

		GRAY GRAPHICS		MCDONALD & EUDY		NPC, INC.		P.A. HUTCHISON CO.		THUNDERBIRD PRESS		
Dept. of the Army		Capitol Heights, MD		Temple Hills, MD		Claysburg, PA		Mayfield, PA		Titusville, FL		
Program 672-S		UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
I.	PRINTING & BINDING:											
1.	<u>Looseleaf</u> : Printing in black ink . . per page. . .											
	MAKEREADY/SETUP:											
(1)	FORMAT A-----	1500	8.00	12,000.00	5.00	7,500.00	5.00	7,500.00	2.00	3,000.00	2.00	3,000.00
(2)	FORMAT B-----	2000	8.00	16,000.00	5.00	10,000.00	5.00	10,000.00	2.00	4,000.00	4.00	8,000.00
(3)	FORMAT C-----	60925	8.00	487,400.00	5.00	304,625.00	4.10	249,792.50	1.00	60,925.00	4.00	243,700.00
	RUNNING/1,000 COPIES:											
(4)	FORMAT A-----	750	1.50	1,125.00	1.50	1,125.00	2.47	1,852.50	5.00	3,750.00	2.00	1,500.00
(5)	FORMAT B-----	330	1.50	495.00	1.50	495.00	2.65	874.50	9.00	2,970.00	3.50	1,155.00
(6)	FORMAT C-----	25384	1.50	38,076.00	1.50	38,076.00	2.80	71,075.20	6.00	152,304.00	3.50	88,844.00
2.	<u>Side-stitched</u> : Printing in black ink, including binding. . . per page. . .											
	MAKEREADY/SETUP:											
(1)	FORMAT A-----	1720	8.00	13,760.00	5.00	8,600.00	5.00	8,600.00	2.00	3,440.00	2.00	3,440.00
(2)	FORMAT B-----	2080	8.00	16,640.00	5.00	10,400.00	5.00	10,400.00	2.00	4,160.00	4.00	8,320.00
(3)	FORMAT C-----	28380	8.00	227,040.00	5.00	141,900.00	4.00	113,520.00	1.20	34,056.00	4.00	113,520.00
	RUNNING/1,000 COPIES:											
(4)	FORMAT A-----	4220	1.75	7,385.00	1.50	6,330.00	2.50	10,550.00	5.00	21,100.00	2.50	10,550.00
(5)	FORMAT B-----	220	1.75	385.00	1.50	330.00	2.95	649.00	9.00	1,980.00	4.00	880.00
(6)	FORMAT C-----	9436	1.75	16,513.00	1.50	14,154.00	3.00	28,308.00	7.25	68,411.00	4.00	37,744.00
3.	<u>Covers</u> : Printing in black ink, including binding. . . per page. . .											
	MAKEREADY/SETUP:											
(1)	FORMAT A-----	60	75.00	4,500.00	40.00	2,400.00	28.50	1,710.00	32.00	1,920.00	5.00	300.00
(2)	FORMAT B-----	60	75.00	4,500.00	40.00	2,400.00	31.50	1,890.00	32.00	1,920.00	5.00	300.00
(3)	FORMAT C-----	570	75.00	42,750.00	40.00	22,800.00	34.00	19,380.00	16.00	9,120.00	5.00	2,850.00
	RUNNING/1,000 COPIES:											
(4)	FORMAT A-----	94	50.00	4,700.00	30.00	2,820.00	3.50	329.00	33.00	3,102.00	5.00	470.00
(5)	FORMAT B-----	10	50.00	500.00	30.00	300.00	3.50	35.00	33.00	330.00	5.00	50.00
(6)	FORMAT C-----	148	50.00	7,400.00	30.00	4,440.00	4.00	592.00	38.00	5,624.00	5.00	740.00
4.	<u>Fold-ins</u> :											
(a)	Printing in black ink on one side only and inserting. . . per fold-in unit. . .											
	MAKEREADY/SETUP:											
(3)	FORMAT C-----	3236	40.00	129,440.00	50.00	161,800.00	6.00	19,416.00	3.00	9,708.00	15.00	48,540.00
	RUNNING/1,000 COPIES:											
(6)	FORMAT C-----	502	30.00	15,060.00	8.00	4,016.00	9.75	4,894.50	50.00	25,100.00	10.00	5,020.00
(b)	Printing in black ink on one side only and gathering in sets. . . per fold-in unit. . .											
	MAKEREADY/SETUP:											
(3)	FORMAT C-----	104	40.00	4,160.00	50.00	5,200.00	6.00	624.00	10.00	1,040.00	10.00	1,040.00
	RUNNING/1,000 COPIES:											
(6)	FORMAT C-----	128	20.00	2,560.00	6.00	768.00	9.75	1,248.00	40.00	5,120.00	10.00	1,280.00
(c)	Printing on second side in black ink. . . per fold-in unit. . .											
