



# Leveraging Local Networks and International Partnerships in Japanese Collection Development

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## Introduction

The University of Pennsylvania's collection of unique Imperial Japanese Navy memorabilia began with a serendipitous discovery: Robert Hegwood, a PhD candidate in the History department at Penn, stumbled upon a scrapbook in a used bookstore in Tokyo. Sensing that it would be important to researchers, Robert purchased the scrapbook with its final home in the Penn Libraries' collection in mind. He then contacted the Japanese Studies librarian, Molly Des Jardin, from Tokyo and inquired about the possibility of the libraries acquiring the scrapbook for the wider research community to use.

Delighted with Robert's discovery, Molly decided to purchase the scrapbook from him for the libraries. When Molly and library specialist Michael P. Williams saw the scrapbook in person, they learned that it contained ephemera from all over North America that were collected on a 1936 cruise of the Imperial Japanese Navy Training Fleet (*Renshū Kantai* 練習艦隊) from Japan to the United States and the Caribbean.<sup>1</sup> As the training fleet is not well represented in library collections, both the librarian and the library specialist began to undertake research on the fleet and the multiple cruises of its

ships, especially the *Asama*, *Iwate*, *Izumo*, and *Yakumo*, which predominated in the latter half of the training fleet's time. Fascinated with the global scope of the fleet's travels, they investigated what other materials might have been produced by the cruises, and this led them not only to the release of a blog post on the topic, but also to the development of a collection that served to contextualize the scrapbook with memorial cruise books, scientific documents produced by officers, ships' newspapers, and photo albums. The Penn Libraries now owns the most comprehensive collection of this kind—known locally as the Japanese Naval Collection—and has been engaged in digitizing and promoting it for researchers' free use worldwide.

This chapter details the development of the Penn Libraries' Japanese Naval Collection, from its inception in our student's scrapbook discovery to the iterative process of searching for and purchasing other Imperial Japanese Navy Training Fleet materials and related items, and encompasses promotion of the collection online by making digital facsimiles available and posting about its context and import on social media. Here, we re-envision the acquisitions, cataloging, digitization, and promotion process as the result of a network of individuals (both inside and outside the library) collaborating toward a shared vision of special collections. We have been integrating processes rather than functioning as a unidirectional assembly line in which component parts can be passed down a pipeline. Through this network of individuals, who share their complementary but unique skills and knowledge, formerly compartmentalized area studies materials can be more cohesively unified into a global collection and can enhance the value of the library's distinctive special and research collections in an increasingly international context.

## Seeds of a Japanese Special Collection

Why build a collection around a single scrapbook, acquired by chance thanks to a student's discovery? With competing research demands on a necessarily limited budget, the decision to acquire more Imperial Japanese Navy materials required serious consideration. When taking into account the research interests of the Penn community in Japan's foreign relations in the early twentieth century, as well as the importance of these primary sources to researchers around the world, the librarian felt it was imperative to preserve them in a library context rather than leave them to languish in the hands of private sellers. Moreover, the Penn Libraries is in a special position to go beyond housing and preserving the materials: we are also able to digitize and make them available freely as well as promote their discovery in multiple languages.

Historically, the Japanese Studies department in the Penn Libraries has striven to acquire materials of relevance to the needs of members of the Penn community, with affiliations ranging among organizations such as the University's Department of East Asian Languages and Civilizations (EALC) and its Japanese Language Program, the Department of History, the Department of Art History, the Department of the History and Philosophy of Science, the Penn Museum of Museum of Archaeology and Anthropology, and the Joseph H. Lauder Institute of Management & International Studies. The Japanese Studies unit serves this diverse community, ranging from humanities to social sciences and contemporary to premodern topics, by purchasing materials directly requested by patrons or else by identifying materials advertised by publishers perceived to meet their needs.

