

Andy H Weaver Inc.

----- SINCE 1958 -----

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BULK MAIL

(YES! We do bulk mailings for others)

July 1, 2007 revc0606

Are you tired of having your mail 'undeliverable'? Are you paying too much for your mailings? OR perhaps you have never used Direct Mail to contact your customers. Bulk mail or Direct Mail is one of the very best methods to follow up, get new customers, or simply keep customers and potential customers informed!! The cost is probably LESS than you think!

We know that we can handle any and all of your bulk mailing needs. We have been in direct mail since 1958, and we keep up with the numerous postal changes, rates, requirements, etc. Our general price quotes on the following page/s, do not include postage. Postage costs can be determined once we know the size and weight of your mailing piece. Our prices are generally in six categories: **TURN-A-ROUND TIME IS GENERALLY WITHIN 10 WORKING DAYS PER 20,000 RECORDS ON A MAILING LIST.** (Extra rush at extra charge.)

We offer COMPLETE MAILING SERVICE including (but not limited to):

Mailing list entry (initial entry of your database, unless on computer disk)

Mailing list updates and corrections (hourly charge)

Mailing list certification: CASS and PAVE (required after 1 July 1996.) Includes all required reports for the Postal Service.

Mailing list labels (printing labels - per each)

Mailing list hard copy (printing laser lists - per each)

Mailing list processing (affixing labels or ink jet)-per thousand

Mailing list bagging and USPS drops

Please note that we have a minimum charge for individual requests for small quantities of labels, printouts, etc.

Sincerely

AHWI

Andy H Weaver



INFO and PRICING

YOUR NAMES NOR YOUR MATERIAL SENT FOR CATALOG/S WILL NOT UNDER ANY CIRCUMSTANCES BE USED FOR ANYONE ELSE, REGARDLESS. COMPLETE CONFIDENTIALITY IS OUR UTMOST CONCERN.

NOTE: IN THE EVENT YOU AS THE CUSTOMER DEFAULTS ON PAYMENT FOR SERVICES RENDERED, ANDY H WEAVER Inc. HAS THE RIGHT TO HOLD ALL MAILING LISTS AND MATERIAL UNTIL THE ACCOUNT IS BROUGHT UP TO DATE; or DISPOSE OF THE LIST IF THE ACCOUNT IS NOT SETTLED WITHIN 90 DAYS.

ALL MATERIAL YOU SEND TO US REMAINS YOUR PROPERTY. YOU ARE RESPONSIBLE FOR ANY COPYRIGHTED MATERIAL YOU WISH PUBLISHED. AFTER WE HAVE SET-UP YOUR CATALOG; OR ON MAILING LISTS; WE WILL EITHER DESTROY THE MATERIAL SENT TO US, OR RETURN TO YOU AT YOUR EXPENSE, IF YOU SO DESIRE.

Our software for sorting and Zip+4 is CASS and PAVE certified. The CASS and PAVE certification and reports, necessary under the new classification format are \$25.00 total for both the auto and non-auto per file or mailing on 50,000 or less. Larger files are subject to a surcharge due to the additional paper work. We furnish you a copy of the identical reports that we must furnish to the Postal Service office of mailing. You will generally save more in postage, than the total cost of bringing your mailing list up to Postal specifications on the addresses; over the previous rates. REMEMBER, the bad addresses will cost considerable MORE. Below are a few of the new requirements and specifications:

In order to bulk mail, whether First Class, Standard (formerly Third Class); in letter size or flats (non-letter size), your mail list MUST be 100% CASS CERTIFIED, or VERIFIED for auto (or automation) rate. That means, the computer will add the correct CARRIER ROUTE and the correct ZIP+4 to each address. If the address is not verifiable, it is considered NON-VERIFIABLE and is listed as UPGRADEABLE mail and is assign to a separate sort file; the NON-AUTO portion. The rate for VERIFIED mail is LESS than the pre-classification rate. The NON-VERIFIABLE file will have a much higher rate than the pre-classification rate. Therefore it is important that your list be as VERIFIABLE as possible. Bad addresses not only cost money, but also in MOST cases, will simply not be delivered at all by the receiving Post Office. Believe me; it does pay to upgrade your mailing list to as many VERIFIABLE addresses as possible! Maximum weight for bulk mailing piece is 16 ounces.

