

|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|--|--|-------------------------|------------------|----------------------------|------------------|--------------------------|------------------|--------------------------|------------------|-------------------------|------------------|--------------|
| <b>TITLE: OSHA PUBLICATIONS</b>                      |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
| <b>TERM: Date of Award to November 30, 2008</b>      |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
| <b>Occupational Safety and Health Administration</b> |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
| <b>PROGRAM 699-S</b>                                 |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | <b>ALCOM PRINTING</b>   |                  | <b>MCDONALD &amp; EUDY</b> |                  | <b>K-B OFFSET PRTRG</b>  |                  | <b>NIAGARA PRTRG</b>     |                  | <b>SPECIALTY REPRO.</b> |                  |              |
|  |  | <b>HARLEYSVILLE, PA</b> |                  | <b>TEMPLE HILLS, MD</b>    |                  | <b>STATE COLLEGE, PA</b> |                  | <b>NIAGARA FALLS, NY</b> |                  | <b>SALT LAKE, UT</b>    |                  |              |
|  |  | <b>BASIS</b>            | <b>UNIT RATE</b> | <b>COST</b>                | <b>UNIT RATE</b> | <b>COST</b>              | <b>UNIT RATE</b> | <b>COST</b>              | <b>UNIT RATE</b> | <b>COST</b>             | <b>UNIT RATE</b> | <b>COST</b>  |
|  |  | <b>AWARD</b>            |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
| <b>I.</b>  | <b>PRINTING, BINDING AND DISTRIBUTION</b>  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
| <b>1</b>   | <b>BOOKS AND PAMPHLETS (4 X 9")</b>  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
| a.   | Saddle-stitched: Printing text in a single ink, including binding-----per page   |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | 120                     | 21.02            | 2,522.40                   | 20.00            | 2,400.00                 | 15.00            | 1,800.00                 | 13.50            | 32,400.00               | 10.00            | 24,000.00    |
|  |  | 3360                    | 2.20             | 7,392.00                   | 2.50             | 8,400.00                 | 3.00             | 10,080.00                | 2.45             | 20,580.00               | 8.00             | 67,200.00    |
| b.   | Saddle-stitched: Printing text in a four-color process, including binding-----per page   |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | 100                     | 41.84            | 4,184.00                   | 60.00            | 6,000.00                 | 35.00            | 3,500.00                 | 50.00            | 300,000.00              | 60.00            | 360,000.00   |
|  |  | 1500                    | 2.91             | 4,365.00                   | 3.50             | 5,250.00                 | 4.00             | 6,000.00                 | 3.45             | 18,112.50               | 12.00            | 63,000.00    |
| c.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a single ink, including binding-----per side   |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | 4                       | 208.16           | 832.64                     | 125.00           | 500.00                   | 20.00            | 80.00                    | 150.00           | 75,000.00               | 200.00           | 100,000.00   |
|  |  | 110                     | 10.82            | 1,190.20                   | 30.00            | 3,300.00                 | 5.00             | 550.00                   | 13.45            | 44,385.00               | 15.00            | 49,500.00    |
| d.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a four-color process, including binding-----per side   |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | 12                      | 576.53           | 6,918.36                   | 400.00           | 4,800.00                 | 40.00            | 480.00                   | 300.00           | 1,440,000.00            | 500.00           | 2,400,000.00 |
|  |  | 130                     | 15.79            | 2,052.70                   | 35.00            | 4,550.00                 | 5.00             | 650.00                   | 15.00            | 68,250.00               | 80.00            | 364,000.00   |
| e.   | Each Additional Color: Printing text or cover in a color in addition to the first single ink color press run charged for under line items I.1.(a) through (d)-per color/per page |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | 95                      | 11.63            | 1,104.85                   | 15.00            | 1,425.00                 | 10.00            | 950.00                   | 35.00            | 49,875.00               | 20.00            | 28,500.00    |
|  |  | 3250                    | 0.41             | 1,332.50                   | 1.00             | 3,250.00                 | 2.00             | 6,500.00                 | 3.60             | 11,700.00               | 2.00             | 6,500.00     |
| f.   | Varnishing-----per page  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | 24                      | 90.82            | 2,179.68                   | 50.00            | 1,200.00                 | 20.00            | 480.00                   | 35.00            | 42,000.00               | 12.00            | 14,400.00    |
|  |  | 630                     | 2.55             | 1,606.50                   | 3.00             | 1,890.00                 | 6.00             | 3,780.00                 | 3.60             | 6,804.00                | 4.00             | 7,560.00     |
| <b>2</b>   | <b>BOOKS AND PAMPHLETS (5-1/2 X 8-1/2")</b>  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
| a.   | Saddle-stitched: Printing text in a single ink, including binding-----per page   |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | 136                     | 21.02            | 2,858.72                   | 20.00            | 2,720.00                 | 15.00            | 2,040.00                 | 17.50            | 47,600.00               | 10.00            | 27,200.00    |