This collecting strategy, coupled with an existing commitment to purchase items from Japanese publishers whose output is unambiguously scholarly, provided the Penn

Libraries with a strong research foundation for Japanese Studies, but it also limited the libraries' ability to purchase materials not mediated by academically oriented publishers and produced for the library marketplace. While the libraries would regularly acquire reproductions of popular, out-of-print magazines or series of newly reprinted documents, these circulating items—often owned by many academic libraries—are far from “special collections.” Meanwhile, unconventional and ephemeral items, like our newly acquired naval scrapbook, would have been considered out of the scope of the Japanese collection in the past if it had even been discoverable in the first place. Only recently have we attempted to build true “special collections” composed of East Asian materials, especially Japanese.

Alice Prochaska notes that term *special collections* “is almost infinitely elastic” and can be stretched to include criteria such as “almost any library material ...more than 100 or 150 years old” and even area studies collections themselves “in their entirety or in respect of the nonstandard materials they contain.”<sup>2</sup> She elaborates that “generally but not always, rare books and manuscripts are brought together as special collections.”<sup>3</sup> Closely following that interpretation, the Penn Libraries have recently renewed a commitment to invest in their special collections through the establishment of the Kislak Center for Special Collections, Rare Books and Manuscripts, a state-of-the-art facility for the use and preservation of the Penn Libraries' most treasured and most vulnerable physical materials. The Penn Libraries' 2015–2017 Strategic Plan highlights its importance to the libraries:

Support for researchers involves a wide range of staff competencies and services. With the advent of the Kislak Center and the Schoenberg Institute for Manuscript Studies, we are building professional strength alongside a coordinated program supporting the digital humanities.<sup>4</sup>

While the Kislak Center does not explicitly denote how *special collections* differ from *rare books* and *manuscripts*, it describes its breadth of collections as spanning “from medieval manuscripts to twenty-first century artists' books.”<sup>5</sup> The vast majority of these materials are the artifacts of European and American civilizations, with incunables and early printed books very well represented in addition to manuscripts. The collections also include items local to Philadelphia, such as the recent acquisition of Benjamin Franklin's first printing job in the area.<sup>6</sup> While area studies are far from absent in the Penn Libraries' special collections—notably, the Penn Libraries has a broad collection of rare Judaica and a small but significant collection of Indic manuscripts—these are largely the result of the acquisition of pre-existing private collections, and their characteristics hew closely to the traditional “rare books and manuscripts” definition of special collections.<sup>7</sup>

The Japanese rare collection, on the other hand, explicitly encompasses internationally focused materials beyond that definition that are deliberately sought out and curated by the librarian—thus enhancing the diversity of the collections at the Penn Libraries geographically and culturally as well as in terms of material type. Given the heightened prominence of the Kislak Center as both a highly trafficked physical space on campus and as a hub of scholarly instruction and collaboration, and the increasing importance of unique collections in an age of material abundance, the Japanese Studies department has worked diligently to assert its own relevance by actively acquiring materials that can coexist with and be co-contextualized by the Penn Libraries' other special collections. By way of functional definition for the Japanese Studies department, the term *special collections* considers the age of an item, its relative cost and replaceability, the damage or loss that it would sustain as a circulating item, and the ability to create a digital facsimile.

In the past, the Penn Libraries had rarely sought to accession Japanese material that fit these working criteria. Indeed, neither Tsuen-hsuei Tsien's 1977 list of “Rarities and

Specialties of East Asian Materials in American Libraries” nor Marra, Morimoto, and Yoshimura’s 2003 “Directory of North American Collections of Old and Rare Japanese Books, Other Print Materials, and Manuscripts” attribute any special East Asian collections at all to the Penn Libraries.<sup>8</sup> (At the same time, given the lack of adherence to a traditional “old and rare books and manuscripts” definition, the Penn Libraries’ rare Japanese collection may not even be listed in such directories now.) Seven years later, former Penn Libraries Chinese Studies librarian Jidong Yang narrated the loss of the McCartee Library, an extensive collection of Japanese and Chinese books formally accessioned into the Penn Libraries in November 1900 and which by 2007 had become subject to scatter, loss, and apparent deaccessioning. Yang concludes, “As a special collection the McCartee Library existed for only a short period of time. By the time Derk Bodde started to write about the origin of Penn’s Chinese Collection [in 1944], the memory of the McCartee Library had long faded away.”<sup>9</sup> While attempts to reclaim the long-dissolved McCartee Library have met with some limited success, this collection was notably not the result of a coordinated effort; instead, it was the wholesale acquisition of an individual’s existing personal library. The decision to acquire a *mélange* of multilingual Americana reassembled in Japan in the form of a scrapbook, as well as a plethora of supporting and related materials, represents a shift in collection strategy and reflects both a growing commitment to expanding the global reach of special collections and spotlighting items that embody global and local ties.

