

Discount postage delivers savings to state, officials say

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The state says it will potentially save \$2.7 million in postage thanks to a deal with a new bulk mail provider.

The **Maryland Department of General Services** signed on with Lanham-based **Dozier Technologies Inc.** to presort mail, act as a courier and provide messenger services. The contract includes state postage costs at a discounted bulk rate of 29 cents per piece. The Maryland State Government sends more than 5.5 million pieces of mail annually.

Maryland's Board of Public Works -- consisting of the governor, comptroller and treasurer -approved a \$1.5 million two-year contract with the minority owned firm. The agreement has three one-year renewal options.

Gov. Robert Ehrlich called the deal "smart contracting and a major money-saver" for the state in a news release.

Last month the state said it planned to buy 10 new hybrid buses that cost \$600,000 a piece -- regular diesel buses cost roughly \$370,000. While the environmental program is 80 percent federally funded, the state will invest \$1.2 million in the purchase.