

JanWay Company

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“The librarian’s choice for custom imprinted products”

Mountain Plains Library Association Proposal

Wayne Hanway, President

I wanted to further explain the proposition we discussed in our phone conversation yesterday. The JanWay Company and I would like to present your organization with a promotional offer for our customized Nylon and Canvas Tote bags for **any** of your member libraries. These can be used as a gift bag, fund raiser, anniversary commemorative or outreach program supply. The choice is theirs. They would then be responsible for the art design, payment and distribution within their own local libraries.

As many of your libraries will attest, JanWay has long been serving libraries across the United States and Canada with quality promotional products. As members of ALA and many state wide Library Associations as well, we are always conscience of the needs of our clients and we hope that by offering the smaller library systems within your organization this special offer we can help to spread library advocacy across the Mid West like never before.

The products we would like to offer are 4 of our best selling tote bags at **below market prices** to your membership. They can each customize the colors, styles and art designs to best fit their individual library needs. This one time special offer would be a great kick off to 2008 as we could then allow a few months for the libraries to get their orders in and maybe still receive delivery before ULA this spring so they could each display their designs as a sign of unity within the organization at the conference. Even if we miss the cut off deadline for a display this year, perhaps we could save that idea for the 2009 Conference in Kansas.

JanWay would provide a Full Color order sheet for your organization to print and distribute to each of your membership libraries, an experienced library consultant to advise each state and our full service art department will be available to assist with each design.

Please let me know if this is something that you would be interested in pursuing this year and I have also attached a sample order sheet of the reduced prices to help you further explain this deal to your board members and directors alike.

I look forward to hearing from you and hope to work together real soon.

Liz Ward
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