Why this shift toward special collections comprising materials traditionally not collected by the Penn Libraries in area studies? Focusing on special and rare materials, while still growing the traditional research collection and secondary sources that contextualize the special collections, will allow institutions to make their area studies collections distinctive and relevant in new ways in the international academic community. Purchasing rare materials from the used market in places like Japan opens the way to acquiring unique holdings from otherwise private, closed collections inaccessible to researchers. It also circumvents the additional material costs imposed by Western dealers as well as their individual selection policies, which may favor foreign items for their aesthetic value as objects over their research value as resources. Area studies librarians’ specialized language skills and knowledge of the book and publishing trades in their respective regions allow special collections to diversify and become more meaningful in an environment where, through digitization and promotion online, their collections need to relate more directly to patrons around the world, not just English speakers in the United States. Through acquiring area studies special collections with a cooperative arrangement of researchers, librarians, curators, and technical services specialists, American academic institutions can position themselves in an outward-looking, globally oriented way and dramatically increase their relevance to diverse international communities through unique holdings perhaps found nowhere else in the world.

## Iterative Discovery and Contextual Material

The acquisition of the scrapbook was indeed a watershed moment for discovering a body of materials which largely has been uncollected by libraries both inside and outside of Japan. The identification of the scrapbook with the Imperial Japanese Navy Training Fleet

provided significant information for further discovering related materials. The first wave of searching for *Renshū Kantai* in romanization on OCLC WorldCat, and in Japanese in Japan's primary online used book portal,<sup>10</sup> yielded a selection of twenty-two titles frequently employing the Japanese words *kinen* 記念 ("commemoration") and *shashinchō* 写真帖 ("photobook"). Extant English-language bibliographic records provided by Libraries Australia offered translated titles such as *1937 Memory to the Voyage of Training Squadron* and *Souvenir of the Cruise by the Training Squadron in Financial Year 1938*.<sup>11</sup> Eventual acquisition of these titles revealed them as exemplars of so-called "cruise books" produced by the training fleet. These yearbook-like souvenir books include rosters and portraits of recent Naval Academy graduates, photographic evidence of their journeys throughout the Pacific Ocean and beyond, and information about their global activities, including exchanges with locals.

In addition to cruise books, this first wave encompassed Japanese-language materials produced in the United States by Japanese immigrants and first-generation Japanese Americans, a body of literature that would be missed by English-language-driven attempts to document this minority population. None of these publications had been produced commercially and many are marked as *hibaibin* 非売品, or "not-for-sale," titles, which have historically been difficult to identify and collect for libraries of Japanese-language materials.<sup>12</sup> Each subsequent discovery provided keywords and concepts that helped us eventually expand the breadth and depth of the Japanese Naval Collection to include even more uncommon primary sources, encompassing items as diverse as colonial gazetteers, mimeographed military documents, souvenir postcards, and even an oil painting.<sup>13</sup> These materials are owned by few if any other libraries and provide important context for those studying the role of Japan and its military in the world. Beyond our PhD candidate who discovered the original scrapbook, Penn has several additional PhD students in EALC and history who are interested in Japan's international relations during this period and are excited to have such unique primary materials at hand for their research.

