

615.244.4236
www.wemaketapes.com
www.wemakediscs.com

2009 Catalog

**CD, DVD & Tape
Duplication, Replication, Printing,
Packaging, Services & Supplies**

1979-2009
 **wemaketapes
& discs**

Celebrating 30 Years on Nashville's Music Row!



Our History

We Make Tapes & Discs was founded in 1979 by Scotty Moore, former lead guitarist for Elvis Presley as Independent Producers Corporation (IPC).

In 1992, the name was changed to We Make Tapes, CDs, & Videos and in 2004, updated to We Make Tapes & Discs.

Current owners are Sam and Susan Paris. The Paris' purchased the business in July, 2002 after spending over 20 combined years in various sales, marketing, and operations roles with Procter & Gamble and Coca-Cola North America.

We are proud to be celebrating our 30th anniversary in 2009. Although formats and media will continue to evolve, our commitment to providing you the best customer service anywhere will never change!

What Our Customers Say

"I have been using We Make Tapes & Discs for CD and cassette manufacturing for over 23 years. I am such a satisfied customer that I encourage all my artist friends to consider them for their needs. I have gotten to personally know many of the staff and I enjoy the kind and friendly way they treat their customers."

-- Mike Speck, Mike Speck Ministries

"I tried many duplication services looking for the one that could provide the great service I was looking for....I stopped looking when I found We Make Tapes & Discs."

-- Nelson Lauver, American Storyteller

"I am a motivational speaker and author and I have been using We Make Tapes & Discs for many years. I can always rely on their great customer service and great products. I purchase thousands of CD's from them and would highly recommend them for any project. If you are ready to elevate your business, We Make Tapes & Discs is your answer."

-- Dale Smith Thomas, Winners By Choice





The CD Anniversary Deal

**1,000 Retail Ready CDs for \$1080!!
Our Lowest Price Ever!!**

Offer Includes:

- Two page booklet (4X1: front side – color, back side – B&W)
- Traycard (4X1 or 4X0: front side – color, back side – blank or black print)
- 1,000 Replicated CDs with up to four colors on CD face
- Standard jewel case with black or clear tray, packaged and retail ready with shrink wrap!
- Standard turnaround time - 3 to 3^{1/2} weeks from the time art is approved and/or master is received, whichever is last.
- Rate does not include freight or Tennessee sales tax (if applicable)

Additional charges include, but not limited to:

- Graphic Design, starts at \$110
- 4/1 print, 4p add \$75, 6p add \$150, 8p add \$225
- 4/4 print, 2p add \$200, 4p add \$275, 6p add \$350, 8p add \$425
- Bar Code, add \$35
- Photo Scans, add \$20 each
- Rush Fee - \$200

Please inquire about discounted rates for higher quantities and/or stapled booklets
All pricing and special offers are subject to change without notice



Short-Run CD Package

100 CDs with Laser 1 Page Booklet/Traycard \$195!!

What you'll get:

- 100 Duplicated CDs with black text* printed directly on face of CD
- Template alignment for your graphics files
- Laser printed 1 page glossy booklet & traycard (black or color, includes one photo scan)
- Fully packaged with standard jewel box, black tray, CD & shrink wrap
- Quick turnaround.....approximately 4-6 days** from when proof is approved.

Additional charges include, but not limited to:

- Rush Fee - \$50
- Graphic Design, add \$85
- Additional Picture Scan, add \$20
- Two Page Booklet 4X1, add \$50 -- Two Page Booklet 4X4, add \$75
- Four Page Booklet 4X1, add \$85 -- Four Page Booklet 4X4, add \$120
- Rate does not include freight or Tennessee sales tax (if applicable)

Offer subject to change without notice

*For any color or picture on CD Face, add \$75 (includes Watershield media)

**For full color CD, turnaround is 6-8 business days after approval



Duplication

CD Duplication & Printing options get better every year. It's the perfect choice when you have a tight deadline and can't afford to sacrifice quality and appearance. The content from your master is "burned" directly onto the highest quality Taiyo Yuden CD-Rs. CD Duplication is most cost effective for quantities fewer than 1,000.

From simple black text to full color coverage, the ink-jet printing process is second to none in terms of quality, appearance, and value. Looking for a replicated 'look' from your duplicated discs? Try WATERSHIELD -- the revolutionary CD-R from Taiyo Yuden which offers a full color glossy finish that is water & scratch resistant. It is amazing.....ask for a sample!

