



TOWSON.CATONSVILLE.GLEN BURNIE.REISTERSTOWN.DUNDALK.FREDERICK.WESTMINSTER.BEL AIR.SEVERNA PARK.CHARLES VILLAGE

To : Federal Trade Commission
600 Pennsylvania Avenue,NW
Washington D.C 20580

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Attn: Chairman Robert Pitofsky

Commissioners:Sheila Anthony
Mozelle W. Thompson
Orson Swindle
Thomas B. Leary

RE: MAP Programs

Dear Chairman Pitofsky & Commissioners:

I own and operate a chain of 10 CD stores in Baltimore ,MD that trades under the name of Record & Tape Traders.I've been in the music business for over 20 years. I feel that your decision on MAP will hurt the consumer and bring higher CD prices for the following reasons:

1. Over the years MAP has never stopped me from selling CD's at a discounted price nor has MAP influenced me to sell at a set price.
2. The elimination of MAP will only start a price war which in turn will put a lot of smaller CD sellers out of business, which will give the consumer less choices and long term will create higher prices.
3. You are promoting predatory pricing by large stock held companies, which in the long run will destroy small business. When there are only a handful of places left to purchase CD's, the long term effect will only hurt the consumer by taking away price and selection.
4. The product we sell can only be bought at one source. MAP always put everybody on the same playing field. With more competition the consumer has a better selection and price. You never have contacted me or my peers in the industry to fully understand how MAP positively affected the music consumer. You may have talked to some of those large stock held companies, but not the independent retailer. I have spoken to many consumers about MAP. After explaining MAP to them, they have all understood why it helped them.
5. Since MAP, CD prices have risen only at the wholesale level, while the retail margins have stayed the same.

I fail to understand why the FTC will hurt small businesses and take away consumer choices raising CD prices for the consumer. I was always under the understanding that the FTC was started to protect the consumer, not hurt them. I feel with my twenty years of experience in this business that your settlement with the record companies will have a long term damaging affect on the music consumer..

I urge you to postpone your decision until you understand all the facts of this matter and the long term effect it will have to the consumer and the music business.

Before you finalize your decision my peers and I would like to meet with you to fully explain our views. Please contact me at the address below.

Sincerely,

A handwritten signature in black ink, appearing to read "K. Stander", with a long horizontal flourish extending to the right.

Kevin Stander, President
Record & Tape Traders
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Owings Mills, MD 21117
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