



October 2, 2015

Re: Sole Source Statement

To whom it may concern:

Midwest Tape is a full service supplier of DVDs, Music 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 sold at Retail Price and are shipped in our patented, shelf-ready SoundSafe™ audiobook case.

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 over 70,000 titles from over 225 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 of DVDs, Music CDs and Audiobooks purchased through Midwest Tape. The key benefits include: perfect label placement every time, theft deterrence (can't peel off the labels) and time savings for your library by eliminating the expense of creating labels and the labor costs associated with processing.

Replacement Program for lost and damaged audiobooks 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 vendor order record and can be combined with either full or customized MARC records 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 in your ILS system.

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

Sincerely,
Jeff Jankowski

Jeff Jankowski, Vice President