Quantity	Simple Black Text or Logo – Std. Disc	Color, Photo or >2/3 Coverage – Std. Disc	Watershield – Full Color Coverage Disc
1-9	\$3.45	\$3.95	\$4.45
10-24	\$2.95	\$3.45	\$3.95
25-49	\$2.65	\$3.15	\$3.65
50-99	\$2.25	\$2.75	\$3.25
100-249	\$1.50	\$2.00	\$2.50
250-499	\$1.25	\$1.75	\$2.25
500+	\$1.10	\$1.60	\$2.10

Includes Jewel Box and Black Tray

Other packaging options available – just ask!

Turnaround time depends on your quantity, graphic needs, insert requirements, and proofing time.

CD Master in sequence & properly formatted **No Charge**

Master other than CD – Transfer Fee **\$30.00**

(i.e. DAT, cassette, microcassette, 1/4" 2-track tape, 33 1/3 records, 45 RPM records)

Track Resequencing Fee **\$15.00**

CD Editing **\$20.00**

CD Repair (buff out scratches) **\$15.00**

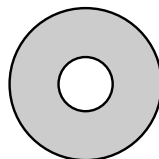
CD Shrink Wrap Only **\$0.25/unit**

DVD Shrink Wrap Only **\$0.30/unit**

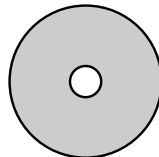
Bulk CDs Only (dup & print -- no packaging) **-\$0.40**

Print Only (no duplicating) **-\$0.40**

Burn Only (no printing) **-\$0.40**



Silver Disc



White or Watershield Disc

In a hurry? We offer Same Day Service.

Have your CD master in by 10 a.m., and we'll have your product ready by 4 p.m.!

Cost is \$4.95 per unit. (black text only, limit of 100 CDs).



Replication

CD Replication is the most cost effective avenue for quantities of 1,000 or more. A glass master is created at the outset of the production process and the information is “pressed” or stamped during the manufacturing process, resulting in a CD-ROM. The glass master setup is included in your price, and is safely cataloged at the manufacturing facility.

On the face of the CD, your graphic is applied in an “off-set” printing process, just like the major labels make.

Turnaround time is typically 3-4 weeks, depending on graphic needs, insert requirements and proofing time. Please note that the final quantity is + or – 10% of ordered amount, and your final charge will be adjusted accordingly.

CDs

Packaged – Replicated CD with up to 4 colors on the CD face, jewel box, black or clear tray, fully assembled with shrink wrap.

Bulk CDs – Replicated CD with up to 4 colors on the CD face, without inserts and packaging.

Packaged

Quantity	Price per CD
1000-2499	\$0.95
2500-4999	\$0.88
5000-9999	\$0.82
10,000+	Ask for quote

Bulk

Quantity	Price per CD
1000-2499	\$0.65
2500-4999	\$0.63
5000-9999	\$0.60
10,000+	Ask for quote

Check out our website
www.wemaketapes.com
for periodic specials and more!



DVD Replication

DVD Replication is the most cost effective avenue for quantities of 1,000 or more. You must provide us a Digital Linear Tape (DLT) or a DVD-R master. If you need DVD Authoring services, we'll be glad to provide you a quote based on the menu type, graphics, and number of chapter points you require.

On the face of the DVD, your graphic is applied in a silkscreen process using a special film in the manufacturing process. Up to four colors are included in the prices listed below. A 5th color requires an additional charge.

Turnaround time is typically 3^{1/2} to 4 weeks, depending on graphic needs, insert requirements, and proofing time. Please note that the final quantity is + or - 10% of ordered amount, and your final charge will be adjusted accordingly.

Premium printed color (outside) inserts for the Amaray cases are \$375 for 1,000 inserts.

DVDs

Packaged – Replicated DVD with amaray box, DVD, insertion of outside insert, shrink wrap, and 4 colors silk-screened on DVD face

Bulk DVDs – Replicated DVD with 4 colors silk-screened on DVD face, without inserts & packaging.

Packaged

Quantity	Price per DVD
1000-2499	\$1.25
2500-4999	\$1.20
5000-9999	\$1.05
10,000+	Ask for quote

Bulk

Quantity	Price per DVD
1000-2499	\$0.95
2500-4999	\$0.90
5000-9999	\$0.80
10,000+	Ask for quote





DVD Duplication

For those quick turnaround DVD copies, you're at the right place! The prices listed below include duplication from a DVD-R master (from another master format, please see video transfer section), ink-jet print on DVD face, and jewel case with black tray. Outputted DVD copies are DVD-R.

