

TRAINING PUBLICATIONS

ITEM NO	DESCRIPTION	BASIS OF AWARD	BRACELAND BROS. INC		GRAY GRAPHICS		NATIONAL PRINTING & COPY	
			ATLANTA, GA		CAPITOL HEIGHTS, MD		BELTSVILLE, MD	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
<b>I. PREPRESS:</b>								
(a)	Trim/Pg-size unit produced from camera copy			0.00		0.00		0.00
	.....per film.....	23,178	0.90	20,860.20	1.00	23,178.00	1.00	23,178.00
(b)	Trim/Pg-size unit produced from electronic file;			0.00		0.00		0.00
	.....per film.....	10,488	4.00	41,952.00	3.00	31,464.00	5.00	52,440.00
(c)	Line.....per illustration.....	10	1.00	10.00	4.00	40.00	3.00	30.00
(d)	Square-finish halftone.....per illustration.....	18	10.00	180.00	7.50	135.00	10.00	180.00
(e)	Combination line and halftone...per illustration...	10	12.00	120.00	9.50	95.00	10.00	100.00
(f)	Composite Dylux (or similar) proofs;			0.00		0.00		0.00
	.....per trim/page-size unit.....	10	1.00	10.00	1.09	10.90	5.00	50.00
<b>II. PRINTING AND BINDING:</b>								
<b>(a) Saddle-Stitched Products:</b>								
	Printing in black ink including binding			0.00		0.00		0.00
	.....Per Page			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	10	6.00	60.00	5.00	50.00	5.00	50.00
(2)	Running Per 1000 Copies.....	10	1.50	15.00	1.25	12.50	2.25	22.50
<b>(b) Perfect-Bound Products:</b>								
	Printing in black ink including binding			0.00		0.00		0.00
	.....Per Page			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	1956	1.90	3,716.40	3.00	5,868.00	3.00	5,868.00
(2)	Running Per 1000 Copies.....	974	0.90	876.60	1.20	1,168.80	1.25	1,217.50
<b>(c) Loose-Leaf Products:</b>								
	Printing in black ink including binding			0.00		0.00		0.00
	.....Per Page			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	33660	1.90	63,954.00	3.00	100,980.00	3.00	100,980.00
(2)	Running Per 1000 Copies.....	12642	0.90	11,377.80	1.20	15,170.40	1.25	15,802.50
<b>(d) Printing text in a color in addition to the first</b>								
	single ink color press run charged for under			0.00		0.00		0.00
	items (a) through (c); Each additional ink color			0.00		0.00		0.00
	.....Per Page			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	10	3.00	30.00	2.50	25.00	5.00	50.00
(2)	Running Per 1000 Copies.....	10	0.40	4.00	0.25	2.50	2.50	25.00
<b>(e) Fold-ins:</b>								
	Printing one side only in a single ink including			0.00		0.00		0.00
	binding (inserting throughout text)			0.00		0.00		0.00
	.....Per Fold-In Unit			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	144	3.00	432.00	20.00	2,880.00	20.00	2,880.00
(2)	Running Per 1000 Copies.....	116	10.00	1,160.00	15.00	1,740.00	50.00	5,800.00
<b>(f) Each additional ink color</b>								
	.....Per Fold-In Unit			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	10	25.00	250.00	15.00	150.00	20.00	200.00
(2)	Running Per 1000 Copies.....	10	10.00	100.00	5.00	50.00	20.00	200.00
<b>COVERS:</b>								
<b>(g) Printing covers 1 and 4 only in a single ink</b>								
	.....Per Complete Cover.....			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	102	50.00	5,100.00	75.00	7,650.00	50.00	5,100.00
(2)	Running Per 1000 Copies.....	41	21.00	861.00	20.00	820.00	25.00	1,025.00
<b>(h) Printing covers 1 through 4 in a single ink</b>								
	.....Per Complete Cover.....			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	10	115.00	1,150.00	75.00	750.00	150.00	1,500.00
(2)	Running Per 1000 Copies.....	10	40.00	400.00	20.00	200.00	50.00	500.00
<b>(I) Each additional ink color</b>								
	.....Per Complete Cover.....			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	12	100.00	1,200.00	100.00	1,200.00	150.00	1,800.00
(2)	Running Per 1000 Copies.....	33	21.00	693.00	20.00	660.00	50.00	1,650.00

