

Program No B396-S Term Date of Award To 11/30/99
Title: ADVERTISING KITS AND/OR INDIVIDUAL ITEMS

ITEM NO	DESCRIPTION	BASIS OF AWARD	DANIELS GRAPHICS ASHVILLE, NC		GRAPHIX PRESS SAN FERNANDO, CA		CURRENT CONTRACTOR NIAGARA PRINTING	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I. PREPRESS:								
(a)	Line.....per illustration	364	8.00	2,912.00	50.00	18,200.00	7.00	2,548.00
(b)	Square-finish halftone.....per illustratio	5	12.00	60.00	50.00	250.00	10.00	50.00
(c)	Combo line and halftone.....per illustrati	12	20.00	240.00	50.00	600.00	17.00	204.00
(d)	Silhouette halftone.....per illustrati	20	30.00	600.00	75.00	1,500.00	25.00	500.00
(e)	To 16 129mm (25 sq in) image.....per set	100	85.00	8,500.00	100.00	10,000.00	75.00	7,500.00
(f)	Scanning mechanical art.....per sec	15	125.00	1,875.00	25.00	375.00	150.00	2,250.00
(g)	CEPS retouching of images.....per hou	8	85.00	680.00	250.00	2,000.00	150.00	1,200.00
(h)	CEPS assembly time.....per hour	4	90.00	360.00	200.00	800.00	125.00	500.00
(i)	Timework.....per hour	3	110.00	330.00	100.00	300.00	60.00	180.00
(j)	System Timework.....per hour	5	110.00	550.00	250.00	1,250.00	150.00	750.00
II. PRINTING, BINDING, CONSTRUCTION AND DISTRIBUTION:								
Forms and Labels:								
(a)	Printing face only sgl ink color.....per leaf							
	Make ready and/or Setup Charges							
(1)	Format A	18	92.00	1,656.00	300.00	5,400.00	90.00	1,620.00
(2)	Format B	4	115.00	460.00	300.00	1,200.00	105.00	420.00
(3)	Format C	36	145.00	5,220.00	300.00	10,800.00	140.00	5,040.00
	Running Charges Per 100 Copies							
(4)	Format A	851	1.26	1,072.26	1.29	1,097.79	1.25	1,063.75
(5)	Format B	171	1.67	285.57	3.17	542.07	1.75	299.25
(6)	Format C	1525	2.20	3,355.00	6.50	9,912.50	2.25	3,431.25
(b)	Printing two sides sgl ink color.....per leaf							
	Make ready and/or Setup Charges							
(1)	Format A	9	120.00	1,080.00	600.00	5,400.00	100.00	900.00
(2)	Format B	1	140.00	140.00	600.00	600.00	130.00	130.00
	Running Charges Per 100 Copies							
(4)	Format A	438	20.50	8,979.00	2.58	1,130.04	2.20	963.60
(5)	Format B	109	2.60	283.40	6.34	691.06	2.50	272.50
(c)	Printing 4-color process.....per side							
	Make ready and/or Setup Charges							
(1)	Format A	4	410.00	1,640.00	600.00	2,400.00	450.00	1,800.00
(2)	Format B	9	465.00	4,185.00	600.00	5,400.00	470.00	4,230.00
(3)	Format C	5	520.00	2,600.00	600.00	3,000.00	480.00	2,400.00
	Running Charges Per 100 Copies							
(4)	Format A	113	3.00	339.00	5.60	632.80	3.25	367.25
(5)	Format B	285	4.60	1,311.00	5.60	1,596.00	5.00	1,425.00
(6)	Format C	169	5.70	963.30	5.60	946.40	5.10	861.90
(d)	Prtg a color in addition to 1st...per color/side							
	Make ready and/or Setup Charges							
(1)	Format A	25	85.00	2,125.00	100.00	2,500.00	60.00	1,500.00
(2)	Format B	1	85.00	85.00	100.00	100.00	70.00	70.00
(3)	Format C	1	85.00	85.00	100.00	100.00	80.00	80.00
	Running Charges Per 100 Copies							
(4)	Format A	960	1.10	1,056.00	3.20	3,072.00	1.15	1,104.00
(5)	Format B	25	1.20	30.00	3.20	80.00	1.20	30.00
(6)	Format C	105	1.40	147.00	3.20	336.00	1.50	157.50

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II. PRINTING, BINDING, CONSTRUCTION AND DISTRIBUTION:									
