

Dear Faculty,

For your consideration when adopting textbooks:

I noticed this fall that in some cases, new editions were less expensive than old editions. Additionally, some older editions (once the new edition has come out) are becoming increasingly difficult for MBS Direct and other avenues to purchase and stock or they have become out of stock mid-way through the selling season and cannot be restocked.

I believe the following has affected the used book market:

McGraw Hill is only offering new editions (began in 2018) as rentals, e-books, or print on demand. Additionally, Pearson has merged with McGraw Hill so I expect they and other publishers will begin to follow this new business model.

Cengage would prefer that students directly purchase e-materials from their website (which is great for them), but leaves out students who need to use their financial aid to purchase books.

Luckily, MBS Direct has contracts with all of these publishers to provide their books to students so we can continue to serve all of our students including those who rely on financial aid and CCP students who are required to purchase their course materials through MBS Direct.

If you would like to read about this development, please visit

<https://publishingperspectives.com/2018/02/mcgraw-hill-opens-ebook-textbook-rental-program> for more detailed information.

Student's use of e-materials has dramatically increased this past semester which may be due in part to the publishers only offering the book in that format. In fall 2018 MBS sold 62 e-books to our students. In fall 2019, 162 e-books were sold.

Open Source: Materials from Open Source are a great way for students to save money! Most of these materials are available as a pdf file which can be downloaded and printed or viewed on a computer screen and are FREE!

When the Open Source material is listed on MBS Direct, MBS also offers in the listing, the materials in e-book format for \$6.00 through Vital Source or in used or new physical book format for students who prefer those formats. I was surprised how many students opted for the physical or e-book format even though they could get the materials for free from Open Source. It may still be valuable to offer all options to students for their personal decision.

If you have any questions, please contact Mary Puffenberger at mpuffenb@heidelberg.edu or 419-448-2013.

Best Regards,

Mary Puffenberger