

| ITEM NO.                                | DESCRIPTION  | BASIS OF AWARD | ART LITHO CO<br>BALTIMORE, MD |            | FRYE & SMITH, INC<br>COSTA MESA, CA |            | GATEWAY PRESS, INC<br>LOUISVILLE, KY |            | UNIVERSAL PRT<br>DESOTO, TX |            |
|---|--|----------------|-------------------------------|------------|-------------------------------------|------------|--------------------------------------|------------|-----------------------------|------------|
|   |  |                | UNIT RATE                     | COST       | UNIT RATE                           | COST       | UNIT RATE                            | COST       | UNIT RATE                   | COST       |
| <b>PREPRESS:</b>                        |  |                |                               |            |                                     |            |                                      |            |                             |            |
| (a)                                     | Trim/Page-size unit produced from camera copy;   | 224            | 7.00                          | 1,568.00   | 9.90                                | 2,217.60   | 4.00                                 | 896.00     | 7.07                        | 1,583.68   |
| (b)                                     | Trim/Page-size unit produced from electronic file;   | 3300           | 13.00                         | 42,900.00  | 8.80                                | 29,040.00  | 8.00                                 | 26,400.00  | 7.07                        | 23,331.00  |
| (c)                                     | Manual keyboarding Authors Alterations...per line.....   | 20             | 2.00                          | 40.00      | 2.25                                | 45.00      | 2.00                                 | 40.00      | 3.54                        | 70.80      |
| <b>ILLUSTRATIONS:</b>                   |  |                |                               |            |                                     |            |                                      |            |                             |            |
| (d)                                     | Line.....per illustration.....   | 600            | 5.00                          | 3,000.00   | 12.00                               | 7,200.00   | 3.00                                 | 1,800.00   | 0.71                        | 426.00     |
| (e)                                     | Square-finish halftone (from photoprint) ...per illust....   | 300            | 10.00                         | 3,000.00   | 16.50                               | 4,950.00   | 8.00                                 | 2,400.00   | 0.71                        | 213.00     |
| (f)                                     | Color Corrected Four-color Process Films of Illust:  | 360            | 56.00                         | 20,160.00  | 75.00                               | 27,000.00  | 55.00                                | 19,800.00  | 77.07                       | 27,745.20  |
| (g)                                     | Over 32 258 mm (50 sq. in.) image...per illust.....  | 100            | 56.00                         | 5,600.00   | 90.00                               | 9,000.00   | 125.00                               | 12,500.00  | 88.38                       | 8,838.00   |
| (h)                                     | 2 sets Matchprint or equal color proofs;   | 660            | 35.00                         | 23,100.00  | 26.00                               | 17,160.00  | 35.00                                | 23,100.00  | 46.06                       | 30,399.60  |
| (i)                                     | 2 set book blues or equal proofs;  | 704            | 8.00                          | 5,632.00   | 5.00                                | 3,520.00   | 10.75                                | 7,568.00   | 3.33                        | 2,344.32   |
| (j)                                     | System linework.....per hour.....  | 12             | 70.00                         | 840.00     | 75.00                               | 900.00     | 60.00                                | 720.00     | 123.74                      | 1,484.88   |
| <b>PRINTING AND BINDING:</b>            |  |                |                               |            |                                     |            |                                      |            |                             |            |
| <b>Four-color process:</b>              |  |                |                               |            |                                     |            |                                      |            |                             |            |
| <b>Covers:</b>                          |  |                |                               |            |                                     |            |                                      |            |                             |            |
| (a)                                     | Complete cover printing in 4-color process;  | 12             | 1,120.00                      | 13,440.00  | 1,755.00                            | 21,060.00  | 1,308.00                             | 15,696.00  | 3,661.41                    | 43,936.92  |
| (2)                                     | Running per 1,000 Copies.....  | 1170           | 19.06                         | 22,300.20  | 17.89                               | 20,697.30  | 52.33                                | 61,226.10  | 27.36                       | 32,011.20  |
| Additional operations:                  |  |                |                               |            |                                     |            |                                      |            |                             |            |
| (b)                                     | Printing a fifth pantone ink color on covers 1 & 4;  | 2              | 391.00                        | 782.00     | 260.00                              | 520.00     | 1,200.00                             | 2,400.00   | 196.97                      | 393.94     |
| (2)                                     | Running per 1,000 Copies.....  | 174            | 0.78                          | 135.72     | 1.15                                | 200.10     | 3.43                                 | 596.82     | 0.57                        | 99.18      |
