

# On Site Fulfillment Service

**H**ave you ever considered using your printer for your fulfillment needs rather than contracting this service to a separate company? Have you ever wanted to get just a few more last minute updates done to your subscriber list but you couldn't because your fulfillment house had to ship your labels to the printer? Have you ever had an issue ready to mail, but your list was still in transit to your printer? Dartmouth Printing Company is one of the few publication printers to offer this service to our customers. We know the level of customer care you demand for your print product and we apply this same dedication to fulfillment services. And, as an added benefit of this win/win proposal, you have the comfort of knowing that your files will be formatted perfectly for your printer and allow you to get the highest possible level of discount from the post office.

It occurred to us to offer this service in-house after hearing many of our customers complain about the cost and level of service from their fulfillment providers. Often the firms offering this work require the purchase of a laundry list of services. You can end up paying for numerous monthly reports that you don't want or need. With Dartmouth Printing Company you have the flexibility of choosing only the services you require. We will custom build your service package and you won't have to pay for services you do not use.

In addition to saving on the monthly fulfillment bill there is the potential for postage savings. Most first class mailings including invoices, renewals, and special promotions can easily be incorporated into your magazine or journal mailing. By enclosing the piece in a polybag the postage is virtually eliminated. Using the example of an invoice or renewal sent out at the single piece first class rate, the postage alone would be \$340.00 per thousand. Mailing 1,000 renewal notices with your issue would result in a total of twenty-seven cents in additional postage (average figure based on regular periodical rate). Add the manpower cost for folding, stuffing, addressing, and applying postage to the pieces and the resulting savings can be significant.

Of course we offer all the other options you would expect from a company specializing in this work. This includes data entry, subscription order cards, sending billing and renewal notices, credit card processing, daily deposits of subscription checks, general reporting, audit assistance, and an 800 number for orders or problems, just to name the basics. It is our commitment to forging long lasting partnerships that sets us apart. We understand that fulfillment is critical to the health of your company and we consider our customer relationships to be just as vital.

We have now been offering this service for over three years and our customers continue to be satisfied. They have enthusiastically reported the time saved not dealing with fulfillment houses or subscription problems since making the move. If you would like to investigate what we have to offer please contact your sales representative.