

Program No. C570-S Term November 1, 2003 To October 31, 2004													
Title: EXPORT AMERICA MAGAZINE													
			DeLANCEY PRINTING CO.		GRAY GRAPHICS		McDONALD & EUDY		PEAKE PRINTERS, INC.		SCHMITZ PRESS		
			ALEXANDRIA, VA		CAPITOL HEIGHTS, MD		TEMPLE HILLS, MD		CHEVERLY, MD		SPARKS, MD		
ITEM NO.	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
I. PREPRESS:													
(a)	Trim/Page-size unit..... per page	2,304	8.70	20,044.80	5.00	11,520.00	5.00	11,520.00	6.00	13,824.00	50.00	115,200.00	
II. PROOFS:													
(a)	Revised Dylux (or similar) proofs..... per proof	1	10.12	10.12	12.00	12.00	10.00	10.00	6.00	6.00	3.60	3.60	
(b)	Revised Matchprint proofs (3-M or similar)..... per color/per trim/page-size unit	8	28.75	230.00	20.00	160.00	25.00	200.00	8.00	64.00	35.72	285.76	
(c)	System Timework..... per hour	3	101.67	305.01	65.00	195.00	75.00	225.00	90.00	270.00	150.00	450.00	
III. PRINTING AND BINDING:													
(a)	Four-Color Process..... per page												
(1)	Makeready and/or Setup	576	81.93	47,191.68	53.00	30,528.00	49.75	28,656.00	104.00	59,904.00	54.83	31,582.08	
(2)	Running Per 1,000 Copies	2,284	13.99	31,953.16	12.50	28,550.00	12.35	28,207.40	13.00	29,692.00	18.25	41,683.00	
(b)	Printing Post Cards face/back												
1.	Printing in a single ink..... per complete card												
(1)	Makeready and/or Setup	3	400.00	1,200.00	250.00	750.00	275.00	825.00	374.00	1,122.00	490.00	1,470.00	
(2)	Running Per 1,000 Copies	16	96.67	1,546.72	65.00	1,040.00	75.00	1,200.00	61.00	976.00	96.88	1,550.08	
2.	Printing in an additional color..... per color/per complete card												
(1)	Makeready and/or Setup	3	241.00	723.00	100.00	300.00	175.00	525.00	112.00	336.00	190.00	570.00	
(2)	Running Per 1,000 Copies	32	12.99	415.68	5.00	160.00	13.00	416.00	3.00	96.00	15.63	500.16	
IV. PACKING AND DISTRIBUTION:													
(1)	Mail shipments:												
(a)	Quantities over 200 leaves to 12-lbs inserted into cushioned shipping bags or wrapped in shipping bundles..... per bag/bundle	2,100	1.12	2,352.00	0.50	1,050.00	0.65	1,365.00	2.00	4,200.00	1.25	2,625.00	
(2)	Bulk Deliveries:												
(b)	Pack/seal shipping containers..... per container	398	2.00	796.00	2.00	796.00	2.00	796.00	2.00	796.00	1.50	597.00	
V. ADDITIONAL OPERATIONS:													
(a)	Reproducing furnished 3 x 5 gummed mailing indicia labels..... per label	3	1.25	3.75	0.10	0.30	0.75	2.25	1.00	3.00	0.35	1.05	
(b)	Spot Varnishing..... per page	2	216.00	432.00	10.00	20.00	150.00	300.00	75.00	150.00	3.65	7.30	
CONTRACTOR TOTALS				\$107,203.92		\$75,081.30		\$74,247.65		\$111,439.00		\$196,525.03	
DISCOUNT				0.50%	\$536.02	2.00%	\$1,501.63	1.00%	\$742.48	1.00%	\$1,114.39	0.50%	\$982.63
DISCOUNTED TOTALS				\$106,667.90		\$73,579.67		\$73,505.17		\$110,324.61		\$195,542.40	
AWARDED													

Program No. C570-S Term November 1, 2003 To October 31, 2004									
Title: EXPORT AMERICA MAGAZINE									
			YORK GRAPHICS		IPI GRAPHICS		Price Comparison Only		
			YORK, PA		UPPER MARLBORO, MD		CURRENT CONTRACTOR		
			IPI GRAPHICS						
ITEM NO.	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
I. PREPRESS:									
(a)	Trim/Page-size unit..... per page	2,304	5.00	11,520.00	6.00	13,824.00	3.00	6,912.00	
II. PROOFS:									
(a)	Revised Dylux (or similar) proofs..... per proof	1	20.00	20.00	10.00	10.00	20.00	20.00	
(b)	Revised Matchprint proofs (3-M or similar)..... per color/per trim/page-size unit	8	20.00	160.00	20.00	160.00	20.00	160.00	
(c)	System Timework..... per hour	3	65.00	195.00	120.00	360.00	120.00	360.00	
III. PRINTING AND BINDING:									
(a)	Four-Color Process..... per page								
(1)	Makeready and/or Setup	576	52.00	29,952.00	55.00	31,680.00	55.00	31,680.00	
(2)	Running Per 1,000 Copies	2,284	12.75	29,121.00	13.75	31,405.00	13.75	31,405.00	
(b)	Printing Post Cards face/back								
1.	Printing in a single ink..... per complete card								
(1)	Makeready and/or Setup	3	400.00	1,200.00	300.00	900.00	300.00	900.00	
(2)	Running Per 1,000 Copies	16	84.00	1,344.00	80.00	1,280.00	85.00	1,360.00	
2.	Printing in an additional color..... per color/per complete card								
(1)	Makeready and/or Setup	3	200.00	600.00	200.00	600.00	200.00	600.00	
(2)	Running Per 1,000 Copies	32	14.00	448.00	5.00	160.00	10.00	320.00	
IV. PACKING AND DISTRIBUTION:									
(1)	Mail shipments:								
(a)	Quantities over 200 leaves to 12-lbs inserted into cushioned shipping bags or wrapped in shipping bundles..... per bag/bundle	2,100	1.00	2,100.00	1.00	2,100.00	1.00	2,100.00	
(2)	Bulk Deliveries:								
(b)	Pack/seal shipping containers..... per container	398	2.00	796.00	1.50	597.00	1.50	597.00	
V. ADDITIONAL OPERATIONS:									
(a)	Reproducing furnished 3 x 5 gummed mailing indicia labels..... per label	3	10.00	30.00	4.00	12.00	2.50	7.50	
(b)	Spot Varnishing..... per page	2	60.00	120.00	40.00	80.00	40.00	80.00	
CONTRACTOR TOTALS						\$83,168.00		\$76,501.50	
DISCOUNT				3.50%		\$4,158.40	5.00%	\$3,825.08	
DISCOUNTED TOTALS						\$79,009.60		\$72,676.42	