



September 20, 2013

Attn: Samantha Simpson
CTLS, Inc.
5555 North Lamar Blvd
Ste. L-115
Austin, TX 78751

Dear Samantha:

Midwest Tape is a full-service distributor that has been serving public libraries in North America for nearly 25 years. Our company offers such services as flexible standing orders, VIP processing, electronic ordering, OCLC MARC Records, and a friendly customer service staff.

Midwest Tape, LLC is pleased to extend the CTLS - Connecting Texas Libraries Statewide! The following discount on audiovisual materials:

DVDs – 20% off of MSRP

Music CDs – 20% off of MSRP* (With respect to Universal Music CDs, they are sold at list price. Please note that these particular music titles are often \$1 to \$2 less in cost than other music studios.)

Audiobooks – This media is offered at the retail price; this cost includes the product, the sleeves, the artwork, and the library-friendly, highly durable SoundSafe case.

In addition to the aforementioned discounts, we would like to offer free shipping to the member libraries.

We simply request that the member libraries contact us at 800-875-2785 to ensure that their accounts are set up to receive these discounts and services prior to placing their first order with Midwest Tape.

Value added services Midwest Tape offers **free of charge**...

- Re-packaging of Audiobooks into our durable SoundSafe case (included in published pricing)
- Highly intuitive, customizable, yet user friendly website with multiple user access assigned at authorization levels to fit your workflow
- Many collection development tools tailored specifically to your library (fund, branch, etc.)
- Five different levels of duplicate checks to minimize dupe orders
- Direct links to your OPAC
- Full image views (front, back & spine) of most any product in our 300,000+ database
- Complete critics review access for each individual title both on DVD and CD music
- Links for 30 second sound bites on the CD music titles and two minute movies clips
- Downloadable brief records and excel files
- 9xx record loading, EDI ordering, electronic invoicing and expert ILS coordination support
- Opening Day Collection and Collection List assistance
- Customized Standing Order Plans allowing you to be in control (no contracts and no minimums)



Services offered for a fee...

- Processing: shrink wrap removal, case transfer, VIP (Variable Integrated Processing), barcode, label placement, RFID, Library Branding
- Full OCLC MARC Record - \$1.20 per title (not per piece)
- 949 barcode linking: \$0.25 per piece

Although we have an amazing depth of collection to choose from it tends to be our level of customer service, ease of ordering on the web site and value added services that keep our libraries coming back.

We are always available for questions, so please do not hesitate to pick up the phone. Our Customer Service Department is staffed with 'live' representatives and can be contacted at 800-875-2785.

Sincerely,

Chris Frankowski

Chris Frankowski, Account Executive
cfrankowski@midwesttapes.com
800-875-2785

CC: Janet Timm, Bid Specialist (jtimm@midwesttapes.com)