Turnaround time is 1 day to 2 weeks, depending on master type and print needs. In a hurry? No problem...have your DVD-R master here by 10 a.m., we'll have product back to you by 4 p.m. for \$5.95 each. (Black text only, limit 50 units).

Quantity	Simple Black Text or Logo – Std. Disc	Color, Photo or >2/3 Coverage – Std. Disc	Watershield – Full Color Coverage Disc
1-9	\$4.95	\$5.45	\$5.95
10-24	\$4.50	\$5.00	\$5.50
25-49	\$3.95	\$4.45	\$4.95
50-99	\$3.60	\$4.10	\$4.60
100-249	\$2.75	\$3.25	\$3.75
250-499	\$2.25	\$2.75	\$3.25
500+	\$1.75	\$2.25	\$2.75



The DVD Deal

1,000 Retail Ready DVDs for \$1380!!

What you'll get:

Full color outside wrap insert (4 X 0 color)

1,000 Replicated DVDs with up to four colors on DVD face

Black DVD amaray case, packaged and retail ready with shrink wrap!

Rate does not include freight or Tennessee sales tax (if applicable)

Standard turnaround time - 3^{1/2} to 4 weeks from the time art is approved and/or master is received, whichever is last.

Additional charges include, but not limited to:

Rush Fee - \$250

Graphic Design, starts at \$110

Bar Code, add \$35

5th color on DVD face, add \$.10 per disc

Photo scans, add \$20 each

Inside booklet printing and insertion, please ask for quote

DVD Authoring/Editing, please ask for quote

All pricing and special offers are subject to change without notice



Graphic Setup & Design

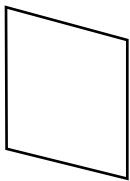
Almost every project calls for graphics, and we want to help as much or as little as you need! Graphic Setup is included with each order at WMTD. We need your information provided to us via electronic file (disc, email or FTP upload). We have templates available for use with your desktop publishing software at www.wemaketapes.com. Here are formats we can accept: Adobe Indesign CS3, Quark Express 6.0, Adobe Illustrator CS3, and Adobe Photoshop CS2. When submitting these formats please include all graphics and fonts used. We can also accept: pdf, jpg, tiff and eps. We'll check alignment to our required template, and you'll have one proof/correction opportunity. If you or your graphic designer needs our graphic specifications, you may download them at www.wemaketapes.com.

Additionally, we offer professional in-house Graphic Design services. You'll receive everything listed in graphic setup plus typesetting, photo enhancement, and/or multiple proofs/corrections. Graphic Design prices begin at \$85.00 per project. The final cost would depend on the size and complexity of the desired artwork.

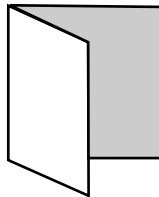
Graphic Design	starts at \$85.00
Bar Code	\$35.00
Additional Photo Scan	\$20.00 per picture
Matchprint Color Proof	\$85.00



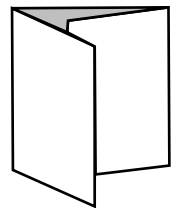
Insert Guides



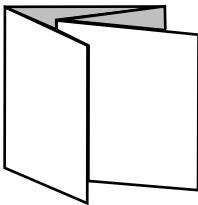
2 Page Insert



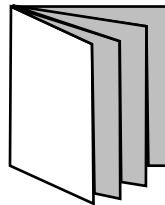
4 Page Insert



6 Page Insert



8 Page Folded Insert



8 Page Stapled Insert





We offer several different insert options, depending on the size, complexity, and budget of your project. If you need help designing your inserts, please see our Graphics Setup & Design section, or just ask. We are here to help!!

When your design is finalized, the file is taken “direct to plate” where your print is created on a professional press generated 80 lb. glossy text bond, which is coated on both sides. The pricing listed below is for 1,000 booklets and tray cards. If your project is for more than 1,000 units, we’ll be glad to provide you an appropriate quote.

