaṇa sahayoga, Arun Tiwāī ; aurvīda, Aryendra Upādhyāya = Agni ki udān / an autobiography of Dr. A.P.J. Abdul Kalam with Arun Tiwari.
246	3	1		a	Agni ki udān
264	*	1		6	880-03
				a	Har Dillī :
				b	Prabhā Prakāśana,
				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	vohme
				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					
500	*	*	1	a	Previously published: 2023.
500	*	*	1	a	"By arrangement with Universities Press (India) Limited, Hyderabad". - Title page verso.
520	*	*	1	a	Autobiography of an Indian scientist.
530	*	*	1	a	Also available as an e-book.
546	*	*	1	a	In Hindi.
600	1	0	1	a	Abdul Kalam, A. P. J.
				q	(Avul Pakir Jainulabdeen),
				d	1931-2015
650	*	0	1	a	Scientists
				z	India
				v	Biography.
700	1	*	1	6	880-04
				e	author.
				a	Thwari, Arun
700	1	*	1	6	880-05
				a	Upādhyāya, Aiyendra
				e	translator.
880	1	*	1	6	100-01
				a	कलाम, ए. पी. जे. अब्दुल ,
				d	1931-2015,
				e	author.
880	1	0	1	6	245-02
				a	ऑटोबिओ ग्राफी :
				b	आत्मकथा /
				c	ए. पी. जे. अब्दुल कलाम ; जेखन सहयोग, अरुण तिवारी ; अनुवाद, आयेंद्रे उपआध्याय = Agni ki udan / an autobiography of Dr. A.P.J. Abdul Kalam with Arun Thwari
880	*	1	1	6	264-03

DKHIN-74275					
				a	जई दिवली :
				b	प्रभात प्रकाशन ,
				c	2024.
880	1	*	1	6	700-04
				a	तिवारी, अरुण ,
				d	1955-
				e	author.
880	1	*	1	6	700-05
				a	उपाध्याय, आयेंद्रे ,
				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 :	Muṃṣī 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	

INDscripteR

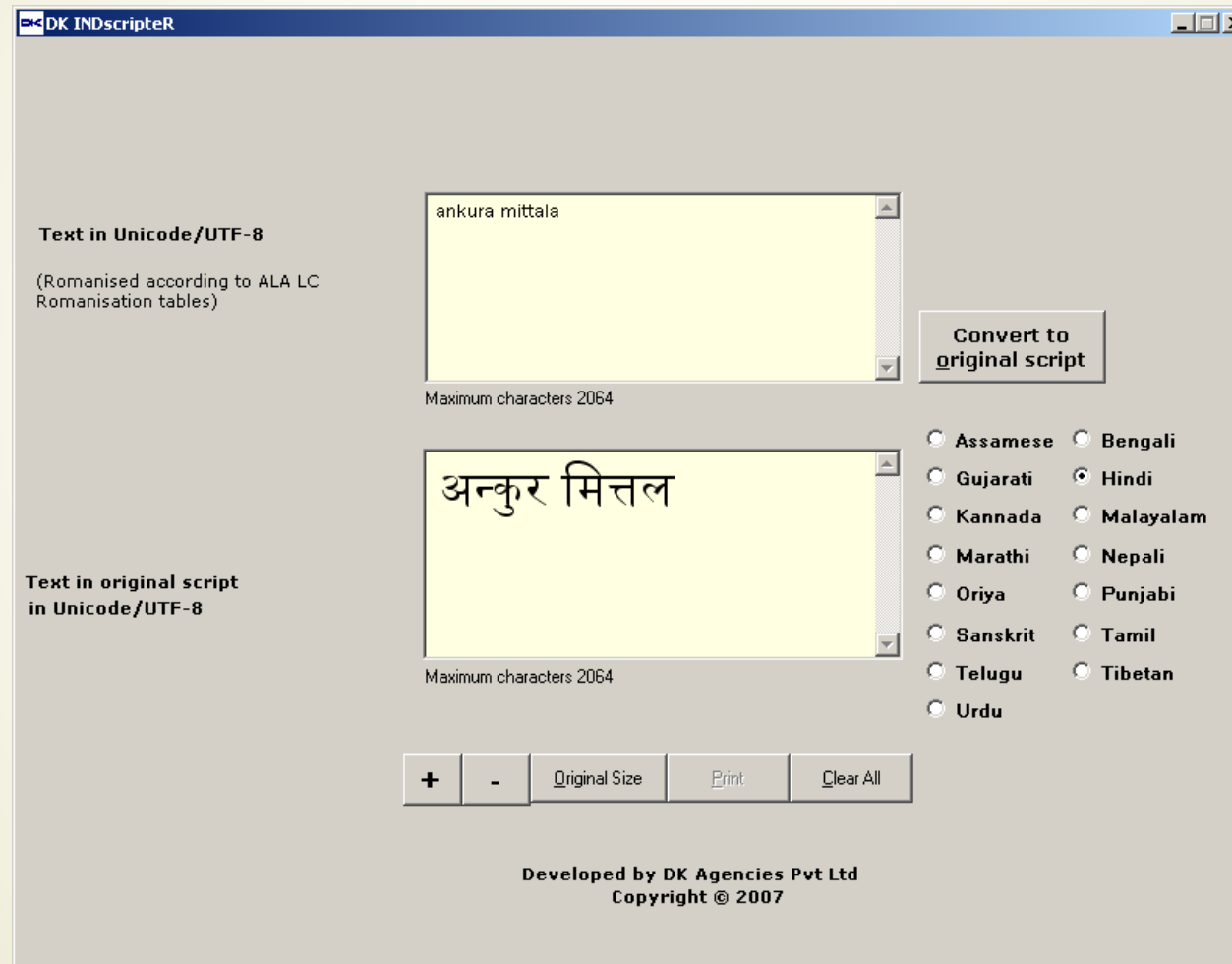
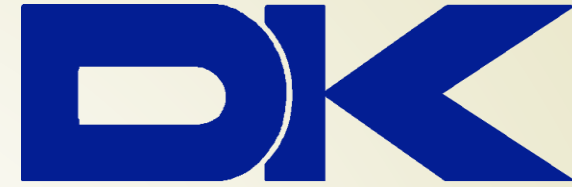
a multi-lingual tool



