



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header @ 4

List View

### General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 377626

SO Doc Code: CRFQ

Procurement Type: Central Master Agreement

SO Dept: 0433

Vendor ID: 000000181083 

SO Doc ID: LIB1800000003

Legal Name: MIDWEST TAPE LLC

Published Date: 11/16/17

Alias/DBA:

Close Date: 12/5/17

Total Bid: \$0.00

Close Time: 13:30

Response Date: 12/05/2017 

Status: Closed

Response Time: 9:12

Solicitation Description: Addendum 3 - Audio/Visual Library Materials 

Total of Header Attachments: 4

Apply Default Values to Commodity Lines

View Procurement Folder



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 377626  
**Solicitation Description :** Addendum 3 - Audio/Visual Library Materials  
**Proc Type :** Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2017-12-05 13:30:00	SR 0433 ESR12051700000002415	1

VENDOR
000000181083 MIDWEST TAPE LLC

**Solicitation Number:** CRFQ 0433 LIB1800000003

**Total Bid :** \$0.00                      **Response Date:** 2017-12-05                      **Response Time:** 09:12:04

**Comments:** Midwest Tape can provide your library with Audiobooks, Descriptive Video (DVDS) and DVDs at competitive pricing along with many value-added services. We stand ready to assist the evaluation team with any questions or guidance in viewing our website at any time by contacting our staff at 800-875-2785. Documentation about our staff and services we can offer have been provided within a Response Document uploaded with our overall response. Thank you for this opportunity to present our information.

**FOR INFORMATION CONTACT THE BUYER**  
 Michelle L Childers  
 (304) 558-2063  
 michelle.l.childers@wv.gov

**Signature on File**    **FEIN #**    **DATE**

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Audio/Visual Materials	0.00000	EA	\$466.280000	\$0.00

Comm Code	Manufacturer	Specification	Model #
56121011			

**Extended Description :** Enter the Total Bid Cost in the commodity line of wvOASIS and attach the Exhibit A Pricing page

**Exhibit A - Pricing Page  
Print Library Materials**

Item #	Pricing Page Eligible Item Description				Discounted Unit Price Calculation				Bid Total Calculation			
	Product Category	Title	Author	ISBN	Catalogue Price	Discount Percentage	Discount Amount	Discounted Catalog Price	Unit (For Calculation Purposes)	Estimated Unit Qty	Discounted Unit Price	Item Total Cost
<b>I.</b>												
1	Audio Books	Y is for Yesterday	Sue Grafton	9780385393997	\$44.99	0%	\$0.00	\$44.99	each	1.00	\$44.99	\$44.99
2	Audio Books	The World Broke in Two	Bill Goldstein	9781427295262	\$50.99	0%	\$0.00	\$50.99	each	1.00	\$50.99	\$50.99
3	Audio Books	The Store	James Patterson	9781478938811	\$34.99	0%	\$0.00	\$34.99	each	1.00	\$34.99	\$34.99
4	Audio Books	Mrs. Fletcher	Tom Perrotta	9781508232827	\$39.99	0%	\$0.00	\$39.99	each	1.00	\$39.99	\$39.99
5	Audio Books	Marked	PC Cast	9781427295118	\$44.99	0%	\$0.00	\$44.99	each	1.00	\$44.99	\$44.99
<b>II.</b>												
11	Video	The Vietnam War	Ken Burns	9786316906229	\$99.99	20%	\$20.00	\$79.99	each	1.00	\$79.99	\$79.99
12	Video	Nova: Poisoned Water		9781531700270	\$24.99	20%	\$5.00	\$19.99	each	1.00	\$19.99	\$19.99
13	Video	The Story of China with Michael Wood	Michael Wood	9781627899956	\$34.99	20%	\$7.00	\$27.99	each	1.00	\$27.99	\$27.99
14	Video	Frontline: Bannon's War		9781531702250	\$24.99	20%	\$5.00	\$19.99	each	1.00	\$19.99	\$19.99
15	Video	Weekend in Havana	Geoffrey Baer	9781531701925	\$24.99	20%	\$5.00	\$19.99	each	1.00	\$19.99	\$19.99
<b>III.</b>												
16	Descriptive Video	A Dog's Purpose	B01MR9HBQ4		\$19.99	20%	\$4.00	\$15.99	each	1.00	\$15.99	\$15.99
17	Descriptive Video	Beauty and the Beast	B01MV0KF7V		\$29.99	20%	\$6.00	\$23.99	each	1.00	\$23.99	\$23.99
18	Descriptive Video	Harry Potter 8 Movie Set	B005OCFGTO	NOT AVAILABLE		20%	\$0.00	\$0.00	each	1.00	\$0.00	\$0.00
19	Descriptive Video	Lego Batman	B00D014E4Y		\$22.99	20%	\$4.60	\$18.39	each	1.00	\$18.39	\$18.39
20	Descriptive Video	Star Wars Rogue One	B01MXLW05D		\$29.99	20%	\$6.00	\$23.99	each	1.00	\$23.99	\$23.99
											<b>Total Bid Cost</b>	<b>\$466.28</b>

List of Discount Percentages:			
	Category	DISCOUNT PERCENTAGE	Annual Volume per Category
I	Audio Books	0%	600
II	Video	20%	20
III	Descriptive Video	20%	50

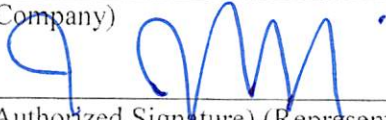
Vendors should complete the contract coordinator information below:

VENDOR NAME: <u>Midwest Tape, LLC</u>		PHONE: <u>800-875-2785</u>	
CONTRACT MANAGER: <u>Janet Timm, Bid Specialist</u> (Please print)		FAX: <u>800-444-6645</u>	
		EMAIL: <u>jtimm@midwesttapes.com</u>	
AUTHORIZED REPRESENTATIVE: <u>Jeff Sawkowski</u> (Signature)		<u>12-4-17</u> (Date)	

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Janet Timm, Bid Specialist  
\_\_\_\_\_  
(Name, Title)  
\_\_\_\_\_  
(Printed Name and Title)  
1417 Timberwolf Drive; Holland, Ohio 43528  
\_\_\_\_\_  
(Address)  
800-875-2785/800-444-6645  
\_\_\_\_\_  
(Phone Number) / (Fax Number)  
jtimm@midwesttapes.com  
\_\_\_\_\_  
(email address)

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Midwest Tape, LLC  
\_\_\_\_\_  
(Company)  
  
\_\_\_\_\_  
(Authorized Signature) (Representative Name, Title)

Jeff Jankowski, Vice President  
\_\_\_\_\_  
(Printed Name and Title of Authorized Representative)

11-13-17  
\_\_\_\_\_  
(Date)

800-875-2785/800-444-6645  
\_\_\_\_\_  
(Phone Number) (Fax Number)

REQUEST FOR QUOTATION  
Audio/Visual Library Materials

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8.1.4 Failure to remedy deficient performance upon request.

8.2 The following remedies shall be available to Agency upon default.

8.2.1 Immediate cancellation of the Contract.

8.2.2 Immediate cancellation of one or more release orders issued under this Contract.

8.2.3 Any other remedies available in law or equity.

9. MISCELLANEOUS:

9.1 **No Substitutions:** Vendor shall supply only Eligible Items contained in its Catalog submitted in response to the Solicitation or an updated Catalog approved by the Purchasing Division as described above. Vendor shall not supply substitute items.

9.2 **Vendor Supply:** Vendor must carry sufficient inventory of the Eligible Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Eligible Items contained in its bid response.

9.3 **Reports:** Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.

