

Program No. C427-S Term Date of Award To January 31, 2005

Title: PROMOTIONAL PAMPHLETS

ITEM NO	DESCRIPTION	BASIS OF AWARD	FRENCH BRAY, INC. GLEN BURNIE, MD			GRAY GRAPHICS CAPITOL HEIGHTS, MD		McDONALD & EUDY TEMPLE HILLS, MD		PEAKE PRINTERS, INC. CHEVERLY, MD	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
I. FILMS:											
(a)	Trim/Page size unit.....produced from camera copy.....										
(1)	Format A	20	2.50	50.00	2.00	40.00	2.50	50.00	7.00	140.00	
(2)	Format B	72	3.00	216.00	2.00	144.00	2.50	180.00	9.00	648.00	
(b)	Trim/Page size unit.....produced from electronic media.....										
(1)	Format A	96	6.00	576.00	5.00	480.00	5.00	480.00	5.00	480.00	
(2)	Format B	7,000	8.00	56,000.00	5.00	35,000.00	5.00	35,000.00	6.00	42,000.00	
(c)	Line.....per illustration	290	8.00	2,320.00	4.00	1,160.00	4.00	1,160.00	9.00	2,610.00	
(d)	Square-finish halftone.....per illustration	288	9.00	2,592.00	8.00	2,304.00	7.00	2,016.00	15.00	4,320.00	
(e)	Combo line and halftone.....per illustration	6	18.00	108.00	15.00	90.00	20.00	120.00	24.00	144.00	
(f)	Dylux/digital black and white proofs.....per trim/page-size unit										
(1)	Format A	120	1.25	150.00	1.00	120.00	1.00	120.00	4.00	480.00	
(2)	Format B	3,700	1.50	5,550.00	1.20	4,440.00	1.00	3,700.00	6.00	22,200.00	
(g)	One-piece laminated/digital color proofs.....per trim/page-size unit										
(1)	Format A	14	25.00	350.00	20.00	280.00	10.00	140.00	12.00	168.00	
(2)	Format B	172	30.00	5,160.00	30.00	5,160.00	10.00	1,720.00	20.00	3,440.00	
(h)	System Timework.....per hour	40	75.00	3,000.00	65.00	2,600.00	50.00	2,000.00	90.00	3,600.00	
II. PRINTING AND BINDING:											
<i>Format A</i>											
(a)	Text Pages.....per page										
<i>Black Ink or a Color Other Than Black</i>											
(1)	Makeready and Setup Charges	80	10.00	800.00	7.00	560.00	7.00	560.00	96.00	7,680.00	
(2)	Per 1,000 Copies	388	2.95	1,144.60	2.00	776.00	2.50	970.00	3.00	1,164.00	
<i>Each Additional Color of Ink</i>											
(3)	Makeready and Setup Charges	80	10.00	800.00	10.00	800.00	15.00	1,200.00	44.00	3,520.00	
(4)	Per 1,000 Copies	388	0.60	232.80	0.35	135.80	1.80	698.40	0.60	232.80	
(b)	Cover Pages 1 and 4										
<i>Black Ink or a Color Other Than Black</i>											
(1)	Makeready and Setup Charges	4	100.00	400.00	100.00	400.00	100.00	400.00	500.00	2,000.00	
(2)	Per 1,000 Copies	20	19.00	380.00	15.00	300.00	25.00	500.00	7.50	150.00	
<i>Each Additional Color of Ink</i>											
(3)	Makeready and Setup Charges	4	75.00	300.00	50.00	200.00	100.00	400.00	190.00	760.00	
(4)	Per 1,000 Copies	20	9.00	180.00	10.00	200.00	15.00	300.00	0.50	10.00	
(c)	Cover Pages 2 and 3										
<i>Black Ink or a Color Other Than Black</i>											
(1)	Makeready and Setup Charges	4	100.00	400.00	50.00	200.00	100.00	400.00	500.00	2,000.00	
(2)	Per 1,000 Copies	20	9.00	180.00	10.00	200.00	15.00	300.00	7.50	150.00	
<i>Each Additional Color of Ink</i>											
(3)	Makeready and Setup Charges	4	75.00	300.00	40.00	160.00	100.00	400.00	190.00	760.00	
(4)	Per 1,000 Copies	20	9.00	180.00	10.00	200.00	15.00	300.00	0.50	10.00	
<i>Four-Color Process</i>											
(d)	Text Pages.....per page										
(1)	Makeready and/or Setup	60	45.00	2,700.00	40.00	2,400.00	30.00	1,800.00	160.00	9,600.00	
(2)	Running Per 1,000 Copies	290	4.75	1,377.50	4.00	1,160.00	5.60	1,624.00	3.25	942.50	

