

From: [Richard Schuetz](#)
To: [John Byram](#)
Subject: FW: Scheduling Time to Meet at AAUP
Date: Wednesday, May 31, 2017 3:32:58 PM

FYI

From: Richard Clement
Sent: Wednesday, May 31, 2017 11:10 AM
To: Robbie Dircks <Robbie.Dircks@longleafservices.org>; Richard Schuetz <rschuetz@unm.edu>
Subject: RE: Scheduling Time to Meet at AAUP

Dear Robbie, as it turns out neither of us will be at AAUP. Richard was not intending to go, although I was hoping to make it. But we are still in an unsettled period and although we have an MOU on the table for our new arrangement, it has not been signed by the Provost. Given that, I will not be attending AAUP.

Assuming the MOU is agreed to and we go forward as planned, we will almost surely need to do an RFP for distribution services. As to other services that Longleaf offers, that remains to be considered.

So at this point, all I can say is to stand by.

Thanks very much,

Rick

Richard W. Clement
Dean and Professor, College of University Libraries & Learning Sciences
University of New Mexico
Zimmerman Library 209
MSC05 3020
1 University of New Mexico
Albuquerque, NM 87131-0001
(505) 277-2678
(505) 277-7196 (Fax)
RiClement@unm.edu

From: Robbie Dircks [<mailto:Robbie.Dircks@longleafservices.org>]
Sent: Wednesday, May 31, 2017 9:04 AM
To: Richard Clement <riclement@unm.edu>; Richard Schuetz <rschuetz@unm.edu>
Subject: Scheduling Time to Meet at AAUP

Dear Rick and Richard,

I'm following up to see if you're still planning to attend the upcoming AAUP Annual Meeting; and, if so, are available to meet with me, John Sherer, and Clay Farr to discuss the various service offerings available through Longleaf Services. We're available at 3:30 on Monday, June 5th if that date and time work for you.

Attached is our Intro to Longleaf Services document, which I believe I provided to Richard a month or so ago. Also attached is a questionnaire for you to complete, from which we can provide a formal proposal and cost estimate for fulfillment services.

I look forward to meeting with you and sharing how Longleaf Services can be of financial and operational assistance to UNM Press.

Best regards,
Robbie

Robbie Dircks
Associate Director & CFO, University of North Carolina Press
President, Longleaf Services, Inc.
919-962-1400

From: Sherer, John [<mailto:jsherer@email.unc.edu>]
Sent: Thursday, April 20, 2017 1:41 PM
To: Robbie Dircks; Clay Farr
Subject: FW: from Univ of North Carolina Press--reaching out about UNM Press

A bit more...

From: J Sherer <jsherer@email.unc.edu>
Date: Thursday, April 20, 2017 at 1:40 PM
To: Richard Clement <riclement@unm.edu>
Cc: Richard Schuetz <rschuetz@unm.edu>
Subject: Re: from Univ of North Carolina Press--reaching out about UNM Press

Rick,

We're here when you're ready for us. These are big decisions and we always encourage people to take their time to fully assess options.

Sincerely,

John

From: Richard Clement <riclement@unm.edu>
Date: Thursday, April 20, 2017 at 11:33 AM
To: J Sherer <jsherer@email.unc.edu>
Cc: Richard Schuetz <rschuetz@unm.edu>
Subject: Re: from Univ of North Carolina Press--reaching out about UNM Press

John, this sounds very interesting and I'm sure a site visit would be quite useful. However, before we move

forward we need to tie up a number of administrative issues here. Right now the Press does not report to me, but it is the President's intention that it will. We need to make that transition a reality before anything can happen.

Let's pick this conversation up in a few weeks when we should have clarity and we can set up a time to meet in Austin.

Rick

Sent from my iPhone

On Apr 20, 2017, at 6:08 AM, Sherer, John <jsherer@email.unc.edu> wrote:

Dera Richard (and Richard),

Thank you for your very prompt reply. I'm only vaguely familiar with the Colorado-Utah State partnership, but it certainly sounds like it's inspired by the same motivations. Darrin's one of the smartest minds in the university press world. My sense is that what we're doing at Longleaf is more ambitious. Not just because it's so much bigger, but the scope of the a la carte services we're collaborating on is unmatched in the business: everything from copyediting/design work, to sales representation, sub rights, web site building, etc. One of the major benefits we just offered our clients is scaled pricing through our printer Thompson-Shore. At UNC Press it's putting five-figure savings back on our p&l and dramatically reducing the time we spend managing a relationship like that.

We will be at AAUP and we should set a time to meet there and then. We also have some funding from Mellon that allows us to do site visits, if you were open to that further on. We've actually begun mapping a trip to the Southwest and we'd love to include you. We've found that because the range of services we offer is so broad, it's useful to meet with an equally broad cross-section of a Press's staff.

Are you both going to Austin? If so, perhaps we can have my CFO and Richard (S) set a time.

Sincerely,

John

From: Richard Clement <riclement@unm.edu>

Date: Wednesday, April 19, 2017 at 6:35 PM

To: J Sherer <jsherer@email.unc.edu>

Cc: Richard Schuetz <rschuetz@unm.edu>

Subject: RE: from Univ of North Carolina Press--reaching out about UNM Press

Dear John, thank you for drawing my attention to Longleaf. This is very interesting and may indeed be of interest as we move forward. I have engaged Michael Spooner (Utah State University Press, which used to report to me) and Darrin Pratt (who needs no introduction) to look at exactly these kinds of efficiencies. I hope to get them down

here soon, but I'm glad your CFO is talking to Richard Schuetz. Let's see how those discussions go and what Michael and Darrin think. Then perhaps we can work on a meaningful plan.

Will you be in Austin in June? If so, we could talk then.

Rick

Richard W. Clement
Dean and Professor, College of University Libraries & Learning Sciences
University of New Mexico
Zimmerman Library 209
MSC05 3020
1 University of New Mexico
Albuquerque, NM 87131-0001
(505) 277-2678
(505) 277-7196 (Fax)
RiClement@unm.edu

From: Sherer, John [<mailto:jsherer@email.unc.edu>]
Sent: Wednesday, April 19, 2017 11:19 AM
To: Richard Clement <riclement@unm.edu>
Subject: from Univ of North Carolina Press--reaching out about UNM Press

Dear Dean Clement,

I hope you'll forgive this note from somewhat out of the blue, but the word around the university press community is that the University of New Mexico Press might be exploring some new efforts to manage its costs. At UNC Press we received a [\\$1 million grant](#) from the Mellon Foundation to build a unique set of back-end scaled services for university presses that are now helping as many as fifteen presses lower costs, reduce complexity, and focus on their core publishing missions.

Our CFO has already been in touch with Richard Schuetz, but I thought you might be interested in learning more about this yourself. There's a recently published [article in *The Journal of Electronic Publishing*](#) which describes the challenges presses face and the impact of Mellon-funded initiatives, including what we're doing at UNC.

I would welcome the chance to speak with you about our model. Thank you very much for your consideration.

Sincerely,

John

John Sherer | Director
University of North Carolina Press

Spangler Family Director

(919) 962-3748

twitter: [@jesherer](#)

[Our Spring catalog is now available](#)