9.4 **Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

**Contract Manager:** Janet Timm, Bid Specialist  
**Telephone Number:** 800-875-2785  
**Fax Number:** 800-444-6645  
**Email Address:** jtimm@midwesttapes.com



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 30 – Printing

Proc Folder: 377626

Doc Description: Audio/Visual Library Materials

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2017-10-31	2017-11-15 13:30:00	CRFQ 0433 LIB1800000003	1

**BID RECEIVING LOCATION**


BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**

Vendor Name, Address and Telephone Number:  
  
 MIDWEST TAPE, LLC  
 1417 TIMBERWOLF DRIVE  
 HOLLAND, OHIO 43528

**FOR INFORMATION CONTACT THE BUYER**

Michelle L Childers  
 (304) 558-2063  
 michelle.l.childers@wv.gov

Signature X  FEIN # 37-1499686 DATE 12-4-17

All offers subject to all terms and conditions contained in this solicitation



**ADDITIONAL INFORMAITON:**

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Library Commission to establish an Open-End contract for Audio/Visual materials, including audiobooks and DVDs (collectively "Audio/Visual Library Materials".) The Contract awarded from this Solicitation shall cover Eligible Items from Vendor's Catalog.

INVOICE TO		SHIP TO	
LIBRARY COMMISSION CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON US	WV25305-0620	LIBRARY COMMISSION CULTURE CENTER 1900 KANAWHA BLVD E CHARLESTON US	WV 25305-0620

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Audio/Visual Materials	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
56121011			

**Extended Description :**

Enter the Total Bid Cost in the commodity line of wvOASIS and attach the Exhibit A Pricing page

<b>LIB180000003</b>	<b>Document Phase</b> Final	<b>Document Description</b> Audio/Visual Library Materials	<b>Page 3</b> <b>of 3</b>
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**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.:** \_\_\_\_\_

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

MIDWEST TAPE, LLC

\_\_\_\_\_  
Company  
  
\_\_\_\_\_  
Authorized Signature

12-4-17

\_\_\_\_\_  
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.  
Revised 6/8/2012



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 30 – Printing

Proc Folder: 377626

Doc Description: Addendum 1 - Audio/Visual Library Materials

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2017-11-02	2017-11-15 13:30:00	CRFQ 0433 LIB1800000003	2

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**

Vendor Name, Address and Telephone Number:

MIDWEST TAPE, LLC  
 1417 TIMBERWOLF DRIVE  
 HOLLAND OHIO 43528

**FOR INFORMATION CONTACT THE BUYER**

Michelle L Childers  
 (304) 558-2063  
 michelle.l.childers@wv.gov

Signature X

FEIN # 37-1499686

DATE 12-4-17

All offers subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION:**

Addendum

Addendum 1 issued to correct the Exhibit A Pricing Page attached in wvOASIS to fully calculate.

End of Addendum  
 .....

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Library Commission to establish an Open-End contract for Audio/Visual materials, including audiobooks and DVDs (collectively "Audio/Visual Library Materials".) The Contract awarded from this Solicitation shall cover Eligible Items from Vendor's Catalog.

INVOICE TO		SHIP TO	
LIBRARY COMMISSION CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON US	WV25305-0620	LIBRARY COMMISSION CULTURE CENTER 1900 KANAWHA BLVD E CHARLESTON US	WV 25305-0620

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Audio/Visual Materials	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
56121011			

Extended Description :

Enter the Total Bid Cost in the commodity line of wvOASIS and attach the Exhibit A Pricing page

<b>LIB1800000003</b>	<b>Document Phase</b> Final	<b>Document Description</b> Addendum 1 - Audio/Visual Library Materials	<b>Page 3</b> of 3
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**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 30 - Printing

Proc Folder: 377626

Doc Description: Addendum 2 - Audio/Visual Library Materials

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2017-11-09	2017-11-29 13:30:00	CRFQ 0433 LIB1800000003	3

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US


**VENDOR**

Vendor Name, Address and Telephone Number:

MIDWEST TAPE, LLC  
 1417 TIMBERWOLF DRIVE  
 HOLLAND, OHIO 43528

**FOR INFORMATION CONTACT THE BUYER**

Michelle L Childers  
 (304) 558-2063  
 michelle.l.childers@wv.gov

Signature X  FEIN # 37-1499686 DATE 12-4-117

All offers subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION:**

Addendum

Addendum 2 issued to move bid opening to 11/29/2017 at 1:30 PM EST to give the agency time to answer the vendor questions and make changes to the specifications.

End of Addendum  
 .....

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Library Commission to establish an Open-End contract for Audio/Visual materials, including audiobooks and DVDs (collectively "Audio/Visual Library Materials".) The Contract awarded from this Solicitation shall cover Eligible Items from Vendor's Catalog.

INVOICE TO		SHIP TO	
LIBRARY COMMISSION CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON WV 25305-0620 US		LIBRARY COMMISSION CULTURE CENTER 1900 KANAWHA BLVD E CHARLESTON WV 25305-0620 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Audio/Visual Materials	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
56121011			

Extended Description :

Enter the Total Bid Cost in the commodity line of wvOASIS and attach the Exhibit A Pricing page



**SOLICITATION NUMBER: CRFQ LIB1800000003**  
**Addendum Number: 02**

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The purpose of this addendum is to modify the solicitation identified as (“Solicitation”) to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- Modify bid opening date and time
- Modify specifications of product or service being sought
- Attachment of vendor questions and responses
- Attachment of pre-bid sign-in sheet
- Correction of error
- Other

**Description of Modification to Solicitation:**

This addendum is issued to modify the solicitation per the attached documentation and the following:

1. To move bid opening to 11/29/2017 at 1:30 PM EST to give the agency time to answer the vendor questions and make changes to the specifications.

No other changes.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 30 - Printing

Proc Folder: 377626

Doc Description: Addendum 3 - Audio/Visual Library Materials

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2017-11-16	2017-12-05 13:30:00	CRFQ 0433 LIB1800000003	4

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**

Vendor Name, Address and Telephone Number:

MIDWEST TAPE, LLC  
 1417 TIMBERWOLF DRIVE  
 HOLLAND OHIO 43528

**FOR INFORMATION CONTACT THE BUYER**

Michelle L Childers  
 (304) 558-2063  
 michelle.l.childers@wv.gov

Signature X

FEIN # 37-1499686

DATE 12-4-17

All offers subject to all terms and conditions contained in this solicitation

**ADDITIONAL INFORMATION:**

Addendum

Addendum 3 issued for the following reasons:

1. To modify the bid opening date to 12/05/2017 at 1:30 PM EST
2. To modify specifications 5.1 and 5.2 as attached.
3. To publish vendor questions and agency answers.

End of Addendum

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Library Commission to establish an Open-End contract for Audio/Visual materials, including audiobooks and DVDs (collectively "Audio/Visual Library Materials".) The Contract awarded from this Solicitation shall cover Eligible Items from Vendor's Catalog.

INVOICE TO	SHIP TO
LIBRARY COMMISSION CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON WV 25305-0620 US	LIBRARY COMMISSION CULTURE CENTER 1900 KANAWHA BLVD E CHARLESTON WV 25305-0620 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Audio/Visual Materials	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
56121011			

Extended Description :

Enter the Total Bid Cost in the commodity line of wvOASIS and attach the Exhibit A Pricing page

**SOLICITATION NUMBER: CRFQ LIB1800000003**  
**Addendum Number: 03**

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The purpose of this addendum is to modify the solicitation identified as (“Solicitation”) to reflect the change(s) identified and described below.

**Applicable Addendum Category:**

- | Modify bid opening date and time
- | Modify specifications of product or service being sought
- | Attachment of vendor questions and responses
- | Attachment of pre-bid sign-in sheet
- | Correction of error
- | Other

**Description of Modification to Solicitation:**

This addendum is issued to modify the solicitation per the attached documentation and the following:

1. To modify the bid opening date to December 5, 2017 at 1:30PM, EST.
2. To modify specification 5.1 and 5.2 as attached.
3. To publish vendor questions and agency answers.

No other changes.