|  |  | 2240                    | 2.24             | 5,017.60                   | 2.00             | 4,480.00                 | 3.00             | 6,720.00                 | 2.65             | 11,872.00               | 8.00             | 35,840.00    |
| b.   | Saddle-stitched: Printing text in a four-color process, including binding-----per page   |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | 32                      | 40.11            | 1,283.52                   | 65.00            | 2,080.00                 | 35.00            | 1,120.00                 | 50.00            | 104,000.00              | 80.00            | 166,400.00   |
|  |  | 320                     | 3.21             | 1,027.20                   | 4.00             | 1,280.00                 | 5.00             | 1,600.00                 | 2.95             | 3,776.00                | 14.00            | 17,920.00    |
| c.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a single ink, including binding-----per side   |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | 8                       | 208.16           | 1,665.28                   | 125.00           | 1,000.00                 | 20.00            | 160.00                   | 152.25           | 152,250.00              | 200.00           | 200,000.00   |
|  |  | 120                     | 10.82            | 1,298.40                   | 35.00            | 4,200.00                 | 5.00             | 600.00                   | 13.50            | 56,700.00               | 15.00            | 63,000.00    |
| d.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a four-color process, including binding-----per side   |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | 2                       | 576.53           | 1,153.06                   | 425.00           | 850.00                   | 40.00            | 80.00                    | 350.00           | 297,500.00              | 500.00           | 425,000.00   |
|  |  | 20                      | 15.79            | 315.80                     | 40.00            | 800.00                   | 5.00             | 100.00                   | 20.00            | 16,000.00               | 80.00            | 64,000.00    |
| e.   | Each Additional Color: Printing text or cover in a color in addition to the first single ink color press run charged for under line items I.2.(a) through (d)-per color/per page |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  |                         |                  |                            |                  |                          |                  |                          |                  |                         |                  |              |
|  |  | 292                     | 11.63            | 3,395.96                   | 15.00            | 4,380.00                 | 10.00            | 2,920.00                 | 12.00            | 52,560.00               | 20.00            | 87,600.00    |
|  |  | 3820                    | 0.51             | 1,948.20                   | 1.00             | 3,820.00                 | 2.00             | 7,640.00                 | 0.75             | 2,865.00                | 2.00             | 7,640.00     |

|  |  |      |  |             |   |             |   |             |  |             |   |             |
|--|--|------|--|-------------|---|-------------|---|-------------|--|-------------|---|-------------|
| <b>TITLE: OSHA PUBLICATIONS</b>  |  |      |  |             |   |             |   |             |  |             |   |             |
| <b>TERM: Date of Award to November 30, 2008</b>                        |  |      |  |             |   |             |   |             |  |             |   |             |
| <b>Occupational Safety and Health Administration<br/>PROGRAM 699-S</b> |  |      |  |             |   |             |   |             |  |             |   |             |
|  |  |      | <b>ALCOM PRINTING<br/>HARLEYSVILLE, PA</b> |             | <b>MCDONALD &amp; EUDY<br/>TEMPLE HILLS, MD</b> |             | <b>K-B OFFSET PRG<br/>STATE COLLEGE, PA</b> |             | <b>NIAGARA PRG<br/>NIAGARA FALLS, NY</b> |             | <b>SPECIALTY REPRO.<br/>SALT LAKE, UT</b> |             |
|  | <b>BASIS</b>   |      | <b>UNIT RATE</b>                           | <b>COST</b> | <b>UNIT RATE</b>                                | <b>COST</b> | <b>UNIT RATE</b>                            | <b>COST</b> | <b>UNIT RATE</b>                         | <b>COST</b> | <b>UNIT RATE</b>                          | <b>COST</b> |
| <b>I.</b>  | <b>PRINTING, BINDING AND DISTRIBUTION</b>  |      |  |             |   |             |   |             |  |             |   |             |
| <b>2</b>   | <b>BOOKS AND PAMPHLETS (5-1/2 X 8-1/2")</b>  |      |  |             |   |             |   |             |  |             |   |             |
| f.   | Varnishing-----per page-----   |      |  |             |   |             |   |             |  |             |   |             |
|  | Make-ready and/or Setup-----   | 10   | 90.82                                      | 908.20      | 50.00   | 500.00      | 20.00                                       | 200.00      | 35.00                                    | 17,500.00   | 12.00                                     | 6,000.00    |
|  | Running per 1000 Copies-----   | 140  | 3.00                                       | 420.00      | 4.00  | 560.00      | 6.00  | 840.00      | 0.75                                     | 420.00      | 4.00                                      | 2,240.00    |
| <b>3</b>   | <b>BOOKS AND PAMPHLETS (6 X9-1/4")</b>   |      |  |             |   |             |   |             |  |             |   |             |
| a.   | Saddle-stitched: Printing text in a single ink, including binding-----per page-----  |      |  |             |   |             |   |             |  |             |   |             |
