

| Program No. C094-S Term June 01, 2003 To May 31, 2004 | | | | | | | | | | | | |
|---|---|----------------|------------------------|-----------|------------------|----------|-----------------|----------|--------------------|-----------|--------------------|----------|
| Title: U.S. CUSTOMS SERVICE PRINTING | | | | | | | | | | | | |
| | | | CONTROLED QUALITY CORP | | MCDONALD & EUDY | | STROUD GRAPHICS | | WALDORF COPY & PRT | | CURRENT CONTRACTOR | |
| | | | BETHESDA, MD | | TEMPLE HILLS, MD | | NASHVILLE, TX | | WALDORF, MD | | WALDORF COPY & PRT | |
| ITEM NO | DESCRIPTION | BASIS OF AWARD | Unit Rate | Cost | Unit Rate | Cost | Unit Rate | Cost | Unit Rate | Cost | Unit Rate | Cost |
| I. FILMS: | | | | | | | | | | | | |
| (a) | Film.....per page..... | 900 | 0.985 | 886.50 | 1.00 | 900.00 | 2.50 | 2,250.00 | 1.25 | 1,125.00 | 1.25 | 1,125.00 |
| (b) | Line.....per illustration.. | 10 | 3.85 | 38.50 | 7.00 | 70.00 | 6.00 | 60.00 | 1.00 | 10.00 | 5.00 | 50.00 |
| (c) | Square-finish halftone.....per illustratic | 5 | 7.00 | 35.00 | 10.00 | 50.00 | 8.00 | 40.00 | 5.00 | 25.00 | 10.00 | 50.00 |
| II. PRINTING AND BINDING: | | | | | | | | | | | | |
| Two Page Product | | | | | | | | | | | | |
| (a) | Prtg one or both sides in sgl. ink color including trimming...per product | | | | | | | | | | | |
| (1) | Makeready and/or Setup..... | 38 | 7.65 | 290.70 | 60.00 | 2,280.00 | 10.00 | 380.00 | 0.50 | 19.00 | 0.50 | 19.00 |
| (2) | Running per 100 Copies..... | 3800 | 6.73 | 25,574.00 | 0.55 | 2,090.00 | 0.40 | 1,520.00 | 1.50 | 5,700.00 | 1.50 | 5,700.00 |
| Four Page Product | | | | | | | | | | | | |
| (b) | Prtg in sgl. ink color, including binding per product | | | | | | | | | | | |
| (1) | Makeready and/or Setup..... | 10 | 6.25 | 62.50 | 75.00 | 750.00 | 20.00 | 200.00 | 0.50 | 5.00 | 7.50 | 75.00 |
| (2) | Running per 100 Copies..... | 600 | 0.20 | 120.00 | 1.80 | 1,080.00 | 0.80 | 480.00 | 1.50 | 900.00 | 0.24 | 144.00 |
| Saddle-Stitched Products | | | | | | | | | | | | |
| (c) | Prtg sgl ink color, incl binding.....per page | | | | | | | | | | | |
| (1) | Makeready and/or Setup..... | 104 | 3.85 | 400.40 | 7.50 | 780.00 | 10.00 | 1,040.00 | 0.50 | 52.00 | 7.50 | 780.00 |
| (2) | Running per 100 Copies..... | 3120 | 0.295 | 920.40 | 0.22 | 686.40 | 0.25 | 780.00 | 1.50 | 4,680.00 | 0.24 | 748.80 |
| Looseleaf Products: | | | | | | | | | | | | |
| (d) | Prtg sgl ink color, incl binding.....per page | | | | | | | | | | | |