4 X 1 (Full color on the outside, black on the inside)

4 X 4 (Full color on the outside & inside)

Booklet/Tray	per 1,000 inserts
2 Page (no folds)	\$315
4 Page (1 fold)	\$390
6 Page (2 folds)	\$465
8 Page (3 folds)	\$540
10 Page (4 folds)	\$615
12 Page (5 folds)	\$690

Booklet/Tray	per 1,000 inserts
2 Page (no folds)	\$515
4 Page (1 fold)	\$590
6 Page (2 folds)	\$665
8 Page (3 folds)	\$840
10 Page (4 folds)	\$915
12 Page (5 folds)	\$990

Please inquire about discounted rates for higher quantities and/or stapled booklets

Laser Insert Printing

If you are looking for a high quality output on quick timing, our laser products are a perfect alternative. The paper stock we utilize has a professional glossy

Booklet/Tray (price per unit)

Quantity	1 Page (4X0)	2 Page (4X1)	2 Page (4X4)	4 Page (4X1)	4 Page (4X4)
1-24	\$2.25	\$2.50	\$2.75	\$3.25	\$3.50
25-99	\$1.75	\$2.00	\$2.25	\$2.75	\$3.00
100-199	\$1.25	\$1.50	\$1.75	\$2.25	\$2.50
200 +	\$1.00	\$1.25	\$1.50	\$2.00	\$2.25

finish and we can print just one or several hundred, whatever your project demands!

For Booklets only or Traycards only, price is half of what is listed above.

For Laser Printed DVD Inserts, same pricing as 1 page (4X0) above

Laser Printed Adhesive Disc Labels (B&W or Color, 2 labels per sheet) \$2.00 per sheet



Packaging Options

Many packaging options exist to give your project that extra unique look. Cardboard sleeves, digipaks, paper, or plastic -- ask us for a sample -- we'll help you develop the best option!

Customized Cardboard Sleeves

We utilize a highly durable boardstock that can include your customized art design. Price includes packaging of disc into the sleeve (price discs as bulk). For shrinkwrap, please add \$0.10 per unit. Turnaround time typically is 2-3 weeks from the time the artwork is approved by you. Please note the 100 unit minimum. Please note that the final quantity is + or - 10% of ordered amount, and your final charge will be adjusted accordingly.

Quantity	Per sleeve
100-199	\$1.95
200-299	\$1.75
300-499	\$1.55
500-999	\$1.25
1000-2499	\$0.55
2500-4999	\$0.45
5000-9999	\$0.30
10,000 +	Ask for quote

Quantity	4-Panel	6-Panel	8-Panel
100-199	\$2.75	\$2.95	n/a
200-299	\$2.45	\$2.65	n/a
300-499	\$2.15	\$2.35	n/a
500-999	\$1.75	\$1.95	n/a
1000-2499	\$1.20	\$1.30	\$1.90
2500-4999	\$0.85	\$0.90	\$1.35
5000-9999	\$0.60	\$0.65	\$0.95
10,000 +	Ask for quote	Ask for quote	Ask for quote

Digipaks

Digipaks are an increasingly popular packaging option. A four color printing process is used on a 15 Pt. SBS board with a clear tray. Want to go green? Environmentally friendly 100% recycled board and recycled trays (at least 35%

post-consumer waste content) are now available as an option. Price includes packaging of disc into the sleeve (price discs as bulk). If you are interested in UV coating, backprint, or a pocket, please ask for more details. For shrinkwrap, please add \$.15 per unit. Turnaround time typically is 3-4 weeks from the time the artwork is approved by you. Please note the 100 unit minimum. Please note that the final quantity is + or - 10% of ordered amount, and your final charge will be adjusted accordingly.

We also offer Eco-Wallets. Please inquire for pricing

Alternative Packaging

(price discs as bulk -- includes disc insertion)

White Cardboard Mailer	\$0.40 ea.
White Cardboard Sleeves	\$0.30 ea.
Slimline Jewel Case	\$0.35 ea.
Poly Jewel Case w/ Standard Tray	\$0.45 ea.
Poly Slimline Jewel Case	\$0.40 ea.
Double Disc Tray w/ Standard Jewel Case	\$0.55 ea.

Paper Sleeve with Flap	\$0.12 ea.
Poly Vinyl Sleeves	\$0.20 ea.
C-Shell	\$0.45 ea.
D-Shell	\$0.55 ea.
Amaray Box	\$0.45 ea.