|  | Make-ready and/or Setup-----   | 32   | 22.96                                      | 734.72      | 20.00   | 640.00      | 20.00                                       | 640.00      | 25.00                                    | 16,000.00   | 10.00                                     | 6,400.00    |
|  | Running per 1000 Copies-----   | 480  | 2.72                                       | 1,305.60    | 2.00  | 960.00      | 3.00  | 1,440.00    | 3.00                                     | 2,880.00    | 10.00                                     | 9,600.00    |
| b.   | Saddle-Stitched: Printing text in four-color process, including binding-----per page-----  |      |  |             |   |             |   |             |  |             |   |             |
|  | Make-ready and/or Setup-----   | 32   | 51.02                                      | 1,632.64    | 65.00   | 2,080.00    | 35.00                                       | 1,120.00    | 50.00                                    | 104,000.00  | 100.00                                    | 208,000.00  |
|  | Running per 1000 Copies-----   | 480  | 4.08                                       | 1,958.40    | 4.00  | 1,920.00    | 5.00  | 2,400.00    | 2.95                                     | 5,664.00    | 14.00                                     | 26,880.00   |
| c.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a single ink, including binding-----per side-----  |      |  |             |   |             |   |             |  |             |   |             |
|  | Make-ready and/or Setup-----   | 2    | 208.16                                     | 416.32      | 150.00  | 300.00      | 20.00                                       | 40.00       | 200.00                                   | 60,000.00   | 300.00                                    | 90,000.00   |
|  | Running per 1000 Copies-----   | 30   | 15.31                                      | 459.30      | 35.00   | 1,050.00    | 5.00  | 150.00      | 18.50                                    | 19,425.00   | 30.00                                     | 31,500.00   |
| d.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a four-color process, including binding-----per side-----  |      |  |             |   |             |   |             |  |             |   |             |
|  | Make-ready and/or Setup-----   | 2    | 576.53                                     | 1,153.06    | 450.00  | 900.00      | 40.00                                       | 80.00       | 375.00                                   | 337,500.00  | 600.00                                    | 540,000.00  |
|  | Running per 1000 Copies-----   | 30   | 25.51                                      | 765.30      | 40.00   | 1,200.00    | 5.00  | 150.00      | 12.50                                    | 15,000.00   | 100.00                                    | 120,000.00  |
| e.   | Each Additional Color: Printing text or cover in a color in addition to the first single ink color press run charged for under line items I.3.(a) through (d)-per color/per page |      |  |             |   |             |   |             |  |             |   |             |
|  | Make-ready and/or Setup-----   | 16   | 12.76                                      | 204.16      | 25.00   | 400.00      | 10.00                                       | 160.00      | 13.80                                    | 5,520.00    | 30.00                                     | 12,000.00   |
|  | Running per 1000 Copies-----   | 240  | 0.71                                       | 170.40      | 1.50  | 360.00      | 2.00  | 480.00      | 0.89                                     | 320.40      | 2.00                                      | 720.00      |
| f.   | Varnishing-----per page-----   |      |  |             |   |             |   |             |  |             |   |             |
|  | Make-ready and/or Setup-----   | 2    | 90.82                                      | 181.64      | 50.00   | 100.00      | 20.00                                       | 40.00       | 13.80                                    | 1,380.00    | 20.00                                     | 2,000.00    |
|  | Running per 1000 Copies-----   | 30   | 4.08                                       | 122.40      | 5.00  | 150.00      | 6.00  | 180.00      | 0.89                                     | 133.50      | 6.00                                      | 900.00      |
| <b>4</b>   | <b>BOOKS AND PAMPHLETS (8-1/2 X 11")</b>   |      |  |             |   |             |   |             |  |             |   |             |
| a.   | Saddle-stitched: Printing text in a single ink, including binding-----per page-----  |      |  |             |   |             |   |             |  |             |   |             |
|  | Make-ready and/or Setup-----   | 76   | 34.69                                      | 2,636.44    | 20.00   | 1,520.00    | 40.00                                       | 3,040.00    | 27.50                                    | 41,800.00   | 10.00                                     | 15,200.00   |
|  | Running per 1000 Copies-----   | 1800 | 3.47                                       | 6,246.00    | 3.25  | 5,850.00    | 6.00  | 10,800.00   | 3.25                                     | 19,012.50   | 8.00                                      | 46,800.00   |
| b.   | Saddle-stitched: Printing text in a four-color process, including binding-----per page-----  |      |  |             |   |             |   |             |  |             |   |             |
|  | Make-ready and/or Setup-----   | 28   | 70.18                                      | 1,965.04    | 65.00   | 1,820.00    | 60.00                                       | 1,680.00    | 65.00                                    | 118,300.00  | 80.00                                     | 145,600.00  |
|  | Running per 1000 Copies-----   | 280  | 5.15                                       | 1,442.00    | 6.75  | 1,890.00    | 7.00  | 1,960.00    | 4.75                                     | 8,977.50    | 22.00                                     | 41,580.00   |
| c.   | Perfect Bound: Printing text in a single ink, including binding-----per page-----  |      |  |             |   |             |   |             |  |             |   |             |
