

# WORLD LANGUAGES



**INGRAM** Library  
Services

**INGRAM**  
CONTENT GROUP

# Ingram Library Services

## The ILS Team

- Sales Representatives
- Collection Development Librarians
- Cataloging Librarians
- Bids and Contracts
- Analysts
- Operations staff

## Illinois Sales Representatives



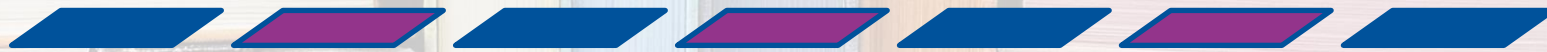
Field Sales  
**Brette Dorris**  
Senior Sales Representative  
[brette.dorris@ingramcontent.com](mailto:brette.dorris@ingramcontent.com)



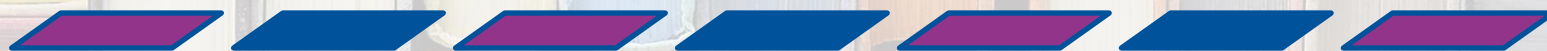
Inside Sales  
**Matt Stewart**  
Sales Specialist  
[matt.stewart@ingramcontent.com](mailto:matt.stewart@ingramcontent.com)

# World Languages

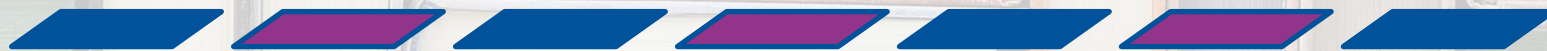
What do libraries want?



What are the obstacles?



How can Ingram Library Services help?



# What libraries want

Libraries need world language titles from the place of origin, not translations of American titles



Libraries need to be sure that the print and binding quality are good



Libraries need to be able to find and select these titles



A close-up, slightly blurred photograph of a stack of books. A red bookmark is visible, sticking out from between the pages of one of the books. The books have various colored spines, including red, orange, and dark blue.

# What are the obstacles?

- Quality issues and expense of importing titles from overseas
- Some cultural/governmental distrust of copyright protections
- Lack of metadata for country of origin and/or translation
- Sparse or no metadata in English
- Shortage of publishing industry infrastructure for world language content in the US

# Publisher Partnerships

## Publisher solutions

INGRAM®



INGRAM® Publisher Services International

INGRAM®



Reverte Management International  
Planeta Publishing  
PRH India  
Hemeria  
Montena  
Hachette Livre  
Arab Scientific Publishers



# Ingram's Title Catalog

- Focus on increasing world language title availability in the US
- Print-to-order fulfillment allows publishers to fill orders quickly without upfront cost of managing stock
- Allows libraries to order world language titles through regular processes, streamlining ordering, receiving, and invoicing
- ILS continues to build publisher relationships
  - Regular meetings
  - Partnerships
  - Conferences and education



# Title Discovery: Curated Lists

Curated lists>High Interest Category Lists>Browse the Lists

The screenshot displays the Ingram Content Group website's curated lists section. It is organized into three main categories: Adult, Children's, and Teen. Each category has a list of curated topics, with 'Spanish Language Books' highlighted in red circles and arrows indicating the navigation path.

**Adult Category:**

- Asian Interest
- Black Interest
- Genre
- Greatest
- High Interest
- HITS
- Latin Interest
- LGBTQIA+ Interest
- Middle Eastern Interest
- Social Awareness
- Spanish Language Books**
- Subject Lists
- Top Library Titles
- Virtual Book Display

**Children's Category:**

- Asian Interest
- Black Interest
- LGBTQIA+ Interest
- Middle Eastern Interest
- Social Awareness
- Spanish Language Books**
- Top Library Titles
- Virtual Book Display

**Teen Category:**

- Asian Interest
- Black Interest
- Middle Eastern Interest
- Social Awareness
- Spanish Language Books**
- Top Library Titles
- Virtual Book Display