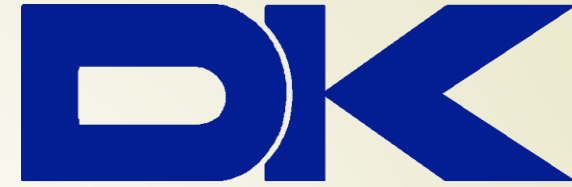
- **Developed at DK**
- **Converts romanized text into original script**
- **Based on ALA-LC Romanization Tables**
- **Supports several Indic languages**
- **Auto-checks correctness of romanization**
- **Output in Unicode for worldwide usage**



Screenshot of INDscripteR



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**



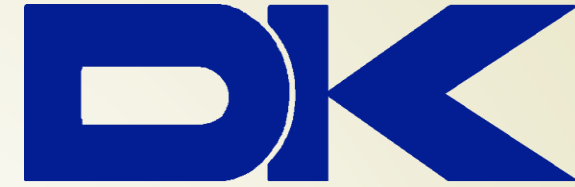
Customer Interaction & Services



- **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**



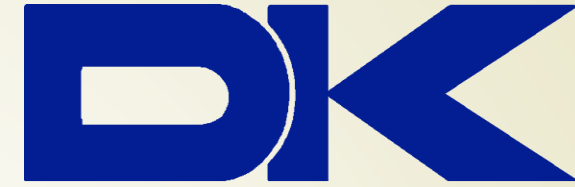
Challenges & Solutions



- **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)**



Awards & Recognitions



- Customers appreciations from time to time
- Awards to DK by Government and Trade Associations
- DK's contribution recognized by Indian Book Industry through

Ramesh K. Mittal holding positions as:

- Chairman, Books Panel, CAPEXIL
- Vice-President, The Federation of Indian Publishers
- Committee Member, International Publishers Association
- Secretary General, Afro-Asian Book Council
- Executive Member, Indian Reprographic Rights Organisation
- Ex-Member, General Council, Sahitya Akademi
- Advisor, Akhil Bhartiya Sanskrit Prakashak Sangh



Thank You !!!



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New Delhi – 110 059 (India)
custserv@dkagencies.com