2.	Pamphlets (saddle-stitched):								
(a)	Printing in sgl ink color.....per page								
	Makeready and/or Setup Charges								
(1)	Format A	20	29.00	580.00	50.00	1,000.00	35.00	700.00	
(2)	Format B	8	40.00	320.00	50.00	400.00	45.00	360.00	
	Running Charges Per 100 Copies								
(3)	Format A	1298	0.90	1,168.20	5.10	6,619.80	1.00	1,298.00	
(4)	Format B	872	1.10	959.20	5.10	4,447.20	1.10	959.20	
(b)	Printing in 4-color process.....per page								
	Makeready and/or Setup Charges								
(1)	Format A	8	116.00	928.00	100.00	800.00	135.00	1,080.00	
(2)	Format B	8	129.00	1,032.00	100.00	800.00	185.00	1,480.00	
	Running Charges Per 100 Copies								
(3)	Format A	232	1.14	264.48	12.40	2,876.80	1.30	301.60	
(4)	Format B	872	1.76	1,534.72	12.40	10,812.80	2.00	1,744.00	
(c)	Prtg a color in addition to 1st.....per color/page								
	Makeready and/or Setup Charges								
(1)	Format A	33	85.00	2,805.00	50.00	1,650.00	90.00	2,970.00	
(2)	Format B	2	85.00	170.00	50.00	100.00	100.00	200.00	
	Running Charges Per 100 Copies								
(3)	Format A	2578	0.90	2,320.20	5.10	13,147.80	1.00	2,578.00	
(4)	Format B	218	1.20	261.60	5.10	1,111.80	2.00	436.00	
3.	Mall Reply Cards:								
(a)	Printing in single ink color.....per card								
(1)	Makeready and or Setup	20	85.00	1,700.00	56.00	1,120.00	0.00	0.00	
(2)	Running Per 100 Copies	112	3.00	336.00	4.50	504.00	0.00	0.00	
4.	Envelopes:								
(a)	Printing one side, single ink.....per envelope								
(1)	Makeready and or Setup	2	85.00	170.00	100.00	200.00	80.00	160.00	
(2)	Running Per 100 Copies	200	5.60	1,120.00	9.30	1,860.00	6.00	1,200.00	
(b)	Printing in 4-color process.....per envelope								
(1)	Makeready and or Setup	6	420.00	2,520.00	300.00	1,800.00	450.00	2,700.00	
(2)	Running Per 100 Copies	480	6.70	3,216.00	12.50	6,000.00	7.00	3,360.00	
(c)	Prtg 1 side a color in addition to 1st.....								
per color/per envelope								
(1)	Makeready and or Setup	2	85.00	170.00	75.00	150.00	55.00	110.00	
(2)	Running Per 100 Copies	160	2.20	352.00	5.00	800.00	2.00	320.00	
5.	Kit Folders: Incl films, stock, prtfg, binding, and construction								
(a)	Prtg face/back in 4-color process..per kit folder								
(1)	Makeready and or Setup	2	457.00	914.00	970.00	1,940.00	0.00	0.00	
(2)	Running Per 100 Copies	200	59.40	11,880.00	177.00	35,400.00	0.00	0.00	
6.	CD-ROM Holder: Incl films, stock, prtfg, binding and construction								
(a)	Prtg face only, 4-color process..per CD-ROM holder								
(1)	Makeready and or Setup	1	454.00	454.00	1,820.00	1,820.00	0.00	0.00	
(2)	Running Per 100 Copies	80	56.76	4,540.80	245.00	19,600.00	0.00	0.00	

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II. PRINTING, BINDING, CONSTRUCTION AND DISTRIBUTION:								
7.	Kit Box: Incl films, stock, prtg, binding and construction for kit bxs and inner trays							
(a)	Printing face only 4-color process..per kit box							
(1)	Makeready and or Setup	2	534.00	1,068.00	3,010.00	6,020.00	0.00	0.00
(2)	Running Per 100 Copies	100	130.00	13,000.00	635.00	63,500.00	0.00	0.00
III. PAPER: Per 100 leaves								
1.(a)	White Offset Book (90 g/m2 (60-lbs.))							