TRAINING PUBLICATIONS

ITEM NO	DESCRIPTION	BASIS OF AWARD	BRACELAND BROS. INC		GRAY GRAPHICS		NATIONAL PRINTING & COPY	
			ATLANTA, GA		CAPITOL HEIGHTS, MD		BELTSVILLE, MD	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
<b>(j)</b>	<b>Tab Dividers:</b>			0.00		0.00		0.00
	Printing one side only (price includes gathering dividers in with text in sequence specified)			0.00		0.00		0.00
	.....Per Divider.....			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	564	25.00	14,100.00	20.00	11,280.00	10.00	5,640.00
(2)	Running Per 1000 Copies.....	181	50.00	9,050.00	40.00	7,240.00	15.00	2,715.00
<b>(k)</b>	<b>Unit Dividers:</b>			0.00		0.00		0.00
	Printing one side only (price includes gathering dividers in with text in sequence specified)			0.00		0.00		0.00
	.....Per Divider.....			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	10	30.00	300.00	15.00	150.00	15.00	150.00
(2)	Running Per 1000 Copies.....	10	55.00	550.00	25.00	250.00	25.00	250.00
<b>(l)</b>	<b>Separate Covers (including backstrips)</b>			0.00		0.00		0.00
	.....Per Page.....			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	10	50.00	500.00	45.00	450.00	50.00	500.00
(2)	Running Per 1000 Copies.....	30	30.00	900.00	20.00	600.00	25.00	750.00
<b>III</b>	<b>PAPER: Per 1000 Leaves</b>			0.00		0.00		0.00
(a)	White offset book (50-lb).....	6861	5.10	34,991.10	5.50	37,735.50	5.00	34,305.00
(b)	Colored offset book (50-lb).....	10	15.00	150.00	7.50	75.00	10.00	100.00
(c)	White vellum-finish cover (50-lb).....	69	28.00	1,932.00	25.00	1,725.00	25.00	1,725.00
(d)	Colored vellum-finish cover (50-lb).....	48	33.00	1,584.00	35.00	1,680.00	35.00	1,680.00
(e)	White index (110-lb).....	101	35.00	3,535.00	32.00	3,232.00	25.00	2,525.00
(f)	Colored index (110-lb).....	90	40.00	3,600.00	40.00	3,600.00	30.00	2,700.00
<b>IV.</b>	<b>ADDITIONAL OPERATIONS:</b>			0.00		0.00		0.00
(a)	Binding with plastic combs of suitable capacity (including punching and cost of plastic combs)			0.00		0.00		0.00
	.....Per 100 books.....	138	50.00	6,900.00	50.00	6,900.00	50.00	6,900.00
(b)	Thermal adhesive tape binding			0.00		0.00		0.00
	.....Per 100 books.....	10	110.00	1,100.00	75.00	750.00	50.00	500.00
(c)	Drilling.....Per 100 leaves.....	47418	0.03	1,422.54	0.03	1,422.54	0.04	1,896.72
(d)	Shrink-film wrapping.....Per 100 packages..	264	20.00	5,280.00	15.00	3,960.00	15.00	3,960.00
<b>V.</b>	<b>PACKING AND DISTRIBUTION:</b>			0.00		0.00		0.00
	Packing and sealing shipping containers			0.00		0.00		0.00
	.....Per container.....	2094	1.00	2,094.00	1.00	2,094.00	1.00	2,094.00
<b>VI.</b>	<b>PREMIUM PAYMENTS:</b>			0.00		0.00		0.00
	Percentage increase.....			0.00		0.00		0.00
	<b>CONTRACTOR SUBTOTALS</b>			<b>\$242,500.64</b>		<b>\$277,444.14</b>		<b>\$289,039.22</b>
	<b>CONTRACTOR'S PAPER PRICE</b>			<b>\$45,792.10</b>		<b>\$48,047.50</b>		<b>\$43,035.00</b>
	<b>SUBTOTAL LESS PAPER</b>			<b>\$196,708.54</b>		<b>\$229,396.64</b>		<b>\$246,004.22</b>
	<b>ACCELERATED SCHEDULE</b>	15%		<b>\$29,506.28</b>		<b>\$34,409.50</b>		<b>\$36,900.63</b>
	<b>PERCENTAGE INCREASE</b>		25.00%	<b>\$7,376.57</b>	15.00%	<b>\$5,161.42</b>	25.00%	<b>\$9,225.16</b>
	<b>CONTR'S TOTALS + PERCENTAGE INCR</b>			<b>\$249,877.21</b>		<b>\$282,605.56</b>		<b>\$298,264.38</b>
	<b>DISCOUNT</b>		5.00%	<b>\$12,493.86</b>	2.00%	<b>\$5,652.11</b>	2.00%	<b>\$5,965.29</b>
	<b>DISCOUNTED TOTALS</b>			<b>\$237,383.35</b>		<b>\$276,953.45</b>		<b>\$292,299.09</b>