| (c)                                     | Printing a fifth metallic ink color of covers 1 & 4;   | 1              | 391.00                        | 391.00     | 453.00                              | 453.00     | 1,200.00                             | 1,200.00   | 220.20                      | 220.20     |
| (2)                                     | Running per 1,000 Copies.....  | 100            | 1.53                          | 153.00     | 1.79                                | 179.00     | 3.43                                 | 343.00     | 2.27                        | 227.00     |
| (d)                                     | Varnishing covers 1 & 4;   | 1              | 365.00                        | 365.00     | 179.00                              | 179.00     | 1,050.00                             | 1,050.00   | 110.10                      | 110.10     |
| (2)                                     | Running per 1,000 Copies.....  | 200            | 1.84                          | 368.00     | 1.51                                | 302.00     | 3.00                                 | 600.00     | 1.70                        | 340.00     |
| <b>Text pages: Per page</b>             |  |                |                               |            |                                     |            |                                      |            |                             |            |
| (1)                                     | Makeready and/or Setup.....  | 608            | 93.90                         | 57,091.20  | 91.10                               | 55,388.80  | 125.31                               | 76,188.48  | 115.43                      | 70,181.44  |
| (2)                                     | Running per 1,000 Copies.....  | 60960          | 3.26                          | 198,729.60 | 3.53                                | 215,188.80 | 1.78                                 | 108,508.80 | 1.52                        | 92,659.20  |
| <b>PAPER: Per 1,000 leaves</b>          |  |                |                               |            |                                     |            |                                      |            |                             |            |
| (a)                                     | White Litho Coated Book (50-lb.).....  | 30480          | 7.54                          | 229,819.20 | 7.79                                | 237,439.20 | 6.82                                 | 207,873.60 | 6.37                        | 194,157.60 |
| (b)                                     | White No. 2 Coated Text, Gloss-Finish (80-lb.).....  | 1966           | 13.72                         | 27,000.72  | 25.63                               | 50,000.18  | 15.35                                | 30,000.15  | 10.84                       | 21,300.12  |
| (c)                                     | White litho coated cover (60-lb.).....   | 774            | 23.19                         | 17,949.06  | 96.79                               | 74,915.46  | 20.29                                | 15,704.46  | 22.28                       | 17,244.72  |
| <b>PACKING AND DISTRIBUTION:</b>        |  |                |                               |            |                                     |            |                                      |            |                             |            |
| 1. Bulk shipments (other than by mail): |  |                |                               |            |                                     |            |                                      |            |                             |            |
| (a)                                     | Packing and sealing shipping containers...p/container.   | 500            | 2.00                          | 1,000.00   | 2.00                                | 1,000.00   | 1.91                                 | 955.00     | 13.41                       | 6,705.00   |
| 2. Mailing:                             |  |                |                               |            |                                     |            |                                      |            |                             |            |
| (a)                                     | Single copy in kraft envelope.....per envelope.....  | 15500          | 0.74                          | 11,470.00  | 0.75                                | 11,625.00  | 0.40                                 | 6,200.00   | 0.26                        | 4,030.00   |
| (b)                                     | Multiple copies in kraft envelope (up to 200 leaves);  | 10500          | 0.94                          | 9,870.00   | 1.00                                | 10,500.00  | 0.80                                 | 8,400.00   | 0.26                        | 2,730.00   |
| (c)                                     | Multiple copies over 200 leaves, up to (12-lbs.) in cushioned shipping bags, or wrapped in shipping bundles (14-lbs.).....per bag or bundle..... | 15000          | 1.98                          | 29,700.00  | 1.25                                | 18,750.00  | 1.15                                 | 17,250.00  | 1.93                        | 28,950.00  |
| (d)                                     | Quantities over (12-lbs.) up to (36-lbs.) pack in shipping containers, (40-lbs.)   | 7000           | 2.26                          | 15,820.00  | 2.00                                | 14,000.00  | 1.50                                 | 10,500.00  | 2.24                        | 15,680.00  |
| <b>Labels:</b>                          |  |                |                               |            |                                     |            |                                      |            |                             |            |
| (a)                                     | Creating and affixing address labels...p/1000 labels....   | 48             | 15.00                         | 720.00     | 20.00                               | 960.00     | 8.00                                 | 384.00     | 85.00                       | 4,080.00   |
| <b>CONTRACTOR TOTALS</b>                |  |                |                               |            |                                     |            |                                      |            |                             |            |