	MAKEREADY/SETUP:											
(3)	FORMAT C-----	59	35.00	2,065.00	25.00	1,475.00	6.00	354.00	10.00	590.00	10.00	590.00
	RUNNING/1,000 COPIES:											
(6)	FORMAT C-----	118	25.00	2,950.00	5.00	590.00	9.75	1,150.50	10.00	1,180.00	10.00	1,180.00
II.	PAPER: (PER 1,000 LEAVES)											
(a)	White Offset Book (50-lb.) . . .											
(1)	FORMAT A-----	2485	5.50	13,667.50	0.57	1,416.45	6.15	15,282.75	8.31	20,650.35	3.00	7,455.00
(2)	FORMAT B-----	275	6.00	1,650.00	0.57	156.75	7.00	1,925.00	8.31	2,285.25	6.50	1,787.50
(3)	FORMAT C-----	18040	6.50	117,260.00	0.57	10,282.80	7.50	135,300.00	1.00	18,040.00	6.50	117,260.00
(b)	Colored Index (110-lb.) . . .											
(1)	FORMAT A-----	47	30.00	1,410.00	28.00	1,316.00	35.00	1,645.00	36.00	1,692.00	13.00	611.00
(2)	FORMAT B-----	5	35.00	175.00	28.00	140.00	40.00	200.00	36.00	180.00	25.00	125.00
(3)	FORMAT C-----	96	40.00	3,840.00	28.00	2,688.00	45.00	4,320.00	36.00	3,456.00	25.00	2,400.00
III.	ADDITIONAL OPERATIONS:											
	Shrink-film wrapping.....per 100 packages---	299	30.00	8,970.00	20.00	5,980.00	20.00	5,980.00	20.00	5,980.00	20.00	5,980.00

I. PRINTING & BINDING:										
1.	<u>Looseleaf</u> : Printing in black ink . . .per page . . .									
	MAKEREADY/SETUP:									
(1)	FORMAT A-----	1500	6.00	9,000.00	6.00	9,000.00	0.50	750.00	10.00	15,000.00
(2)	FORMAT B-----	2000	8.00	16,000.00	6.00	12,000.00	0.50	1,000.00	4.50	9,000.00
(3)	FORMAT C-----	60925	8.00	487,400.00	5.00	304,625.00	0.50	30,462.50	3.00	182,775.00
	RUNNING/1,000 COPIES:									
(4)	FORMAT A-----	750	5.00	3,750.00	2.00	1,500.00	5.00	3,750.00	10.00	7,500.00
(5)	FORMAT B-----	330	8.00	2,640.00	1.00	330.00	6.00	1,980.00	0.80	264.00
(6)	FORMAT C-----	25384	10.00	253,840.00	1.00	25,384.00	6.00	152,304.00	0.80	20,307.20
2.	<u>Side-stitched</u> : Printing in black ink, including binding . . .per page . . .									
	MAKEREADY/SETUP:									
(1)	FORMAT A-----	1720	6.50	11,180.00	6.00	10,320.00	0.50	860.00	7.50	12,900.00
(2)	FORMAT B-----	2080	8.50	17,680.00	6.00	12,480.00	0.50	1,040.00	4.50	9,360.00
(3)	FORMAT C-----	28380	9.00	255,420.00	5.00	141,900.00	0.50	14,190.00	3.00	85,140.00
	RUNNING/1,000 COPIES:									
(4)	FORMAT A-----	4220	5.50	23,210.00	2.00	8,440.00	5.00	21,100.00	2.00	8,440.00
(5)	FORMAT B-----	220	9.00	1,980.00	1.00	220.00	6.00	1,320.00	0.80	176.00
(6)	FORMAT C-----	9436	11.50	108,514.00	1.00	9,436.00	6.00	56,616.00	0.80	7,548.80
3.	<u>Covers</u> : Printing in black ink, including binding . . .per page . . .									
	MAKEREADY/SETUP:									
(1)	FORMAT A-----	60	16.00	960.00	40.00	2,400.00	10.00	600.00	40.00	2,400.00
(2)	FORMAT B-----	60	16.00	960.00	40.00	2,400.00	10.00	600.00	40.00	2,400.00
(3)	FORMAT C-----	570	16.00	9,120.00	40.00	22,800.00	10.00	5,700.00	40.00	22,800.00
	RUNNING/1,000 COPIES:									
(4)	FORMAT A-----	94	6.00	564.00	10.00	940.00	20.00	1,880.00	10.00	940.00
(5)	FORMAT B-----	10	8.00	80.00	10.00	100.00	20.00	200.00	10.00	100.00
(6)	FORMAT C-----	148	10.00	1,480.00	10.00	1,480.00	20.00	2,960.00	10.00	1,480.00
4.	<u>Fold-ins</u> :									
(a)	Printing in black ink on one side only and inserting . . .per fold-in unit . . .									
