

& DESCRIPTION	BASIS OF AWARD		ESQUIRE II Greensboro, NC		J & J PRINTERS Bremerton, WA		SOUTHERN ATLANTIC Chesapeake, VA		TARGET SCREEN PRINT Cleveland, OH		PREVIOUS Southern Atlantic	
	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I. Printing (Price per cut form)												
(a) Printed one side only:												
(1) Makeready/Setup.....	42.00	4200.00	43.30	4330.00	44.00	4400.00	42.00	4200.00	44.00	4400.00	44.00	4400.00
(2) Running-per 100 copies.....	2.30	5060.00	2.25	4950.00	2.40	5280.00	3.00	6600.00	2.40	5280.00	2.40	5280.00
(b) Additional colors, per color, per form												
(1) Makeready/setup.....	31.00	2325.00	37.50	2812.50	32.00	2400.00	30.00	2250.00	32.00	2400.00	32.00	2400.00
(2) Running-per 100 copies.....	1.90	3135.00	1.85	3052.50	1.90	3135.00	2.50	4125.00	2.00	3300.00	2.00	3300.00
II. Die cutting and trimming:												
(a) Makeready/Setup.....	19.50	780.00	21.50	860.00	20.00	800.00	20.00	800.00	20.00	800.00	20.00	800.00
(b) Running-per 100 forms.....	2.00	1760.00	2.10	1848.00	1.90	1672.00	2.50	2200.00	2.00	1760.00	2.00	1760.00
(c) Making die-per die.....	N/C		44.00	220.00	N/C		N/C		N/C		N/C	
III. Stock (per 100 sq. Inches)												
(a) White Vinyl, gloss or matte.....	0.12	2956.80	0.10	2464.00	0.13	3203.20	0.11	2710.40	0.12	2956.80	0.12	2956.80
(b) Colored vinyl, gloss or matte....	0.15	858.00	0.12	686.40	0.15	858.00	0.14	800.80	0.15	858.00	0.15	858.00
(c) Fluorescent colored vinyl, gloss	0.15	594.00	0.22	871.20	0.15	594.00	0.17	673.20	0.15	594.00	0.15	594.00
(d) Clear vinyl, gloss or matte.....	0.13	286.00	0.11	242.00	0.13	286.00	0.14	308.00	0.13	286.00	0.13	286.00
(e) Reflective vinyl, white or colors	0.92	6881.60	0.86	6432.80	1.12	8377.60	0.79	5909.20	1.10	8228.00	1.10	8228.00
IV. Additional Operations:												
(a) Shrink-film wrapping per package.	0.20	13.20	0.22	14.52	N/C		0.10	6.60	N/C		N/C	
CONTRACTOR TOTALS		\$28,849.60		\$28,783.92		\$31,005.80		\$30,583.20		\$30,862.80		\$30,862.80
DISCOUNT	NET			\$575.68	2.00%	\$620.12	1.00%	\$305.83	2.00%	\$617.26	2.00%	\$617.26
DISCOUNTED TOTALS		\$28,849.60		\$28,208.24		\$30,385.68		\$30,277.37		\$30,245.54		\$30,245.54

Reviewed By: _____