

June 6, 2006

To: Ballot Printing Customers

From: Owen D. Andrews  
President/CEO  
Printelect

Re: M100 Ballot Pricing

To Whom It May Concern,

Some of our customers have asked questions concerning their ballot printing pricing. I'd like to share with you information that may help explain why ballots used with the ES&S M100, and M650 may be more expensive than the Diebold Accuvote optical scanners, or the Optech series of scanners you may have been using.

First, the M100 is certified for use with ES&S specified paper only. This ballot stock has a very high opacity, and brightness, as well as a high post consumer content. ES&S has this paper specifically made for them to their higher specifications by a major paper mill. It has been printed already with the timing and code tracks, and has to be run one at a time on our equipment. The use of all non ES&S paper stock may cause sensor difficulties with paper brightness, bleed through, smearing, paper transport, or sheet sensor calibration. ES&S scanners do not function properly with other types of ballot stock. ES&S, nor Printelect can be help responsible for the performance of the ballot if a substitute paper is used without prior approval from ES&S.

We buy all of our stock from them, and it is very expensive. We have tested other "stock" papers, and it does not test well, and may create problems for our customer's on election day.

Second, we pay a "royalty" payment to ES&S on every ballot we print. This is required for us to be a "certified" ES&S printing partner.

Third, we had to go through very intense training from ES&S, and are required to buy their "Printer's kit" which contains special tools designed to assist us in our quality control. This training is on going, and is necessary to keep up with any changes that come down involving the printing of ballots.

Fourth, we have invested heavily in digital printing technology. This is not an option anymore, as we are moving toward precinct identification(which increases your ballot styles dramatically), and are subjected to quicker turnarounds for the delivery of absentee and early voting ballots. The use of conventional printing presses in today's ballot printing arena is cumbersome at best. We do not have the luxury of time anymore, and subsequently can not start and stop the presses for the hundreds of plate/style changes now necessary. The conventional use of spray powders to protect from ballots bleeding on each other because of wet ink is also not recommended, as it creates scanner read problems over time.

Fifth, your packaging requirements have increased as we have adhered to the desires to have less ballots per shrink wrapped package, and smaller, precinct boxed ballots. Most of our customer's now wrap in 200's or less, and box in 2000's or less. This is very time consuming, and expensive.

These are a few of the reasons our ballots may or may not be more expensive than other printer's. We are in the election's business full time as you know. We have a professional staff of trained elections experts, with an average of 14 year's experience. We are the one's who sold you the machines, installed and trained you on them, do the programming(which is a tremendous advantage on the printing), provide election support, and the maintenance and repair of your equipment. We are here for you, and care about your success.

I personally thank you for your business, and please feel free to call me at any time. Our staff, and the staff of ES&S are here to serve you.

Sincerely,

Owen D. Andrews  
President/CEO  
Printelect/OGD  
New Bern, N.C.  
Fayetteville, N.C.

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