



13 Branch St. Methuen, Ma. 01844
1-888-547-8683 Fax 1-978-687-3670 www.lhsassociates.com

March 19, 2007

To whom it may concern:

LHS Associates, located in Methuen, Massachusetts, is the largest provider of automated election services in the Northeastern United States serving over 600 municipalities. We are the exclusive value-added reseller of the Accu-Vote product line in the New England area.

We have been asked to comment on the effect of "fusion voting" as it pertains to the current Optical Scanning tabulators that we support in the New England region. Let me state that LHS Associates is neither a proponent nor an opponent of the "fusion" method of presenting candidates on ballots.

LHS Associates provides optical scan voting machines in both states that utilize fusion and those that do not. In Connecticut, where fusion voting is legal and has recently come into more regular use, we provide not only the optical scan voting machines but also the paper ballots that voters use. We do the same for many elections in Maine, where we understand legislation to revive fusion voting is currently pending.

This letter speaks only to the procedural and cost questions associated with the change from the existing format to the new "fusion" format of ballot. Under fusion, a candidate for public office can run with the support of more than one political party and have his or her name listed once for each nominating party. The votes for each cross-endorsed candidate will be tallied by party and presented on the machine printout as **Candidate A (party 1)**, **Candidate A (party 2)**, **Candidate A (no party)** if a party cannot be determined (i.e. the voter votes for both party 1 AND party 2), then finally, **Candidate A (TOTAL)**, which is the sum of the above three totals.

The only cost increase to coding elections under the fusion method would be the additional times that the cross-endorsed candidate appears on the ballot. This cost would be minimal (\$7.50 per occurrence). However, it is important to note that this cost is no greater than if the names of any independent third party candidates were on the ballot. Each new candidate line costs the same: whether or not it is a fusion line is immaterial. Ballot printing cost are based on the size of the ballot (i.e.: 8 ½ x 11" vs. 8 ½ x 14") and not by how a ballot appears within those dimensions.

We hope that this clarifies any issues. Nonetheless, if you have any further questions or concerns, please do not hesitate to contact us at 1-888-547-8683, and we will seek to address them.

Sincerely,

A handwritten signature in black ink, appearing to read "Gerry Bergeron". The signature is fluid and cursive, with a long horizontal stroke at the end.

Gerry Bergeron
Vice-President