| (1) | Makeready and/or Setup..... | 800 | 4.55 | 3,640.00 | 6.50 | 5,200.00 | 9.00 | 7,200.00 | 0.50 | 400.00 | 5.50 | 4,400.00 |
| (2) | Running per 100 Copies..... | 19000 | 0.195 | 3,705.00 | 0.22 | 4,180.00 | 0.40 | 7,600.00 | 1.50 | 28,500.00 | 0.24 | 4,560.00 |
| Varnishing: | | | | | | | | | | | | |
| (e) | Coating cover pages 1 and 4 per cover | | | | | | | | | | | |
| (1) | Makeready and/or Setup..... | 2 | 29.50 | 59.00 | 75.00 | 150.00 | 75.00 | 150.00 | 0.00 | 0.00 | 50.00 | 100.00 |
| (2) | Running per 100 Copies..... | 50 | 1.15 | 57.50 | 1.50 | 75.00 | 2.00 | 100.00 | 1.00 | 50.00 | 1.00 | 50.00 |
| Additional Color: | | | | | | | | | | | | |
| (f) | Printing text or cover in a color in addition to first sngl ink color...per page | | | 0.00 | | 0.00 | | 0.00 | | 0.00 | | 0.00 |
| (1) | Makeready and/or Setup..... | 6 | 30.00 | 180.00 | 25.00 | 150.00 | 40.00 | 240.00 | 5.00 | 30.00 | 25.00 | 150.00 |
| (2) | Running per 100 Copies..... | 150 | 0.385 | 57.75 | 0.25 | 37.50 | 0.80 | 120.00 | 1.00 | 150.00 | 1.50 | 225.00 |
| Separate cover | | | | | | | | | | | | |
| (g) | Printing covers 1 thru 4 in a single ink color including binding...per complete cover | | | 0.00 | | 0.00 | | 0.00 | | 0.00 | | 0.00 |
| (1) | Makeready and/or Setup..... | 5 | 18.95 | 94.75 | 125.00 | 625.00 | 40.00 | 200.00 | 5.00 | 25.00 | 5.00 | 25.00 |
| (2) | Running per 100 Copies..... | 135 | 1.25 | 168.75 | 2.75 | 371.25 | 0.80 | 108.00 | 1.00 | 135.00 | 1.00 | 135.00 |
| III. Paper: Per 100 leaves | | | | | | | | | | | | |
| (a) | White Offset Book, 50-lb..... | 7210 | 0.40 | 2,884.00 | 0.48 | 3,460.80 | 0.65 | 4,686.50 | 0.70 | 5,047.00 | 0.55 | 3,965.50 |
| (b) | White Offset Book, 60-lb..... | 8600 | 0.50 | 4,300.00 | 0.58 | 4,988.00 | 0.72 | 6,192.00 | 0.75 | 6,450.00 | 0.62 | 5,332.00 |
| (c) | Colored Writing, 20-lb..... | 150 | 0.55 | 82.50 | 0.85 | 127.50 | 0.88 | 132.00 | 1.00 | 150.00 | 1.00 | 150.00 |
| (d) | White Litho Coated Book, 70-lb..... | 60 | 1.05 | 63.00 | 1.75 | 105.00 | 1.85 | 111.00 | 1.00 | 60.00 | 1.50 | 90.00 |
| (e) | White Litho Coated Cover, 60-lb..... | 50 | 1.15 | 57.50 | 1.60 | 80.00 | 4.10 | 205.00 | 3.00 | 150.00 | 3.00 | 150.00 |
| (f) | White Litho Coated Cover, 80-lb..... | 80 | 2.79 | 223.20 | 3.50 | 280.00 | 5.50 | 440.00 | 3.50 | 280.00 | 3.50 | 280.00 |
| (g) | White Index, 110-lb..... | 80 | 2.05 | 164.00 | 2.25 | 180.00 | 3.00 | 240.00 | 3.00 | 240.00 | 3.50 | 280.00 |
| (h) | Colored Index, 110-lb..... | 100 | 2.15 | 215.00 | 2.50 | 250.00 | 3.50 | 350.00 | 3.25 | 325.00 | 3.60 | 360.00 |

