



Prospective Mail Vendor,

Thank you for expressing your interest in supporting the Republican Party of Virginia during the upcoming election cycle. Your commitment to advancing conservative values is integral to our collective mission of making Virginia a better place to live, work, and raise a family.

As a mail vendor, you play a significant role in amplifying our Party's message and connecting with voters. Your services provide a crucial avenue for outreach, ensuring that every citizen has access to the information they need to make informed decisions at the polls.

It's important to recognize that being a mail vendor is a privilege, not merely a right. Your dedication to this endeavor reflects a shared commitment to upholding conservative principles and providing quality service. By working together, we can ensure every Republican dollar spent is done so effectively and properly conveys the ideals that the Republican Party of Virginia champions.

As we embark on this journey together, we've devised a series of questions to better understand how your expertise and services might play a pivotal role in the upcoming elections. If you become an Approved Mail Vendor with the Republican Party of Virginia, your involvement in our collective effort will be critical to make a lasting impact, and we appreciate your dedication to the cause.

Let's proceed with the application questions to further explore the unique ways in which you can contribute to the success of the Republican Party of Virginia in 2024.

Warm regards,

Ken Nunnenkamp
Executive Director
Republican Party of Virginia

APPENDIX A: QUESTIONS FOR MAIL VENDORS

1. Who is in charge?
 - a. How long have you been doing mail? Please include titles.
2. What/how is the firm structured?
3. Sample Mail Pieces for Republicans
 - a. Positive
 - b. Negative
 - c. Persuasion
 - d. Other
4. What is your pricing structure?
5. What is your design style/describe what your firm does that's unique.
6. What size jobs are you usually dealing with? Total Quantities?
7. What States do you currently operate in?
8. States where you have print shops?
9. Experience with non-allocable
 - a. Please detail your process.
10. Please describe your project management structure.
11. What is your average turnaround time from start to finish (including print time)?
12. Where do you ship to?
13. Detail a period that firm had significant issues and the structural changes your firm has taken to make sure they don't happen.
14. Detail a project that had significant issues not due to your actions, but how did you fix those issues and get the piece delivered.
15. Major races you've done.
16. Does your firm offer any kickbacks whatsoever to anyone?
17. How are files exchanged?
18. Firm details (How is your firm structured)?
19. Any ongoing legal cases?
20. Any legal cases finding firm or employee has broken law/civil penalty/got client in trouble.
21. Any time you've sued a client or a clients sued you. Explain.
22. Negative news stories about your firm.
23. Are you a vendor for the RNC/NRCC/NRSC/any other major GOP Branch?
24. Do you bill exact postage?
25. What's your billing/invoicing timeline in relation to piece production.
26. Do you do digital variable printing? What's that process?
27. Have you ever opposed a GOP nominee?
28. Do you work with clients to gang print and pass on savings?
29. Does your firm do other work and do you serve as a one-stop shop for clients?