

Program No. C399-S Term June 1, 2001 To May 31, 2002

Title: CIRCULAR REPORTS AND APPLICATION FORMS

ITEM NO.	DESCRIPTION	BASIS OF AWARD	BRIGHT IDEA PUBLISHING		GBS, INC.		GRAY GRAPHICS		IPI GRAPHICS		MARLIN GRAPHICS		
			YOUNGSTOWN, OH		COHOES, NY		CAPITOL HEIGHTS, MD		UPPER MARLBORO, MD		BALTIMORE, MD		
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
I. PREPRESS:													
(a)	Trim/Page-size unit.....per page	512	16.00	8,192.00	10.00	5,120.00	10.00	5,120.00	13.00	6,656.00	8.00	4,096.00	
<i>Proofing:</i>													
(1)	Dylux/digital black/white proofs.....per pag	600	2.00	1,200.00	2.00	1,200.00	1.50	900.00	2.00	1,200.00	1.50	900.00	
(2)	Color Keys/digital color proofs.....per pag	208	15.00	3,120.00	45.00	9,360.00	15.00	3,120.00	12.00	2,496.00	25.00	5,200.00	
(c)	Page Revisions.....per page/per lin	1	10.00	10.00	10.00	10.00	10.00	10.00	20.00	20.00	10.00	10.00	
II. PRINTING, BINDING AND DISTRIBUTION:													
1. Two-Page Leaflets/Forms -- Per Product													
<i>Black Ink or Color Other than Black</i>													
(1)	Makeready and Setup Charges	32	30.00	960.00	100.00	3,200.00	125.00	4,000.00	125.00	4,000.00	90.00	2,880.00	
(2)	Per 1,000 Copies	3092	40.00	123,680.00	6.00	18,552.00	5.00	15,460.00	4.00	12,368.00	6.00	18,552.00	
2. Four-Page Folders/Forms -- Per Product													
<i>Black Ink or Color Other than Black</i>													
(1)	Makeready and Setup Charges	18	35.00	630.00	150.00	2,700.00	150.00	2,700.00	150.00	2,700.00	140.00	2,520.00	
(2)	Per 1,000 Copies	1528	45.00	68,760.00	12.00	18,336.00	12.00	18,336.00	10.00	15,280.00	12.00	18,336.00	
3. Six-Page Folder -- Per Product													
<i>Black Ink or Color Other than Black</i>													
(1)	Makeready and Setup Charges	2	75.00	150.00	250.00	500.00	250.00	500.00	250.00	500.00	200.00	400.00	
(2)	Per 1,000 Copies	40	85.00	3,400.00	25.00	1,000.00	25.00	1,000.00	20.00	800.00	25.00	1,000.00	
4. Saddle-Stitched -- stitching or paste-on-fold..per pg													
<i>Black Ink or Color Other than Black</i>													
(1)	Makeready and Setup Charges	160	15.00	2,400.00	20.00	3,200.00	12.00	1,920.00	20.00	3,200.00	18.00	2,880.00	
(2)	Per 1,000 Copies	3474	20.00	69,480.00	3.25	11,290.50	2.80	9,727.20	2.85	9,900.90	3.00	10,422.00	
5. Perfect-Bound -- Per Page													
<i>Black Ink or Color Other than Black</i>													
(1)	Makeready and Setup Charges	416	15.00	6,240.00	7.00	2,912.00	6.00	2,496.00	10.00	4,160.00	10.00	4,160.00	
(2)	Per 1,000 Copies	416	15.00	6,240.00	2.50	1,040.00	2.50	1,040.00	4.00	1,664.00	3.00	1,248.00	
6. Separate Cover -- Per Page													
<i>Black Ink or Color Other than Black</i>													
(1)	Makeready and Setup Charges	16	12.50	200.00	45.00	720.00	40.00	640.00	50.00	800.00	50.00	800.00	