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|---|---|----------------|------------------------|-------------|------------------|----------------|-----------------|-------------|--------------------|-------------|--------------------|-------------|----------|
| Title: U.S. CUSTOMS SERVICE PRINTING | | | | | | | | | | | | | |
| | | | CONTROLED QUALITY CORP | | MCDONALD & EUDY | | STROUD GRAPHICS | | WALDORF COPY & PRT | | CURRENT CONTRACTOR | | |
| | | | BETHESDA, MD | | TEMPLE HILLS, MD | | NASHVILLE, TX | | WALDORF, MD | | WALDORF COPY & PRT | | |
| ITEM NO | DESCRIPTION | BASIS OF AWARD | Unit Rate | Cost | Unit Rate | Cost | Unit Rate | Cost | Unit Rate | Cost | Unit Rate | Cost | |
| IV. ADDITIONAL OPERATIONS: | | | | | | | | | | | | | |
| (a) | Drilling (each run).....per 100 leaves... | 7800 | 0.00 | 0.00 | 0.05 | 390.00 | 0.25 | 1,950.00 | 0.10 | 780.00 | 0.10 | 780.00 | |
| (b) | Shrink-film pack/wrap w/kraft paper... | 2000 | 0.09 | 180.00 | 0.13 | 260.00 | 0.25 | 500.00 | 0.15 | 300.00 | 0.20 | 400.00 | |
| (c) | Additional folding frm 8-1/2 x 11 to 8-1/2 x 5-1/2 or 8-1/2 x 3-2/3.....per 100 cl | 100 | 2.65 | 265.00 | 3.00 | 300.00 | 4.00 | 400.00 | 2.00 | 200.00 | 2.50 | 250.00 | |
| (d) | Band w/kraft paper/rubber bands.../1 | 24 | 4.65 | 111.60 | 15.00 | 360.00 | 8.00 | 192.00 | 5.00 | 120.00 | 5.00 | 120.00 | |
| (e) | Bind w/plastic combs including punching, combs furnished by contractor...per 1 | 18 | 62.00 | 1,116.00 | 55.00 | 990.00 | 85.00 | 1,530.00 | 20.00 | 360.00 | 40.00 | 720.00 | |
| (f) | Collate mult items to same addr....per | 90 | 3.65 | 328.50 | 7.00 | 630.00 | 6.00 | 540.00 | 5.00 | 450.00 | 5.00 | 450.00 | |
| (g) | Insert addt'l prt'd material incl bind...e | 50 | 2.10 | 105.00 | 3.50 | 175.00 | 6.00 | 300.00 | 2.00 | 100.00 | 2.25 | 112.50 | |
| V. PACKING & SEALING FOR DISTRIBUTION: | | | | | | | | | | | | | |
| 1. Bulk shipments (other than mail): | | | | | | | | | | | | | |
| (a) | Pack/seal shipping containers..each c | 200 | 1.15 | 230.00 | 1.50 | 300.00 | 2.50 | 500.00 | 1.00 | 200.00 | 1.10 | 220.00 | |
| 2. Mailing: | | | | | | | | | | | | | |
| (a) | Sgl/mult cps #10 envelope.....each e | 20000 | 0.11 | 2,200.00 | 0.14 | 2,800.00 | 0.20 | 4,000.00 | 0.14 | 2,800.00 | 0.15 | 3,000.00 | |
| (b) | Sgl/mult copies in kraft envelope to 200 lvs.....each envelope.... | 40000 | 0.16 | 6,400.00 | 0.20 | 8,000.00 | 0.30 | 12,000.00 | 0.45 | 18,000.00 | 0.23 | 9,200.00 | |
