
News Release



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GPO'S PRINTING PROCUREMENT PROGRAM SAVES TAXPAYERS BIG \$\$\$

With the April 15 deadline for filing Federal income taxes fast approaching, taxpayers across the Nation can rest assured that the Government Printing Office (GPO) is continuing to save them millions of dollars every year through its cost-effective printing procurement program.

All over the country, GPO buys approximately 75 percent of all Federal printing orders from private sector printers in one of the Government's most competitive, most successful purchasing programs ever, dealing with more than 10,000 printing firms nationwide to get the best possible price for the Government's printing dollar. Just look at some recent GPO procurement success stories:

- ★ In New York, an agency ordered 100,000 sets of a 12-page book. Another Federal agency that provides printing services, the General Services Administration, provided a contract bid for \$37,000. GPO's New York office procured the job for \$5,700, **saving the taxpayers \$31,300, or 85 percent.**
- ★ In Columbus, a Federal agency obtained a quote of \$2,644 for a short-run job. GPO got the job for them for \$930.01, **a savings of \$1,713.99, or 65 percent.** Another Federal agency wanted to produce a printing job in-house at a cost of \$4,719.75. Then they decided to turn to GPO, which contracted the same job for \$1,164.21. **Savings of \$3,555.54, or 75 percent.**
- ★ In Atlanta, a Federal agency wanted to place a printing contract with a local firm, rather than using the most competitively-priced printer recommended by GPO. The lowest local contractor price was \$50,712.35. The GPO-recommended printer's price was \$20,994.24. **Savings on this one contract: \$29,718.11, or 59 percent.**
- ★ In Oklahoma City, a Federal department requisitioned a job for 20,000 books, estimating the cost at \$220,000. Money-saving suggestions by GPO professionals got the final product cost down to \$103,000. **Looks like GPO saved the taxpayers \$117,000, or 53 percent.**

- ★ In Chicago, a Federal agency ordered 98,000 copies of a 172-page publication with saddle-stitching. GPO experts recommended perfect-binding as a cost-saving alternative. The agency initially rejected this recommendation and the winning bid for the saddle-stitched job was \$134,153. But GPO asked for bids on the perfect-bound job anyway and showed the results to the agency—a low bid of \$73,956. The agency agreed to change its requirements, resulting in a **savings of \$60,197, or 45 percent.**
- ★ In Washington, DC, an agency headquarters ordered a job with a short delivery time. The initial bid for \$42,235 was deemed excessive. GPO convinced the agency to extend its delivery requirements by 12 days. The resulting contract was \$30,888, **a savings of \$11,347, or 27 percent.**
- ★ In Boston, an agency had been purchasing its duplicating needs directly from local printers. GPO offered to find them a better price. Bids from the two sources which had been doing the work were \$12,262.88 and \$13,859.85. GPO awarded the job to a top-performing firm for \$9,859.31. **Minimum savings of \$2,403.57, or 20 percent.**
- ★ In Los Angeles, an agency seeking to downsize its internal printing capability turned to GPO to outsource the work. The 3-year GPO contract **will save the agency approximately \$2.1 million over its term.**

Savings of these magnitudes have been consistently achieved by GPO's printing procurement program, and they have even been exceeded. Not long ago, for example, a Federal agency in Boston contacted a local printer and received a quote of \$4,900. When the agency turned to GPO instead, the final contracted price was \$112, **giving the agency an unbelievable savings of \$4,788, or 98 percent!**

GPO's printing procurement program billed 272,065 commercial orders in FY 1997, an average of more than 1,000 per day, generating total revenues of \$488.1 million. Not only does GPO's procurement program save taxpayers millions, the work it places in virtually every state in the Nation generates jobs as well as state and local tax revenues. And when federal agencies work with GPO for their information product needs, GPO makes sure those same products are placed in GPO's bookstores and in Federal depository libraries nationwide, at no additional cost to the agencies. GPO's printing procurement program was recently characterized as "an example of the best services government has to offer" in a management audit conducted by Booz-Allen & Hamilton, Inc.

"That's the reason we have the GPO—to save the taxpayers money and make sure the public has access to vital Government information," says Deputy Public Printer of the United States Robert T. Mansker. "When agencies fail or refuse to use our services as they are required to by law in Title 44 of the U.S. Code, taxpayers take a beating and Government information becomes hard to find. We're here to save money and protect public access. That's the job we do best, as our record shows."