(1)	Format A	462	0.68	314.16	0.64	295.68	0.60	277.20
(2)	Format B	473	0.96	454.08	1.28	605.44	0.90	425.70
(3)	Format C	375	2.05	768.75	1.92	720.00	1.80	675.00
(b)	White Litho Coated Book (90 g/m2 (60-lbs))							
(1)	Format A	828	0.92	761.76	0.98	811.44	0.80	662.40
(2)	Format B	570	1.62	923.40	1.56	889.20	1.50	855.00
(3)	Format C	1257	3.05	3,833.85	3.12	3,921.84	2.90	3,645.30
(c)	White Index (200 g/m2 (110-lbs))							
(1)	Format A	388	1.71	663.48	1.08	419.04	1.40	543.20
(d)	White 25% Bond (75 g/m2 (20-lbs))							
(1)	Format A	75	5.15	386.25	0.84	63.00	5.00	375.00
(2)	Format B	180	8.25	1,485.00	1.68	302.40	8.00	1,440.00
(e)	White Coated Label (90-105 g/m2 (60-70 lbs))							
(1)	Format A	449	3.30	1,481.70	6.30	2,828.70	2.80	1,257.20
(2)	Format B	168	5.14	863.52	12.60	2,116.80	5.00	840.00
Per 100 Envelopes:								
2.(a)	White Wave (90 g/m2 (24-lbs)) or Kraft (90 g/m2 (24-lbs))	520	6.86	3,567.20	5.57	2,896.40	0.00	0.00
(b)	White Litho Coated Book (105 g/m2 (70-lbs	160	38.65	6,184.00	4.80	768.00	0.00	0.00
IV. ADDITIONAL OPERATIONS:								
(a)	Assemble kits & place in envelopes..per 100	280	12.50	3,500.00	256.00	71,680.00	8.00	2,240.00
(b)	Assemble kits, place in videotape box, seal w/pressure sensitive label.....per 100 kits	12	31.00	372.00	286.00	3,432.00	35.00	420.00
(c)	Assemble kits, place in compact disc/ audiotape/videocassette box, apply pressure sensitive label, insert into Jiffy bag, seal/apply label to Jiffy bag.....per 100 kits	220	0.00	0.00	550.00	121,000.00	40.00	8,800.00
(d)	Fold to 4-folds, parallel and/or right angleper 100 forms	1956	0.00	0.00	5.00	9,780.00	1.00	1,956.00
(e)	Insert preprtd folded form into kitsper 100 forms	25	0.00	0.00	11.00	275.00	4.00	100.00
(f)	Shrink-film wrapping ads.....per 100 leav	16	0.00	0.00	3.50	56.00	5.00	80.00
V. PACKING:								
1.	Bulk shipments (other than mail):							
(a)	Pack/seal shipping containers...per contain	520	0.00	0.00	0.85	442.00	1.00	520.00
2.	Mailing:							
(a)	Affix furn labels on mailed kits...per 100 labe	400	0.00	0.00	11.00	4,400.00	10.00	4,000.00
(b)	Jiffy/shipping bags 305 x 213mm (12 x 8-3/8) or 267 x 406mm (10-1/2 x 16)..per 100 bags	270	0.00	0.00	38.00	10,260.00	30.00	8,100.00
CONTRACTOR TOTALS								
				\$132,547.88		\$514,654.80		\$103,016.80
DISCOUNT								
			2.00%	\$2,650.96	0.50%	\$2,573.27	2.00%	\$2,060.34
DISCOUNTED TOTALS								
				\$129,896.92		\$512,081.53		\$100,956.46
AWARDED								