Program No. C427-S Term Date of Award To January 31, 2005										
Title: PROMOTIONAL PAMPHLETS										
			FRENCH BRAY, INC.		GRAY GRAPHICS		McDONALD & EUDY		PEAKE PRINTERS, INC.	
			BASIS OF	GLEN BURNIE, MD	CAPITOL HEIGHTS, MD	TEMPLE HILLS, MD	CHEVERLY, MD			
ITEM NO	DESCRIPTION	AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
II. PRINTING AND BINDING:										
(e)	Cover Pages 1 and 4									
(1)	Makeready and/or Setup	3	325.00	975.00	300.00	900.00	350.00	1,050.00	875.00	2,625.00
(2)	Running Per 1,000 Copies	16	24.00	384.00	20.00	320.00	40.00	640.00	9.75	156.00
(f)	Cover Pages 2 and 3									
(1)	Makeready and/or Setup	3	250.00	750.00	100.00	300.00	125.00	375.00	875.00	2,625.00
(2)	Running Per 1,000 Copies	16	18.00	288.00	15.00	240.00	20.00	320.00	9.75	156.00
	<i>Format A or B:</i>									
	<i>Varnishing Covers:</i>									
(g)	Flood varnish.....per cover page									
(1)	Makeready and/or Setup	4	39.00	156.00	40.00	160.00	40.00	160.00	190.00	760.00
(2)	Running Per 1,000 Copies	19	4.00	76.00	3.00	57.00	5.00	95.00	0.75	14.25
	<i>Format B</i>									
(h)	Text Pages.....per page									
	<i>Black Ink or a Color Other Than Black</i>									
(1)	Makeready and Setup Charges	2,822	9.00	25,398.00	7.50	21,165.00	10.00	28,220.00	110.00	310,420.00
(2)	Per 1,000 Copies	21,296	3.00	63,888.00	2.25	47,916.00	2.50	53,240.00	4.00	85,184.00
	<i>Each Additional Color of Ink</i>									
(3)	Makeready and Setup Charges	3,716	9.00	33,444.00	10.00	37,160.00	11.00	40,876.00	44.00	163,504.00
(4)	Per 1,000 Copies	28,031	0.75	21,023.25	0.35	9,810.85	1.00	28,031.00	0.75	21,023.25
(i)	Cover Pages 1 and 4									
	<i>Black Ink or a Color Other Than Black</i>									
(1)	Makeready and Setup Charges	48	95.00	4,560.00	100.00	4,800.00	75.00	3,600.00	500.00	24,000.00
(2)	Per 1,000 Copies	368	19.00	6,992.00	15.00	5,520.00	22.00	8,096.00	14.00	5,152.00
	<i>Each Additional Color of Ink</i>									
(3)	Makeready and Setup Charges	52	75.00	3,900.00	75.00	3,900.00	75.00	3,900.00	190.00	9,880.00
(4)	Per 1,000 Copies	386	9.00	3,474.00	10.00	3,860.00	15.00	5,790.00	1.50	579.00
(j)	Cover Pages 2 and 3									
	<i>Black Ink or a Color Other Than Black</i>									
(1)	Makeready and Setup Charges	48	95.00	4,560.00	50.00	2,400.00	75.00	3,600.00	500.00	24,000.00
(2)	Per 1,000 Copies	368	9.00	3,312.00	10.00	3,680.00	10.00	3,680.00	14.00	5,152.00
	<i>Each Additional Color of Ink</i>									
(3)	Makeready and Setup Charges	52	75.00	3,900.00	40.00	2,080.00	50.00	2,600.00	190.00	9,880.00
(4)	Per 1,000 Copies	386	9.00	3,474.00	10.00	3,860.00	10.00	3,860.00	1.50	579.00
	<i>Four-Color Process</i>									
(k)	Text Pages.....per page									
(1)	Makeready and/or Setup	720	50.00	36,000.00	40.00	28,800.00	30.00	21,600.00	220.00	158,400.00
(2)	Running Per 1,000 Copies	5,432	5.00	27,160.00	4.00	21,728.00	4.50	24,444.00	4.00	21,728.00
(l)	Cover Pages 1 and 4									
(1)	Makeready and/or Setup	12	295.00	3,540.00	300.00	3,600.00	400.00	4,800.00	875.00	10,500.00
(2)	Running Per 1,000 Copies	90	24.00	2,160.00	20.00	1,800.00	40.00	3,600.00	17.00	1,530.00
(m)	Cover Pages 2 and 3									
(1)	Makeready and/or Setup	12	195.00	2,340.00	100.00	1,200.00	150.00	1,800.00	875.00	10,500.00
(2)	Running Per 1,000 Copies	90	19.00	1,710.00	15.00	1,350.00	25.00	2,250.00	17.00	1,530.00
	<i>Varnishing Covers:</i>									
(n)	Flood varnish.....per cover page									
(1)	Makeready and/or Setup	52	39.00	2,028.00	35.00	1,820.00	40.00	2,080.00	190.00	9,880.00
(2)	Running Per 1,000 Copies	386	4.50	1,737.00	3.00	1,158.00	5.00	1,930.00	1.40	540.40
	<i>Format A or B:</i>									
(o)	Spot varnish.....per illustration									
(1)	Makeready and/or Setup	38	39.00	1,482.00	35.00	1,330.00	20.00	760.00	40.00	1,520.00
(2)	Running Per 1,000 Copies	290	2.95	855.50	3.00	870.00	2.00	580.00	0.50	145.00

