

ITEM NO	DESCRIPTION	BASIS OF AWARD	BEARD PRTG.		THE DONHER COMPANY		EVOLUTION IMPRESSIONS		McDONALD & EUDY		
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
			York, PA	Edison, NJ	Rochester, NY	Temple Hills, MD					
I. ELECTRONIC PREPRESS:											
(a)	Trim/Page-size unit produced from camera copy...per color/per page.....	72	5.26	378.72	2.00	144.00	6.75	486.00	1.50	108.00	
(b)	Trim/Page-size unit produced from electronic file..per color/per page.....	134	4.21	564.14	2.00	268.00	9.70	1,299.80	5.00	670.00	
(c)	Digital color content proofs.....per trim/page-size unit.....	125	2.11	263.75	4.00	500.00	2.50	312.50	2.00	250.00	
(d)	Digital one-piece composite laminated proofs.....per trim/page-size unit.....	125	10.53	1,316.25	8.00	1,000.00	20.50	2,562.50	5.00	625.00	
II. PRINTING AND BINDING:											
(a)	8-1/2 x 11".....per side..... <u>Black Ink or Color Other Than Black</u>										
(1)	Makeready and Setup	3	121.05	363.15	115.00	345.00	210.00	630.00	75.00	225.00	
(2)	Per 1,000 Copies	120	4.58	549.60	8.22	986.40	4.17	500.40	2.25	270.00	
	<u>Additional Color of Ink</u>										
(3)	Makeready and Setup	1	105.26	105.26	135.00	135.00	156.00	156.00	50.00	50.00	
(4)	Per 1,000 Copies	100	2.05	205.00	5.50	550.00	1.22	122.00	2.25	225.00	
(b)	17 x 11", folded to 8-1/2 x 11".....per side..... <u>Black Ink or Color Other Than Black</u>										
(1)	Makeready and Setup	8	168.42	1,347.36	135.00	1,080.00	217.00	1,736.00	75.00	600.00	
(2)	Per 1,000 Copies	144	8.16	1,175.04	14.50	2,088.00	6.30	907.20	5.50	792.00	
	<u>Additional Color of Ink</u>										
(3)	Makeready and Setup	4	115.79	463.16	135.00	540.00	168.00	672.00	75.00	300.00	
(4)	Per 1,000 Copies	72	7.11	511.92	5.50	396.00	1.40	100.80	2.00	144.00	
(c)	15 x 9", folded to 3-3/4 x 9".....per side..... <u>Black Ink or Color Other Than Black</u>										
(1)	Makeready and Setup	6	131.58	789.48	135.00	810.00	217.00	1,302.00	75.00	450.00	
(2)	Per 1,000 Copies	340	7.63	2,594.20	16.44	5,589.60	6.30	2,142.00	5.50	1,870.00	
	<u>Additional Color of Ink</u>										
(3)	Makeready and Setup	6	105.26	631.56	135.00	810.00	168.00	1,008.00	75.00	450.00	
(4)	Per 1,000 Copies	340	2.11	717.40	5.50	1,870.00	1.40	476.00	2.00	680.00	
(d)	Pamphlets: Per page..... <u>Black Ink or Color Other Than Black</u>										
(1)	Makeready and Setup	104	14.21	1,477.84	15.00	1,560.00	27.45	2,854.80	12.00	1,248.00	
(2)	Per 1,000 Copies	1822	2.47	4,500.34	5.00	9,110.00	5.20	9,474.40	2.75	5,010.50	
	<u>Additional Color of Ink</u>										
(3)	Makeready and Setup	77	10.00	770.00	10.00	770.00	11.05	850.85	13.00	1,001.00	
(4)	Per 1,000 Copies	946	0.47	444.62	2.25	2,128.50	1.80	1,702.80	0.75	709.50	
III. PAPER:											
(a)	Per 1,000 leaves 8-1/2 x 11" and Pamphlets										
(b)	White Offset Book (50-lb.)..... 17 x 11", folded to 8-1/2 x 11"	1021	6.74	6,881.54	7.66	7,820.86	7.95	8,116.95	5.75	5,870.75	
(1)	White Offset Book (50-lb.).....	64	13.47	862.08	16.25	1,040.00	15.90	1,017.60	12.50	800.00	
(2)	White Offset Book (60-lb.).....	60	15.58	934.80	18.89	1,133.40	18.20	1,092.00	14.75	885.00	
(c)	15 x 9", folded to 3-3/4 x 9" White Offset Book (60-lb.).....	170	11.58	1,968.60	18.89	3,211.30	18.20	3,094.00	13.00	2,210.00	
IV. ADDITIONAL OPERATIONS:											
(a)	Shrink-film packaging..... Per 100 packages.....	46	15.79	726.34	21.50	989.00	22.00	1,012.00	15.00	690.00	
(b)	Perforating (slit or slot) on fold...per 100 leaves...	400	1.05	420.00	1.55	620.00	1.25	500.00	0.50	200.00	
(c)	Padding.....per 100 sheets.....	20	0.16	3.20	15.50	310.00	16.00	320.00	25.00	500.00	
V. PACKING AND DISTRIBUTION:											
1.	Bulk shipments (other than by mail):										
(a)	Packing and sealing shipping containers.....per container.....	427	1.05	448.35	2.50	1,067.50	1.40	597.80	1.50	640.50	
(b)	Palletizing.....per pallet.....	14	15.79	221.06	20.00	280.00	13.00	182.00	20.00	280.00	
2.	Mailing:										
(a)	Single copies (self mailer)... per 100 copies.....	466	3.68	1,714.88	3.90	1,817.40	33.00	15,378.00	3.50	1,631.00	