|  | Make-ready and/or Setup-----   | 72   | 35.71                                      | 2,571.12    | 20.00   | 1,440.00    | 35.00                                       | 2,520.00    | 27.50                                    | 39,600.00   | 10.00                                     | 14,400.00   |
|  | Running per 1000 Copies-----   | 720  | 4.03                                       | 2,901.60    | 4.35  | 3,132.00    | 7.00  | 5,040.00    | 6.83                                     | 21,391.56   | 8.00                                      | 25,056.00   |
| d.   | Perfect Bound: Printing text in four color process, including binding-----per page-----  |      |  |             |   |             |   |             |  |             |   |             |
|  | Make-ready and/or Setup-----   | 68   | 81.63                                      | 5,550.84    | 65.00   | 4,420.00    | 60.00                                       | 4,080.00    | 65.00                                    | 287,300.00  | 80.00                                     | 353,600.00  |
|  | Running per 1000 Copies-----   | 680  | 6.07                                       | 4,127.60    | 7.15  | 4,862.00    | 7.00  | 4,760.00    | 9.93                                     | 48,279.66   | 40.00                                     | 194,480.00  |

|  |  |  |             |   |             |  |             |                                       |             |                                       |             |            |
|--|--|--|-------------|---|-------------|--|-------------|---------------------------------------|-------------|---------------------------------------|-------------|------------|
| <b>TITLE: OSHA PUBLICATIONS</b>                      |  |  |             |   |             |  |             |                                       |             |                                       |             |            |
| <b>TERM: Date of Award to November 30, 2008</b>      |  |  |             |   |             |  |             |                                       |             |                                       |             |            |
| <b>Occupational Safety and Health Administration</b> |  |  |             |   |             |  |             |                                       |             |                                       |             |            |
| <b>PROGRAM 699-S</b>                                 |  |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | <b>BASIS AWARD</b>   | <b>ALCOM PRINTING HARLEYSVILLE, PA</b> |             | <b>MCDONALD &amp; EUDY TEMPLE HILLS, MD</b> |             | <b>K-B OFFSET PRTG STATE COLLEGE, PA</b> |             | <b>NIAGARA PRTG NIAGARA FALLS, NY</b> |             | <b>SPECIALTY REPRO. SALT LAKE, UT</b> |             |            |
|  |  | <b>UNIT RATE</b>                       | <b>COST</b> | <b>UNIT RATE</b>                            | <b>COST</b> | <b>UNIT RATE</b>                         | <b>COST</b> | <b>UNIT RATE</b>                      | <b>COST</b> | <b>UNIT RATE</b>                      | <b>COST</b> |            |
| <b>I. PRINTING, BINDING AND DISTRIBUTION</b>         |  |  |             |   |             |  |             |                                       |             |                                       |             |            |
| <b>4</b>   | <b>BOOKS AND PAMPHLETS (8-1/2 X 11")</b>   |  |             |   |             |  |             |                                       |             |                                       |             |            |
| e.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a single ink, including binding-----per side-----  |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 8                                      | 208.16      | 1,665.28                                    | 125.00      | 1,000.00                                 | 60.00       | 480.00                                | 185.00      | 185,000.00                            | 200.00      | 200,000.00 |
|  | Running per 1000 Copies-----   | 120                                    | 17.00       | 2,040.00                                    | 40.00       | 4,800.00                                 | 8.00        | 960.00                                | 18.50       | 88,800.00                             | 15.00       | 72,000.00  |
| f.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a four-color process, including binding-----per side-----  |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 2                                      | 615.31      | 1,230.62                                    | 425.00      | 850.00                                   | 60.00       | 120.00                                | 435.00      | 369,750.00                            | 500.00      | 425,000.00 |
|  | Running per 1000 Copies-----   | 20                                     | 23.20       | 464.00                                      | 50.00       | 1,000.00                                 | 8.00        | 160.00                                | 27.50       | 27,500.00                             | 80.00       | 80,000.00  |
| g.   | Each Additional Color: Printing text or cover in a color in addition to the first single ink color press run charged for under line items I.4.(a) through (d)-per color/per page |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 100                                    | 12.76       | 1,276.00                                    | 20.00       | 2,000.00                                 | 30.00       | 3,000.00                              | 20.00       | 40,000.00                             | 20.00       | 40,000.00  |
|  | Running per 1000 Copies-----   | 1620                                   | 0.77        | 1,247.40                                    | 1.00        | 1,620.00                                 | 5.00        | 8,100.00                              | 0.95        | 1,539.00                              | 3.00        | 4,860.00   |