**Additional Documentation:** Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

**Terms and Conditions:**

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

# ATTACHMENT A

## **Addendum No. 3 – Specification Change**

### **5. Catalog:**

**5.1 Submission.** Vendor may be required to submit its Catalog prior to award of this Contract for evaluation purposes. Vendor may submit link to online catalog or mail the Catalog free of charge to any Agency desiring to use this Contract if the Catalog is not electronically entered into wvOASIS. Copies of the Catalog may also be requested in an electronic format. Vendor's Catalog, or data from the Catalog entered into wvOASIS will be used by Agencies to order Eligible Items under this Contract.

Vendor should identify all items listed on the Pricing Pages by circling or highlighting those items in its Catalog and earmarking, tabbing, listing the pages for those items, or attaching link from online catalog or Vendor's website to assist in the evaluation and verification of the bids and pricing. Eligible Items and Vendor's submitted price to be verified using ISBN number on Exhibit A Pricing Page. If any discrepancies exist between the Pricing Pages and the actual price listed in the Catalog, the actual price shall prevail and the Pricing Pages may be corrected by the Purchasing Division buyer for evaluation purposes.

**5.2 Catalog Modification.** The pricing of individual Eligible Items in a catalog will be updated by Vendor from time to time, but the quoted Percentage Discount and Eligible Items listed in a Catalog will remain unchanged.

**Vendor Questions and Agency Answers  
CRFQ LIB1800000003  
Audio/Visual Library Materials**

**Q1) In the Mandatory Eligible Item Requirements 3.1.1.4 We are unable to provide a web site to order titles but we accept fax, phone orders. Will that be a problem?**

**A1) Yes, the preferred method of submitting orders are electronic.**

**Q2) Since this is a new contract would you please be so kind to provide the results of the former contract if one was in place last year. A bid summary would work just fine.**

**A2) There is no previous contract.**



Request for Quotation  
Audio/Visual Library Materials

December 5, 2017

Department of Administration, Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

Midwest Tape is the industry leader providing audiovisual materials to over 10,000 Public Libraries throughout North America. We have been listening to our customers, streamlining the workflows for librarians, and providing outstanding customer service for 27 years. We seek to be evaluated as a vendor specializing in providing your Library with audiovisual materials, Adult/Teen/Juvenile Fiction and Nonfiction - DVDs, Described Videos (DVDs) and Audio Books for CRFQ 0433 LIB 1800000003. In addition to providing a competitive discount, we offer a free website with multiple selection tools, physical processing and cataloging along with other value added services.

Midwest Tape has grown significantly due to a customer-first business philosophy. We've listened to our customers and developed an audiovisual marketing strategy that best serves those needs. We continually enhance our website to be user-friendly; supplement our added-value service offerings and provide the best selection of audiovisual materials in the industry. As the library industry and economy continue to evolve, meeting the demands of the library's patrons and maintaining budgets becomes more of a challenge for our libraries. Midwest Tape has listened to the needs, tailoring our services to meet those demands.

Midwest Tape's Customer-First philosophy begins by answering the phone with 'live' customer service staff members. Another advantage is that we have only one warehouse located in Holland, Ohio with over 330 employees to serve your library's needs. Midwest Tape realizes that providing your material before street-date is very important, including any processing and cataloging services. We are easy to do business with and we provide Public Libraries with great value-added services. All of our staff can be reached at a central phone number of 800-875-2785 or by email – [info@midwesttapes.com](mailto:info@midwesttapes.com). Our team is available Monday – Friday, 8:30 a.m. to 6:00 p.m. EST.

We provide a variety of library-centered services. These services include Variable Integrated Processing (VIP), OCLC MARC Records, Customized Selection Lists, Free Order Records, Shelf Ready Product, Exclusive Audio Book Titles, Guaranteed Delivery by Release Date and Streamlined Workflows with several ILS Systems.

**Variable Integrated Processing (VIP)** is a processing option that allows your library to obtain high quality digitally imaged product that is immediately ready to be circulated. The benefits include: perfect label placement every time, deters theft and saves your library the expense of creating labels and the labor costs associated with the processing.

Through our unique partnership with **OCLC** we can guarantee a **full MARC** record for every title that your library purchases from us. Our agreement with OCLC allows us to provide quality cataloging for even obscure foreign titles that have never been cataloged before.





Request for Quotation  
Audio/Visual Library Materials

Several collection development tools are available, including color catalogs, flexible free Customized Selection Lists and a very progressive website ([www.midwesttape.com](http://www.midwesttape.com)). Our website offers many useful tools such as order records, including customization, and we are the only vendor to publish OCLC control numbers.

**Customized Standing Order Plans** are a free service we can provide to your library. The Customized Standing Order Plans will save the library time in collection development. Our team of collection development specialists will work with your staff to create a profile around the needs of your library. This ensures that your library will not miss any relevant titles that come out. Some of the selection lists that can be created include: box office hits, billboard-hit makers, Spanish, foreign, children's, non-fiction, critically acclaimed titles and New York Times Bestsellers. Customized Selection Lists can be populated directly as shopping carts so you may research and edit titles before placing an order.

Midwest Tape **Guarantees Delivery by Release Date** for popular titles. Popular items are shipped processed and cataloged so that your library can put the items on your shelves the same day as a retail store. This allows your library's collection to stay current while increasing your circulations.

The Midwest Tape website ([www.midwesttape.com](http://www.midwesttape.com)) allows your library to obtain **Free Order Records** for all titles ordered, thus eliminating the need for hand-entering titles into your library's acquisitions system. We have partnered with all of the major ILS systems supporting 9XX ordering, electronic ordering, electronic invoicing, and email text acknowledgements. With these partnerships we can **Streamline Workflows**. All of these services are free, along with any technical support or customization that your library requires.

All Midwest Tape audiobooks that you order will arrive shelf-ready in our patented Soundsafe™ audiobook case. We developed the Soundsafe™ case exclusively for our customers. Its rugged construction is drop-box safe, and its compact size saves valuable shelf space.

The services offered by Midwest Tape are unique to the industry and allow progressive libraries to streamline workflows. The flexibility of these services enables your library to maintain its local practices without sacrificing quality. Our discounts are competitive, but it is our value-added services and programs that create true value for Public Libraries.

The following document outlines the types of audiovisual materials Midwest Tape can offer your library and the value of our free website, free standing orders and our industry competitive processing pricing.

The comments noted below follow along with the RFQ's 3. General Requirements Section, so as to provide the evaluators clear information to the goods and services we can provide.

**General Requirements:**

**3.1 Mandatory Eligible Item Requirements:**

**3.1.1 Eligible Items must be in compliance with current copyright and intellectual property laws.**



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All Audiovisual products Midwest Tape provides to our libraries complies with all current copyright and intellectual property laws.

**3.1.1.1 Vendor shall be able to provide Adult Fiction and Nonfiction Audiobook, Descriptive Video DVD, and DVD titles.**

**3.1.1.2 Vendor shall be able to provide Teen Fiction and Nonfiction Audiobook, Descriptive Video DVD, and DVD titles.**

**3.1.1.3 Vendor shall be able to provide Juvenile Fiction and Nonfiction Audiobook, Descriptive Video DVD, and DVD titles.**

Responses to 3.1.1.1 – 3.1.1.3 - Midwest Tape is a library-dedicated, full-service entertainment media distributor. Midwest Tape provides physical audiovisual products required by your library of Adult, Juvenile and Young Adult Fiction and Nonfiction Audiobooks, Descriptive Video DVDs and DVD titles.

Our inventory contains over 280,000 unique audiovisual titles (hot/new releases along with back catalog titles) with over one million units in stock at any given time. The number of new titles added to our inventory each year is dependent on movie studios and publisher output as well as customer demand. As of this date the number of titles in our database per format required by your library are: DVD – 101,858; Descriptive Video (DVDs) 3,004; and Audio books – 53,717.

