

## PART 3 - ADDRESSING & INSERTING CHARGES - *Cont'd*

**13. Machine Insertion Charges (9x12 Envelope) -** Your total charge for inserting, sealing and traying one folded item into a 9x12 envelope at the following quantities; then provide similar charges for two inserts. *(Do not include addressing fees)*

**1 INSERT INTO 9x12 ENV.**  
**ALL COMPANIES, sales \$200,000 - \$40 Million; Monthly Piece vol. >10M**

QUANTITIES	1,000	2,500*	5,000	7,500*	10,000	25,000	50,000
Average	\$115.94	\$202.18	\$345.91	\$481.45	\$616.99	\$1,385.52	\$2,667.45
Median	\$100.00	\$176.31	\$303.50	\$426.75	\$550.00	\$1,250.00	\$2,450.00
High Price	\$131.53	\$229.35	\$392.39	\$550.62	\$708.85	\$1,385.52	\$2,667.45
Low Price	\$100.36	\$175.01	\$299.44	\$412.28	\$550.00	\$1,250.00	\$2,450.00
Average \$/M @ Qty. Levels	\$115.94	\$80.87	\$69.18	\$64.21	\$61.69	\$55.00	\$53.35
Median \$/M @ Qty. Levels	\$100.00	\$70.52	\$60.70	\$56.90	\$55.00	\$50.00	\$49.00
Average Price/Piece	\$0.11	\$0.16	\$0.23	\$0.32	\$0.41	\$0.55	\$0.71
Median Price/Piece	\$0.10	\$0.14	\$0.20	\$0.28	\$0.37	\$0.50	\$0.64

**1 INSERT INTO 9x12 ENV.**  
**LARGE VOLUME MAILING OPERATIONS - Mailing Sales >=\$400,000**

QUANTITIES	1,000	2,500*	5,000	7,500*	10,000	25,000	50,000
Average	\$131.33	\$201.40	\$318.18	\$434.33	\$550.48	\$1,261.18	\$2,499.65
Median	\$120.00	\$187.13	\$299.00	\$414.00	\$529.00	\$1,250.00	\$2,410.00
High Price	\$148.43	\$226.12	\$355.59	\$482.10	\$608.79	\$1,385.52	\$2,667.45
Low Price	\$114.23	\$176.68	\$280.76	\$386.64	\$492.17	\$1,250.00	\$2,410.00
Average \$/M @ Qty. Levels	\$131.33	\$80.56	\$63.64	\$57.91	\$55.04	\$50.43	\$49.99
Median \$/M @ Qty. Levels	\$120.00	\$74.85	\$59.80	\$54.53	\$52.90	\$50.00	\$48.83
Average Price/Piece	\$0.13	\$0.16	\$0.22	\$0.30	\$0.38	\$0.50	\$0.65
Median Price/Piece	\$0.12	\$0.15	\$0.20	\$0.28	\$0.37	\$0.50	\$0.64

**1 INSERT INTO 9x12 ENV.**  
**SMALL VOLUME MAILING OPERATIONS - Mailing Sales <=\$100,000**

QUANTITIES	1,000	2,500*	5,000	7,500*	10,000	25,000	50,000
Average	\$88.89	\$185.52	\$346.57	\$499.82	\$653.08	\$1,381.89	\$2,646.79
Median	\$91.50	\$170.06	\$301.00	\$423.75	\$546.50	\$1,250.00	\$2,396.00
High Price	\$97.59	\$207.82	\$391.53	\$570.37	\$749.21	\$1,584.36	\$3,010.00
Low Price	\$80.19	\$163.22	\$301.61	\$429.28	\$556.64	\$1,250.00	\$2,396.00
Average \$/M @ Qty. Levels	\$88.89	\$74.21	\$69.31	\$66.64	\$65.30	\$55.28	\$52.93
Median \$/M @ Qty. Levels	\$91.50	\$69.22	\$60.33	\$56.50	\$54.65	\$50.00	\$47.92
Average Price/Piece	\$0.09	\$0.15	\$0.21	\$0.28	\$0.35	\$0.47	\$0.61
Median Price/Piece	\$0.09	\$0.14	\$0.20	\$0.27	\$0.34	\$0.47	\$0.60

All ratios and data related to sales exclude postage income.