

	Express Pack & Mail	Stampede	Strahm Automation & Mailing Services	American Pre-Sort, Inc	Mail Solutions
Check One: Incorporated, Individual, Partnership, Corporation, Other	Other - LLC	Other - Limited Liability Corporation (LLC)	Corporation	Incorporated	Corporation
How long has your firm been in business under the current name?	Since 1996	Since April 2002	Since 1995	20 Years	5 Years
Identify any other cost that may be associated with the initial contract.		Basic service includes report documentation for up to three departments. Additional departments may be accommodated for \$1.00 each per day.	Bulk mailing would be further discounted	As negotiated for other services	All costs are detailed in our RFP
Would you have a preference or restriction for the time of day you pick up the mail?	It would be best to have pick ups by 1:30	Stampede would pick up mail between 2:00 and 3:00 p.m. every business day.	We would prefer the pick up time to be no later than 3:00 p.m. M-F	As negotiated with courier service	Afternoon, on same route with University of Kansas.
What resources do you provide in the event your pick up vehicle breaks down?	We have multiple vehicles	To insure dependability of our pickup schedule, our courier fleet consists of 2003 and 2004 Toyota vehicles. In the unlikely event a breakdown occurs our contingency plan is to notify affected customers and immediately dispatch one of our three spare vehicles.	We would call one of our other drivers if that wouldn't work we would call a delivery service for pick up.		We utilize Boyd Total and have 100+ vehicles. This is no problem.
List any options available through the Internet.	E-mail	Weekly billing reports and department postage breakdown will be provided via e-mail; all delivery and signature confirmation and certified mail can be verified online; departments will be able to check postage breakdowns and postage tracking, securely online.	We could provide you with pre-sort reports, inventory counts, we can receive files for projects you can view this information through our web site.	Transfer of data files for ink jet printing	NA

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Describe in detail the support service available.	We are an addition to a larger company in the same building. We have 12 additional employees for assistance.	Stampede will pick up outgoing mail every business day and transport to our Lenexa facility for proper meter postage then sent to PSI Group for bar coding and pre-sorting. Mail not eligible for discounts is taken directly to post office. Mis-inserted and no address mail will be returned by customer service rep. on next trip.	Job starts with a job ticket. A weekly report for each entity would be provided showing the breakdown. Strahm has on site verification with the SUPS personnel located onsite. We have a backup generator capable of running all equipment in the event of an electrical outage. Contracted with a third party company to provide lettershop services in the event we our out of service or in excess of our capacity.	American Pre-Sort can assist in receiving the maximum postage discounts. We can take your address file(s) on computer disk and assign the appropriate CASS certified barcode information. Can also assist with designing an “automation compatible” mail piece. Once these are performed, your mailing is eligible for the lowest postage rates.	Sealing, folding, inserting, printing upon request and approval, hand fulfillment, see rep. for all details.
What is it that differentiates your company from your competition?	We have been providing this service for the City since 2002. We are local and easily available.	Two owners have over 35 combined years of mailing experience in the KC area. Solid understanding of USPS pre-sorting regulations requirements. Only company in KC that specializes w/ volumes averaging less than 2000 oieces per day. Customer service representatives are our employees, not hired couriers.	We are a one stop shop with direct mail services and pre-sorting capabilities all under one roof. Our knowledgeable staff, exceptional equipment, and dedication mean reliable quality and lower costs. We strive to understand the ever changing business environment so we can bring our clients solutions.	MPTQM Certified	We are the only company with meter, automation, econoflat, and our special confirm delivery program.
Will there be any subcontractors who perform under this contract? If so, please identify the subcontractor and explain their responsibilities.	No	We arrange for PSI to provide same-day bar coding and pre-sorting. PSI is the only pre-sort bureau in KC that has qualified under the post office’s quality assurance program - MPTQM.	No	NA	No
Are your rates submitted guaranteed for the life of the term of the agreement?	Yes	Yes	If the post office increases the postal rates while the contract is still binding, Strahm would only increase it to its pre-sorted equivalent rate.	In the event of postal rate changes, the same rate ratio shall be maintained	Our rates are based on current USPS rates, and will change if USPS changes its structure
Do you have the ability to provide on line services (e.g flyers, post cards, etc...) Which include printing and postage.	They do no include postage.	Yes, Stampede works with two outside suppliers for these online services: Talco Direct and Bleich & White Mailing Service		No	No

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Pre-Sort 1 <sup>st</sup> Class	1 oz	.392	.367	.372	.382	.35
	2 oz	.622	.592	.597	.607	.58
	3 oz	.806	.88	.781	.86	.81
Flat Mail	1 oz	.54	.54	.517	.59	.53
	2 oz	.655	.65	.687	.70	.65
	3 oz	.885	.88	.871	.93	.89
	4 oz	1.12	.1.11	1.096	1.16	1.14
	5 oz	1.35	.1.34	1.321	1.39	1.38
Flat Mail	6 oz	.06	1.57	1.546	1.62	1.63
	7 oz	.06	1.80	1.771	1.85	1.88
	8 oz	.06	2.03	1.996	2.08	2.12
Delivery Confirmation		.03	.50 + current postage rate	<b>.55 retail</b> , .13 electronic + first class postage	.55	.75
Signature Confirmation		.03	.50 + current postage rate	<b>1.80 retail</b> , 1.30 electronic + first class postage	1.80	2.25
Mail Seal (cost per piece)		.015	0.5 flats only / NC letters		No Cost	NC w/ metering / .01 without
Metering (cost per piece)			.015 (already added in cost)	.02 letters/.08 flats (already added in cost)		
Folding (cost per piece)		.015	.02	.02	.01	.01
Inserting (cost per piece)		.015 by machine / .06 by hand	.05	.03	.01	.01
Pick Up Fee (cost by location)		\$35 per week per location	\$2.50 per stop	\$50 / day	\$15 per day for 2 stops @ County & \$10 per day for City's one stop	1 <sup>st</sup> NC, all others \$15 ea.