Midwest Tape works with over 900 Movie Studios and 225 Audio book publishers providing an overall fill rate of 97% of all product. Should any title not be available for fulfillment, your library is notified either by our Customer Support group or can be accessed by your staff at any time via our website's Reporting tools found on our homepage.

Every audiovisual product we sell is guaranteed for one year against manufacturer's defect or shipping damage. If the library notifies our Customer Service Department, within 60 days of invoice of a problem, a pre-paid UPS call tag is provided for the return of the product. The library will be provided this return label by email along with a Return Merchandise Authorization document to help expedite the no-charge replacement of product. If a credit memo is required to satisfy the situation, a printed credit memo will be provided citing the account number, purchase order number, title and UPC. The library can apply that credit to the existing invoice or any future invoice as they see necessary.

These issues are tracked to ensure that we are providing a consistent level of excellent customer service to the library. A library-assigned Account Executive will meet with the library on a schedule most convenient for the library to review



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these types of service issues. The information we learn from this experience is used to continually improve our service.

**3.1.1.4 The vendor shall operate a website that provides the Library Commission with bibliographic information and stock information as well as the ability to create individual shopping carts that can be managed by a central administrative account.**

The Midwest Tape website has been praised as being the industry leader for product searching, title selection, cart development, ease of ordering and much more. Our website was designed with the input of libraries to assist in providing a variety of work-flow solutions. Midwest Tape's website ([www.midwesttape.com](http://www.midwesttape.com)) provides for **free, unlimited** logins for your selectors and other designated staff.

During the course of this proposal evaluation the committee members can access our website by using the following login information:

Month of December:  
Username: mtejolly  
password: oldsouls

The website is the most advanced service with regards to title sourcing, collection generation, and duplicate-order prevention tools, outstanding cart building tools and management modules, and provides simple ordering processes.

We want to make the process of finding the appropriate titles for your library as easy as possible. There are four methods of viewing titles – Searching, Browsing, SmartBrowse and Calendar options.

**Search** - View titles that meet search criteria your staff enters. First, they choose the format they wish to search from the set of radio buttons at the top of the Search Controls panel, or choose All to search all formats.

Next, they make a selection from the group of radio buttons labeled Within. Most formats allow you to choose "titles (start with)" or "titles (contain)". "titles (start with)" will usually be faster, but if you're unsure what words the title you're seeking starts with, choose "titles (contain)". Of course, you can always choose another Within option if you're looking for a specific person, stock number, ISBN, etc.



## Request for Quotation Audio/Visual Library Materials

Review the other filtering options in the Search Controls panel to make sure they're not too restrictive.

Finally, enter your search text in the box labeled "Search for:", and click the Search button.

**Browse** - View lists of titles that we've already constructed. Your choices are browse by titles, collections, categories, series or language.

- **browse new titles**  
Displays several new title collections in a list. These new title collections are kept up to date by Midwest Tape for your convenience.
- **browse by collection**  
A collection is a list of titles that all have a common theme, such as "Family Favorites", "PBS Titles", or "We Recommend".
- **browse by category**  
All of our titles are classified by one or more categories, starting with our base categories of Fiction, Non-fiction, and Children's. Each category typically has one or more subcategories that are progressively more descriptive and specific - for example, Non-fiction -> Art -> Ceramics; or Children's -> Animated -> Looney Tunes.
- **browse by calendar**  
This choice produces our current monthly list of "Hot New Releases" that have street dates in the current month.
- **browse by series**  
Some of our titles are part of a named series, such as "3 2 1 Penguins", "Dr. Who", or "Secrets of the Bible".
- **browse by language**  
Produces a list of languages in the box below the radio buttons. After selecting a language, titles that are available in that language will appear to the right.

**Smart Browse:** When the user enters a search phrase in **Smart Browse**, the media engine searches product attributes - titles, actors, artists, publishers, songs—and simultaneously scans all other related data, including pre-existing related collections, series, and material categories.

Through Smart Browse our website works like a contemporary web search engine, combing through the product details in our vast database of audio-visual information to help develop special collections.

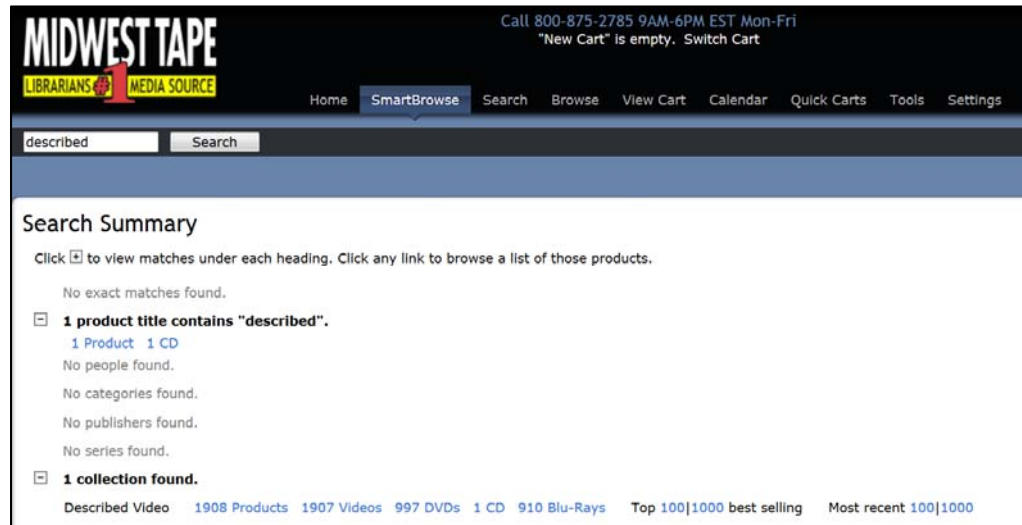
Smart Browse is a combination of our existing search and browse functionality. When you enter a search phrase in our Smart Browse, we search product



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attributes - titles, actors, artists, publishers, songs - but we also search our collection names, series, and categories.

Within this Smart Browse option, your library can easily determine a list of Described Videos that are offered by Midwest Tape. Simply entering the word 'described' into the Search field, the results are returned noting a breakdown of products and titles, top titles and most recent.



The results are grouped accordingly, with group headings that can be clicked to reveal the search matches under each one. After the selection is made on the Search Summary page, Smart Browse will direct your staff to a sort-able list of search results.


All upper title lines of the sort-able list of the search, can be arranged (similar to an excel file) by clicking on the column names. For example, clicking on price will sort the titles from lowest to highest. Clicking again will reorganize the information in reverse order. The price sorts titles from lowest to highest price, then highest to lowest price. Similarly, this action works for stock number, title media, misc, genre, release date, and sales rank. The released date sorts titles from newest to oldest, then oldest to newest.

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→ Described Video (997 results shown)

Added	Stock	Product ID	Title	Artist/Author	Media	Misc	Genre	Released	Box Office	Sales Rank	Price
			(Combo Pack)			Describe...	Documentary	8/21/12	29	17736	\$18.89
	10728806	10728806	DISNEYNATURE - CHIMPANZEE (Combo Pack)		DVD	Describe...	Documentary	8/21/12	29	17736	\$18.89
	11599785	11599785	DIVERGENT SERIES, THE - ALLEGIANT		DVD	Describe...	Action	7/12/16	66	7409	\$10.49
	11763234	11763234	DOCTOR STRANGE		DVD	Describe...	Action	2/28/17	232	2758	\$20.99
	11812672	11812672	DOG'S PURPOSE, A		DVD	Describe...	Adventure	5/2/17	64	236	\$13.99
	11704972	11704972	DON'T BREATHE		DVD	Describe...	Horror	11/29/16	89	5349	\$10.49
	10723231	10723231	DR. SEUSS' THE LORAX		DVD	Describe...	Children's	8/7/12	214	2400	\$6.99



**New DOG'S PURPOSE, A**

It shares the soulful and surprising story of one devoted dog who finds the meaning of his own existence through the lives of the humans he teaches to laugh and love.

