



6950 Hall Street
Holland, OH 43528

Re: Sole Source Statement

To whom it may concern:

Midwest Tape is a full service supplier of DVDs, CDs and audiobooks to Public Libraries. We sell only to public libraries and have tailored our sole-source products and services to meet libraries' unique needs. Our audiobooks are priced at MSRP and are shipped in our patented, shelf-ready SoundSafe™ audiobook case.

All audiobooks are repackaged by Midwest Tape LLC, with one of three types of cover art: 1) Publisher's original art, 2) Midwest Tape original art, with unique illustrations and font treatments, or 3) Midwest Tape standard art (a generic cover used only for back catalog items). All audiobooks in our January 2009 and later catalogs will be shipped with either publisher's original art or Midwest Tape original art.

Midwest Tape LLC is a wholly separate and distinct company from the publisher. The publisher's original packaging and insert materials (if any) also will be shipped with your order.

We are the sole-source vendor to libraries for audiobooks packaged in the SoundSafe audiobook case with artwork created by our Variable Integrated Processing (VIP) digital imaging. This combination of VIP and the SoundSafe case creates a package which is unique to libraries and allows you to streamline your workflows. That means no more cutting artwork or re-sizing of your packages and no more application of stickers. When you combine these services with a selection of 13,000+ titles from over 100 different audiobook publishers, it allows you great flexibility in both acquisitions and collection development.

The shelf-ready SoundSafe Audiobook Case is engineered specifically for audiobook circulation by libraries. The case is drop-box safe and will provide the opportunity for you to establish neat, orderly, uniform shelves of audiobooks. Unique features include full color artwork and rugged, drop-box proof construction. The SoundSafe case is exclusive to Midwest Tape.

Variable Integrated Processing (VIP) allows you to obtain high quality digitally imaged products that are shelf-ready for immediate circulation. The key benefits include: perfect label placement every time, theft deterrence (can't peel off the labels and sell the title on eBay) and time savings for your library by eliminating the expense of creating labels and the labor costs associated with processing.

Replacement Program for lost or damaged audiobook discs is available for our most popular titles, including those on the New York Times Best Selling Titles and Best Selling Authors lists. All replacements are \$9.99 per disc.

Through our unique partnership with **OCLC** we provide a full MARC record for every audiobook title that your library purchases from us. Our audiobook pricing includes a free order record and can be combined with either unedited or customized MARCs from OCLC. The result of these processes allows your library to receive a completely shelf-ready product that has been customized to your cataloging specifications with records automatically downloaded into your ILS system.

Please call our Customer Service Department at (800) 875-2785 for more information.

Sincerely,

Jeff Jankowski
Vice President