**Spanish Language Books Curated Lists:**

Adult	Children's	Teen
<a href="#">New &amp; Forthcoming Spanish Fiction</a> - 09/04/2024	<a href="#">Spanish Graphic Novels</a> - 09/26/2024	<a href="#">Spanish Nonfiction: Spirituality</a> - 05/22/2024
<a href="#">New &amp; Forthcoming Spanish Nonfiction</a> - 09/26/2024	<a href="#">Spanish Nonfiction: Biographies</a> - 05/30/2024	<a href="#">Spanish Nonfiction: Wellness &amp; Healthy Eating</a> - 05/30/2024
<a href="#">Spanish Fiction Essentials</a> - 07/09/2024	<a href="#">Spanish Nonfiction: Self-Help</a> - 05/31/2024	<a href="#">Top Spanish Fiction</a> - 09/26/2024
		<a href="#">Top Spanish Nonfiction</a> - 09/27/2024

**Spanish Language Books Curated Lists (Children's):**

Children's	Teen
<a href="#">Board Books in Spanish</a> - 09/23/2024	<a href="#">Bilingual Picture Books</a> - 09/23/2024
<a href="#">Bilingual Board Books</a> - 09/23/2024	<a href="#">Spanish &amp; Bilingual Picture Book Nonfiction</a> - 08/13/2024
<a href="#">Picture Books in Spanish</a> - 09/23/2024	<a href="#">Easy Reader Fiction in Spanish</a> - 09/23/2024

**Spanish Language Books Curated Lists (Teen):**

Teen
<a href="#">Bilingual Easy Reader Fiction</a> - 09/23/2024
<a href="#">Spanish &amp; Bilingual Easy Reader Nonfiction</a> - 09/23/2024
<a href="#">Spanish &amp; Bilingual Juvenile Fiction</a> - 07/31/2024

**Spanish Language Books Curated Lists (Adult):**

Adult
<a href="#">Spanish &amp; Bilingual Teen Fiction</a> - 07/31/2024
<a href="#">Spanish &amp; Bilingual Teen Nonfiction</a> - 08/13/2024
<a href="#">Spanish Teen Graphic Novels</a> - 09/26/2024

