



County of Fairfax, Virginia

To protect and enrich the quality of life for the people, neighborhoods and diverse communities of Fairfax County

November 8, 2019

John Sargent

CEO, Macmillan Publishing

120 Broadway

New York, New York 10271

Mr. Sargent,

I am writing on behalf of the Virginia Public Library Directors Association. Collectively, we support the more than 8.5 million residents across our Commonwealth. Many of these residents are readers and I'm positive that a preponderance of them have enjoyed books from Macmillan and your various imprints. Some read print, others digital. Some purchase books, some use libraries, and others utilize whatever provides them the quickest or broadest access. Whoever that reader is and whatever qualities we choose to define them by, your company's choice to limit library's access to digital materials hurts readers.

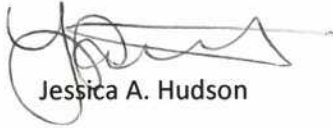
Libraries have long been a supporter of publishers as we buy lots of your product! We are both in the business of supporting readers; helping them find new love in the printed word, author discovery through browsing and library staff recommendations, and the simple fact that there are consumers out there who do not have the resources to purchase all the books that they might want to. As we've seen countless times, consumers use libraries as a first access point to new books and topics, then purchase materials that they've enjoyed, authors they want to support, and materials they know are worth reading again and again.

The Macmillan embargo will hurt us both. Your changes to sale and lending policies mean that libraries will be greatly limited in what they can afford to purchase in the long run. Libraries will also have less incentive to purchase digital Macmillan products. As paraphrased from a colleague, if you don't want to sell to us, why would we want to buy from you? And if the expectation is that all of those digital library circulations will automatically transition over to sales figures, well, I look forward to seeing the data from this extended experiment.

Here in Virginia, each library is assessing their usage data and trying to chart their best path forward. For some systems, that means they will no longer be purchasing any Macmillan eBooks. For others, it means closely watching this process and ecosystem to see what their best option is to serve users, utilize tax dollars, and support our professional ethics regarding access.

We hope that you will come to see that this embargoing process is not in your best interest nor that of our shared constituents, those readers who support books, support authors, and support libraries.

Thank you,



Jessica A. Hudson

Director, Fairfax County Public Library

President, Virginia Public Library Directors Association

Those in support of this letter include:

Sonia Alcantara-Antoine, Newport News Public Library

Jenny Bakos, Blackwater Regional Library

Alison Barry, Franklin County Public Library

Whitney Berriman, Powhatan County Public Library

Jane Blue, Northumberland Public Library

Sherry Bright, Buchanan County Public Library

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Brenda Dunn, Bristol Public Library

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Betsy Fowler, Williamsburg Regional Library

Valerie Gardner, Hampton Public Library

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