

# EXHIBIT C

## **Earley, Karen (West)**

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**From:** Kruk, Teri (West)  
**Sent:** Monday, February 11, 2008 12:55 PM  
**To:** Smith, Catherine (West)  
**Cc:** Earley, Karen (West)  
**Subject:** RE: PA Criminal

This is our decision. Let's talk at some pt, in a focussed and dedicated manner about this issue--set an appt on the calendar. thanks

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**From:** Smith, Catherine (West)  
**Sent:** Monday, February 11, 2008 12:07 PM  
**To:** Kruk, Teri (West)  
**Cc:** Earley, Karen (West)  
**Subject:** FW: PA Criminal

Hi, Teri! Knowing that John has so many bigger fish to fry, we are reluctant to ding him again on this (\$16k) title; but we were trying to get this issue resolved before handing PA off to new AE Sarah Redzic.

Basically, we would like to terminate this title:

- (1) the 2 authors get \$5k apiece flat fee
- (2) the title needs revision, and the authors demand more than their usual \$10k to do one
- (3) there is significant coverage overlap with other PA Practice titles that are doing better at market

One of the authors is Rudovsky, who is a co-author of Police Misconduct Law & Litig (our competing product to the Yagman title), so it's a bit delicate.

Perhaps we can discuss this further when you have some time.

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**From:** Earley, Karen (West)  
**Sent:** Monday, February 11, 2008 11:36 AM  
**To:** Smith, Catherine (West)  
**Cc:** Redzic, Sarah (West)  
**Subject:** FW: PA Criminal

Catherine,

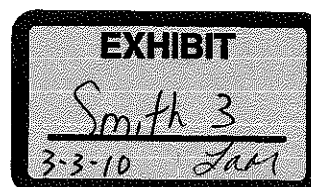
I haven't heard back from John and I am transferring this over to Sarah. I would like to get some direction before she starts contacting the authors with due dates and introductions. Do you think I should email him again or would you like me to proceed to Teri for consideration of termination of PA Criminal Procedure?

Thanks,  
Karen

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**From:** Earley, Karen (West)  
**Sent:** Thursday, January 24, 2008 9:39 AM  
**To:** Earley, Karen (West); Wierzbicki, John (West)  
**Cc:** Smith, Catherine (West); Redzic, Sarah (West); Woodwick, Kim (West)  
**Subject:** RE: PA Criminal

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John,

When you have a chance to consider the additional info I provided below, please let us know your thoughts regarding termination of PA Criminal Procedure.

Thanks,  
Karen

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**From:** Earley, Karen (West)  
**Sent:** Friday, January 18, 2008 4:36 PM  
**To:** Wierzbicki, John (West)  
**Cc:** Smith, Catherine (West); Redzic, Sarah (West); Woodwick, Kim (West)  
**Subject:** RE: PA Criminal

Hi John,

There is extensive overlap of coverage in the existing PA Criminal Practice title. Rudovsky is rather sensitive and his national title, **Police Misconduct: Law and Litigation, 3d, 2007-2008 ed.** brings in approx. \$330,000 in revenue. He will not be happy if someone else revises.

He wants to revise PA Crim Proc, however, he indicated to do so he would need more than the \$10,000 they receive for the update. That amount alone will have this title up for review. (This amount was established by previous AE.) This came up during the last update, I told him it was cost prohibitive to do a new edition for more than he receives for the update so he reverted to the update. He will not consider changing to a royalty contract that would bring him significantly less revenue.

The 2007 planned revenue for PA Criminal Procedure 2d 2008 PP is \$16,469. The companion book, Volume 2A, Rules of Criminal Procedure (approx. revenue \$17,000) is produced in-house without input from author. We can make this a companion to PA Criminal Practice.

Please let me know if you need any additional information. I'd be happy to discuss further.

Thanks and have a great weekend,  
Karen

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**From:** Wierzbicki, John (West)  
**Sent:** Friday, January 18, 2008 1:47 PM  
**To:** Earley, Karen (West)  
**Cc:** Smith, Catherine (West); Redzic, Sarah (West); Woodwick, Kim (West)  
**Subject:** RE: PA Criminal

Karen --

Instead of terminating Crim Procedure, why would we not update it with new authors?

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**From:** Earley, Karen (West)  
**Sent:** Friday, January 18, 2008 10:17 AM  
**To:** Weissfeld, Kelly (West)  
**Cc:** Smith, Catherine (West); Redzic, Sarah (West); Woodwick, Kim (West)  
**Subject:** FW: PA Criminal

Hi Kelly,

When we were discussing PA Elements of a Criminal Action I mentioned that I had concerns regarding this practice series having duplicative coverage in Criminal Law already. In summary, we have Pennsylvania Criminal Practice, Pennsylvania Criminal Procedure, Pennsylvania Criminal Offenses and Defenses, and Pennsylvania Trial Handbook.

To add to the complexity of this issue, PA Criminal Procedure (this author also has a national criminal treatise with West making significant revenue) needs revision. The amount the authors have requested to do so is equal to well over 75% of the total revenue for this publication. Therefore, it is likely we will terminate this pub.

In addition, the authors of PA Criminal Practice (3 vols) have inquired about the potential competition of a new Criminal Elements of an Action title undercutting there publication.

**Special note:** The PBX pricing file needs to have comments to Sharon Smelter, Nancy Foote and Teri today. Should I include them in this email correspondence or let you contact them?

Please let me know if you need any additional information. Sarah has compared coverage in our existing titles and identified the areas of overlap.

Thanks,  
Karen

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