



**Scantron**  
3975 Continental Drive  
Columbia, PA 17512

**To:** Sherry Dolan  
**Customer:** New Jersey Dept of Addiction Svcs  
**Customer No.:** 2049345  
**Phone:** 609-943-5892  
**Fax:** 609-292-1045

**Date:** 3/15/2013  
**Terms:** Net 30 Days  
**Ship Date:**  
**Freight:** Freight Included

## REVISED PRICING QUOTATION

<b>Quote No.</b>	377946			
<b>Order Type</b>	New	<b>Size</b>	8-1/2 x 11	
<b>Form No.</b>	292607-1	<b>Form Type</b>	Cut	<b>Parts/Sigs</b> 1
<b>Title</b>	Impact of Superstorm Sandy	<b>Paper</b>	Mark Reflex 60#	
Quantity	Description	Unit	Unit Price	Price
	Composition	Flat	\$383.00	\$383.00
13,815	Printing	/M	\$183.59	\$2,536.30
13,815	Digital Setup & Printing	/M	\$93.21	\$1,287.70
			<b>TOTAL</b>	\$4,206.99

Printing will take approximately 13 - 15 business days after receipt of purchase order, DesignExpert file, form sample and job specification sheet. Freight is included in the above price. Pricing for shipment to 37 drops is included. Excel file for all addresses will need to be provided 1-2 days prior to the start of the order.

We will digitally overprint the DMHAS Use Only code 1-37 which represents each drop shipment.

Allow up to 5 days for delivery to various locations. Any changes to the above specifications will require a revised price quote. Feel free to contact me with any questions or concerns. Thank you.

Diane Funk  
Customer Service Representative  
Phone: 800-735-2566 x 1556  
Fax: 717-684-1322  
Diane\_Funk@Scantron.com

The pricing identified herein is valid for a period of sixty (60) days from the date of this Pricing Quote. Scantron reserves the right to increase pricing thereafter based on its then current pricing.

The above quantities do not include tax and / or shipping charges unless otherwise stated. Final quantity on custom forms will vary due to overs/unders. This variance is based on quantity ordered. Customer will be billed for the exact quantity shipped. Terms Net-30 days on approved credit and receipt of a purchase order. Amounts not paid when due are subject to finance charges of 1.5% per month or the highest rate permitted by law, whichever is less, compounded daily from the due date until paid.



April 1, 2013

New Jersey Dept of Human Service  
Div of addiction Svcs  
PO Box 62  
Trenton, NJ 08625

Dear Mr. Moss:

The data integrity of your scanning system is a primary concern to all of us at SCANTRON. We believe it is our responsibility to insure that each of our customers has the ability to maintain a high quality level of OMR scanning. Our objective is to provide a total system solution, which includes hardware, software, forms and field services to guarantee your success. Mis-matched components of your scanning system could seriously jeopardize the integrity of your data.

Sometimes, printing contracts for scannable documents are awarded to vendors who are unfamiliar with the exact printing specifications required by the SCANTRON line of scanners. For example, if the only specification requirement is to match a previously printed sample, the vendor may assume they have fulfilled the requirements if they match the paper basis weight and color. This creates a wide fluctuation in the finished scannable document. This inconsistency will cause multiple scanning problems. The respondents pencil marks may be totally missed or areas where no marks are indicated may be read as valid responses. In both cases, results will be distorted. Our intention is not to alarm you, but to give you verifiable facts about what can happen when using non-SCANTRON manufactured forms on SCANTRON equipment. This is an issue of significant impact when you think of the ramifications of inaccurate scanning results.

It is very important that your scannable documents meet the exact paper, ink and registration specifications required by your SCANTRON scanner. However, in some cases, a SCANTRON Field Engineer may be able to adjust the scanner to read forms that are out of spec. These adjustments are not covered under the terms and conditions of the standard SCANTRON maintenance contract. Such service is available for over \$850 per call. Please note that adjustment will require two calls: one visit to adjust the machine to read the faulty form(s), and a second visit to adjust the unit back into specifications.

SCANTRON does not guarantee that attempts to mis-adjust equipment to read these forms will be successful and cannot warrant the quality of the scanned information.

**SCANTRON is the premier provider of scannable forms and guarantees the performance of all scannable documents we produce for our scanners. This guarantee**

includes a commitment to replace any unscannable forms or to assume the costs of alternative data capture up to a mutually agreed upon dollar amount. We confidently guarantee our forms because:

- We have provided scanning system solutions for over 30 years, and print more than 2 billion scannable documents annually.
- **TransOptic® and Mark Reflex® paper and inks are manufactured exclusively for SCANTRON to meet exact specifications of our scanners. The paper is extensively tested at the mill to ensure proper quality levels are achieved and maintained.**
- Standards and specifications are established and well documented for all processes, document types and scanners.
- **At regular intervals, samples are selected, inspected and scanned to insure that critical components read correctly.**
- SCANTRON offers many software packages that allow you to create your own scannable documents. This software and the setup and printing of forms are exclusive to SCANTRON.
- **The print personalization we provide on our scannable forms is a unique process, and must be performed so that it does not affect the form scanability.**

I would like to thank you in advance for your continued forms order opportunities and hope this information will be helpful to you. If there is anything else I can provide you with please give me a call at 800-735-2566, X1556.

Sincerely,

A handwritten signature in black ink, appearing to read "Diane Funk", with a stylized flourish extending to the right.

Diane Funk

Customer Service Representative