Packaging Supplies

Blank Labels (CD, DVD, Cassette, VHS)		\$0.35/sheet	
Blank Inserts (CD, DVD, Cassette, VHS)		\$0.35/sheet	
Jewel Case with Black or Clear Tray		\$0.35	
200 ct. Casepack of Jewel Cases (assembled or unassembled)		\$60.00	
Slim Line Jewel Case w/ Black or Clear Tray		\$0.35	
200 ct. Casepack of Slim Line Jewel Cases		\$60.00	
Unassembled Jewel Case		\$0.20	
Black or Clear Trays		\$0.15	
Unassembled Poly Jewel Case		\$0.25	
Slim Line Poly Jewel Case		\$0.40	
C-Shell	\$0.40	Cassette Norelco (hard plastic)	\$0.25
D-Shell	\$0.45	Cassette Poly Box (soft plastic)	\$0.25
Paper Window Envelope Sleeve	\$0.10	Black Amaray Box	\$0.40
Poly Vinyl Sleeve	\$0.15	Black Amaray - 2 Disc or 4 Disc	\$0.50
White Cardboard Disc Sleeve	\$0.25	Clear Half Amaray	\$0.35
White Cardboard Mailer	\$0.35	VHS cardboard sleeves (side loading, black or white)	\$0.35
White Cardboard T-Mailer	\$0.50		
Bubble Mailer	\$0.50		

Special order items or quantities may take 3-5 days for arrival



Blank Media

Blank Taiyo Yuden CD-R (80 minute – silver or white)	\$0.60
100 ct Spindle – Blank Taiyo Yuden CD-Rs	\$45.00
Blank Taiyo Yuden WATERSHIELD CD-R (white)	\$0.90
50 ct Spindle – Blank Taiyo Yuden WATERSHIELD CD-Rs	\$40.00
Blank Verbatim DVD-R (120 minute – white)	\$0.75
50 ct Spindle – Blank Verbatim DVD-Rs	\$30.00
Blank Taiyo Yuden WATERSHIELD DVD-R (white)	\$1.05
50 ct Spindle – Blank Taiyo Yuden WATERSHIELD DVD-Rs	\$45.00

Blank Audio Cassettes

Ask about quantity discounts for 100 or more blanks!

Custom Lengths available upon special order request!

	C-10 (5 min. per side)	C-20 (10 min. per side)	C-30 (15 min. per side)	C-45 (22 min. per side)	C-60 (30 min. per side)	C-90 (45 min. per side)
Super Normal Bias	\$0.35	\$0.40	\$0.45	\$0.55	\$0.60	\$0.80
Chrome High Bias	\$0.55	\$0.60	\$0.65	\$0.80	\$0.90	\$1.20



VHS Duplication

If you are in need of video duplication, you've come to the right place! Price includes VHS tape, duplication, and black or white cardboard sleeve. Turnaround time depends on your quantity, graphic needs, case or sleeve requirements, and proofing time.

	15:00	30:00	60:00	120:00	120:00 +
1-24	\$4.25	\$4.50	\$4.75	\$6.00	\$11.50
25-99	\$3.75	\$4.00	\$4.25	\$5.50	\$11.00
100-249	\$2.75	\$3.00	\$3.25	\$4.50	Ask for quote
250+	\$2.00	\$2.25	\$2.50	\$3.75	Ask for quote

VHS Master in sequence & properly formatted	No Charge
Master other than VHS – Transfer Fee	\$42.50
Editing Fee	\$40.00/hr
Shrink Wrap Only	\$0.35 each
Black or White Side Loading Sleeves	\$0.35 each
Hard Cases	\$0.75 each
Blank Labels (12 individual stickers on 1 sheet)	\$0.35 sheet
1,000 4-Color Bottom Loaded Sleeves	\$495.00

VHS BLANKS

T-15	\$2.50
T-30	\$2.75
T-60	\$3.00
T-120	\$3.25

LABELS (priced per sheet):

	B&W	Color
Spine	\$1.20	\$1.80
Window	\$1.20	\$1.80

Each sheet has 12 labels on it.



Cassette Real Time Duplication

If you need just a handful of cassettes duplicated, we offer real time duplication for quantities of 50 or fewer. Price includes cassette, super premium tape, 2 blank labels, and a norelco box.

	1-24	25-50
C-10 / 5 minutes per side	\$2.50	\$2.40
C-20 / 10 minutes per side	\$2.75	\$2.65
C-30 / 15 minutes per side	\$3.00	\$2.90
C-45 / 22 minutes per side	\$3.25	\$3.15
C-60 / 30 minutes per side	\$3.75	\$3.65
C-90 / 45 minutes per side	\$4.50	\$4.40
C-120 / 60 minutes per side	\$5.75	\$5.65





Video Transfer

Do you want to transfer those old home videotapes or production masters to DVD? We offer many different types of video transfer services including tape and film. Listed below are the general guidelines – if you have more questions, please ask!