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Title: PROMOTIONAL PAMPHLETS										
			FRENCH BRAY, INC.		GRAY GRAPHICS		McDONALD & EUDY		PEAKE PRINTERS, INC.	
			GLEN BURNIE, MD		CAPITOL HEIGHTS, MD		TEMPLE HILLS, MD		CHEVERLY, MD	
ITEM NO	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
V.	PACKING, SEALING AND DISTRIBUTION:									
	Bulk shipments:									
(a)	Pack/seal shipping containers up to 40 lbs.....									
per container	3,000	1.00	3,000.00	1.00	3,000.00	1.00	3,000.00	2.00	6,000.00
	Mailing:									
(b)	Affix Government furn and/or contractor created labels to sgl copy (self-mailers)..per 1,000 lbls	385	35.00	13,475.00	25.00	9,625.00	34.00	13,090.00	18.00	6,930.00
(c)	Sgl/mult copies in kraft envelopes to 200 leaves incl affixing labels.....per 1,000 envelopes	1	300.00	300.00	350.00	350.00	300.00	300.00	1,000.00	1,000.00
	CONTRACTOR SUBTOTALS			\$550,597.20		\$460,719.95		\$490,581.40		\$1,184,602.80
	TOTALS FOR ITEM II PAPER			\$183,456.55		\$172,280.30		\$159,796.00		\$173,956.60
	SUBTOTALS LESS PAPER			\$367,140.65		\$288,439.65		\$330,785.40		\$1,010,646.20
	ACCELERATED SCHEDULE (25%)	25.00%		\$91,785.16		\$72,109.91		\$82,696.35		\$252,661.55
VI.	PERCENTAGE INCREASE		5.00%	\$4,589.26	10.00%	\$7,210.99	5.00%	\$4,134.82	10.00%	\$25,266.16
	CONTR'S SUBTOTALS + PERCENTAGE INCR			\$555,186.46		\$467,930.94		\$494,716.22		\$1,209,868.96
	DISCOUNT		5.00%	\$27,759.32	2.00%	\$9,358.62	2.00%	\$9,894.32	1.00%	\$12,098.69
	DISCOUNTED TOTALS			\$527,427.14		\$458,572.32		\$484,821.90		\$1,197,770.27
								AWARDED		