Retail Price: \$19.99 **Your price: \$13.99**

Stock Number	Product ID	Media	ISBN	UPC	OCLC	Street Date
11812672	11812672	DVD		025192395543	976436961	May 2, 2017

Rating: PG  
Miscellaneous: widescreen, SDH, Described Video  
Publisher: [Universal Studios Home Entertainment](#) (their stock number is 61184385)  
Box office gross: \$64 million  
Production year: 2017  
Release year: 2017  
Length: 100 minutes  
Original language: ENGLISH  
DVD languages: FRENCH, FRENCH SUBTITLES, SPANISH, SPANISH SUBTITLES  
Country: United States  
Genre: Adventure  
Categories: [Action / Adventure](#)  
[Drama](#) · [Family](#)

Add to Cart

**Calendar** - Our Calendar view lets you see current and upcoming new releases, organized into several different collections for each format and by either adult or children's titles. Our Monthly Calendar is a live interactive search engine which displays upcoming new releases by date in the following formats and categories:

- DVD
  - DVD Hot New DVD Releases
  - New Children's DVD
  - New Fiction DVD
  - New Foreign DVD
  - New Non-fiction DVD
  - New TV on DVD
- Audiobook
  - Audiobook Hot New Releases
  - Dreamscape Audiobooks
  - New Children's Audiobooks
  - New Non-fiction Audiobooks

**QUICK LINKS**

**Hot New Releases**  
[DVD](#) | [CD](#) | [Audiobook](#)  
[Blu-ray](#) | [Playaway Audio](#)  
[Coming Soon](#)

**Monthly Calendar** →  
[DVD](#) | [CD](#) | [Audiobook](#)  
[Blu-ray](#) | [Playaway Audio](#)

**Children's Titles**  
[DVD](#) | [CD](#) | [Audiobook](#)  
[Blu-ray](#) | [Playaway Audio](#)

**Cat2Cart September**  
[DVD](#) | [CD](#) | [Audiobook](#)

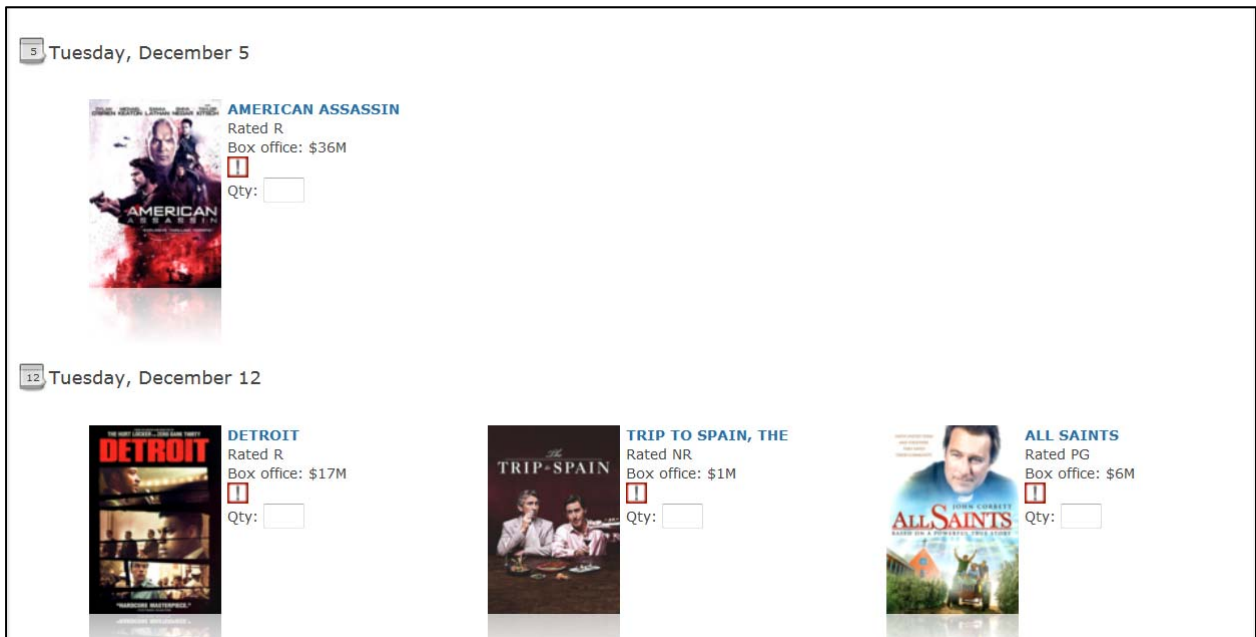
**Foreign Titles**  
[DVD](#) | [CD](#) | [Audiobook](#)  
[Blu-ray](#) | [Playaway Audio](#)

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 Audio/Visual Library Materials

Each title file on the calendar can be displayed in one of two different ways. In the "calendar view", a mouse-over the line listing produces a pop-up window with artwork, clearly identifying the films. In the "art view", the covers are already visible. Both displays provide a live link to the title page, from which an item can be ordered. The calendar can be used as a new release notification and ordering tool, or as a retrospective collection-building tool.



Art view:



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Calendar view:


Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
26	27	28	29	30	1	2
3	4	5	6	7	8	9
		AMERICAN ASSASSIN (R) (\$36M) Qty: <input type="text"/>				
10	11	12	13	14	15	16
		DETROIT (R) (\$17M) Qty: <input type="text"/> TRIP TO SPAIN, THE (NR) (\$1M) Qty: <input type="text"/> ALL SAINTS (PG) (\$6M) Qty: <input type="text"/> VICEROY'S HOUSE (NR) (\$8M) Qty: <input type="text"/> HOME AGAIN (PG-13) (\$27M) Qty: <input type="text"/> WOLF WARRIOR II (\$3M) Qty: <input type="text"/> KINGSMAN - THE GOLDEN CIRCLE (R) (\$99M) Qty: <input type="text"/>		Hanukkah Begins		
17	18	19	20	21	22	23
		DUNKIRK (PG-13) (\$188M) Qty: <input type="text"/> MOTHER! (R) (\$18M) Qty: <input type="text"/> LEGO NINJAGO MOVIE, THE (PG) (\$58M) Qty: <input type="text"/> STRONGER (R) (\$4M) Qty: <input type="text"/> VICTORIA & ABDUL (PG-13) (\$20M) Qty: <input type="text"/>		First Day of Winter		


Additional website searching/collection development tools offered on our website:

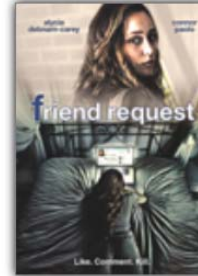
The **Banner/Carousel** title view takes the essential elements of the Calendar (except the display by release date feature) and presents them in a visually-attractive and easy-to-use format right on the Home Page itself.


DVD
Blu-ray

### New DVD Releases









Hot New Releases
 Fiction
 Television
 Nonfiction
 Children's
 Foreign

Alternatively, selectors can check the “best-sellers” feature on the middle right-hand side of the website homepage, which will immediately display recent Hollywood blockbusters, hit albums and hot Audiobooks that the Library has not ordered.

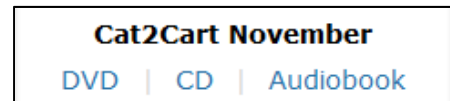


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In terms of Best Sellers (aka Hot/New Releases) Midwest Tape can provide the library hundreds of copies of a single new release title and we guarantee delivery of hot/new releases DVDs 7 – 14 days prior to release date and Music and Audiobooks on or near street date.