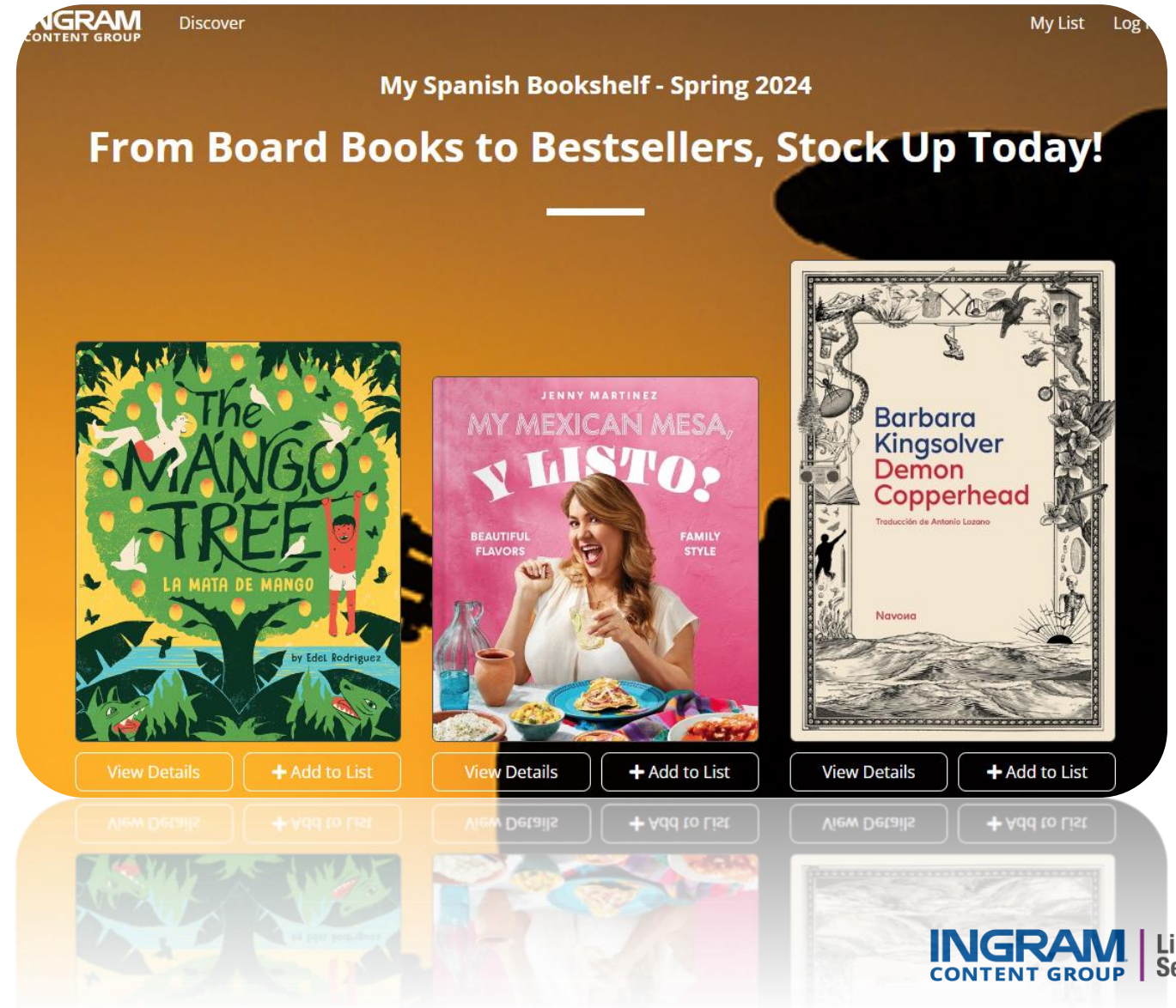
# Title Discovery: Virtual Catalogs

Catalogs and marketing

*My Spanish Bookshelf*

- Spring (April)
- Fall (October)

Announcements & ecommunications



# Title Discovery: Power Search

Power  
Searching



**Power Search - Options**

To search for a specific group of items, use our Power Search for books. The more criteria you enter, the more targeted your search result will be. Specific information about certain search fields can be viewed by moving your mouse over the ⓘ icon next to that field.

<b>Title:</b> Keyword [ ] ⓘ	<b>Author/Title (4,4):</b> Publisher: [ ] ⓘ	<b>Limit Search to:</b> Ingram Active ⓘ
<b>Contributor:</b> No Preference ⓘ	<b>Price:</b> Less Than ⓘ	<b>Citation/Review Source:</b> [ ] ⓘ
<b>Keyword(s):</b> [ ]	<b>Age Group:</b> No Preference ⓘ Adult ⓘ Ages 10 to 12 ⓘ Ages 6 to 9 ⓘ	<b>Citation/Review Source Date Range:</b> [ ] (mm/dd/yyyy) ⓘ to [ ] (mm/dd/yyyy) ⓘ
<b>Publication Date Search:</b> [ ] ⓘ	<b>Media:</b> [ ] ⓘ	<b>Minimum Number of Citations per Title:</b> [ ] ⓘ
<b>Copyright Year:</b> [ ] ⓘ	<b>BISAC Children's Media:</b> [ ] ⓘ	<b>Review Options:</b> <input type="checkbox"/> Full Text Review ⓘ <input type="checkbox"/> Starred Review ⓘ
<b>BISAC Binding:</b> No Preference ⓘ 1.2M, 5.25 Disk, DOS ⓘ 1.44M, 3.5 Disk, DOS ⓘ ASCII Text ⓘ	<b>Dewey Range:</b> [ ] to [ ] ⓘ	<b>Physical Attributes:</b> <input type="checkbox"/> Large Print ⓘ <input type="checkbox"/> Illustrated ⓘ
<b>BISAC Subject Category:</b> [ ] ⓘ	<b>LC Call Number:</b> [ ] ⓘ	<b>Set Type:</b> <input type="checkbox"/> Ingram Set ⓘ <input type="checkbox"/> Publisher Set ⓘ
<b>Themes:</b> [ ] ⓘ	<b>Language:</b> No Preference ⓘ Afrikaans ⓘ Arabic ⓘ Bulgarian ⓘ	
<b>Lexile Code:</b> [ ] ⓘ		
<b>Lexile Level Range:</b> [ ] to [ ] ⓘ		
<b>Awards:</b> No Preference ⓘ ALA Notable Books ⓘ Academy Awards ⓘ Agatha Awards ⓘ		