Program No. C427-S Term Date of Award To January 31, 2005						
Title: PROMOTIONAL PAMPHLETS						
		IPI GRAPHICS			CURRENT CONTRACTOR	
ITEM NO	DESCRIPTION	BASIS OF AWARD	UPPER MARLBORO, MD UNIT RATE	COST	IPI GRAPHICS UNIT RATE	COST
I. FILMS:						
(a)	Trim/Page size unit.....produced from camera copy.....					
(1)	Format A	20	3.00	60.00	3.00	60.00
(2)	Format B	72	3.00	216.00	3.50	252.00
(b)	Trim/Page size unit.....produced from electronic media.....					
(1)	Format A	96	6.00	576.00	8.00	768.00
(2)	Format B	7,000	6.00	42,000.00	8.00	56,000.00
(c)	Line.....per illustration	290	6.00	1,740.00	7.00	2,030.00
(d)	Square-finish halftone.....per illustration	288	6.00	1,728.00	8.00	2,304.00
(e)	Combo line and halftone.....per illustration	6	12.00	72.00	20.00	120.00
(f)	Dylux/digital black and white proofs.....per trim/page-size unit					
(1)	Format A	120	1.50	180.00	1.50	180.00
(2)	Format B	3,700	1.50	5,550.00	1.50	5,550.00
(g)	One-piece laminated/digital color proofs.....per trim/page-size unit					
(1)	Format A	14	30.00	420.00	30.00	420.00
(2)	Format B	172	30.00	5,160.00	30.00	5,160.00
(h)	System Timework.....per hour	40	120.00	4,800.00	120.00	4,800.00
II. PRINTING AND BINDING:						
<i>Format A</i>						
(a)	Text Pages.....per page <i>Black Ink or a Color Other Than Black</i>					
(1)	Makeready and Setup Charges	80	10.00	800.00	10.00	800.00
(2)	Per 1,000 Copies	388	3.15	1,222.20	3.00	1,164.00
<i>Each Additional Color of Ink</i>						
(3)	Makeready and Setup Charges	80	10.00	800.00	10.00	800.00
(4)	Per 1,000 Copies	388	0.10	38.80	0.50	194.00
(b)	Cover Pages 1 and 4 <i>Black Ink or a Color Other Than Black</i>					
(1)	Makeready and Setup Charges	4	100.00	400.00	100.00	400.00
(2)	Per 1,000 Copies	20	20.00	400.00	20.00	400.00
<i>Each Additional Color of Ink</i>						
(3)	Makeready and Setup Charges	4	75.00	300.00	75.00	300.00
(4)	Per 1,000 Copies	20	10.00	200.00	10.00	200.00
(c)	Cover Pages 2 and 3 <i>Black Ink or a Color Other Than Black</i>					
(1)	Makeready and Setup Charges	4	100.00	400.00	100.00	400.00
(2)	Per 1,000 Copies	20	10.00	200.00	10.00	200.00
<i>Each Additional Color of Ink</i>						
(3)	Makeready and Setup Charges	4	75.00	300.00	75.00	300.00
(4)	Per 1,000 Copies	20	10.00	200.00	10.00	200.00
<i>Four-Color Process</i>						
(d)	Text Pages.....per page					
(1)	Makeready and/or Setup	60	45.00	2,700.00	45.00	2,700.00
(2)	Running Per 1,000 Copies	290	4.50	1,305.00	4.50	1,305.00