Cat2Cart (Catalog to Cart) –



This features our printed monthly Buyers Guide (catalog) in an easy to order option. The user can access the catalog by format to see the newest releases, upcoming releases and/or re-releases of titles. All of the titles featured in our monthly catalog are shown in a summary-style view. The user can easily peruse the list and add titles to a cart. Detailed information is provided, including reviews, making selections easy. It also features all of our duplicate icons in case the titles featured in this Cat2Cart may have been ordered already, sitting in another cart or has already been shipped to the library.

**Duplicate Order indication:** The Midwest Tape website has several options to detect duplicate orders and provide information back to the library on whether the title is currently in a shopping cart, on open order, has shipped or is a title in the library’s catalog. The following icons are used to identify duplicated titles:

-  Title has already been purchased by your library.
-  Title has already been purchased by your library, but by an account you cannot use.
-  Title is in your shopping cart.
-  Title is in someone else's cart within your library.
-  This title is in your shopping cart and someone else's cart within your library.

The website features a ‘mouse-over’ function that leads the user to even more information pertaining to that title. The user simply mouse’s over the icon and a box appears letting them know when it was ordered, by whom, order name and number and how many were purchased.

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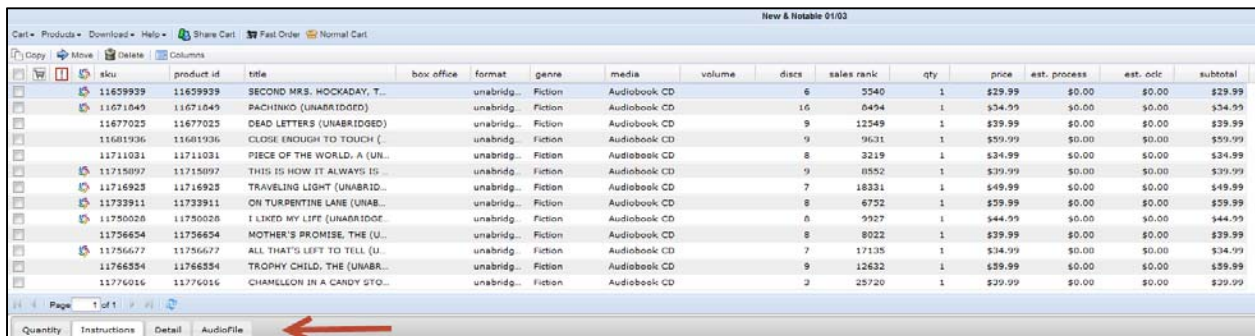
Our system does not prohibit a user to select and order a title that may have been ordered previously or is currently within another cart. Your selectors have the option of submitting orders as needed. Our icons simply provide information to assist in managing collections.

All bibliographic records include thumbnails of artwork that can be opened and enlarged completely, down to the fine print. This title data includes all attributes for DVD, Descriptive Video and Audio books: stock number, OCLC MARC record availability, street date, ISBN (when available), UPC number, publisher number, OCLC number (all listings), retail price and your library’s discounted price.

Midwest Tape can provide any collection list in the form of a shopping cart, based on the needs of the library at any time and at no cost to the library.

When your library user is ready to create a shopping cart or submit a pre-designed cart by our Collection Development Team, our website’s most advanced feature is the **Smart Cart** giving our users the option to change, update, and view and sort items from one neatly organized screen. Through the Smart Cart, the user can view a large variety of information without ever leaving the main screen. The information provided can contain narrator, audio edition (abridged or unabridged), physical description, retail price, discount price, format, ISBN, publication date, publisher, publisher number or recording number and Uniform Product Code (UPC).

Through this Smart Cart, the user can view a large variety of information including text reviews, annotations, cover images and citations without ever leaving the main screen:



sku	product id	title	box office	format	genre	media	volume	discs	sales rank	qty	price	est. process	est. oclc	subtotal
11659939	11659939	SECOND MRS. HOCKADAY, T...		unabridg...	Fiction	Audiobook CD	6	3540		1	\$29.99	\$0.00	\$0.00	\$29.99
11671049	11671049	PACHINKO (UNABRIDGED)		unabridg...	Fiction	Audiobook CD	16	0454		1	\$34.99	\$0.00	\$0.00	\$34.99
11677025	11677025	DEAD LETTERS (UNABRIDGED)		unabridg...	Fiction	Audiobook CD	9	12549		1	\$39.99	\$0.00	\$0.00	\$39.99
11681936	11681936	CLOSE ENOUGH TO TOUCH (...)		unabridg...	Fiction	Audiobook CD	9	9631		1	\$59.99	\$0.00	\$0.00	\$59.99
11711031	11711031	PIECE OF THE WORLD, A (UN...		unabridg...	Fiction	Audiobook CD	8	3219		1	\$34.99	\$0.00	\$0.00	\$34.99
11715897	11715897	THIS IS HOW IT ALWAYS IS ...		unabridg...	Fiction	Audiobook CD	9	8552		1	\$39.99	\$0.00	\$0.00	\$39.99
11716923	11716923	TRAVELING LIGHT (UNABRID...		unabridg...	Fiction	Audiobook CD	7	18331		1	\$49.99	\$0.00	\$0.00	\$49.99
11733911	11733911	ON TURPENTINE LANE (UNAB...		unabridg...	Fiction	Audiobook CD	8	6752		1	\$59.99	\$0.00	\$0.00	\$59.99
11750026	11750026	I LIKED MY LIFE (UNABRIDGE...		unabridg...	Fiction	Audiobook CD	6	9927		1	\$44.99	\$0.00	\$0.00	\$44.99
11756654	11756654	MOTHER'S PROMISE, THE (U...		unabridg...	Fiction	Audiobook CD	8	8022		1	\$39.99	\$0.00	\$0.00	\$39.99
11756677	11756677	ALL THAT'S LEFT TO TELL (U...		unabridg...	Fiction	Audiobook CD	7	17135		1	\$34.99	\$0.00	\$0.00	\$34.99
11766354	11766354	TROPHY CHILD, THE (UNABR...		unabridg...	Fiction	Audiobook CD	9	12632		1	\$59.99	\$0.00	\$0.00	\$59.99
11776016	11776016	CHAMELLEON IN A CANDY STO...		unabridg...	Fiction	Audiobook CD	2	25720		1	\$39.99	\$0.00	\$0.00	\$39.99

Library staff can easily order multiple copies of a title within the ‘Quantity’ tab. Fund codes and branch codes can also be added to this screen to even further help organize the ordering process.

Request for Quotation  
 Audio/Visual Library Materials

**Quantity**

Quantity: 1  Vendor MARC New **SECOND MRS. HOCKADAY, THE (UNABRIDGED)**


The 'Instructions' tab allows the selector to place special notes to either our staff or your library staff such as spine label information, special processing instructions and notes to your staff that might be prudent to know upon arrival.

**Instructions**

Line Item:  New **SECOND MRS. HOCKADAY, THE (UNABRIDGED)**  
 Spine Label:  Special instructions for specific spine labels can be placed here.  
 Call Number:   
 Processing Notes:  Special Processing instructions can be noted here.  
 Internal Notes:  Special Internal Notes here ...

The 'Details' tab provides in-depth information needed for your selectors to understand the title and it's pertinent data.