| h.   | Varnishing-----per page-----   |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 8                                      | 90.82       | 726.56                                      | 50.00       | 400.00                                   | 60.00       | 480.00                                | 40.00       | 16,000.00                             | 12.00       | 4,800.00   |
|  | Running per 1000 Copies-----   | 120                                    | 4.59        | 550.80                                      | 4.00        | 480.00                                   | 10.00       | 1,200.00                              | 5.90        | 2,832.00                              | 4.00        | 1,920.00   |
| <b>5</b>   | <b>BROCHURES (8 X 9")</b>  |  |             |   |             |  |             |                                       |             |                                       |             |            |
| a.   | Printing in black ink, including folding-----per side-----   |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 1                                      | 266.33      | 266.33                                      | 150.00      | 150.00                                   | 80.00       | 80.00                                 | 275.00      | 41,250.00                             | 100.00      | 15,000.00  |
|  | Running per 1000 Copies-----   | 10                                     | 12.24       | 122.40                                      | 25.00       | 250.00                                   | 10.00       | 100.00                                | 25.50       | 6,375.00                              | 80.00       | 20,000.00  |
| b.   | Printing in four-color process, including folding--per side  |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 1                                      | 751.02      | 751.02                                      | 300.00      | 300.00                                   | 95.00       | 95.00                                 | 450.00      | 135,000.00                            | 500.00      | 150,000.00 |
|  | Running per 1000 Copies-----   | 10                                     | 16.33       | 163.30                                      | 40.00       | 400.00                                   | 12.00       | 120.00                                | 54.70       | 21,880.00                             | 200.00      | 80,000.00  |
| c.   | Each Additional Color: Printing in a color in addition to the first single ink color press run charged for under line items I.5.(a) and (b)-----per color/per side-----          |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 3                                      | 68.37       | 205.11                                      | 100.00      | 300.00                                   | 60.00       | 180.00                                | 65.00       | 19,500.00                             | 100.00      | 30,000.00  |
|  | Running per 1000 Copies-----   | 30                                     | 0.61        | 18.30                                       | 10.00       | 300.00                                   | 12.00       | 360.00                                | 8.50        | 2,550.00                              | 10.00       | 3,000.00   |
| d.   | Varnishing-----per side-----   |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 1                                      | 90.82       | 90.82                                       | 75.00       | 75.00                                    | 100.00      | 100.00                                | 65.00       | 4,875.00                              | 100.00      | 7,500.00   |
|  | Running per 1000 Copies-----   | 10                                     | 4.08        | 40.80                                       | 7.00        | 70.00                                    | 15.00       | 150.00                                | 8.50        | 595.00                                | 10.00       | 700.00     |
| <b>6</b>   | <b>BROCHURES (11-7/8 X 9")</b>   |  |             |   |             |  |             |                                       |             |                                       |             |            |
| a.   | Printing in black ink, including folding-----per side-----   |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 2                                      | 266.33      | 532.66                                      | 150.00      | 300.00                                   | 80.00       | 160.00                                | 170.00      | 51,000.00                             | 100.00      | 30,000.00  |
|  | Running per 1000 Copies-----   | 20                                     | 12.24       | 244.80                                      | 25.00       | 500.00                                   | 10.00       | 200.00                                | 29.00       | 14,500.00                             | 100.00      | 50,000.00  |
| b.   | Printing in four-color process, including folding--per side  |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 4                                      | 751.02      | 3,004.08                                    | 300.00      | 1,200.00                                 | 95.00       | 380.00                                | 400.00      | 480,000.00                            | 500.00      | 600,000.00 |
|  | Running per 1000 Copies-----   | 60                                     | 16.33       | 979.80                                      | 40.00       | 2,400.00                                 | 12.00       | 720.00                                | 50.00       | 120,000.00                            | 300.00      | 720,000.00 |
| c.   | Each Additional Color: Printing in a color in addition to the first single ink color press run charged for under line items I.6.(a) and (b)-----per color/per side-----          |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 3                                      | 68.37       | 205.11                                      | 100.00      | 300.00                                   | 60.00       | 180.00                                | 43.00       | 12,900.00                             | 100.00      | 30,000.00  |