Program No. C427-S Term Date of Award To January 31, 2005

Title: PROMOTIONAL PAMPHLETS

ITEM NO	DESCRIPTION	IPI GRAPHICS			CURRENT CONTRACTOR	
		BASIS OF AWARD	UPPER MARLBORO, MD UNIT RATE	COST	IPI GRAPHICS UNIT RATE	COST
II. PRINTING AND BINDING:						
(e)	Cover Pages 1 and 4					
(1)	Makeready and/or Setup	3	300.00	900.00	300.00	900.00
(2)	Running Per 1,000 Copies	16	25.00	400.00	25.00	400.00
(f)	Cover Pages 2 and 3					
(1)	Makeready and/or Setup	3	200.00	600.00	200.00	600.00
(2)	Running Per 1,000 Copies	16	20.00	320.00	20.00	320.00
	<i>Format A or B:</i>					
	<i>Varnishing Covers:</i>					
(g)	Flood varnish.....per cover page					
(1)	Makeready and/or Setup	4	40.00	160.00	40.00	160.00
(2)	Running Per 1,000 Copies	19	5.00	95.00	5.00	95.00
	<i>Format B</i>					
(h)	Text Pages.....per page					
	<i>Black Ink or a Color Other Than Black</i>					
(1)	Makeready and Setup Charges	2,822	10.00	28,220.00	10.00	28,220.00
(2)	Per 1,000 Copies	21,296	3.15	67,082.40	3.00	63,888.00
	<i>Each Additional Color of Ink</i>					
(3)	Makeready and Setup Charges	3,716	10.00	37,160.00	10.00	37,160.00
(4)	Per 1,000 Copies	28,031	0.10	2,803.10	0.50	14,015.50
(i)	Cover Pages 1 and 4					
	<i>Black Ink or a Color Other Than Black</i>					
(1)	Makeready and Setup Charges	48	100.00	4,800.00	100.00	4,800.00
(2)	Per 1,000 Copies	368	20.00	7,360.00	20.00	7,360.00
	<i>Each Additional Color of Ink</i>					
(3)	Makeready and Setup Charges	52	75.00	3,900.00	75.00	3,900.00
(4)	Per 1,000 Copies	386	10.00	3,860.00	10.00	3,860.00
(j)	Cover Pages 2 and 3					
	<i>Black Ink or a Color Other Than Black</i>					
(1)	Makeready and Setup Charges	48	100.00	4,800.00	100.00	4,800.00
(2)	Per 1,000 Copies	368	10.00	3,680.00	10.00	3,680.00
	<i>Each Additional Color of Ink</i>					
(3)	Makeready and Setup Charges	52	75.00	3,900.00	75.00	3,900.00
(4)	Per 1,000 Copies	386	10.00	3,860.00	10.00	3,860.00
	<i>Four-Color Process</i>					
(k)	Text Pages.....per page					
(1)	Makeready and/or Setup	720	45.00	32,400.00	45.00	32,400.00
(2)	Running Per 1,000 Copies	5,432	4.50	24,444.00	4.50	24,444.00
(l)	Cover Pages 1 and 4					
(1)	Makeready and/or Setup	12	300.00	3,600.00	300.00	3,600.00
(2)	Running Per 1,000 Copies	90	25.00	2,250.00	25.00	2,250.00
(m)	Cover Pages 2 and 3					
(1)	Makeready and/or Setup	12	200.00	2,400.00	200.00	2,400.00
(2)	Running Per 1,000 Copies	90	20.00	1,800.00	20.00	1,800.00
	<i>Varnishing Covers:</i>					
(n)	Flood varnish.....per cover page					
(1)	Makeready and/or Setup	52	40.00	2,080.00	40.00	2,080.00
(2)	Running Per 1,000 Copies	386	5.00	1,930.00	5.00	1,930.00
	<i>Format A or B:</i>					
(o)	Spot varnish.....per illustration					
(1)	Makeready and/or Setup	38	35.00	1,330.00	40.00	1,520.00
(2)	Running Per 1,000 Copies	290	3.00	870.00	3.00	870.00

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Title: PROMOTIONAL PAMPHLETS