The ability to discover these materials was due in part to the close working relationship of the librarian and the library specialist, combining the full spectrum of library service expertise as well as a high degree of proficiency in Japanese. Molly, as librarian, and Michael, as library specialist, have leveraged their respective skills to collaborate on collection development activities through iterative feedback in the acquisitions and cataloging process. Generally, the librarian discovers materials through careful attention to faculty and student needs and from official sources like publisher catalogs and flyers, bibliographies, and vendor recommendations; meanwhile, in seeking bibliographic data for items, the library specialist uncovers companion materials, series information, and unique keywords and subject headings that provide the librarian with new sources of discovery for collection building.

Such iterative feedback would be markedly difficult without the steady globalization of bibliographic utilities and marketplaces mediated by the internet. The increased presence of Japanese bibliographic records in WorldCat provides additional opportunities for discovery during the acquisitions and cataloging process.<sup>14</sup> CiNii, the Japanese National Institute of Informatics' Japanese equivalent of WorldCat, provides additional bibliographic data from Japanese libraries outside of WorldCat's network.<sup>15</sup> Meanwhile, just as online marketplaces like eBay have increased the purchasing span of special collections libraries,<sup>16</sup> so too have Japanese-language markets for secondhand books grown

with the Web's development. Diane Perushek's 2007 guide to building East Asian library collections notes how "smaller out-of-print bookstores, found by the dozen in the Kanda section of Tokyo, are rarely set up to handle overseas sales.... About thirty percent of the used books also appear online, thanks to an association of Kanda booksellers."<sup>17</sup> This association—the Japanese Association of Dealers in Old Books—has maintained a database of product listings called *Nihon no Furuhon'ya*, or "Japan's Used Bookstores," since 1997. As of January 2000, ninety-three stores had contributed their product listings; as of 2015, it boasts more than 2,300 affiliated stores across Japan nationwide.<sup>18</sup> *Nihon no Furuhon'ya* is, as of this writing, the predominant online marketplace for out-of-print and rare materials in Japan, including formerly classified government materials.<sup>19</sup> The growing participation of individual sellers on Amazon Japan,<sup>20</sup> and the increasing presence of these same sellers on Amazon.com localizing their listings for North American buyers, has created a robust online marketplace aimed at global audiences.

## Vendor as Partner: From Discoveries to Acquisitions

While their listings are accessible globally through the internet, not all sellers on *Nihon no Furuhon'ya* are willing to accept foreign payments or ship overseas. Compounded by the scattering of Japanese naval materials among dozens of sellers, such barriers would be difficult to overcome without a purchasing agent in Japan. The Penn Libraries have been able to leverage a longstanding relationship with Japan Publications Trading Co., Ltd. (JPT) to circumvent this role. JPT is the Penn Libraries' primary vendor of Japanese-language materials, ranging from monographs to serials to visual materials, and they will extend their searches to used book markets and independent sellers outside of traditional distribution channels.

These extended searches do not, however, merely apply to out-of-print items formerly available through commercial publishers that have since only become accessible through second-hand stores. Many items sold on *Nihon no Furuhon'ya* have never been available as commercial products, and while we can rarely reconstruct in detail the provenance of specific items, many bear inscriptions and ownership stamps—the telltale evidence of having been in personal collections or in other libraries. In particular, manuscript items and unique aggregations of materials from diverse, unconnected creators exist as one-of-a-kind listings only available through this network of Japanese booksellers.

Just as the Penn Libraries' commitment to use JPT as its primary vendor has led to efficiencies in purchasing and consistency in product delivery, so has it engendered a cooperative relationship between the two organizations supported by near-daily email communication with our dedicated JPT representative through which the Penn Libraries are offered collection development insights and recommendations. JPT's annual library visits, generally coinciding with the Association for Asian Studies annual conference, allow for face-to-face meetings and a chance for the Penn Libraries to show JPT how the materials they brokered have become fully formed research collections. In one such visit to the Penn Libraries during the early development period of Penn's Japanese special collections, JPT customer representative Yōko Hayashi remarked, "You've sure been ordering a lot of weird stuff lately." Hayashi's unexpected words have become a badge of honor to us, and her frank delivery underscores our close working relationship and

how willing JPT staff are to work with sellers to help the Penn Libraries acquire unlikely library resources.