|  | Running per 1000 Copies-----   | 60                                     | 0.61        | 36.60                                       | 10.00       | 600.00                                   | 12.00       | 720.00                                | 27.00       | 16,200.00                             | 20.00       | 12,000.00  |
| d.   | Varnishing-----per side-----   |  |             |   |             |  |             |                                       |             |                                       |             |            |
|  | Make-ready and/or Setup-----   | 5                                      | 90.82       | 454.10                                      | 75.00       | 375.00                                   | 100.00      | 500.00                                | 43.00       | 16,125.00                             | 100.00      | 37,500.00  |
|  | Running per 1000 Copies-----   | 70                                     | 5.10        | 357.00                                      | 7.00        | 490.00                                   | 15.00       | 1,050.00                              | 27.00       | 13,230.00                             | 20.00       | 9,800.00   |

|  |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
|--|--|--------------|------------------------------------|------------------|-------------|-------------------------------------|-------------|---------------------------------------|-------------|------------------------------------|-------------|-----------------------------------|-------------|
| <b>TITLE: OSHA PUBLICATIONS</b>  |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| <b>TERM: Date of Award to November 30, 2008</b>                                |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| Occupational Safety and Health Administration<br>PROGRAM 699-S                 |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
|  |  |              | ALCOM PRINTING<br>HARLEYSVILLE, PA |                  |             | MCDONALD & EUDY<br>TEMPLE HILLS, MD |             | K-B OFFSET PRTRG<br>STATE COLLEGE, PA |             | NIAGARA PRTRG<br>NIAGARA FALLS, NY |             | SPECIALTY REPRO.<br>SALT LAKE, UT |             |
|  |  | <b>BASIS</b> | <b>AWARD</b>                       | <b>UNIT RATE</b> | <b>COST</b> | <b>UNIT RATE</b>                    | <b>COST</b> | <b>UNIT RATE</b>                      | <b>COST</b> | <b>UNIT RATE</b>                   | <b>COST</b> | <b>UNIT RATE</b>                  | <b>COST</b> |
| <b>II. PAPER</b>   |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| <b>1 BOOKS AND PAMPHLETS (4 X 9")</b>  |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| a.   | White Opacified Offset Book (60lbs)-----   | 1680         | 4.71                               | 7,912.80         | 4.25        | 7,140.00                            | 4.00        | 6,720.00                              | 3.50        | 24,990.00                          | 6.00        | 42,840.00                         |             |
| b.   | White Matte Coated Offset Book (70lbs)-----  | 750          | 5.83                               | 4,372.50         | 5.25        | 3,937.50                            | 7.00        | 5,250.00                              | 6.00        | 23,625.00                          | 9.00        | 35,437.50                         |             |
| c.   | White Litho Coated Cover (60lbs)-----  | 40           | 14.76                              | 590.40           | 20.00       | 800.00                              | 25.00       | 1,000.00                              | 21.00       | 16,800.00                          | 25.00       | 20,000.00                         |             |
| d.   | White Litho coated Cover (80lbs)-----  | 400          | 16.22                              | 6,488.00         | 15.00       | 6,000.00                            | 20.00       | 8,000.00                              | 18.50       | 111,000.00                         | 30.00       | 180,000.00                        |             |
| e.   | White Dull Coated Cover (80lbs)  | 40           | 16.22                              | 648.80           | 18.00       | 720.00                              | 20.00       | 800.00                                | 19.50       | 14,040.00                          | 60.00       | 43,200.00                         |             |
| <b>2 BOOKS AND PAMPHLETS (5-1/2 X 8-1/2")</b>                                  |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| a.   | White Opacified Offset Book (60lbs)-----   | 940          | 5.60                               | 5,264.00         | 5.25        | 4,935.00                            | 4.00        | 3,760.00                              | 4.45        | 21,960.75                          | 6.00        | 29,610.00                         |             |
| b.   | White Matte Coated Book (70lbs)  | 340          | 7.90                               | 2,686.00         | 6.50        | 2,210.00                            | 25.00       | 8,500.00                              | 7.80        | 17,238.00                          | 9.00        | 19,890.00                         |             |
| c.   | White Dull Coated Cover (80lbs)  | 280          | 18.94                              | 5,303.20         | 22.00       | 6,160.00                            | 45.00       | 12,600.00                             | 28.50       | 175,560.00                         | 30.00       | 184,800.00                        |             |
| <b>3 BOOKS AND PAMPHLETS (6 X9-1/4")</b>                                       |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| a.   | White Opacified Offset Book (60lbs)-----   | 480          | 6.38                               | 3,062.40         | 5.25        | 2,520.00                            | 5.00        | 2,400.00                              | 5.05        | 12,726.00                          | 6.00        | 15,120.00                         |             |