	MAKEREADY/SETUP:									
(3)	FORMAT C-----	3236	25.00	80,900.00	15.00	48,540.00	2.00	6,472.00	15.00	48,540.00
	RUNNING/1,000 COPIES:									
(6)	FORMAT C-----	502	20.00	10,040.00	15.00	7,530.00	15.00	7,530.00	15.00	7,530.00
(b)	Printing in black ink on one side only and gathering in sets . . .per fold-in unit . . .									
	MAKEREADY/SETUP:									
(3)	FORMAT C-----	104	25.00	2,600.00	15.00	1,560.00	2.00	208.00	12.00	1,248.00
	RUNNING/1,000 COPIES:									
(6)	FORMAT C-----	128	25.00	3,200.00	15.00	1,920.00	8.00	1,024.00	10.00	1,280.00
(c)	Printing on second side in black ink . . .per fold-in unit . . .									
	MAKEREADY/SETUP:									
(3)	FORMAT C-----	59	25.00	1,475.00	20.00	1,180.00	2.00	118.00	20.00	1,180.00
	RUNNING/1,000 COPIES:									
(6)	FORMAT C-----	118	15.00	1,770.00	25.00	2,950.00	8.00	944.00	25.00	2,950.00
II.	PAPER: (PER 1,000 LEAVES)									
(a)	White Offset Book (50-lb.) . . .									
(1)	FORMAT A-----	2485	6.00	14,910.00	4.00	9,940.00	4.50	11,182.50	3.50	8,697.50
(2)	FORMAT B-----	275	8.50	2,337.50	6.00	1,650.00	6.00	1,650.00	4.00	1,100.00
(3)	FORMAT C-----	18040	10.50	189,420.00	6.00	108,240.00	6.00	108,240.00	4.80	86,592.00
(b)	Colored Index (110-lb.) . . .									
(1)	FORMAT A-----	47	30.00	1,410.00	25.00	1,175.00	25.00	1,175.00	25.00	1,175.00
(2)	FORMAT B-----	5	40.00	200.00	25.00	125.00	30.00	150.00	25.00	125.00
(3)	FORMAT C-----	96	50.00	4,800.00	30.00	2,880.00	35.00	3,360.00	30.00	2,880.00
III.	ADDITIONAL OPERATIONS:									
	Shrink-film wrapping.....per 100 packages---	299	35.00	10,465.00	20.00	5,980.00	40.00	11,960.00	40.00	11,960.00
TITLE:	Various Army Publications - TACOM									
TERM:	Jan. 1, 2008 thru Dec. 31, 2008									
		Page 04	of 04			P R O G R A M 6 7 2 - S				
				WBC, INC.	WEST SHORE PRINTING	GOODWAY GRPHCS/VA	CURRENT CONTRACTOR:			
	Dept. of the Army	BASIS Of	d/b/a/	LITHEXCEL	Mechanicsburg, PA	Springfield, VA	GOODWAY GRPHCS/VA			
	Program 672-S	AWARD	Albuquerque, NM	UNIT RATI	COST	UNIT RATI	COST	UNIT RATI	COST	
IV.	PACKING & DISTRIBUTION:									
1.	<u>Bulk Shipments</u> -									
(a)	Packing and sealing shipping containers...									

	per container-----											
(b)	Palletizing.....per pallet-----	24805	1.80	44,649.00	1.50	37,207.50	1.50	37,207.50	1.50	37,207.50		
2.	Mailed Shipments -	685	20.00	13,700.00	20.00	13,700.00	20.00	13,700.00	20.00	13,700.00		
(a)	Single/multiple copies in kraft envelope (up to 200 leaves).....per envelope-----	1220	1.00	1,220.00	0.25	305.00	0.35	427.00	0.35	427.00		
(b)	Single/multiple copies, over 200 leaves, up to 12-lbs. (maximum 14-lbs.)..... per bag/bundle-----	225	1.50	337.50	1.00	225.00	0.80	180.00	0.80	180.00		
(c)	Quantities over 12-lbs., up to 24-lbs., (maximum 27 lbs.)..... per bundle/container-----	115	1.80	207.00	1.00	115.00	1.00	115.00	1.00	115.00		
(d)	Quantities over 24-lbs., up to 36-lbs., (maximum 40-lbs.).....per container----	365	2.00	730.00	1.00	365.00	1.50	547.50	1.50	547.50		
(e)	Addressing additional labels for more than one parcel destination.....per label-----	10	0.25	2.50	1.00	10.00	2.00	20.00	5.00	50.00		
	CONTRACTOR TOTALS			\$1,588,151.50		\$811,352.50		\$503,523.00		\$616,015.50		
	DISCOUNT		1.00%	\$15,881.52	2.00%	\$16,227.05	1.00%	\$5,035.23	1.00%	\$6,160.16		
	DISCOUNTED TOTALS			\$1,572,269.98		\$795,125.45		\$498,487.77		\$609,855.34		