This plenitude of resources and information is a far cry from the situation of the mid-twentieth century, in which the acquisitions of “retrospective materials” were “more difficult and expensive because of shortage of materials on the market, competitive buying among many libraries throughout the world, and the fact that the information received from overseas [was] usually not up to date.”<sup>21</sup> This led publishers to instead employ “various technical devices, including photoduplication, microreproduction, and reprinting . . . extensively introduced to make available many otherwise unobtainable materials,” including “the selected archives of the Japanese army, navy, and other government agencies.”<sup>22</sup> A library-oriented market has developed in Japan for materials, even now, based in physical reproductions and reprinting that are often quite expensive and can be of questionable quality, depending on the state of the original materials. Yet the majority of naval materials uncovered through the Penn Libraries’ targeted searches have neither been acquired by any other identifiable library in any format nor are they available in commercial reproductions, making the collection even more rare and important to preserve both digitally and physically.

## Digitizing Collections for Preservation, Discovery, and Access

As the growing collection of Imperial Japanese Navy materials includes many unique items in fragile condition and because of its promise to researchers around the world—including those whose distance and funding makes travel to Philadelphia unfeasible—the librarian took the opportunity to have the out-of-copyright items digitized in-house and put on *Print at Penn* and *Penn in Hand*, the Penn Libraries’ homes for digital facsimiles of printed and manuscript items respectively. Her proposal to the library group Digital Penn, which manages the digitization workflow at the library’s SCETI imaging facility,<sup>23</sup> was accepted with enthusiasm, and the scrapbook, cruise books, and various scientific and official documents were slotted into the imaging queue.

Some items, in particular the scrapbook that inspired the collection, involve dangerously acidic paper; due to the difficulty of rehousing them, however, it is doubtful that this problem can be rectified in the near future. This issue means that the digitization effort has had the double effect of promotion and preservation—it allows the materials to be used without physical handling and provides high-quality facsimiles of items that may deteriorate even without handling. Moreover, these images can be shared widely and used to promote Penn’s special collections online. The items’ housing in a climate-controlled facility in the Kislak Center, however, will mitigate against deterioration, and despite having been initially acquired by the Japanese Studies department, they are now part of the libraries’ special collections holdings for storage purposes. This highlights the cooperative relationship that the librarian has established with the special collections staff, who welcome these additions to their area. Meanwhile, the library specialist is involved in a collaborative workflow with the special collections technical processing staff to create MARC records that conform to rare books cataloging standards and even EAD-compliant finding aids.<sup>24</sup> Without this close relationship involving specialists with varying expertise, the digitization, preservation, and complete cataloging of the Imperial Japanese Navy materials would never have been possible.

## Social Media and the Power of Promotion

In 2012, Mitch Fraas, the curator for special collections in the Penn Libraries' Kislak Center, joined the Penn Libraries' blogosphere by launching *Unique at Penn*, dedicated to “descriptions and contextualization of items from the collections of the University of Pennsylvania Libraries ...which are in some sense ‘unique’—drawn from both our special and circulating collections.”<sup>25</sup> This blog largely began with a focus on European materials and early Americana, though it had published posts on non-Western topics from Penn's South Asian Studies and Middle East Studies librarians. The library specialist's April 2013 post on our Japanese Juvenile Fiction Collection of early 1900s paperback pulp novels, discovered in the stacks in and rehoused in the Kislak Center that year, represented the first introduction of East Asian materials to the blog's readership as well as the first time the blog had featured a contribution from cataloging staff.<sup>26</sup>

