



State of Kentucky U-turns on Bell + Howell

Len Altier, president, Scot Mailing and Shipping Systems, Louisville, KY contacted PFE at the National Postal Forum in Nashville, TN this year. Having potential Production Inserter clients, Len wanted to be able to offer the latest technology and most user-friendly production inserter on the market and had heard good things about the Automailer 5 Plus.

Suitably impressed with what he saw, he approached the State Government of Kentucky and made a presentation to them on the Automailer 5 Plus. The timing was critical, with the Request for Proposal (RFP) already approved for release to Bell + Howell.

Mark Simpson and Bob Johnson, State of Kentucky Postal Service Supervisors decided they had to see the Automailer 5 in action before they proceeded with the Bell + Howell purchase. They went to Atlanta to see a demonstration, and returned to tell their boss they were so impressed that the RFP had to be changed from Bell + Howell to PFE. The State of Kentucky purchased the

two, six station, intelligent, Automailer 5 Plus machines to run numerous applications for finance, administration and revenue. With many applications changes, the major drawback had always been application change-over time. These changes would take as long as one hour. With the Automailer 5 Plus, these same tasks can be performed in approximately two minutes.

The two Automailer 5 systems replaced a Bell + Howell Mailstar 400 and a Mailstar 500. Although this equipment was still operational, the budget allowed them to purchase newer and better equipment. In addition to the rapid change-over time, Mark Simpson and Bob Johnson were also impressed with the versatility of the Automailer 5. This included the ease of use with everything controlled via a touch screen operating system, the flexibility of being able to obtain data for reporting purposes and on-line diagnostics via the internet or dial-up which will provide rapid service response.

The hidden jewel of the TPA

Len Altier, president, Scot Mailing and Shipping Systems, Louisville, KY contacted PFE at the National Postal Forum in Nashville, TN this year. Having potential Production Inserter clients, Len wanted to be able to offer the latest technology and most user-friendly production inserter on the market and had heard good things about the Automailer 5 Plus.

Suitably impressed with what he saw, he approached the State Government of Kentucky and made a presentation to them on the Automailer 5 Plus. The timing was critical, with the Request for Proposal (RFP) already approved for release to Bell + Howell.

Mark Simpson and Bob Johnson, State of Kentucky Postal Service Supervisors decided they had to see the Automailer 5 in action before they proceeded with the Bell + Howell purchase. They went to Atlanta to see a demonstration, and returned to tell their boss they were so impressed that the RFP had to be changed from Bell + Howell to PFE. The State of Kentucky purchased the two, six station, intelligent, Automailer 5 Plus machines to run numerous applications for finance, administration and revenue. With many applications changes, the major drawback had always been application change-over time. These changes would take as long as one hour. With the Automailer 5 Plus, these same tasks can be performed in approximately two minutes.

The two Automailer 5 systems replaced a Bell + Howell Mailstar 400 and a Mailstar 500. Although this equipment was still operational, the budget allowed them to purchase newer and better equipment. In addition to the rapid change-over time, Mark Simpson and Bob Johnson were also impressed with the versatility of the Automailer 5. This included the ease of use with everything controlled via a touch screen operating system, the flexibility of being able to obtain data for reporting purposes and on-line diagnostics via the internet or dial-up which will provide rapid service response.

PFE Technical Training

We have two upcoming Automailer 5 Plus training classes. These classes run for five days and will provide your technicians a full insight into installation, service and maintenance. The classes are 100% hands-on and attendance is limited to five people. As of now, we have one student registered for our August class, and one for our September class. Class dates are: August 22 - 26, 2005 and September 26 - 30, 2005. Registration can be made on-line or by telephone and must be received one week prior to the start.

Future Issues

Please email case studies and pictures to dan@pfeinc.com