Reset Search

# Title Discovery: Filtering Search Results

Filtering



☐ Art, Drawing and Coloring Books (39)  
[Update](#) [More..](#)

**Language** ^

☐ English (52442)  
☐ Spanish (1382)  
☐ German (1058)  
[Update](#) [More..](#)

**Interest Level** ^

☐ Lower Grade (2770)  
☐ Middle Grade (1365)  
☐ Upper Grade (69)  
[Update](#) [More..](#)

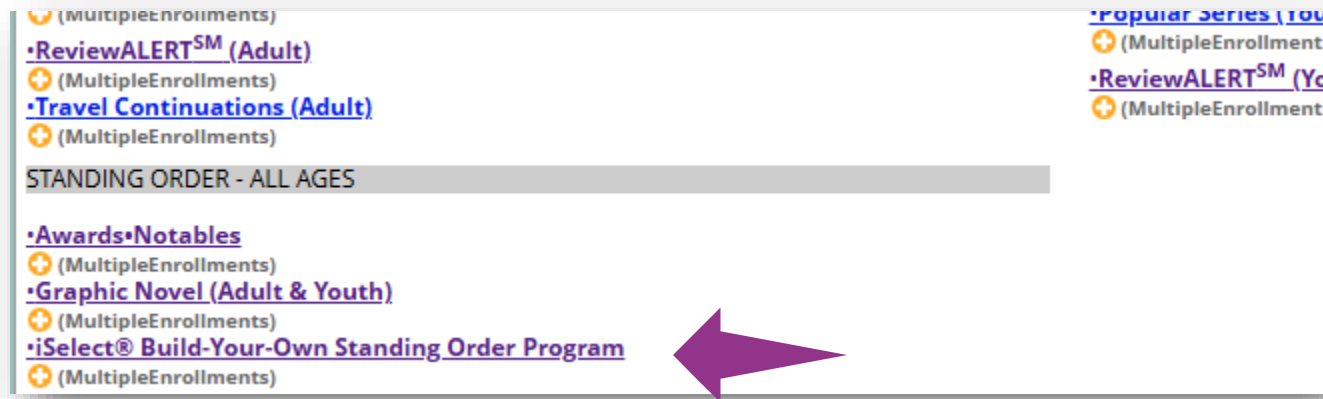
**Language**

<input type="checkbox"/> Include	<input type="checkbox"/> Exclude	<a href="#">Language / Quantity</a>
<input type="checkbox"/>	<input type="checkbox"/>	English(52442)
<input type="checkbox"/>	<input type="checkbox"/>	Spanish(1382)
<input type="checkbox"/>	<input type="checkbox"/>	German(1058)
<input type="checkbox"/>	<input type="checkbox"/>	French(646)
<input type="checkbox"/>	<input type="checkbox"/>	Italian(355)
<input type="checkbox"/>	<input type="checkbox"/>	Portuguese(146)
<input type="checkbox"/>	<input type="checkbox"/>	Chinese(126)
<input type="checkbox"/>	<input type="checkbox"/>	Dutch(72)
<input type="checkbox"/>	<input type="checkbox"/>	Turkish(70)
<input type="checkbox"/>	<input type="checkbox"/>	Norwegian(62)
<input type="checkbox"/>	<input type="checkbox"/>	Swedish(55)
<input type="checkbox"/>	<input type="checkbox"/>	Danish(53)
<input type="checkbox"/>	<input type="checkbox"/>	Polish(52)

[Update](#) [Cancel](#)

# Title Discovery: iSelect

Orders>Standing Order Programs>iSelect Standing Order Program



- Runs on BISAC
- Can filter generally by language
- Can filter by publisher if desired
- Select all five tiers for world language titles
- If a title comes in that matches your requirements, you will get a list and email Sunday morning.

# Title Discovery: iSelect

**Enrollment Options** Continue

Begin creating your iSelect profile by selecting from the fields below. We have pre-selected default values but you can change these selections as needed. Click Continue to begin selecting specific categories for your profile.