This collaborative publishing arrangement between the curator and the library specialist has continued into the present, with six long-form posts published on *Unique at Penn* and one on the *Schoenberg Institute for Manuscript Studies* blog. These posts have created narrative-length collection profiles of the Penn Libraries' research collections, contextualized by items acquired through interlibrary loan, digital facsimiles in international libraries, and the expertise of local scholars and staff. The June 19, 2016, introduction of the training fleet materials entitled “Japanese Naval Cruise Books and the *Renshū Kantai*” features photographic material gathered by our scrapbook-hunting PhD candidate, Robert, from a research trip to California, as well as an animated GIF of the digitized scrapbook flipping page by page, provided by the Penn Libraries' library imaging assistant Chris Lippa.<sup>27</sup> As in the library specialist's previous posts, Japanese words are provided in both translated and original script versions to communicate the importance of global languages to our local readers while providing foreign-language keywords and tags that can be indexed by search engines and lead to discovery in Japanese. This strategy emphasizes the global contexts of the Penn Libraries' Japanese Collection rather than considering the objects as quaint, inscrutable artifacts. Additional social media advertising on platforms like Twitter, Facebook, Instagram, and Flickr similarly embrace Japanese-language access by including Japanese as well as English keywords and descriptions, taking advantage of the truly global nature of social media and the opportunities it presents for academic libraries' outreach efforts.

Building special collections with an underlying assumption that they will be actively promoted represents a shift in collection development attitudes identified by Penn Libraries curator Daniel Traister: “The historic attitude of ‘get it, catalog it, preserve it’ (the classic technical services functions) has become ‘get it, catalog it, promote it.’”<sup>28</sup> Rachel Franks frames the latter part of this process as a cycle of “curation,” “choreography,” and “connection,” in which librarians become “digital storytellers” who use digital media to stage their collections and solicit feedback.<sup>29</sup> By linking promotion with preservation, and by building on existing cataloging through expanded narratives that transcend the limitations of bibliographic records, the Penn Libraries' Japanese Studies department takes advantage of the library specialist's material expertise and the librarian's extensive knowledge of the academic landscape to create unique stories and connect them with a ready audience.

The digital outreach efforts for the Japanese Naval Collection spearheaded by the *Unique at Penn* posts have been successful, inviting interest from researchers locally, nationally, and globally, several of whom have been eager to see these materials in person. A

November 2016 Japanese-language symposium held in Philadelphia, “Road to the Pacific War in Recent Historiography,” provided the opportunity to showcase a selection of the Penn Libraries’ cruise books and other training fleet materials to a delegation of Japanese scholars; the library specialist’s bibliographic tour conducted bilingually in English and Japanese further emphasized to visitors the Penn Libraries’ commitment to supporting and enhancing global scholarship.

Our *Unique at Penn* posts have reached potential patrons who were not aware of the particular strengths of the Penn Libraries’ Japanese Collection and special collections and have even sparked new research topics inspired by the materials. The librarian and the library specialist have each been contacted by researchers from places as varied as Japan, Australia, Montana, and Wisconsin, who are interested in having digital facsimiles of materials advertised first on *Unique at Penn* or through word of mouth. The Penn Libraries’ digitization efforts for the Japanese Collection broadly serve both an outreach and access purpose in these cases. Through high-quality digitization and promotion, we have been able to increase our audience and number of patrons—virtual as well as in-person visitors to the libraries—and thus the usage of the collections; at the same time, we are proud to have been able to inspire new research and use of unique primary sources that are otherwise hidden in the hands of private collectors and used book shops.

## International Collections and the Twenty-First Century Library

Twenty-first-century librarianship and library collections are already here, and both are proving to be increasingly global endeavors. This global need comes from numerous sources: international students on campus and international researchers accessing our collections and the need to distinguish ourselves in a profoundly interconnected environment. What makes libraries relevant, and what makes area studies collections important within academic libraries in the United States? And how can we leverage our library staff in building such collections?