| (c) | Sgl/mult cps ovr 200 lvs to 12-lbs.....ea | 4000 | 1.05 | 4,200.00 | 0.85 | 3,400.00 | 2.00 | 8,000.00 | 0.80 | 3,200.00 | 0.80 | 3,200.00 | |
| (d) | Quantities 12-lb to 36-lb ship containe | 300 | 1.35 | 405.00 | 1.75 | 525.00 | 3.00 | 900.00 | 1.00 | 300.00 | 1.10 | 330.00 | |
| (e) | Address addt'l labels per destination.. | 500 | 0.13 | 65.00 | 0.20 | 100.00 | 0.25 | 125.00 | 0.05 | 25.00 | 0.10 | 50.00 | |
| CONTRACTOR SUBTOTALS | | | | \$59,886.05 | | \$47,176.45 | | \$65,761.50 | | \$81,343.00 | | \$47,776.80 | |
| TOTALS FOR ITEM II PAPER | | | | \$7,989.20 | | \$9,471.30 | | \$12,356.50 | | \$12,702.00 | | \$10,607.50 | |
| SUBTOTALS LESS PAPER | | | | \$51,896.85 | | \$37,705.15 | | \$53,405.00 | | \$68,641.00 | | \$37,169.30 | |
| ACCELERATED SCHEDULE (5%) | | 5.00% | | \$2,594.84 | | \$1,885.26 | | \$2,670.25 | | \$3,432.05 | | \$1,858.47 | |
| VI. PERCENTAGE INCREASE | | | 0.00% | \$0.00 | 5.00% | \$94.26 | 25.00% | \$667.56 | 5.00% | \$171.60 | 5.00% | \$92.92 | |
| CONTR'S SUBTOTALS + PERCENTAGE INCR | | | | \$59,886.05 | | \$47,270.71 | | \$66,429.06 | | \$81,514.60 | | \$47,869.72 | |
| DISCOUNT | | | | 10.00% | \$5,988.61 | 1.00% | \$472.71 | 2.00% | \$1,328.58 | 1.00% | \$815.15 | 1.00% | \$478.70 |
| DISCOUNTED TOTALS | | | | \$53,897.44 | | \$46,798.00 | | \$65,100.48 | | \$80,699.45 | | \$47,391.02 | |
| | | | | | | AWARDED | | | | | | | |

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|---|-----------------------------------|--------|-----------|----------|-----------|----------|-----------|----------|
| Title: U.S. CUSTOMS SERVICE PRINTING | | | | | | | | |
| WALDORF COPY & PRINTING - McDONALD & EUDY - CURRENT CONTRACTOR | | | | | | | | |
| Basis of Comparison: Waldorf, MD vs Temple Hills, MD vs McDONALD & EUDY | | | | | | | | |
| ITEM NO. | DESCRIPTION | AWARD | UNIT RATE | COST | UNIT RATE | COST | UNIT RATE | COST |
| I. FILMS: | | | | | | | | |
| (a) | Film..... | | | | | | | |
| (1) | ..... | 117 | 1.10 | 128.70 | 1.25 | 146.25 | 1.25 | 146.25 |
| (2) | ..... | 3200 | 1.25 | 4,000.00 | 1.00 | 3,200.00 | 1.25 | 4,000.00 |
| (b) | Line..... | 10 | 5.00 | 50.00 | 7.00 | 70.00 | 7.00 | 70.00 |
| (c) | Square-fir | 5 | 10.00 | 50.00 | 10.00 | 50.00 | 10.00 | 50.00 |
| II. PRINTING AND BINDING: | | | | | | | | |
| Saddle-Stitched Products (incl binding): | | | | | | | | |
| (a) | Prtg sgl ink color, incl binding. | | | | | | | |
| Makeready and/or Setup | | | | | | | | |
| (1) | ..... | 48 | 8.00 | 384.00 | 8.75 | 420.00 | 8.75 | 420.00 |
| (2) | ..... | 200 | 7.50 | 1,500.00 | 7.50 | 1,500.00 | 8.75 | 1,750.00 |
