

COST COMPARISON BETWEEN FULL RATE POSTAGE AND PROPOSED POSTAL EXPENSES

		FULL RATE EXPENSES					PROPOSED CONTRACT EXPENSES*				
		A	B	C	D	E	F	G	H	I	J
1		ANNUAL VOLUME (AVG)	3-YEAR VOLUME	USPS FULL-RATE	CURRENT DEPT. COST PER PIECE	TOTAL CURRENT COUNTY COST	PITNEY BOWES 3 ZIP-DIGIT AUTOMATED RATE	3-YEAR DISCOUNT RATE	PITNEY BOWES EXPENSE PER PIECE LETTER	PROPOSED DEPT. COST PER PIECE	3-YEAR COST OF CONTRACT
2	LETTERS (Based on a 1 ounce piece of first class mail)	788,581	2,365,743	\$ 0.55	\$ 0.41	\$ 1,301,158.65	\$ 0.412	\$ 974,686.12	\$ 0.0237	\$ 0.44	\$ 56,068.11
3											
4	FLATS (Based on 4 oz 9 X 12" envelope)	88,064	264,192	\$ 1.61	\$ 1.61	\$ 425,349.12	\$ 0.799	\$ 211,089.41	\$ 0.406	\$ 1.21	\$ 107,261.95
5											
6	3 YEAR COUNTY COST FOR POSTAGE					\$ 1,726,507.77		\$ 1,185,775.52			
7											
8								TOTAL COST OF CONTRACT			\$ 163,330.06
9											
10								NET 3-YEAR SAVINGS (E6-G6-J8)			\$ (377,402.18)
11											
12								AVERAGE ANNUAL POSTAGE SAVINGS (J10 / 3)			\$ (125,800.73)

*PITNEY BOWES CONTRACT TERM = 3-YEARS