| b.   | White Litho coated Cover (80lbs)-----  | 60           | 18.44                              | 1,106.40         | 22.00       | 1,320.00                            | 40.00       | 2,400.00                              | 30.00       | 39,600.00                          | 9.00        | 11,880.00                         |             |
| <b>4 BOOKS AND PAMPHLETS (8-1/2 X 11")</b>                                     |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| a.   | White Opacified Offset Book (60lbs)-----   | 460          | 9.00                               | 4,140.00         | 7.50        | 3,450.00                            | 8.00        | 3,680.00                              | 6.45        | 22,252.50                          | 12.00       | 41,400.00                         |             |
| b.   | White Matte Coated Offset Book (70lbs)-----  | 1280         | 10.68                              | 13,670.40        | 10.25       | 13,120.00                           | 15.00       | 19,200.00                             | 11.25       | 147,600.00                         | 16.00       | 209,920.00                        |             |
| c.   | White Litho Coated Cover (60lbs)-----  | 120          | 27.79                              | 3,334.80         | 30.00       | 3,600.00                            | 60.00       | 7,200.00                              | 42.00       | 151,200.00                         | 25.00       | 90,000.00                         |             |
| d.   | White Litho coated Cover (80lbs)-----  | 240          | 32.11                              | 7,706.40         | 30.00       | 7,200.00                            | 80.00       | 19,200.00                             | 36.75       | 264,600.00                         | 30.00       | 216,000.00                        |             |
| e.   | White Matte Coated Offset Book (80lbs)-----  | 40           | 32.11                              | 1,284.40         | 33.00       | 1,320.00                            | 80.00       | 3,200.00                              | 40.00       | 52,800.00                          | 60.00       | 79,200.00                         |             |
| <b>5 BROCHURES (8 X 9")</b>  |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| a.   | White Litho coated Cover (80lbs)-----  | 20           | 46.39                              | 927.80           | 35.00       | 700.00                              | 80.00       | 1,600.00                              | 32.50       | 22,750.00                          | 60.00       | 42,000.00                         |             |
| <b>6 BROCHURES (11-7/8 X 9")</b>   |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| a.   | White Litho coated Cover (80lbs)-----  | 40           | 59.86                              | 2,394.40         | 35.00       | 1,400.00                            | 80.00       | 3,200.00                              | 50.00       | 70,000.00                          | 80.00       | 112,000.00                        |             |
| <b>III. ADDITIONAL OPERATIONS</b>  |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| a.   | Shrink film wrap or band in units<br>per 100 wrap/band.....  | 42           | 45.92                              | 1,928.64         | 25.00       | 1,050.00                            | 1.00        | 42.00                                 | 18.00       | 18,900.00                          | 30.00       | 31,500.00                         |             |
| <b>IV. PACKING:</b>  |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| 1 Bulk shipments (other than by mail):   |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| a.   | Packing and sealing shipping containers<br>per container.....  | 1807         | 1.79                               | 3,234.53         | 1.50        | 2,710.50                            | 2.00        | 3,614.00                              | 2.00        | 5,421.00                           | 3.00        | 8,131.50                          |             |
| 2 Mailing: (Must include the cost of creating and affixing<br>address labels): |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |
| a.   | Multi copies in Kraft env. (up to 200 leaves)<br>per envelope.....   | 93           | 0.51                               | 47.43            | 0.35        | 32.55                               | 6.00        | 558.00                                | 0.35        | 11.39                              | 1.00        | 32.55                             |             |
| b.   | Single or multiple copies over 200 leaves, up to 12lbs.<br>cushioned shipping bags, or wrapped in shipping<br>bundles maximum gross weight 14 lbs.<br>per bag or bundle..... | 649          | 1.02                               | 661.98           | 1.00        | 649.00                              | 4.00        | 2,596.00                              | 0.85        | 551.65                             | 1.50        | 973.50                            |             |
| c.   | Quantities over 12 lbs, up to 24 lbs, wrapped in<br>shipping bundles, or packed in shipping containers, at<br>per bundle or container.....                                   | 614          | 1.53                               | 939.42           | 1.50        | 921.00                              | 15.00       | 9,210.00                              | 2.00        | 1,842.00                           | 1.50        | 1,381.50                          |             |
| d.   | Quantities over 24 lbs, up to 36 lbs, packed in shipping<br>containers (max gross weight 40 lbs)---per container---  | 365          | 2.55                               | 930.75           | 1.75        | 638.75                              | 20.00       | 7,300.00                              | 2.25        | 1,437.19                           | 1.50        | 958.13                            |             |
| <b>CONTRACTOR TOTALS</b>   |  |              |                                    | 188,825.69       |             | 197,323.30                          |             | 251,255.00                            |             | 6,928,940.10                       |             | 10,512,570.68                     |             |