(2)	Per 1,000 Copies	16	20.00	320.00	23.00	368.00	30.00	480.00	38.00	608.00	20.00	320.00	
7. Each Additional Color of Ink.....per page/per color													
(1)	Makeready and Setup Charges	1	125.00	125.00	40.00	40.00	50.00	50.00	150.00	150.00	50.00	50.00	
(2)	Per 1,000 Copies	2	110.00	220.00	10.00	20.00	5.00	10.00	15.00	30.00	10.00	20.00	
III. PAPER: Per 1,000 leaves													
<i>TEXT:</i>													
(a)	White Offset Book, 50-lb	4722	5.50	25,971.00	6.00	28,332.00	5.40	25,498.80	5.50	25,971.00	5.50	25,971.00	
(b)	White Offset Book, 60-lb	3383	6.50	21,989.50	7.00	23,681.00	6.20	20,974.60	6.50	21,989.50	6.75	22,835.25	
(c)	Colored Writing, 20-lb	208	10.00	2,080.00	12.00	2,496.00	9.00	1,872.00	10.00	2,080.00	9.00	1,872.00	
<i>COVER:</i>													
(d)	Colored Vellum Finish Cover, 50-lb	4	45.00	180.00	45.00	180.00	38.00	152.00	50.00	200.00	45.00	180.00	
(e)	White Matte-Coated Cover, 65-lb	4	45.00	180.00	55.00	220.00	45.00	180.00	65.00	260.00	50.00	200.00	
IV. ADDITIONAL OPERATIONS:													
(a)	Additional folding.....per produc	1	15.00	15.00	20.00	20.00	15.00	15.00	25.00	25.00	12.00	12.00	
(b)	Each perforation, on/off fold.....per 1,000 leave	2218	6.00	13,308.00	6.00	13,308.00	3.00	6,654.00	2.00	4,436.00	6.00	13,308.00	
(c)	Shrink-film wrapping.....per packag	16892	0.20	3,378.40	0.20	3,378.40	0.20	3,378.40	0.15	2,533.80	0.20	3,378.40	
(d)	Pack/seal containers.....per containe	3316	1.50	4,974.00	1.50	4,974.00	1.25	4,145.00	1.50	4,974.00	1.50	4,974.00	
(e)	Palletizing.....per pall	72	10.00	720.00	12.00	864.00	10.00	720.00	10.00	720.00	15.00	1,080.00	
CONTRACTOR TOTALS				\$368,122.90		\$157,021.90		\$131,099.00		\$129,722.20		\$147,604.65	
DISCOUNT				0.00%	\$0.00	0.00%	\$0.00	1.00%	\$1,310.99	5.00%	\$6,486.11	1.00%	\$1,476.05
DISCOUNTED TOTALS				\$368,122.90		\$157,021.90		\$129,788.01		\$123,236.09		\$146,128.60	
AWARDED													

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Title: CIRCULAR REPORTS AND APPLICATION FORMS								
			REPRODUCTIONS, INC.		McDONALD & EUDY		Price Comparison Only CURRENT CONTRACTOR	
			GAITHERSBURG, MD		TEMPLE HILLS, MD		McDONALD & EUDY	
ITEM NO.	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I. PREPRESS:								
(a)	Trim/Page-size unit.....per page	512	7.50	3,840.00	13.00	6,656.00	15.00	7,680.00
(b) Proofing:								
(1)	Dylux/digital black/white proofs.....per pag	600	0.95	570.00	2.00	1,200.00	2.00	1,200.00
(2)	Color Keys/digital color proofs.....per pag	208	26.00	5,408.00	2.00	416.00	15.00	3,120.00
(c)	Page Revisions.....per page/per lin	1	25.00	25.00	20.00	20.00	10.00	10.00
II. PRINTING, BINDING AND DISTRIBUTION:								
1. Two-Page Leaflets/Forms -- Per Product								