Program No C-651-S Term 06/01/04 To 05/31/05  
**TRAINING PUBLICATIONS**

ITEM NO	DESCRIPTION	BASIS OF AWARD	WEST SHORE PRINTING		GOODWAY GRAPHICS/VA		CURRENT CONTRACTOR	
			MECHANICSBURG, PA	COST	SPRINGFIELD, VA	COST	GOODWAY GRAPHICS/VA	COST
<b>I. PREPRESS:</b>								
(a)	Trim/Pg-size unit produced from camera copy			0.00		0.00		0.00
	.....per film.....	23,178	1.00	23,178.00	1.00	23,178.00	1.00	23,178.00
(b)	Trim/Pg-size unit produced from electronic file;			0.00		0.00		0.00
	.....per film.....	10,488	5.00	52,440.00	2.00	20,976.00	5.00	52,440.00
(c)	Line.....per illustration.....	10	2.00	20.00	1.00	10.00	1.00	10.00
(d)	Square-finish halftone.....per illustration.....	18	10.00	180.00	8.00	144.00	8.00	144.00
(e)	Combination line and halftone...per illustration...	10	15.00	150.00	10.00	100.00	10.00	100.00
(f)	Composite Dylux (or similar) proofs;			0.00		0.00		0.00
	.....per trim/page-size unit.....	10	1.00	10.00	1.00	10.00	1.00	10.00
<b>II. PRINTING AND BINDING:</b>								
<b>(a) Saddle-Stitched Products:</b>								
	Printing in black ink including binding			0.00		0.00		0.00
	.....Per Page			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	10	5.00	50.00	7.50	75.00	5.00	50.00
(2)	Running Per 1000 Copies.....	10	1.00	10.00	2.00	20.00	1.40	14.00
<b>(b) Perfect-Bound Products:</b>								
	Printing in black ink including binding			0.00		0.00		0.00
	.....Per Page			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	1956	3.00	5,868.00	3.00	5,868.00	3.00	5,868.00
(2)	Running Per 1000 Copies.....	974	1.200	1,168.80	1.20	1,168.80	1.20	1,168.80
<b>(c) Loose-Leaf Products:</b>								
	Printing in black ink including binding			0.00		0.00		0.00
	.....Per Page			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	33660	2.50	84,150.00	3.00	100,980.00	3.00	100,980.00
(2)	Running Per 1000 Copies.....	12642	1.40	17,698.80	1.20	15,170.40	1.40	17,698.80
<b>(d) Printing text in a color in addition to the first</b>								
	single ink color press run charged for under			0.00		0.00		0.00
	items (a) through (c) ; Each additional ink color			0.00		0.00		0.00
	.....Per Page			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	10	20.00	200.00	15.00	150.00	0.00	0.00
(2)	Running Per 1000 Copies.....	10	10.00	100.00	20.00	200.00	0.00	0.00
<b>(e) Fold-ins:</b>								
	Printing one side only in a single ink including			0.00		0.00		0.00
	binding (inserting throughout text)			0.00		0.00		0.00
	.....Per Fold-In Unit			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	144	10.00	1,440.00	10.00	1,440.00	10.00	1,440.00
(2)	Running Per 1000 Copies.....	116	10.00	1,160.00	15.00	1,740.00	15.00	1,740.00
<b>(f) Each additional ink color</b>								
	.....Per Fold-In Unit			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	10	20.00	200.00	15.00	150.00	20.00	200.00
(2)	Running Per 1000 Copies.....	10	10.00	100.00	10.00	100.00	10.00	100.00
<b>COVERS:</b>								
<b>(g) Printing covers 1 and 4 only in a single ink</b>								
	.....Per Complete Cover.....			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	102	20.00	2,040.00	60.00	6,120.00	60.00	6,120.00
(2)	Running Per 1000 Copies.....	41	10.00	410.00	25.00	1,025.00	25.00	1,025.00
<b>(h) Printing covers 1 through 4 in a single ink</b>								
	.....Per Complete Cover.....			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	10	50.00	500.00	80.00	800.00	120.00	1,200.00
(2)	Running Per 1000 Copies.....	10	20.00	200.00	30.00	300.00	50.00	500.00
<b>(I) Each additional ink color</b>								
	.....Per Complete Cover.....			0.00		0.00		0.00
(1)	Makeready and/or Setup.....	12	20.00	240.00	100.00	1,200.00	120.00	1,440.00
(2)	Running Per 1000 Copies.....	33	10.00	330.00	25.00	825.00	50.00	1,650.00

