



April 7, 2025

Mohave County Department of Procurement
Attention: Barbara Spoonhour
700 West Beale Street, 1st Floor East
Kingman, AZ 86402-7000

SUBJECT: Intent to Negotiate RFP NO. 2025-029-RFP Printing and Mailing of Election Materials

Thank you for the opportunity to respond to your request for additional information.

1. What are the costs associated with Ballot Guard™?
 - a) Invisible Fibers
 - b) Proprietary Watermark
 - c) IR Taggant
 - d) UV Dead Paper
 - e) Microprint

The additional cost per ballot, compared to the current cost, is estimated to range between \$0.10 and \$0.15. This variance is primarily due to differences in production volumes across counties. If the ballot paper were adopted statewide, economies of scale would allow us to achieve the lower end of this cost range.

1. Are there costs associated with requesting additional Supplemental Files and/or Pull Files; if so, what is the cost breakdown?

No, there is no additional cost associated with requesting additional Supplemental and/or Pull Files.

1. Is there a page limit to stuffing ballot envelopes; if so, what is the limit and cost breakdown?

Up to nine items—such as ballots, inserts, and the return envelope—can be included in each mailing. The insertion cost is a flat rate of \$0.24 per envelope, regardless of the number of included items.

Please let me know if you have additional questions. You can reach me at (602) 509-6715 or sgalloway@runbeck.net

Sincerely,

Sonia Galloway
Regional Director of Sales, West