<b>Name of Requestor:</b>	Ingram test * (INTERNAL ONLY)
<b>Profile Owner:</b>	Ann Lehue * ?
<b>List Name:</b>	Other Languages * ?
<b>Program Type:</b>	<input type="radio"/> Automatic shipment <input checked="" type="radio"/> Report only      Type: Shared List
<b>Language:</b>	All Languages
<b>Grid Template:</b>	All Languages
<b>Short Discount Options:</b>	English Only Spanish Only
<b>Include Non-returnable Titles:</b>	All Languages except English All Languages except English and Spanish
<b>Library Binding Options:</b>	Multilingual
<b>Backlist Options:</b>	<input type="radio"/> Include backlist titles added to inventory for the first time <input checked="" type="radio"/> Exclude backlist titles added to inventory for the first time
<b>Exclude Titles Where the Retail Price Exceeds:</b>	\$
<b>Purchase Order Number: (Automatic Ship Option Only)</b>	ISELECT (Maximum of 22 characters. This number will be used for all book and CD orders on this program. The default PO number is ISELECT.)
<b>Email Address(es) to Receive Notification of Program Selection Lists:</b>	* You may enter multiple email addresses in this field. Please use a semi-colon to separate each address.

**Include/Exclude Specific Publishers (optional)**

You may choose to include only a list of certain publishers OR exclude a list of specific publishers from your program selections. Select a publisher list type below then click Add Publisher to search for a publisher.

<b>Publisher List:</b>	<div></div> <span>Add Publisher</span>
------------------------	--

# Title Discovery: iSelect

**Primary BISAC Categories** ◀ Back Continue ▶

There are a variety of options you may use to add categories to your enrollment. You can check any of the primary categories below and all sub-categories within that primary category will automatically be included. You may also click on the category name to specify certain secondary and/or tertiary categories for which you would like to allocate differently than the other sub-categories within that primary category. You may also choose NOT to click a primary category and only choose secondary or tertiary categories in which case ONLY those selected sub-categories will be included in your enrollment for that particular primary category. The number of selected sub-categories is displayed next to each primary category below. You will enter desired quantity / tier level / binding selections in the next step.