Program No C-651-S Term 06/01/04 To 05/31/05								
TRAINING PUBLICATIONS								
ITEM NO	DESCRIPTION	BASIS OF AWARD	WEST SHORE PRINTING		GOODWAY GRAPHICS/VA		CURRENT CONTRACTOR	
			MECHANICSBURG, PA	SPRINGFIELD, VA	GOODWAY GRAPHICS/VA	GOODWAY GRAPHICS/VA		
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
	<b>(j) Tab Dividers:</b>			0.00		0.00		0.00
	Printing one side only (price includes gathering dividers in with text in sequence specified)			0.00		0.00		0.00
	.....Per Divider.....			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	564	2.00	1,128.00	15.00	8,460.00	25.00	14,100.00
(2)	Running Per 1000 Copies.....	181	10.00	1,810.00	40.00	7,240.00	50.00	9,050.00
	<b>(k) Unit Dividers:</b>			0.00		0.00		0.00
	Printing one side only (price includes gathering dividers in with text in sequence specified)			0.00		0.00		0.00
	.....Per Divider.....			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	10	20.00	200.00	25.00	250.00	15.00	150.00
(2)	Running Per 1000 Copies.....	10	10.00	100.00	40.00	400.00	30.00	300.00
	<b>(l) Separate Covers (including backstrips)</b>			0.00		0.00		0.00
	.....Per Page.....			0.00		0.00		0.00
(1)	Make ready and/or Setup.....	10	20.00	200.00	25.00	250.00	50.00	500.00
(2)	Running Per 1000 Copies.....	30	10.00	300.00	25.00	750.00	30.00	900.00
<b>III</b>	<b>PAPER: Per 1000 Leaves</b>			0.00		0.00		0.00
(a)	White offset book (50-lb).....	6861	5.00	34,305.00	5.40	37,049.40	5.50	37,735.50
(b)	Colored offset book (50-lb).....	10	10.00	100.00	10.00	100.00	10.00	100.00
(c)	White vellum-finish cover (50-lb).....	69	22.00	1,518.00	25.00	1,725.00	25.00	1,725.00
(d)	Colored vellum-finish cover (50-lb).....	48	30.00	1,440.00	40.00	1,920.00	40.00	1,920.00
(e)	White index (110-lb).....	101	22.00	2,222.00	35.00	3,535.00	35.00	3,535.00
(f)	Colored index (110-lb).....	90	30.00	2,700.00	40.00	3,600.00	40.00	3,600.00
<b>IV.</b>	<b>ADDITIONAL OPERATIONS:</b>			0.00		0.00		0.00
(a)	Binding with plastic combs of suitable capacity (including punching and cost of plastic combs)			0.00		0.00		0.00
	.....Per 100 books.....	138	40.00	5,520.00	50.00	6,900.00	50.00	6,900.00
(b)	Thermal adhesive tape binding			0.00		0.00		0.00
	.....Per 100 books.....	10	100.00	1,000.00	40.00	400.00	40.00	400.00
(c)	Drilling.....Per 100 leaves.....	47418	0.05	2,370.90	0.03	1,422.54	0.03	1,422.54
(d)	Shrink-film wrapping.....Per 100 packages..	264	15.00	3,960.00	15.00	3,960.00	15.00	3,960.00
<b>V.</b>	<b>PACKING AND DISTRIBUTION:</b>			0.00		0.00		0.00
	Packing and sealing shipping containers			0.00		0.00		0.00
	.....Per container.....	2094	1.00	2,094.00	1.25	2,617.50	1.25	2,617.50
<b>VI.</b>	<b>PREMIUM PAYMENTS:</b>			0.00		0.00		0.00
	Percentage increase.....			0.00		0.00		0.00
	<b>CONTRACTOR SUBTOTALS</b>			\$252,811.50		\$262,329.64		\$305,992.14
	<b>CONTRACTOR'S PAPER PRICE</b>			\$42,285.00		\$47,929.40		\$48,615.50
	<b>SUBTOTAL LESS PAPER</b>			\$210,526.50		\$214,400.24		\$257,376.64
	<b>ACCELERATED SCHEDULE</b>	15%		\$31,578.98		\$32,160.04		\$38,606.50
	<b>PERCENTAGE INCREASE</b>		10.00%	\$3,157.90	0.00%	\$0.00	0.00%	\$0.00
	<b>CONTR'S TOTALS + PERCENTAGE INCR</b>			\$255,969.40		\$262,329.64		\$305,992.14
	<b>DISCOUNT</b>		2.00%	\$5,119.39	1.00%	\$2,623.30	1.00%	\$3,059.92
	<b>DISCOUNTED TOTALS</b>			\$250,850.01		\$259,706.34		\$302,932.22
				<b>AWARDED</b>				