You) (or we can bring your mailing list up to date using a number of US Postal Service services, such as LACS, AEC, and NCOA. There will usually be some, even at that point, that can not be delivered. As of January 2006, we can do NCOA in-house, same as CASS. This is a very inexpensive means to follow moves. It is not 100% accurate, but about 99%.

DPV (Delivery Point Validation) – We also have DPV available – this is a further step to CASS as it will determine if that address has a Delivery Point – in other words, is there a mailbox, is it vacant, etc

The ADDRESS SERVICE endorsement on the piece will mean that all incomplete, all moves all Forwarding Expired, etc., will be returned to you with a charge, even if the new address is not available. Remember that MOST UPGRADEABLE mail will be returned to you with a corrected address. This is why we do not recommend using ADDRESS SERVICE on your mail piece. It is expensive, but if you must know what happened to that particular customer, it is available. We suggest using the AEC and NCOA services, and having 'or CURRENT RESIDENT' on the mail piece to make sure that someone AT THAT ADDRESS receives the piece.

REPORTS REQUIRED JULY 1, 1996: Effective July 1, the following reports MUST be present to do any bulk mailing: These must be delivered to the receiving Post Office at the time of the mail drop. If we CASS CERTIFY and PAVE CERTIFY your list and you mail yourself, we will send these printouts to you along with the labels and bag or tray tags. If we mail for you from West Farmington, we will furnish you a copy of what was given to our Post Office for that particular drop.

CASS CERTIFICATION REPORT - Auto portion must be 100% - Non-Auto can be any %

PAVE CERTIFICATION or 3602-R-Postage Statement - One for both auto and non-auto

USPS QUALIFICATION REPORT - Lists the entire mailing by bag/tray/rate/type, etc.

TAG SUMMARY REPORT - Report bags/trays and destination Post Office - One for each

TRAY or BAG TAGS - Bag or tray tags with pertinent information. Bar code required January 1, 1997.

MAILING LIST / DATA PROCESSING / BULK MAIL / TYPESETTING

The following are basic costs in the areas specified. If you have a question, or if the service you are seeking is not listed, please call us.

NEW MAILING LISTS: 10 cents per name and address - standard 3 line format (name, address, city/state/zip) additional fields are extra. Extra fields such as phone numbers, or any special fields are \$.01 (1 cent) each per record. We will furnish a form (at no cost) to you to enter the new and additions, if you wish). Mailing lists furnished to us on computer disks are entered into your database at no charge.

ALL HOURLY RATES - \$25.00 hour. Mailing list updates and catalog typesetting, scanning, layouts, etc. - Minimum \$25.00

PRINTOUTS:

Laser mail list printing: \$.07 per page - condensed print.

PRESSURE SENSITIVE LABELS: 1 x 3.5 - from your list - includes labels/computer/shipping to you if you are affixing yourself. Includes BAR-CODING.

2 cent each - (10M or more)

2-1/4 cent each - (5m to 9999)

3-1/2 cent each - (1 to 4999) - Minimum \$25.00

PIGGY BACK (Double labels): .025 (2-1/2 cent) upcharge

3 x 5 postcards – Single sided - .08 each 5000 or more.

Less than 5000 - @ .10 each

Minimum \$25.00

TWO SIDED - 4 ¼ x 5 ½ FULL COLOR POSTCARDS

\$.20 each less than 1000. (minimum \$25.)

1001 to 5000 - \$.16 each

5001 and up - \$.15 each

TWO SIDED - 4 ¼ x 5 ½ BLACK & WHITE POSTCARDS

\$.15 each less than 1000. (Minimum \$25.)

