

		Allen Wayne Ltd. Chantilly, VA			Fremont Prtg. Fremont, OH		The Retention Solution Philadelphia, PA		Schartz Pub. Group Blackwell, OK		The Write Advantage Scottsdale, AZ	
ITEM NO	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I.	COMPLETE PRODUCT:											
.....a.....	Per Complete 6-Page Issue.....	4	4,895.00	19,580.00	4,822.76	19,291.04	14,760.00	59,040.00	4,400.00	17,600.00	4,650.00	18,600.00
.....1..	Running rate.....per 1000 copies.....	84	83.25	6,993.00	81.99	6,887.16	2,226.00	186,984.00	160.00	13,440.00	152.73	12,829.32
II.	PACKING, LABELING AND DISTRIBUTION:											
.....a.....	Creating and revising distribution list.....per 100 addresses.....	621	NC		10.00	6,210.00	1.9324	1,200.02	NC		1.00	621.00
	Item (iia) shall be for the initial capture of all furnished mailing address with the first order and the additions, deletions, or any other changes for subsequent orders.											
.....b.....	Bulk shipment (other than by mail): Packing and sealing shipping containers....per container.....	10	NC		NC		4.00	40.00	NC		25.00	250.00
.....c.....	Self-mailers, affix an address label or print address directly on each copy, prepare mail for automation rates.....per 100 copies.....	621	3.00	1,863.00	2.96	1,838.16	5.153	3,200.01	3.95	2,452.95	3.90	2,421.90
	CONTRACTOR TOTALS			\$28,436.00		\$34,226.36		\$250,464.03		\$33,492.95		\$34,722.22
	DISCOUNT							0.50%		\$167.46		
	DISCOUNTED TOTALS			\$28,436.00		\$34,226.36		\$250,464.03		\$33,325.49		\$34,722.22