ITEM NO	DESCRIPTION	BASIS OF AWARD	IPI GRAPHICS		CURRENT CONTRACTOR	
			UPPER MARLBORO, MD UNIT RATE	COST	IPI GRAPHICS UNIT RATE	COST
III. ADDITIONAL OPERATIONS:						
<i>Tab Seals:</i>						
(a)	One tab seal.....per 1,000 pamphlets	168	10.00	1,680.00	18.00	3,024.00
(b)	Two tab seals.....per 1,000 pamphlets	30	45.00	1,350.00	38.00	1,140.00
<i>PDF File:</i>						
(c)	Creating PDF file.....per file	42	20.00	840.00	20.00	840.00
IV. PAPER: Per 1,000 leaves						
<i>Text:</i>						
(a)	White Offset Book, 60-lb					
(1)	Format A	78	5.50	429.00	5.50	429.00
(2)	Format B	3,700	6.80	25,160.00	6.80	25,160.00
(b)	White Matte Coated Offset Book, 70-lb					
(1)	Format A	88	9.00	792.00	9.00	792.00
(2)	Format B	4,672	11.00	51,392.00	11.00	51,392.00
(c)	White Litho (Gloss) Coated Book, 70-lb					
(1)	Format A	58	9.00	522.00	9.00	522.00
(2)	Format B	218	11.00	2,398.00	11.00	2,398.00
(d)	Colored Writing, 20-lb					
(1)	Format A	39	8.00	312.00	8.50	331.50
(2)	Format B	217	10.00	2,170.00	10.50	2,278.50
(e)	White No. 1 Coated Text, Dull Finish, 70-lb					
(1)	Format A	38	10.00	380.00	9.50	361.00
(2)	Format B	2,167	12.00	26,004.00	12.50	27,087.50
(f)	White No. 1 Coated Text, Dull Finish, 80-lb					
(1)	Format A	38	11.00	418.00	10.00	380.00
(2)	Format B	2,390	13.50	32,265.00	13.50	32,265.00
<i>Covers:</i>						
(g)	White Litho (Gloss) Coated Cover, 80-lb					
(1)	Format A	12	30.00	360.00	27.00	324.00
(2)	Format B	241	30.00	7,230.00	30.00	7,230.00
(h)	White Index, 110-lb					
(1)	Format A	8	27.00	216.00	24.00	192.00
(2)	Format B	145	27.00	3,915.00	27.00	3,915.00
(i)	Colored Index, 110-lb					
(1)	Format A	8	45.00	360.00	35.00	280.00
(2)	Format B	12	45.00	540.00	45.00	540.00
(j)	White Vellum-Finish Cover, 50-lb					
(1)	Format A	8	30.00	240.00	24.00	192.00
(2)	Format B	12	30.00	360.00	27.00	324.00
(k)	Colored Vellum-Finish Cover, 50-lb					
(1)	Format A	8	50.00	400.00	40.00	320.00
(2)	Format B	24	50.00	1,200.00	50.00	1,200.00
(l)	White Matte Coated Cover, 80-lb					
(1)	Format A	8	30.00	240.00	27.00	216.00
(2)	Format B	120	30.00	3,600.00	30.00	3,600.00
(m)	White Dull Coated Cover, 80-lb					
(1)	Format A	8	33.00	264.00	29.00	232.00
(2)	Format B	120	33.00	3,960.00	33.00	3,960.00
(n)	White No. 1 Coated Cover, Dull Finish, 100-lb					
(1)	Format A	12	40.00	480.00	35.00	420.00
(2)	Format B	242	40.00	9,680.00	40.00	9,680.00

Program No. C427-S Term Date of Award To January 31, 2005						
Title: PROMOTIONAL PAMPHLETS						
			IPI GRAPHICS		CURRENT CONTRACTOR	
ITEM NO	DESCRIPTION	BASIS OF	UPPER MARLBORO, MD		IPI GRAPHICS	
		AWARD	UNIT RATE	COST	UNIT RATE	COST
V.	PACKING, SEALING AND DISTRIBUTION:					
	Bulk shipments:					
(a)	Pack/seal shipping containers up to 40 lbs.....					
per container	3,000	1.00	3,000.00	1.10	3,300.00
	Mailing:					
(b)	Affix Government furn and/or contractor created labels to sgl copy (self-mailers)..per 1,000 lbls	385	30.00	11,550.00	30.00	11,550.00
(c)	Sgl/mult copies in kraft envelopes to 200 leaves incl affixing labels.....per 1,000 envelopes	1	300.00	300.00	400.00	400.00
	CONTRACTOR SUBTOTALS			\$512,779.50		\$538,495.00
	TOTALS FOR ITEM II PAPER			\$175,287.00		\$176,021.50
	SUBTOTALS LESS PAPER			\$337,492.50		\$362,473.50
	ACCELERATED SCHEDULE (25%)	25.00%		\$84,373.13		\$90,618.38
VI.	PERCENTAGE INCREASE		10.00%	\$8,437.31	10.00%	\$9,061.84
	CONTR'S SUBTOTALS + PERCENTAGE INCR			\$521,216.81		\$547,556.84
	DISCOUNT		5.00%	\$26,060.84	5.00%	\$27,377.84
	DISCOUNTED TOTALS			\$495,155.97		\$520,179.00