1001 to 5000 - \$.12 each

5001 and up - \$.09 each

(Plus mailing costs)

TABBING: Required for letter size mail after July 1996. \$25.00 per thousand (includes tabs) - Minimum \$25.00. Single center tabs. Double tabs available at 2x.

AFFIXING LABELS, sorting, bagging, and delivery to USPS. ***\$55.00 per thousand. Minimum \$50.00***

INK JET DIRECT IMPRESSION PRINTING: As of 1 July 1996, we can ink jet directly onto your mailing piece, as well as personalize the piece if you wish.

Cost for ink jetting the address is less than labels and applications.

\$35.00 per thousand on less than 10,000. Minimum of \$50.00.

\$25.00 per thousand on 10,000 or more.

Includes up to 4 additional, personalized, advertising lines above the label at no additional cost.

EXTRA HEAVY CATALOGS: *Catalogs over 6 ounces each have a \$8.00 per thousand up charge on labeling and ink jetting due to the larger number of bags and handling.*

POSTAGE: If we mail for you using our Permit, postage is charged at exact Postal Service rate. We also sort to the lowest possible rate, that is, Carrier Route, 3/5 Digit, and then basic. This saves a lot of money! We will furnish you a copy of the 3602 USPS Form for drop verification. This will tell you exactly what was mailed, how, etc., and at what rate. POSTAGE MUST ALWAYS BE PAID IN ADVANCE OR BY THE DAY THE MAIL IS DROPPED.

PREPARING YOUR LETTER SIZE MAIL PIECE FOR TABBING: Remember when preparing a mail piece to have the open fold at the TOP - the spine at the BOTTOM. The tabs MUST be put on the top edge. Call us when designing your mail piece.

CATALOGS: And catalog layouts. We can do catalogs up to 1/2" thick on the ink jet direct impression printer or using labels. Let us help you with your catalog cover to avoid delays. You must have a free area for ink jet - can not over print. Ink jet DOES allow you 4 personalization lines or sales pitch. Inkjet area must run parallel with the long edge of the catalog, labels parallel with the short edge. Call us for a layout, etc...

EXTRAS:

CATALOGS and BROCHURES: As we deal with a number of quality printers, we can direct you to a printer suitable for your catalog or brochure at very reasonable pricing and production times. We can print very small quantities of brochures in house, at our plant here.

LABELS: We print all type of self-stick labels, shipping, personal, etc., in full color on various sizes. Ask us or see our Catalog.

MAILING LIST RENTAL:

CD-ROM names and addresses. We can furnish 100% certified names and address for any part in the USA for saturation mailings, or specific business class, etc. Starting at \$35.00 per 1000 for a one-time rental. Call us. These are names and addresses taken from phone records.

We have ready for rental our list of primarily **Amish/Mennonite** communities. This list derived primarily from our in house customers, and various records and directories as follows: (NOTE: Our in-house list is NOT available in digital format; i.e. CD, email, FTP, etc. It is available for rental ONLY on labels that we print or if we do the mailing using our permit number. Digital lists are too easily proliferated, and even though we 'seed' the list, we do not want to deal with copy problems.)

1M – 4M (M=1000):	\$100.00 total including CASS & PAVE and forms, bag labels, paperwork for USPS
5M – 9M	\$90.00 total including CASS & PAVE and forms, bag labels, paperwork for USPS
10M – 19M	\$85.00 total including CASS & PAVE and forms, bag labels, paperwork for USPS
20M & up	\$80.00 total including CASS & PAVE and forms, bag labels, paperwork for USPS

RENTING OTHER MAILING LISTS: Some of our clients will rent their mailing list to you. If you are interested, let us know and we will put you in touch with that client. The authority to allow their list or portion of their list to be rented is between you and the list owner. We ALWAYS adhere strictly to the list owners wishes. Costs for one time list rental is usually \$80.00 to \$100.00 per 1000; depending on the list owner; plus CASS, PAVE, and labels or ink jet addressing. Call us.

PLEASE NOTE: There is always at least a \$25.00 minimum charge for any operations not specially indicated.