**Detail**



**AUDIO BOOK**

[View scanned images](#)

[See a mistake?](#)

[6 replacements are available for this product.](#)

**New SECOND MRS. HOCKADAY, THE (UNABRIDGED)**

**Susan Rivers**  
 A love story, a story of racial divide, and a story of the South as it fell in the war. This reveals how this generation, and the next, began to see their world anew.  
 Retail Price: \$29.99 **Your price: \$29.99**

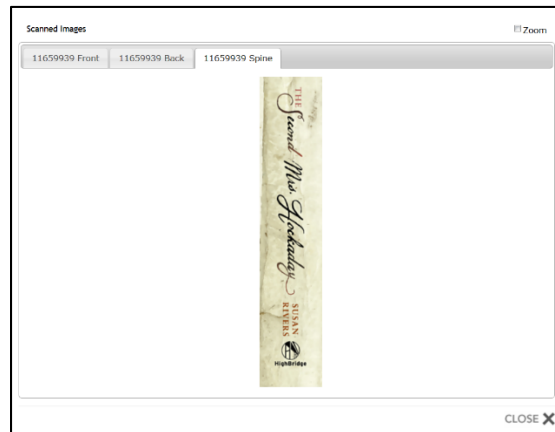
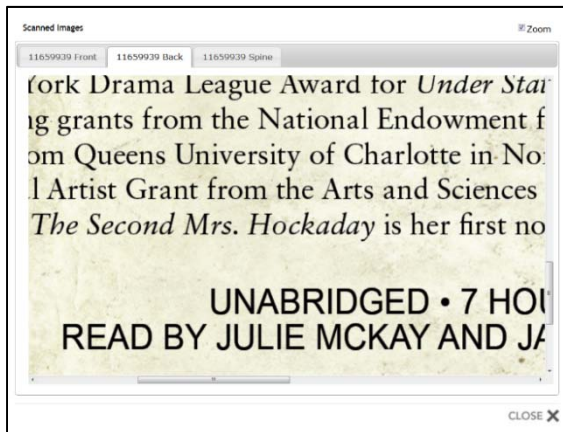
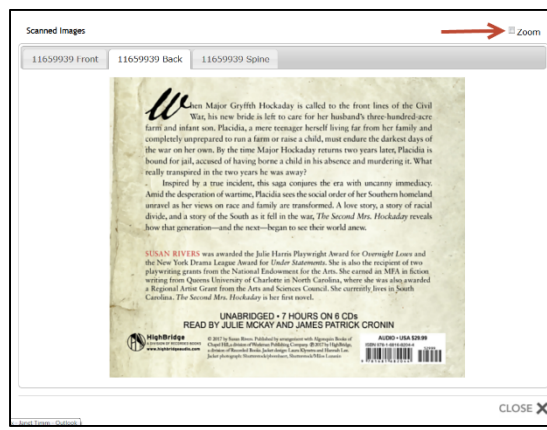
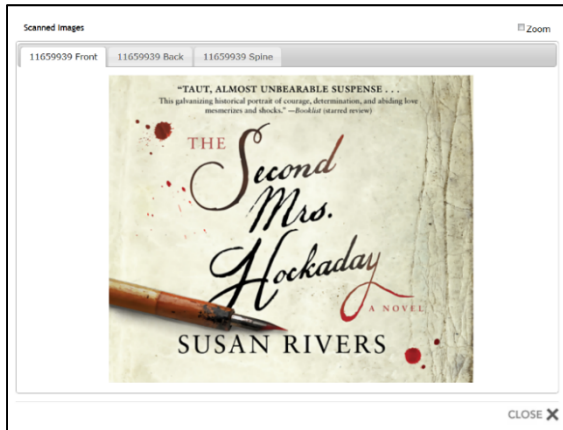
Stock Number	Product ID	Media	ISBN	OCLC	Street Date
11659939	11659939	Audiobook CD (6 discs)	9781681682044	950958731	Jan 3, 2017

Publisher: HighBridge Company  
 Recording year: 2017  
 Length: 420  
 Author: Susan Rivers  
 Readers: James Patrick Cronin, Julie McKay  
 Original language: ENGLISH  
 Country: United States  
 Genre: Fiction  
 Categories: Audiobook Fiction::Historical  
 Weekly Catalogs: 2016 12-19

simultaneous release

Within this tab, the selector has the ability to 'View scanned images' of the title's front, spine and back cover with the option of enlarging these images to attain even finer title details. This information is especially important to cataloging staff.

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Within this Details Screen, the user can also determine if replacement discs are available for purchase through our Replacements Program:

View scanned images

See a mistake?

6 replacements are available for this product.

Replacements (6 results shown)

Added Stock	Product ID	Title	Artist/Author	Media	Misc	Genre	Released	Box Office	Salos Rank	Price
11803275	11803275	SECOND MRS. HOCKADAY, THE (UNABRIDGED)		AB	Unabridged, disc 1		1/3/17			\$9.99
11803276	11803276	SECOND MRS. HOCKADAY, THE (UNABRIDGED)		AB	Unabridged, disc 2		1/3/17			\$9.99
11803277	11803277	SECOND MRS. HOCKADAY, THE (UNABRIDGED)		AB	Unabridged, disc 3		1/3/17			\$9.99
11803278	11803278	SECOND MRS. HOCKADAY, THE (UNABRIDGED)		AB	Unabridged, disc 4		1/3/17			\$9.99
11803279	11803279	SECOND MRS. HOCKADAY, THE (UNABRIDGED)		AB	Unabridged, disc 5		1/3/17			\$9.99
11803280	11803280	SECOND MRS. HOCKADAY, THE (UNABRIDGED)		AB	Unabridged, disc 6		1/3/17			\$9.99

SECOND MRS. HOCKADAY, THE (UNABRIDGED)

Retail Price: \$9.99 Your price: \$9.99

Stock Number	Product ID	Media	ISBN	OCLC	Street Date
11803275	11803275	Audiobook CD			Jan 3, 2017

Miscellaneous: disc 1  
Release year: 2017  
Length: Unknown  
Original language: ENGLISH

Sorry, image not available

ITEM

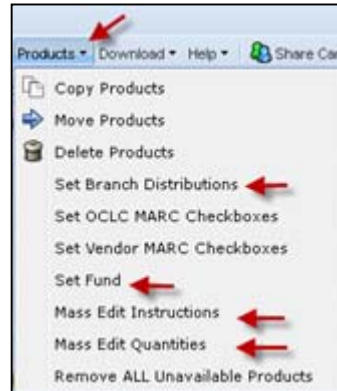
View scanned images

See a mistake?

Where available, an additional tab is provided specifically linking the selector to even more information about the title through outside sources such as AudioFile for audiobooks and All Music Guide for Music.

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Once the selector/user has created a shopping cart in Smart Cart, global options of adding/changing of funds, locations, quantities and local notes can be added for the entire cart in a few easy clicks.



All attributes for DVD, CD music listings and Audiobooks: stock#, OCLC MARC record availability, street date (where applicable), ISBN (when available), UPC#, publisher#, OCLC# (all listings), retail price and your library's discounted price. Records also include the links to the All Music Guide for CD Music; AudioFile links for audio book titles, plus access to all review information for each format.

Cart building is a function of creating a cart, naming it and selecting it from a "drop down" menu as the location for selected materials. Our Smart Cart offers total management of cart titles from a single page.

Columns can be sorted by:

- stock number
- title
- box office
- version
- genre,
- media,
- sales rank
- quantity and price

Additional features of the Smart Cart:

- value is summarized;
- vendor MARC records and/or full OCLC records can be downloaded
- carts can be shared among users



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- branch distribution templates and fund designation are supported
- product art and descriptors can be viewed
- reviews can be accessed

**3.1.1.5 The vendor shall provide suggested selection lists for adult fiction, adult nonfiction, teen and juvenile from which Library Commission staff may select titles. These selection lists shall be created by vendor's staff, rather than by the vendor's other customers.**

Midwest Tape offers **free** Customized Standing Order Plans (Selection Lists). This service delivers customized selection lists based on your library's selection preferences and requirements. These lists are uploaded into the individual selector's account in the form of pre-populated carts. The selector views the list, fills in the quantities and checks out the cart; at their own discretion, they can either delete unwanted titles, or simply leave the quantity at zero. If none of the titles suit the selector's preference, there is no obligation to order. There are NO minimum order requirements or contracts.

Through our Customized Standing Order (CSO) Plans, all DVDs high demand, popular, feature films, children's, fiction, non-fiction titles are strategically monitored from 2-3 months prior to release date by our Purchasing Department. Audiobook notifications occur as much as 9 months before release date.