| Running per 100 Copies | | | | | | | | |
| (3) | ..... | 336 | 0.24 | 80.64 | 0.25 | 84.00 | 0.25 | 84.00 |
| (4) | ..... | 1100 | 0.24 | 264.00 | 0.22 | 242.00 | 0.25 | 275.00 |
| Looseleaf Products: | | | | | | | | |
| (b) | Prtg sgl ink color, incl binding. | | | | | | | |
| Makeready and/or Setup | | | | | | | | |
| (1) | ..... | 96 | 6.00 | 576.00 | 7.50 | 720.00 | 7.50 | 720.00 |
| (2) | ..... | 3872 | 5.50 | ##### | 7.50 | ##### | 7.75 | ##### |
| Running per 100 Copies | | | | | | | | |
| (3) | ..... | 480 | 0.24 | 115.20 | 0.25 | 120.00 | 0.25 | 120.00 |
| (4) | ..... | 178112 | 0.24 | ##### | 0.24 | ##### | 0.24 | ##### |
| Varnishing: | | | | | | | | |
| (c) | Coating cover pages..... | | | | | | | |
| Makeready and/or Setup | | | | | | | | |
| (2) | ..... | 2 | 50.00 | 100.00 | 75.00 | 150.00 | 75.00 | 150.00 |
| Running per 100 Copies | | | | | | | | |
| (4) | ..... | 92 | 1.00 | 92.00 | 1.50 | 138.00 | 1.50 | 138.00 |
| (d) | Additional Color: Prtg text or | | | | | | | |
| Makeready and/or Setup | | | | | | | | |
| (1) | ..... | 4 | 25.00 | 100.00 | 45.00 | 180.00 | 45.00 | 180.00 |
| (2) | ..... | 10 | 25.00 | 250.00 | 45.00 | 450.00 | 45.00 | 450.00 |
| Running per 100 Copies | | | | | | | | |
| (3) | ..... | 20 | 1.50 | 30.00 | 0.50 | 10.00 | 0.50 | 10.00 |
| (4) | ..... | 460 | 1.50 | 690.00 | 0.50 | 230.00 | 0.50 | 230.00 |
| III. PAPER: Per 100 leaves | | | | | | | | |
| (a) | White Off | | | | | | | |
| (1) | ..... | 210 | 0.48 | 100.80 | 0.55 | 115.50 | 0.55 | 115.50 |
| (2) | ..... | 67205 | 0.55 | ##### | 0.51 | ##### | 0.53 | ##### |
| (b) | White Off | | | | | | | |
| (2) | ..... | 21505 | 0.62 | ##### | 0.61 | ##### | 0.63 | ##### |
| (c) | Colored Writing, 20-lb | | | | | | | |
| (1) | ..... | 80 | 0.60 | 48.00 | 0.80 | 64.00 | 0.80 | 64.00 |
| (2) | ..... | 179 | 1.00 | 179.00 | 0.85 | 152.15 | 0.85 | 152.15 |
| (d) | White Lith | | | | | | | |
| (1) | ..... | 80 | 0.90 | 72.00 | 1.75 | 140.00 | 1.75 | 140.00 |
| (2) | | 90 | 1.50 | 135.00 | 1.75 | 157.50 | 1.75 | 157.50 |
| (e) | White Lith | | | | | | | |
| (2) | | 92 | 3.00 | 276.00 | 3.00 | 276.00 | 3.00 | 276.00 |

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|---|--|-------|-------------|----------|------------------|----------|-----------------|----------|
| Title: U.S. CUSTOMS SERVICE PRINTING | | | | | | | | |
| Price Comparison Only | | | | | | | | |
| WALDORF COPY & PRINTING - CURRENT CONTRACTOR | | | | | | | | |
| BASIS OF | | | Waldorf, MD | | TEMPLE HILLS, MD | | McDONALD & EUDY | |