It may be the case that, going forward, special collections and unique primary sources housed in American libraries will be key in distinguishing university libraries at the same time as making their holdings more directly relevant to researchers both on campus and around the world. If most prominent collections contain the same academic monographs and journals, what will make the Penn Libraries stand out in the global academic community? We propose that acquiring materials that appeal to researchers outside of the English-language sphere of research, including international on-campus scholars and students as well as those at other institutions, will invite further interest in American library collections and enhance the libraries’ prestige in a global context. This is possible, however, only if libraries also engage in active outreach to patrons who may not yet know that these collections even exist. With engagement in social media and through digitization efforts that include high-quality, usable facsimiles of unique and especially non-Western materials, academic libraries can emphasize their commitment to global engagement and their services to the global community.

This process, of course, is far from simple. It requires collaboration and cooperation throughout the university library, including among staff with differing skills and positions and in disparate units, and encouraging those staff to learn from each other to

enhance their own skill sets. In addition, it is imperative that libraries rely on their staff with the appropriate language and subject expertise, as well as international partnerships and connections, to prioritize and evaluate the materials that the libraries choose to focus on. Finally, it is those partnerships and connections—with researchers on- and off-campus as well as with international vendors and individual sellers, as the case may be—that allow collecting of unique and relevant materials to be inspired and undertaken in the first place. The library does not consist of only librarians, after all. It is embedded in an increasingly global community of scholars, students, online visitors, professional librarians, expert staff, curators, publishers, vendors, and dealers in a network that cannot be reasonably deconstructed. It is through this network of expertise and cooperation that academic libraries can truly become important players in the increasingly global world of twenty-first-century scholarship.

## Notes

1. The primary focus of Penn's acquisitions has been materials relating to the Imperial Japanese Navy Training Fleet, *Teikoku Dai Nippon Kaigun Renshū Kantai* 大日本帝国海軍練習艦隊; several items relating to the postwar Training Fleet of the Japan Maritime Self-Defense Force, *Kaijō Jieitai Renshū Kantai* 海上自衛隊練習艦隊, have also been accessioned to emphasize the continuity of Japan's global presence on the seas.
2. Alice Prochaska, "Special Collections in an International Perspective," *Library Trends* 52, no. 1 (2003): 138–39.
3. Ibid.
4. Penn Libraries, "University of Pennsylvania Libraries Strategic Plan for 2015–2017," 11.
5. Kislak Center for Special Collections, Rare Books, and Manuscripts, "About the Kislak Center," <http://www.library.upenn.edu/kislak/about>.
6. Samuel Keimer's "An Elegy on the Much Lamented Death of the Ingenious and Well-Belov'd Aquila Rose, Clerk to the Honourable Assembly at Philadelphia, Who Died the 24th of the 6th Month, 1723, Aged 28." A facsimile of this item can be viewed at *Print at Penn*, <http://dla.library.upenn.edu/dla/print/index.html>.
7. Arthur Kiron, "The Professionalization of Wisdom: The Legacy of Dropsie College and Its Library," in *The Penn Library Collections at 250* (Philadelphia: University of Pennsylvania Library, 2000); David Nelson, "The Penniman-Gribbel Collection of Sanskrit Manuscripts," Ibid.
8. Tsuen-hsui Tsien, "Current Status of the East Asia Collections in American Libraries," *The Journal of Asian Studies* 36, no. 3 (1977): 499–514; Toshie Marra, Hideyuki Morimoto, and Reiko Yoshimura, "Directory of North American Collections of Old and Rare Japanese Books, Other Print Materials, and Manuscripts," *Journal of East Asian Libraries* 131 (2003): 68–109.
9. Jidong Yang, "The McCartee Library and the East Asian Collection of the University of Pennsylvania," in *Collecting Asia: East Asian Libraries in North America, 1868-2008*, ed. Peter X. Zhou (Ann Arbor: Association for Asian Studies, 2010), 57. Yang traces the earliest mention of the McCartee Library to 1891 but concludes that it likely had been established between 1881–1888.
10. *Nihon no Furohon'ya* 日本の古本屋, <http://www.kosho.or.jp>.
11. OCLC 222488612 and OCLC 222504216 respectively. These MARC records were in Romanized form only until the Penn Libraries acquired each of these titles and enhanced the records with Japanese script. It is crucial for specialists in libraries to be able to search flexibly for these reasons and to be able to Romanize Japanese, enter non-Romanized Japanese search terms, and translate those terms to likely English records to identify the full range of available materials.
12. Association of Research Libraries Office of Management Studies, Workshop for Japanese Collection Librarians in American Research Libraries: August 28–30, 1978, Washington, D.C. (Washington, DC: Association of Research Libraries Office of Management Studies, 1978).

