

Archiving the HeinOnline database:

Below is an excerpt from an email message sent by Kevin Marmion, President of the William S. Hein Company, to Robert Oakley, Chair of the LIPA Executive Committee, on 11/16/2005.

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The Cornell servers are readily available at all times. The UB server is used solely as a back-up. If at any point the Cornell server were to fail, we could switch subscribers to the UB site; but it is not an automatic process. It requires some intervention on our part. The Hein Company site could be used as an emergency back-up; however, we do not have the same band width at this point that would be available through Cornell and SUNY Buffalo, but are also looking at expanding our band width here at our offices to be able to handle more traffic.

Your question in regard to the company failing is one we don't like to think about. Our ability to evolve new products or services for our customers should hopefully keep us viable and competitive in the future. HeinOnline has provided a new revenue source for the company and we expect that to continue for quite some time, but we also have other valuable revenue streams in place. The question you pose regarding us going out of business is one that we have addressed for the last several years. My thoughts are honestly that in most cases if the company went out of business through acquisition or some other means, the database would be of prime interest and would probably continue to be made available. If for some reason there was no interest in the HeinOnline database commercially and the company was to close its doors, I'm confident that the Hein family would structure an arrangement that would be satisfactory to all our long-term customers.

Sincerely,

Kevin

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