The Customized Standing Order programs of Midwest Tape are significantly different than comparable programs from other distributors.

- Free of charge
- Collection lists of suggested titles only
- No obligation of ordering
- Flexibility to adjust your specifications at any time
- Email updates sent to your library staff every two weeks
- Vendor records of Customized Standing Order titles are available at no charge
- Customized Standing Orders are placed in shopping carts that are not ordered without your approval.
- You can adjust quantities, create branch distributions, and add fund codes and more... before you submit an order. The library is complete control.
- Titles are offered in the standing order cart in advance of the street date



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- Choose the number of copies of each title by box office gross for movies, Billboard chart position for music or New York Times Best Selling list for Audio books
- No minimums
- No contracts

Midwest Tape works with over 900 Movie studios and 225 publishers to provide the library with a vast array of audiovisual titles. Our Marketing and Research staff continue to work with new publishers and studios on a daily basis increasing the number of titles available to our libraries.

We can help you manage your audiovisual collections with the most comprehensive and flexible standing order plans in the industry. Our contract-free programs feature customized and obligation-free carts uploaded to your account, and easy to manage carts with adjustable branch distributions and fund codes. Standing order plans are available for audiovisual formats we offer.

On our site, you can find the newest bestsellers and buzzworthy releases as well as hard-to-find and special interest titles. As always, if you cannot find a particular title, just ask us, and we'll do our best to find it for you and add it to our vast catalog.

Our staff of media experts keeps you up to date on the latest and most-demanded titles, as well as under-the-radar items you won't want to miss. Peruse our monthly buyer's guides and weekly newsletters, browse collections on our website, and stay connected with our blog and social media accounts.

Midwest Tape Collection Development experts rely on their own comprehensive media knowledge and sound judgment to gauge not only the quality, but also the potential popularity of a title.

Our DVD selection personnel also rely upon the following respected media sources to aid in the decision-making process: Rotten Tomatoes; Metacritic.com; Film Critic.com; Video Librarian and more.

Audiobook and Playaway review sources include, but are not limited to: New York Times, AudioFile, Library Journal, Publisher's Weekly, Kirkus, School Library Journal, Entertainment Weekly, Booklist, Bookpage, USA Today. Additional Audio book sources: New York Times Best Sellers List, Audie Awards, Parent's Choice Awards, Hugo Award, Nobel Prize for Literature, National Book Awards, NY Times Notable Book List, Alex Awards, Newbery Medal, Grammy Awards, book Sense Book of the Year, National Book Critics Circle Awards Edgar Awards, Pulitzer



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Prize, Young Readers Choice Awards. Governor General's Award, Booker Prize for Fiction, AudioFile Earphones Award, Listen Up Award Winners, Oprah's Book Club, Pen/Faulkner Award.

**3.1.1.6 Vendor shall offer the ability to place standing orders via its website or some similar means. The Library Commission shall be able to place standing orders for new titles, cancel standing order titles, and claim volumes in standing orders that were not received.**

All standing order lists are provided to library free of charge and uploaded as website carts for ease of ordering. The selector views the list, fills in the quantities and checks out the cart; at their own discretion, they can either delete unwanted titles, or simply leave the quantity at zero. If none of the titles suit the selector's preference, there is no obligation to order. There are NO minimum order requirements or contracts.

Should the library need to cancel any titles (regardless of whether they are on a standing order list) that can be accomplished by contacting our Customer Service Department at 800-875-2785. We'd be happy to assist the library at any time with cancellation of titles, order placement, order tracking or any other question the library may have.

Cancellation policies, specific to the library's requirements, can be implemented within our standing order plans along with standard orders. Orders remain active until the order is fulfilled. With the library's specific cancellation policy request, that request can be implemented for a timeframe (following street release) of 60, 90, 120 or 180 days for audiovisual material whichever is required of the library. Your Customer Service Representative will initiate this policy and provide follow up to the library.

**3.1.1.7 Vendor should provide optional processing services e.g. plastic jacket applied per item, plastic jacket loose per item, spine label applied per item, plastic jacket/spine label applied per item, upon Library Commission requests.**

As a full-service library distributor, we offer a wide variety of workflow solutions to deliver products shelf-ready, digitally processed, and exactly customized to each individual library's specifications. VIP digital processing services are provided to our libraries. This patented digital process eliminates the need for labels by scanning the original packaging and digitally embedding all of the library's labels directly into the artwork.

Variable Integrated Processing (VIP) allows your library to obtain high quality digitally imaged product that is immediately ready to be circulated. The benefits





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include: perfect label placement every time, deters theft and saves your library the expense of creating labels and the labor costs associated with the processing.

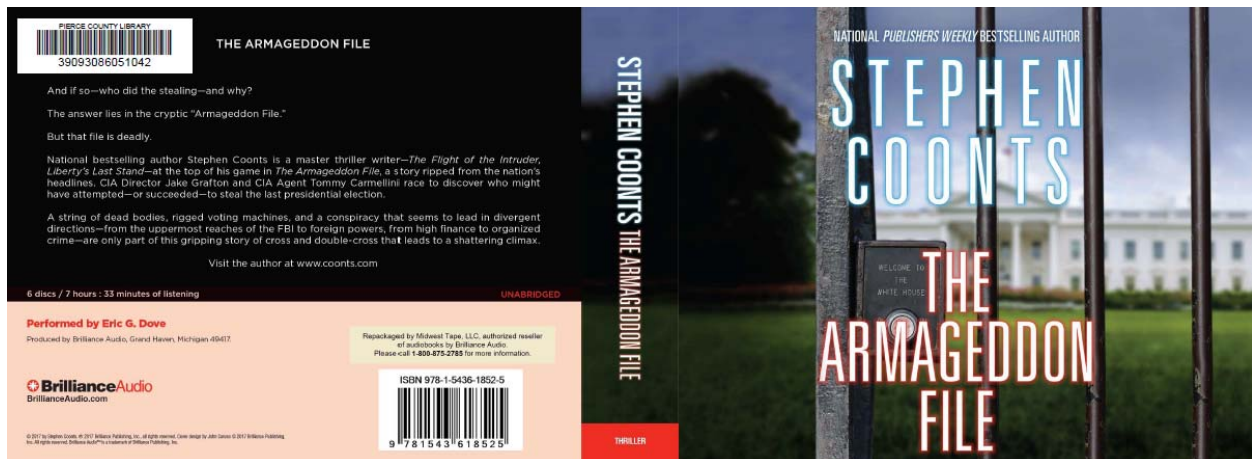
We tailor our processing services to best meet the needs of every library. Our VIP digital processing service was designed with input from our public library customers based on their individualized processing needs, making it the fastest growing area of our company.

Your library will have the option of setting up multiple accounts to handle specific services. These accounts can be set up for various needs such as:

- product that does not require processing or cataloging
- full shelf-ready material
- processing only (no cataloging)
- cataloging only services (no processing)

With the flexibility of our digital processing program, the library can be provided with various types of labeling for different formats.

Through the VIP digital processing service, many of your library's required label that were traditionally applied by hand, can be integrated directly into the image of the title. This is both cost and time effective for the library. Midwest Tape can even digitally integrate the library's barcode. The following are samples of this VIP digital processing service and will be tailored to your library's requirements:



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Our processing service pricing is all-inclusive of a library's requirements. We do not charge our processing services on an ala carte basis. We can offer your library partial processing or fully shelf-ready processing services. We can provide a no-obligation quote at any time.

**Summary of value:**

Midwest Tape is a full-service media distributor, working exclusively with public libraries for over twenty-seven years. We offer a comprehensive selection of Audio books, Music CDs and DVDs, while providing our customers with an array of media solutions including cataloging, processing, and standing orders.

Our pricing is competitive, but it is our library-oriented services and programs that will create value for your Library. We thank you for this opportunity to provide your Library with an understanding of Midwest Tape's position as the premier audiovisual partner to public libraries.