13. While a complete hand list is beyond the scope of this writing, a few items in the collection may be highlighted: a 1928 “special issue” of the *Māsharu Shinpō* or “Marshall Islands Report” welcoming Prince Nobuhito (brother of the newly-crowned Emperor Hirohito), who had enlisted in the Navy (OCLC 959291462); *Jitsugyō Eigo Bunrei*, a compilation of English-language speeches, documents, and letters from the Renshu Kantai’s 1927 cruise, published as examples of diplomatic English in action (OCLC 959387778); and the 1922 *Umi no Wakōdo*, a self-published memoir by Otohiko Inoue, a member of the 1920–1921 cruise (OCLC 957675198).
14. Particularly, records contributed by Waseda University Library, the National Diet Library of Japan (NDL), and the Japanese bibliographic network Toshokan Ryūtsū Center Co., Ltd.
15. <http://ci.nii.ac.jp> is searchable through both English- and Japanese-language interfaces.
16. Scott B. Pagel, “Building a Rare Book Collection from Scratch,” *Trends in Law Library Management and Technology* 17, no. 1 (2007).
17. Diane Perushek, “Building Library Collections in East Asian Studies,” in *Building Area Studies Collections*, eds. Dan Hazen and James Henry Spohrer (Wiesbaden: Harrassowitz, 2007): 140.
18. Jun’ichirō Kida, “‘Denmō Kaikai’ Koshoten no Hōmupēji,” *Hōsho Gekkan: Kosho o Meguru Jōhōshi* 172 (2000); Japanese Association of Dealers in Old Books [JADOB], “Nihon no Furuhon’ya ni Tsuite” (January 19, 2015 version), [https://www.kosho.or.jp/wppost/plg\\_WpPost\\_post.php?postid=82](https://www.kosho.or.jp/wppost/plg_WpPost_post.php?postid=82).
19. JADOB, “Nihon no Furuhon’ya ni Tsuite.”
20. <https://www.amazon.co.jp/>.
21. Tsuen-hsui Tsien, “East Asian Collection in America,” *The Library Quarterly* 35, no. 4 (1965): 266.
22. *Ibid.*, 267.
23. The Schoenberg Center for Electronic Text & Image.
24. EAD (Encoded Archival Description) is the Penn Libraries’ standard for describing manuscript collections, as the original Training Fleet scrapbook was deemed. The description of archival materials is generally outside of the expertise of area studies staff at Penn, just as the processing of Japanese-language material is outside of the expertise of special collections staff.
25. Arthur Mitchell Fraas, “About,” Unique at Penn (blog), Penn Libraries, accessed June 12, 2017, <https://uniqueatpenn.wordpress.com/about/>.
26. Michael P. Williams, “Early Taishō Japanese Juvenile Pocket Fiction: Tatsukawa Bunko and its Imitators,” *Unique at Penn* (blog), Penn Libraries, April 23, 2013, <https://uniqueatpenn.wordpress.com/2013/04/23/>.
27. Michael P. Williams, “Japanese Naval Cruise Books and the Renshū Kantai,” *Unique at Penn* (blog), Penn Libraries, June 9, 2016, <https://uniqueatpenn.wordpress.com/2016/06/09/>.
28. Beth M. Whittaker, “‘Get It, Catalog It, Promote It’: New Challenges to Providing Access to Special Collections,” *RBM: A Journal of Rare Books, Manuscripts, and Cultural Heritage* 7, no. 2 (2006): 122.
29. Rachel Franks, “Establishing an Emotional Connection: The Librarian as (Digital) Storyteller,” *Australian Library Journal* 62, no. 4 (2013).

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