☒ Select All

Select Primary	Category Name	# Sub-Categories Selected	Select Primary	Category Name	# Sub-Categories Selected
<input checked="" type="checkbox"/>	<a href="#">Antiques &amp; Collectibles</a>	0	<input checked="" type="checkbox"/>	<a href="#">Literary Collections</a>	0
<input checked="" type="checkbox"/>	<a href="#">Architecture</a>	0	<input checked="" type="checkbox"/>	<a href="#">Literary Criticism</a>	0
<input checked="" type="checkbox"/>	<a href="#">Art</a>	0	<input checked="" type="checkbox"/>	<a href="#">Mathematics</a>	0
<input checked="" type="checkbox"/>	<a href="#">Bibles</a>	0	<input checked="" type="checkbox"/>	<a href="#">Medical</a>	0
<input checked="" type="checkbox"/>	<a href="#">Biography &amp; Autobiography</a>	0	<input checked="" type="checkbox"/>	<a href="#">Music</a>	0
<input checked="" type="checkbox"/>	<a href="#">Body, Mind &amp; Spirit</a>	0	<input checked="" type="checkbox"/>	<a href="#">Nature</a>	0
<input checked="" type="checkbox"/>	<a href="#">Business &amp; Economics</a>	0	<input checked="" type="checkbox"/>	<a href="#">Performing Arts</a>	0
<input checked="" type="checkbox"/>	<a href="#">Comics &amp; Graphic Novels</a>	0	<input checked="" type="checkbox"/>	<a href="#">Pets</a>	0
<input checked="" type="checkbox"/>	<a href="#">Computers</a>	0	<input checked="" type="checkbox"/>	<a href="#">Philosophy</a>	0
<input checked="" type="checkbox"/>	<a href="#">Cooking</a>	0	<input checked="" type="checkbox"/>	<a href="#">Photography</a>	0
<input checked="" type="checkbox"/>	<a href="#">Crafts &amp; Hobbies</a>	0	<input checked="" type="checkbox"/>	<a href="#">Poetry</a>	0
<input checked="" type="checkbox"/>	<a href="#">Design</a>	0	<input checked="" type="checkbox"/>	<a href="#">Political Science</a>	0
<input checked="" type="checkbox"/>	<a href="#">Drama</a>	0	<input checked="" type="checkbox"/>	<a href="#">Psychology</a>	0
<input checked="" type="checkbox"/>	<a href="#">Education</a>	0	<input checked="" type="checkbox"/>	<a href="#">Reference</a>	0
<input checked="" type="checkbox"/>	<a href="#">Family &amp; Relationships</a>	0	<input checked="" type="checkbox"/>	<a href="#">Religion</a>	0
<input checked="" type="checkbox"/>	<a href="#">Fiction</a>	0	<input checked="" type="checkbox"/>	<a href="#">Science</a>	0
<input checked="" type="checkbox"/>	<a href="#">Foreign Language Study</a>	0	<input checked="" type="checkbox"/>	<a href="#">Self-Help</a>	0
<input checked="" type="checkbox"/>	<a href="#">Games &amp; Activities</a>	0	<input checked="" type="checkbox"/>	<a href="#">Social Science</a>	0
<input checked="" type="checkbox"/>	<a href="#">Gardening</a>	0	<input checked="" type="checkbox"/>	<a href="#">Sports &amp; Recreation</a>	0
<input checked="" type="checkbox"/>	<a href="#">Health &amp; Fitness</a>	0	<input checked="" type="checkbox"/>	<a href="#">Study Aids</a>	0
<input checked="" type="checkbox"/>	<a href="#">History</a>	0	<input checked="" type="checkbox"/>	<a href="#">Technology &amp; Engineering</a>	0
<input checked="" type="checkbox"/>	<a href="#">House &amp; Home</a>	0	<input checked="" type="checkbox"/>	<a href="#">Transportation</a>	0
<input checked="" type="checkbox"/>	<a href="#">Humor</a>	0	<input checked="" type="checkbox"/>	<a href="#">Travel</a>	0
<input type="checkbox"/>	<a href="#">Juvenile Fiction</a>	0	<input checked="" type="checkbox"/>	<a href="#">True Crime</a>	0
<input type="checkbox"/>	<a href="#">Juvenile Nonfiction</a>	0	<input type="checkbox"/>	<a href="#">Young Adult Fiction</a>	0
<input checked="" type="checkbox"/>	<a href="#">Language Arts &amp; Disciplines</a>	0	<input type="checkbox"/>	<a href="#">Young Adult Nonfiction</a>	0
<input checked="" type="checkbox"/>	<a href="#">Law</a>	0			

# Title Discovery: iSelect

categories within that primary category. You may also choose NOT to click a primary category and only choose secondary or tertiary categories in which case ONLY those selected sub-categories will be included in your enrollment for that particular primary category. The number of selected sub-categories is displayed next to each primary category below. You will enter tier quantity / tier level / binding selections in the next step.