Transfer From Tape Pricing:

From DVD to DVD or VHS to VHS

No Charge

Transfer from one format to another format*

\$42.50 per master

(*please inquire about NTSC & PAL formats)

TO DVD: see DVD Duplication pricing chart

TO VHS: see VHS Duplication pricing chart

Accepted Video Tape Master Formats:

Hi8, Digital 8, Mini-DV, DV Pro, DV Cam, VHS-C, Betacam SP, Digital Betacam, 3/4 Umatic (SP)

Transfer From Film Pricing:

Film formats include regular 8 mm, super 8, and 16 mm.

Please ask for a specific quote. Pricing is highly dependant on the film type, length and number of reels.



Cassette Duplication

Yes, We Can Still Make Tapes! High-speed unit prices listed below includes clear shell, white imprint (with purchase of \$20 imprint plate), clear norelco box, and shrink wrap.

SET-UP:

(00:00 – 60:00 minutes) \$50.00

(60:01 minutes or higher) \$90.00

Imprint Plate \$20.00

Super Premium Tape

Quantity	50-99	100-299	300-499	500+
00:00 – 60:00	\$1.95	\$1.55	\$1.30	\$0.95
60:01 or Higher	\$2.20	\$1.80	\$1.55	\$1.20

Resequencing Fee \$35.00

Audio Editing Fee \$40.00/hr

Imprint only \$0.10/unit

Shrink Wrap only \$0.25/unit



J-Card **Insert**

Our most popular print option for cassette J-Cards is a professional press generated 80 lb. glossy text bond, which is coated on both sides. Price includes graphics setup and printing of 1,000 J-Cards.

	4 X 1	4 X 4
3 Panel	\$180	\$285
4 Panel	\$205	\$310
5 Panel	\$235	\$335
6 Panel	\$275	\$375
7 Panel	\$325	\$450
8 Panel	\$360	\$475

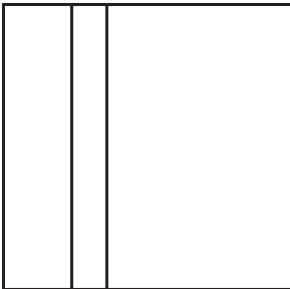


J-Card Printing **Laser**

J-Cards – Matte Finish (price per unit) 3 Panel Only

Quantity	4 X 0	4X1	4X4
1-24	\$1.85	\$2.05	\$2.40
25-99	\$1.40	\$1.60	\$1.95
100-199	\$1.00	\$1.20	\$1.55
200 +	\$0.75	\$0.95	\$1.30

Printed (black text) Labels -- \$4.20 per sheet (12 labels per sheet)



3 Panel



4 Panel

The logo features a stylized circular graphic on the left, composed of several curved lines that suggest a globe or a speech bubble. To the right of this graphic, the word "Quote" is written in a serif font, and the word "Sheet" is written in a bold, sans-serif font.

Quote Sheet

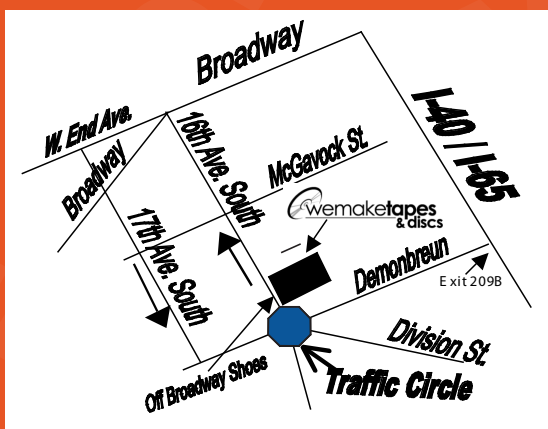
Fee Schedule

All orders of \$250 or more require a deposit of one-half the sub-total with the balance (plus freight and overages, if applicable) due prior to pick-up or shipment. We utilize FedEx or UPS ground as standard shipment. We will ship next day, two day or three day air at your request (additional charges will apply).

Orders delivered or picked up in Tennessee are subject to Tennessee state sales tax of 9.25%, unless we are furnished a valid Tennessee Sales Tax Exempt Number. We gladly accept cash, check, money order, Mastercard, Visa, American Express, or Discover.

Returned check fee is \$30.00.





Open Monday through Friday 8:30am to 5pm (CST)
(Closed on weekends and major holidays)

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