<i>Black Ink or Color Other than Black</i>								
(1)	Makeready and Setup Charges	32	120.00	3,840.00	125.00	4,000.00	125.00	4,000.00
(2)	Per 1,000 Copies	3092	30.00	92,760.00	4.00	12,368.00	4.00	12,368.00
2. Four-Page Folders/Forms -- Per Product								
<i>Black Ink or Color Other than Black</i>								
(1)	Makeready and Setup Charges	18	180.00	3,240.00	150.00	2,700.00	150.00	2,700.00
(2)	Per 1,000 Copies	1528	41.00	62,648.00	13.00	19,864.00	13.00	19,864.00
3. Six-Page Folder -- Per Product								
<i>Black Ink or Color Other than Black</i>								
(1)	Makeready and Setup Charges	2	222.00	444.00	250.00	500.00	250.00	500.00
(2)	Per 1,000 Copies	40	51.50	2,060.00	25.00	1,000.00	22.00	880.00
4. Saddle-Stitched -- stitching or paste-on-fold..per pg								
<i>Black Ink or Color Other than Black</i>								
(1)	Makeready and Setup Charges	160	9.50	1,520.00	22.00	3,520.00	22.00	3,520.00
(2)	Per 1,000 Copies	3474	2.52	8,754.48	3.25	11,290.50	3.25	11,290.50
5. Perfect-Bound -- Per Page								
<i>Black Ink or Color Other than Black</i>								
(1)	Makeready and Setup Charges	416	9.50	3,952.00	5.00	2,080.00	5.00	2,080.00
(2)	Per 1,000 Copies	416	2.52	1,048.32	2.50	1,040.00	2.50	1,040.00
6. Separate Cover -- Per Page								
<i>Black Ink or Color Other than Black</i>								
(1)	Makeready and Setup Charges	16	75.00	1,200.00	50.00	800.00	50.00	800.00
(2)	Per 1,000 Copies	16	3.60	57.60	35.00	560.00	35.00	560.00
7. Each Additional Color of Ink.....per page/per color								
(1)	Makeready and Setup Charges	1	40.00	40.00	100.00	100.00	100.00	100.00
(2)	Per 1,000 Copies	2	5.00	10.00	7.00	14.00	7.00	14.00
III. PAPER: Per 1,000 leaves								
TEXT:								
(a)	White Offset Book, 50-lb	4722	8.30	39,192.60	5.25	24,790.50	5.25	24,790.50
(b)	White Offset Book, 60-lb	3383	10.78	36,468.74	6.25	21,143.75	6.25	21,143.75
(c)	Colored Writing, 20-lb	208	15.40	3,203.20	7.75	1,612.00	9.00	1,872.00
COVER:								
(d)	Colored Vellum Finish Cover, 50-lb	4	42.35	169.40	45.00	180.00	45.00	180.00
(e)	White Matte-Coated Cover, 65-lb	4	60.50	242.00	45.00	180.00	45.00	180.00
IV. ADDITIONAL OPERATIONS:								
(a)	Additional folding.....per produc	1	75.00	75.00	15.00	15.00	15.00	15.00
(b)	Each perforation, on/off fold.....per 1,000 leave	2218	1.00	2,218.00	1.75	3,881.50	6.00	13,308.00
(c)	Shrink-film wrapping.....per packag	16892	0.35	5,912.20	0.15	2,533.80	0.15	2,533.80
(d)	Pack/seal containers.....per containe	3316	1.75	5,803.00	1.25	4,145.00	1.50	4,974.00
(e)	Palletizing.....per pall	72	20.00	1,440.00	7.00	504.00	10.00	720.00
CONTRACTOR TOTALS				\$286,141.54		\$127,114.05		\$141,443.55
DISCOUNT			0.50%	\$1,430.71	1.00%	\$1,271.14	1.00%	\$1,414.44
DISCOUNTED TOTALS				\$284,710.83		\$125,842.91		\$140,029.11