

## SPMA DVD Library Analysis

Over the past eight months, I have received four sets of video library rental requests.

Four sets of rentals in eight months is very low volume.

During the past eight months, we have been heavily promoting the DVD library in every newsletter. It is not reasonable to expect the volume to dramatically increase.

In addition, I think the \$10 for 3 DVD's price is too low for the amount of work required and all the money spent shipping the DVD's via certified mail both directions.

At the fees we are currently charging, our costs are greater than our income. I believe we should increase the DVD rental fee to \$10/DVD.

I am also not a big fan of the \$100 deposit fee. I don't like having \$100 checks lying around for a month or more at a time.

In addition, of the four DVD rentals, three of the four went over the one-month term that was set out at the beginning. I believe this is a headache better passed on to someone who is handling higher volume.

However, of those four rentals, I have had to turn down two of the four on their initial request because everyone wanted the same DVDs.

I am also getting requests to have newer DVD's added to our collection. This will be an additional expense for us.

The USMS National Office has a larger and more up-to-date video library.  
<http://www.usms.org/coach/videos.php>

As you can see, USMS does not have the \$100 deposit fee requirement.

USMS also charges \$10/DVD.

As a part of my research, I contacted Kyle Deary of the USMS National Office and asked him if the National Office would be interested in paying to have our twenty-five DVD collection shipped to the National Office, merging our DVD library with theirs and having them do the fulfillment. He said they would be happy to merge their copies with ours and have a larger library with more duplicates.

Ultimately I believe we would save SPMA money by transferring our small aging collection and in return promote access to a larger and more up-to-date collection.

We will provide a better service to our membership by making them aware of the USMS library in our newsletter and on the SPMA website.