

## The word “Stena” in Russian means “wall”...

### What’s in a Name?

It can be used to signify a wall of the Castle or Fortress, as well as a wall of the house. Russians treasure their walls, as they protected them from the hostile environment outside. Walls provide security and protection to inhabitants and their valuable possessions. This is what LAT-Stena™ is all about: it provides security, protection, and easy accessibility by your staff to your library’s valuable possession - your optical media collection!

### Why Is It Important?

Based on recent survey, in the past 3 years the acquisition growth rate of optical media in the typical library has outpaced acquisition rate of traditional bound material at the rate of 5 to 2 (more than twice). At the same, the survey reports that optical discs are 4 times more likely to be a ‘target’ of thief than a typical hard bound volume! If you take into account that it takes about \$30-\$60 in purchasing and administrative processing costs to ‘replace’ missing CD or DVD - you would agree, that indeed optical media collection is very important and valuable asset in any library!

### Current Practices

As countless libraries and movie rental outlets

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throughout the world found out, there are only two sure ways to provide tangible protection, and keep optical media collection circulating without hindrance:

- Lock them in the vault with qualified and controlled access;
- Keep all discs, CDs, DVDs, Blu-Ray, and games behind the counter, to be handled only by trusted staff personnel;

Although elegant and unique solution to the first option exists ([www.allCIRC.com](http://www.allCIRC.com)), most libraries opt for the second option, as it is the most “obvious”, easy to implement and cost effective.

### Crude and Rude

Unfortunately, this approach can also be the most staff intensive, highly error prone, inefficient and very detrimental to the overall patron processing flow within the library. This “process” becomes a bottleneck for patrons trying to get out of the door, and leads to endless queues at the exit.

When optical media is placed behind a counter, your staff needs to have a way of quickly and accurately find a proper disc requested by a patron; and then quickly and accurately file returned media back, maintaining some kind of recognizable order, otherwise, if misfiled, disc may never be found again. Up to now, this has been a very time consuming and error-prone process.

### LAT–Stena™

LAT-Stena™ was specifically designed to solve this problem of storing and dispensing media from behind-the-counter. LAT-Stena™ greatly speeds up and simplifies the whole process of keeping, refilling, and circulating ‘behind-the-counter’ optical media. Connected to your circ-desk computer and scanner, when needed, LAT-Stena™ simply ‘reads’ bar-code or RFID code of the requested item and delivers that item in under 4 seconds—NO SIP REQUIRED.

Since LAT-Stena™ dynamically keeps track of where each and every disc of your optical collection is kept, your staff does not have to! No more time spent looking for requested disc, no more sorting and resorting, no more ensuring that filing order is maintained - LAT-Stena™ does it all, fast and accurate! Your staff is finally freed up from this grueling task to concentrate on true customer service and patron assistance and interaction.

### Dynamic Store

Because LAT-Stena™ dynamically allocates space that means that the true item capacity far exceeds

### Did you know?

*LAT-Stena™ can be extended to virtually any storage capacity - limited only by your needs and budget*

its raw size. That is, a 1000-row capacity LAT-Stena™ can easily support 3000+ items since as each item “leaves” the system, its space is dynamically reused by any other item coming in. The more you circulate, the more you can propagate through LAT-Stena™

### How is it Made?

LAT-Stena™ is a collection of specially designed media dispensers, or PODs as we call them, controlled by a computer and numerous internal sensors. These PODs are custom manufactured for LAT to withstand not only the rigors of tracking and maintaining the CD-store collection, but also to provide reliable long life in the high-volume usage environment, that is indicative of libraries today.

### Setup / Pricing

▶ Starting raw capacity is 1000, which consists of seven PODs, LAT-Stena™ software and LAT-Central™ Remote management system.—\$5,999  
*(additional discounts available)*

▶ Easily grow capacity by adding additional PODs as needed to accommodate your needs;

▶ NO SIP, No Computer, No Scanner Required

▶ Stand-alone (you supply computer / scanner) options available.