| ITEM NO. | DESCRIPTION | AWARD | UNIT RATE | COST | UNIT RATE | COST | UNIT RATE | COST |
| III. PAPER: Per 100 leaves | | | | | | | | |
| (f) | White Litho Coated Cover, 80-lb | | | | | | | |
| (1) | ..... | 14 | 2.00 | 28.00 | 3.00 | 42.00 | 3.00 | 42.00 |
| (2) | ..... | 89 | 3.50 | 311.50 | 3.50 | 311.50 | 3.50 | 311.50 |
| (g) | White Index, 110-lb | | | | | | | |
| (1) | ..... | 14 | 1.50 | 21.00 | 2.25 | 31.50 | 2.25 | 31.50 |
| (2) | ..... | 178 | 3.50 | 623.00 | 2.25 | 400.50 | 2.50 | 445.00 |
| (h) | Colored Index, 110-lb | | | | | | | |
| (1) | ..... | 10 | 1.60 | 16.00 | 2.50 | 25.00 | 2.50 | 25.00 |
| (2) | ..... | 268 | 3.60 | 964.80 | 2.50 | 670.00 | 2.75 | 737.00 |
| IV. ADDITIONAL OPERATIONS: | | | | | | | | |
| (a) | Shrink-film | 2547 | 0.20 | 509.40 | 0.13 | 331.11 | 0.15 | 382.05 |
| (b) | Additional folding frm 8-1/2 x 11 to 8-1/2 x 5-1/2 | | | | | | | |
| | or 8-1/2 x 11 | 276 | 2.50 | 690.00 | 3.00 | 828.00 | 4.00 | 1,104.00 |
| (c) | Band w/k | 46 | 5.00 | 230.00 | 10.00 | 460.00 | 10.00 | 460.00 |
| (d) | Bind w/plastic combs including punching, | | | | | | | |
| | combs fu | 276 | 40.00 | ***** | 55.00 | ***** | 65.00 | ***** |
| (e) | Collate m | 184 | 5.00 | 920.00 | 4.00 | 736.00 | 4.00 | 736.00 |
| (f) | Insert add | 460 | 2.25 | 1,035.00 | 2.75 | 1,265.00 | 2.75 | 1,265.00 |
| V. PACKING & SEALING FOR DIST | | | | | | | | |
| 1. | Bulk shipments (other than m | | | | | | | |
| (a) | Pack/sea | 470 | 1.10 | 517.00 | 1.50 | 705.00 | 1.50 | 705.00 |
| 2. | Mailing: | | | | | | | |
| (a) | Sgl/mult c | 27600 | 0.15 | 4,140.00 | 0.14 | 3,864.00 | 0.15 | 4,140.00 |
| (b) | Sgl/mult copies in kraft envelope to 200 lvs | | | | | | | |
|  | ..... | 2400 | 0.23 | 552.00 | 0.35 | 840.00 | 0.23 | 552.00 |
| (c) | Sgl/mult c | 200 | 0.80 | 160.00 | 1.25 | 250.00 | 1.75 | 350.00 |
| (d) | Quantitie | 700 | 1.10 | 770.00 | 1.50 | 1,050.00 | 1.75 | 1,225.00 |
| (e) | Address a | 1000 | 0.10 | 100.00 | 0.25 | 250.00 | 0.25 | 250.00 |
| CONTRACTOR SUBTOTALS | | | | ***** | | ***** | | ***** |
| TOTALS FOR ITEM II PAPER | | | | ***** | | ***** | | ***** |
| SUBTOTALS LESS PAPER | | | | ***** | | ***** | | ***** |
| ACCELERATED SCHE | | 5.00% | | ***** | | ***** | | ***** |
| VI. NTAGE INCREASE | | 5.00% | | \$348.21 | 10.00% | \$746.49 | 15.00% | ***** |
| R'S SUBTOTALS + PERCENTAGE INCR | | | | ***** | | ***** | | ***** |
| DISCOUNT | | | 1.00% | ***** | 1.00% | ***** | 1.00% | ***** |
| DISCOUNTED TOTALS | | | | ***** | | ***** | | ***** |