| <b>DISCOUNT</b>                         |  |                |                               |            |                                     |            |                                      |            |                             |            |
| Total                                   |  |                |                               |            |                                     |            |                                      |            |                             |            |
| <b>DISCOUNTED TOTALS</b>                |  |                |                               |            |                                     |            |                                      |            |                             |            |

| ITEM NO.                                    | DESCRIPTION  | BASIS OF AWARD | JOHN D. LUCAS<br>BALTIMORE, MD |            | MOTHERAL PRINTING<br>FORT WORTH, TX |            | QUEBECOR PRINTING<br>SALT LAKE CITY, UT |            | CURRENT CONTRACTOR<br>QUEBECOR PRINTING |            |
|---|--|----------------|--------------------------------|------------|-------------------------------------|------------|---|------------|---|------------|
|   |  |                | UNIT RATE                      | COST       | UNIT RATE                           | COST       | UNIT RATE                               | COST       | UNIT RATE                               | COST       |
| <b>PREPRESS:</b>                            |  |                |                                |            |                                     |            |   |            |   |            |
| (a)   | Trim/Page-size unit produced from camera copy;   | 224            | 14.00                          | 3,136.00   | 8.00                                | 1,792.00   | 10.31                                   | 2,309.44   | 9.30                                    | 2,083.20   |
| (b)   | Trim/Page-size unit produced from electronic file;   | 3300           | 12.50                          | 41,250.00  | 8.00                                | 26,400.00  | 9.50                                    | 31,350.00  | 9.50                                    | 31,350.00  |
| (c)   | Manual keyboarding Authors Alterations...per line.....   | 20             | 2.50                           | 50.00      | 1.00                                | 20.00      | 10.31                                   | 206.20     | 2.10                                    | 42.00      |
| <b>ILLUSTRATIONS:</b>                       |  |                |                                |            |                                     |            |   |            |   |            |
| (d)   | Line.....per illustration.....   | 600            | 6.00                           | 3,600.00   | 8.00                                | 4,800.00   | 10.31                                   | 6,186.00   | 9.30                                    | 5,580.00   |
| (e)   | Square-finish halftone (from photoprint) ...per illustr....  | 300            | 8.50                           | 2,550.00   | 8.00                                | 2,400.00   | 15.50                                   | 4,650.00   | 9.30                                    | 2,790.00   |
| (f)   | Color Corrected Four-color Process Films of Illustr.....   | 360            | 75.00                          | 27,000.00  | 60.00                               | 21,600.00  | 85.90                                   | 30,924.00  | 85.90                                   | 30,924.00  |
| (g)   | Over 32 258 mm (50 sq. in.) image...per illustr.....   | 100            | 110.00                         | 11,000.00  | 80.00                               | 8,000.00   | 128.80                                  | 12,880.00  | 128.80                                  | 12,880.00  |
| (h)   | 2 sets Matchprint or equal color proofs;   | 660            | 100.00                         | 66,000.00  | 36.00                               | 23,760.00  | 86.20                                   | 56,892.00  | 86.20                                   | 56,892.00  |
| (i)   | .....per trim/page-size unit.....  | 704            | 10.00                          | 7,040.00   | 11.00                               | 7,744.00   | 6.20                                    | 4,364.80   | 6.20                                    | 4,364.80   |
| (j)   | System linework.....per hour.....  | 12             | 250.00                         | 3,000.00   | 80.00                               | 960.00     | 185.00                                  | 2,220.00   | 185.00                                  | 2,220.00   |
| <b>PRINTING AND BINDING:</b>                |  |                |                                |            |                                     |            |   |            |   |            |
| <b>Four-color process:</b>                  |  |                |                                |            |                                     |            |   |            |   |            |
| <b>Covers:</b>                              |  |                |                                |            |                                     |            |   |            |   |            |
| Complete cover printing in 4-color process; |  |                |                                |            |                                     |            |   |            |   |            |
| (1)   | Makeready and/or Setup.....  | 12             | 1,226.00                       | 14,712.00  | 838.00                              | 10,056.00  | 2,178.50                                | 26,142.00  | 2,178.50                                | 26,142.00  |
| (2)   | Running per 1,000 Copies.....  | 1170           | 13.80                          | 16,146.00  | 36.45                               | 42,646.50  | 30.00                                   | 35,100.00  | 34.85                                   | 40,774.50  |
| Additional operations:                      |  |                |                                |            |                                     |            |   |            |   |            |
| (b)   | Printing a fifth pantone ink color on covers 1 & 4;  | 2              | 228.00                         | 456.00     | 124.00                              | 248.00     | 634.00                                  | 1,268.00   | 634.00                                  | 1,268.00   |