(b)	Single copy or multiple copies in kraft envelope (up to 200 leaves).....per envelope.....	4618	0.42	1,939.56	0.17	785.06	0.27	1,246.86	0.18	831.24	
(c)	Multiple copies over 200 leaves, up to 36 lbs., in cushioned shipping bags, or packed in shipping containers (max gross weight 40 lbs.)per bag or container.....	581	1.05	610.05	1.50	871.50	1.40	813.40	1.50	871.50	
CONTRACTOR TOTALS					\$35,899.25		\$50,626.52		\$62,666.66		\$31,087.99
DISCOUNT				5.00%	\$1,794.96	1.00%	\$506.27	0.25%	\$156.67	1.00%	\$310.88
DISCOUNTED TOTALS					\$34,104.29		\$50,120.25		\$62,509.99		\$30,777.11
AWARDED											

ITEM NO	DESCRIPTION	BASIS OF AWARD	QUINTESENTIAL COLOR		CURRENT CONTRACTOR	
			Upper Marlboro, MD	Cost	Quintessential Color	Cost
I. ELECTRONIC PREPRESS:						
(a)	Trim/Page-size unit produced from camera copy...per color/per page.....	72	1.50	108.00	new	new
(b)	Trim/Page-size unit produced from electronic file..per color/per page.....	134	8.00	1,072.00	new	new
(c)	Digital color content proofs.....per trim/page-size unit.....	125	2.00	250.00	new	new
(d)	Digital one-piece composite laminated proofs.....per trim/page-size unit.....	125	15.00	1,875.00	new	new
II. PRINTING AND BINDING:						
(a)	8-1/2 x 11".....per side..... Black Ink or Color Other Than Black					
(1)	Makeready and Setup	3	120.00	360.00	120.00	360.00
(2)	Per 1,000 Copies	120	4.00	480.00	4.50	540.00
	Additional Color of Ink					
(3)	Makeready and Setup	1	100.00	100.00	140.00	140.00
(4)	Per 1,000 Copies	100	2.50	250.00	3.00	300.00
(b)	17 x 11", folded to 8-1/2 x 11".....per side..... Black Ink or Color Other Than Black					
(1)	Makeready and Setup	8	130.00	1,040.00	140.00	1,120.00
(2)	Per 1,000 Copies	144	4.50	648.00	4.50	648.00
	Additional Color of Ink					
(3)	Makeready and Setup	4	100.00	400.00	new	new
(4)	Per 1,000 Copies	72	3.00	216.00	new	new
(c)	15 x 9", folded to 3-3/4 x 9".....per side..... Black Ink or Color Other Than Black					
(1)	Makeready and Setup	6	130.00	780.00	140.00	840.00
(2)	Per 1,000 Copies	340	4.50	1,530.00	9.00	3,060.00
	Additional Color of Ink					
(3)	Makeready and Setup	6	100.00	600.00	140.00	840.00
(4)	Per 1,000 Copies	340	3.00	1,020.00	3.00	1,020.00
Pamphlets:						
(d)	Per page..... Black Ink or Color Other Than Black					
(1)	Makeready and Setup	104	15.00	1,560.00	15.00	1,560.00
(2)	Per 1,000 Copies	1822	3.25	5,921.50	3.25	5,921.50
	Additional Color of Ink					
(3)	Makeready and Setup	77	10.00	770.00	10.00	770.00
(4)	Per 1,000 Copies	946	0.50	473.00	0.50	473.00
III. PAPER:						
(a)	Per 1,000 leaves 8-1/2 x 11" and Pamphlets					
	White Offset Book (50-lb.).....	1021	7.50	7,657.50	6.00	6,126.00
(b)	17 x 11", folded to 8-1/2 x 11"					
(1)	White Offset Book (50-lb.).....	64	15.00	960.00	6.00	384.00
(2)	White Offset Book (60-lb.).....	60	17.00	1,020.00	7.00	420.00
(c)	15 x 9", folded to 3-3/4 x 9"					
	White Offset Book (60-lb.).....	170	17.00	2,890.00	12.00	2,040.00
IV. ADDITIONAL OPERATIONS:						
(a)	Shrink-film packaging..... Per 100 packages.....	46	15.00	690.00	15.00	690.00
(b)	Perforating (slit or slot) on fold...per 100 leaves...	400	0.50	200.00	1.25	500.00
(c)	Padding.....per 100 sheets.....	20	15.00	300.00	25.00	500.00
V. PACKING AND DISTRIBUTION:						
1. Bulk shipments (other than by mail):						
(a)	Packing and sealing shipping containers.....per container.....	427	1.50	640.50	1.00	427.00
(b)	Palletizing.....per pallet.....	14	15.00	210.00	20.00	280.00
2. Mailing:						
(a)	Single copies (self mailer)...per 100 copies.....	466	5.00	2,330.00	3.00	1,398.00
(b)	Single copy or multiple copies in kraft envelope (up to 200 leaves).....per envelope.....	4618	0.20	923.60	0.20	923.60
(c)	Multiple copies over 200 leaves, up to 36 lbs., in cushioned shipping bags, or packed in shipping containers (max gross weight 40 lbs.)per bag or container.....	581	1.50	871.50	1.50	871.50
CONTRACTOR TOTALS				\$38,146.60	-----	
DISCOUNT			5.00%	\$1,907.33	5.00%	-----
DISCOUNTED TOTALS				\$36,239.27	-----	