☒ Select All

Select	Category Name	# Sub-Categories Selected
<input checked="" type="checkbox"/>	<a href="#">Antiques &amp; Collectibles</a>	0
<input checked="" type="checkbox"/>	<a href="#">Architecture</a>	0
<input checked="" type="checkbox"/>	<a href="#">Art</a>	0
<input checked="" type="checkbox"/>	<a href="#">Bibles</a>	0
<input checked="" type="checkbox"/>	<a href="#">Biography &amp; Autobiography</a>	0
<input checked="" type="checkbox"/>	<a href="#">Body, Mind &amp; Spirit</a>	0
<input checked="" type="checkbox"/>	<a href="#">Business &amp; Economics</a>	0
<input checked="" type="checkbox"/>	<a href="#">Children's Literature</a>	0
<input checked="" type="checkbox"/>	<a href="#">Classics</a>	0
<input checked="" type="checkbox"/>	<a href="#">Comics</a>	0
<input checked="" type="checkbox"/>	<a href="#">Dance</a>	0
<input checked="" type="checkbox"/>	<a href="#">Deaf &amp; Hearing Impaired</a>	0
<input checked="" type="checkbox"/>	<a href="#">Drama</a>	0
<input checked="" type="checkbox"/>	<a href="#">Education</a>	0
<input checked="" type="checkbox"/>	<a href="#">Environment</a>	0
<input checked="" type="checkbox"/>	<a href="#">Fiction</a>	0
<input checked="" type="checkbox"/>	<a href="#">Food &amp; Drink</a>	0
<input checked="" type="checkbox"/>	<a href="#">General</a>	0
<input checked="" type="checkbox"/>	<a href="#">Health</a>	0
<input checked="" type="checkbox"/>	<a href="#">History</a>	0
<input checked="" type="checkbox"/>	<a href="#">Home &amp; Garden</a>	0
<input checked="" type="checkbox"/>	<a href="#">Humor</a>	0
<input checked="" type="checkbox"/>	<a href="#">Illustrated Reference</a>	0
<input checked="" type="checkbox"/>	<a href="#">Juvenile Fiction</a>	0
<input checked="" type="checkbox"/>	<a href="#">Juvenile Non-Fiction</a>	0
<input checked="" type="checkbox"/>	<a href="#">Language</a>	0
<input checked="" type="checkbox"/>	<a href="#">Law</a>	0
<input checked="" type="checkbox"/>	<a href="#">Literary Criticism</a>	0
<input checked="" type="checkbox"/>	<a href="#">Literature</a>	0
<input checked="" type="checkbox"/>	<a href="#">Maps</a>	0
<input checked="" type="checkbox"/>	<a href="#">Mathematics</a>	0
<input checked="" type="checkbox"/>	<a href="#">Medical</a>	0
<input checked="" type="checkbox"/>	<a href="#">Music</a>	0
<input checked="" type="checkbox"/>	<a href="#">Nature</a>	0
<input checked="" type="checkbox"/>	<a href="#">Performing Arts</a>	0
<input checked="" type="checkbox"/>	<a href="#">Philosophy</a>	0
<input checked="" type="checkbox"/>	<a href="#">Physical Sciences</a>	0
<input checked="" type="checkbox"/>	<a href="#">Poetry</a>	0
<input checked="" type="checkbox"/>	<a href="#">Reference</a>	0
<input checked="" type="checkbox"/>	<a href="#">Religion</a>	0
<input checked="" type="checkbox"/>	<a href="#">Science</a>	0
<input checked="" type="checkbox"/>	<a href="#">Social Sciences</a>	0
<input checked="" type="checkbox"/>	<a href="#">Sports &amp; Recreation</a>	0
<input checked="" type="checkbox"/>	<a href="#">Travel</a>	0
<input checked="" type="checkbox"/>	<a href="#">Visual Arts</a>	0
<input checked="" type="checkbox"/>	<a href="#">World &amp; Regional Studies</a>	0

**Global Enrollment Option**  
You can create an All Categories Default for this iSelect profile and enroll in all your selected BISAC categories as a group - choosing the same binding preferences, Tier Levels, and quantities for all your selections - and then make individual category decisions for those categories that require special attention. Would you like to create a global enrollment?  
☐ Yes ☒ No

Click Continue to complete your enrollment.

Default Binding/Tier Level Quantities for all selected Categories on this iSelect Profile						
	Binding	Tier Level				
		Top Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Hardcover	<input type="text" value="1"/>	<input type="text" value="1"/>	<input type="text" value="1"/>	<input type="text" value="1"/>	<input type="text" value="1"/>
	Quality Paperback	<input type="text" value="1"/>	<input type="text" value="1"/>	<input type="text" value="1"/>	<input type="text" value="1"/>	<input type="text" value="1"/>
	Mass Market	<input type="text" value="1"/>	<input type="text" value="1"/>	<input type="text" value="1"/>	<input type="text" value="1"/>	<input type="text" value="1"/>
	Abridged CD	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Unabridged CD	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Pre-Recorded Audio Player	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Continue>Continue>Enroll

# New Spanish Language Programs

NEW

- Two Spanish-language standing order programs in development
- Lists available beginning fall 2025
- Available as traditional autoship standing order or no-commitment notification lists



# New Spanish Language Programs

- Spanish Select
  - Librarian-curated lists of titles for Adults, Children, and Teens.
  - Offerings will be added summer 2025.
  - Libraries can now enroll to receive lists when the program launches in October.
- Spanish Publishers
  - Allows libraries to select from a list of global publishers to see their new content for the US market.
  - Offerings will be added summer 2025.
  - Libraries will receive lists when the program launches in September.



# QUESTIONS?



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Services

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