| (2)   | Running per 1,000 Copies.....  | 174            | 2.50                           | 435.00     | 0.80                                | 139.20     | 9.80                                    | 1,705.20   | 9.80                                    | 1,705.20   |
| (c)   | Printing a fifth metallic ink color of covers 1 & 4;   | 1              | 268.00                         | 268.00     | 124.00                              | 124.00     | 634.00                                  | 634.00     | 634.00                                  | 634.00     |
| (2)   | Running per 1,000 Copies.....  | 100            | 2.53                           | 253.00     | 2.30                                | 230.00     | 15.50                                   | 1,550.00   | 15.50                                   | 1,550.00   |
| (d)   | Varnishing covers 1 & 4;   | 1              | 228.00                         | 228.00     | 133.00                              | 133.00     | 634.00                                  | 634.00     | 6.34                                    | 6.34       |
| (2)   | Running per 1,000 Copies.....  | 200            | 2.40                           | 480.00     | 1.60                                | 320.00     | 12.65                                   | 2,530.00   | 12.65                                   | 2,530.00   |
| <b>Text pages: Per page</b>                 |  |                |                                |            |                                     |            |   |            |   |            |
| (1)   | Makeready and/or Setup.....  | 608            | 126.58                         | 76,960.64  | 39.69                               | 24,131.52  | 98.98                                   | 60,179.84  | 98.98                                   | 60,179.84  |
| (2)   | Running per 1,000 Copies.....  | 60960          | 1.66                           | 101,193.60 | 1.17                                | 71,323.20  | 1.15                                    | 70,104.00  | 1.15                                    | 70,104.00  |
| <b>PAPER: Per 1,000 leaves</b>              |  |                |                                |            |                                     |            |   |            |   |            |
| (a)   | White Litho Coated Book (50-lb.).....  | 30480          | 8.81                           | 268,528.80 | 7.04                                | 214,579.20 | 7.40                                    | 225,552.00 | 6.40                                    | 195,072.00 |
| (b)   | White No. 2 Coated Text, Gloss-Finish (80-lb.).....  | 1966           | 14.00                          | 27,524.00  | 17.44                               | 34,280.64  | 14.80                                   | 28,716.80  | 14.25                                   | 28,012.50  |
| (c)   | White litho coated cover (60-lb.).....   | 774            | 23.50                          | 18,189.00  | 31.36                               | 24,272.64  | 28.56                                   | 22,105.44  | 28.56                                   | 22,105.44  |
| <b>PACKING AND DISTRIBUTION:</b>            |  |                |                                |            |                                     |            |   |            |   |            |
| Bulk shipments (other than by mail):        |  |                |                                |            |                                     |            |   |            |   |            |
| (a)   | Packing and sealing shipping containers...p/container.   | 500            | 1.00                           | 500.00     | 20.13                               | 10,065.00  | 3.61                                    | 1,805.00   | 2.15                                    | 1,075.00   |
| <b>Mailing:</b>                             |  |                |                                |            |                                     |            |   |            |   |            |
| (a)   | Single copy in kraft envelope.....per envelope.....  | 15500          | 0.20                           | 3,100.00   | 0.25                                | 3,875.00   | 0.30                                    | 4,650.00   | 0.20                                    | 3,100.00   |
| (b)   | Multiple copies in kraft envelope (up to 200 leaves);  | 10500          | 0.40                           | 4,200.00   | 0.34                                | 3,570.00   | 0.45                                    | 4,725.00   | 0.34                                    | 3,570.00   |
| (c)   | Multiple copies over 200 leaves, up to (12-lbs.) in cushioned shipping bags, or wrapped in shipping bundles (14-lbs.).....per bag or bundle..... | 15000          | 0.80                           | 12,000.00  | 1.00                                | 15,000.00  | 1.30                                    | 19,500.00  | 1.15                                    | 17,250.00  |
| (d)   | Quantities over (12-lbs.) up to (36-lbs.) pack in shipping containers, (40-lbs.)   | 7000           | 1.60                           | 11,200.00  | 1.50                                | 10,500.00  | 2.15                                    | 15,050.00  | 1.98                                    | 13,860.00  |
| <b>Labels:</b>                              |  |                |                                |            |                                     |            |   |            |   |            |
| (a)   | Creating and affixing address labels...p/1000 labels....   | 48             | 20.80                          | 998.40     | 24.37                               | 1,169.76   | 360.82                                  | 17,319.36  | 360.82                                  | 17,319.36  |
| <b>CONTRACTOR TOTALS</b>                    |  |                |                                |            |                                     |            |   |            |   |            |
| <b>DISCOUNT</b>                             |  |                |                                |            |                                     |            |   |            |   |            |
| <b>DISCOUNTED TOTALS</b>                    |  |                |                                |            |                                     |            |   |            |   |            |