| <b>DISCOUNT</b>  |  |              |                                    | 2.00%            | 3,776.51    | 1.00%                               | 1,973.23    | 0.00%                                 | 0.00        | 2.00%                              | 138,578.80  | 1.00%                             | 105,125.71  |
| <b>DISCOUNTED TOTALS</b>   |  |              |                                    | 185,049.18       |             | 195,350.07                          |             | 251,255.00                            |             | 6,790,361.30                       |             | 10,407,444.97                     |             |
| AWARDED  |  |              |                                    |                  |             |                                     |             |                                       |             |                                    |             |                                   |             |

|  |  |      |        |           |        |          |                 |
|--|--|------|--------|-----------|--------|----------|-----------------|
| TITLE: OSHA PUBLICATIONS                                 |  |      |        |           |        |          |                 |
| TERM: Date of Award to November 30, 2008                 |  |      |        |           |        |          |                 |
| Occupational Safety and Health Administration            |  |      |        |           |        |          |                 |
| PROGRAM 699-S  |  |      |        |           |        |          |                 |
| WBC, INC.  |  |      |        |           |        |          |                 |
| d/b/a LITHEXCEL  |  |      |        |           |        |          |                 |
| ALBUQUERQUE, NM  |  |      |        |           |        |          |                 |
| QUINTESSENTIAL   |  |      |        |           |        |          |                 |
| UPPER MARLBORO, MD                                       |  |      |        |           |        |          |                 |
| CURRENT CONTRACTOR                                       |  |      |        |           |        |          |                 |
| QUINTESSENTIAL   |  |      |        |           |        |          |                 |
| BASIC AWARD UNIT RATE COST UNIT RATE COST UNIT RATE COST |  |      |        |           |        |          |                 |
| <b>I. PRINTING, BINDING AND DISTRIBUTION</b>             |  |      |        |           |        |          |                 |
| <b>1 BOOKS AND PAMPHLETS (4 X 9")</b>                    |  |      |        |           |        |          |                 |
| a.   | Saddle-stitched: Printing text in a single ink, including binding-----per page   |      |        |           |        |          |                 |
|  | Make-ready and/or Setup-----   | 120  | 12.00  | 1,440.00  | 15.00  | 1,800.00 | 15.00 1,800.00  |
|  | Running per 1000 Copies-----   | 3360 | 5.00   | 16,800.00 | 2.20   | 7,392.00 | 2.65 8,904.00   |
| b.   | Saddle-stitched: Printing text in a four-color process, including binding-----per page   |      |        |           |        |          |                 |
|  | Make-ready and/or Setup-----   | 100  | 80.00  | 8,000.00  | 40.00  | 4,000.00 | 50.00 5,000.00  |
|  | Running per 1000 Copies-----   | 1500 | 10.00  | 15,000.00 | 3.00   | 4,500.00 | 3.75 5,625.00   |
| c.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a single ink, including binding-----per side   |      |        |           |        |          |                 |
|  | Make-ready and/or Setup-----   | 4    | 12.00  | 48.00     | 170.00 | 680.00   | 170.00 680.00   |
|  | Running per 1000 Copies-----   | 110  | 8.00   | 880.00    | 13.00  | 1,430.00 | 15.00 1,650.00  |
| d.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a four-color process, including binding-----per side   |      |        |           |        |          |                 |
|  | Make-ready and/or Setup-----   | 12   | 120.00 | 1,440.00  | 350.00 | 4,200.00 | 400.00 4,800.00 |
|  | Running per 1000 Copies-----   | 130  | 13.50  | 1,755.00  | 18.00  | 2,340.00 | 20.00 2,600.00  |
| e.   | Each Additional Color: Printing text or cover in a color in addition to the first single ink color press run charged for under line items I.1.(a) through (d)-per color/per page |      |        |           |        |          |                 |
|  | Make-ready and/or Setup-----   | 95   | 10.00  | 950.00    | 12.00  | 1,140.00 | 12.00 1,140.00  |
|  | Running per 1000 Copies-----   | 3250 | 5.00   | 16,250.00 | 0.40   | 1,300.00 | 0.40 1,300.00   |
| f.   | Varnishing-----per page  |      |        |           |        |          |                 |
|  | Make-ready and/or Setup-----   | 24   | 18.00  | 432.00    | 40.00  | 960.00   | 40.00 960.00    |
|  | Running per 1000 Copies-----   | 630  | 6.00   | 3,780.00  | 3.00   | 1,890.00 | 4.00 2,520.00   |
| <b>2 BOOKS AND PAMPHLETS (5-1/2 X 8-1/2")</b>            |  |      |        |           |        |          |                 |
| a.   | Saddle-stitched: Printing text in a single ink, including binding-----per page   |      |        |           |        |          |                 |
|  | Make-ready and/or Setup-----   | 136  | 12.00  | 1,632.00  | 18.00  | 2,448.00 | 20.00 2,720.00  |
|  | Running per 1000 Copies-----   | 2240 | 5.00   | 11,200.00 | 2.50   | 5,600.00 | 2.90 6,496.00   |
| b.   | Saddle-stitched: Printing text in a four-color process, including binding-----per page   |      |        |           |        |          |                 |
|  | Make-ready and/or Setup-----   | 32   | 80.00  | 2,560.00  | 50.00  | 1,600.00 | 60.00 1,920.00  |
|  | Running per 1000 Copies-----   | 320  | 10.00  | 3,200.00  | 3.75   | 1,200.00 | 4.25 1,360.00   |
| c.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a single ink, including binding-----per side   |      |        |           |        |          |                 |
|  | Make-ready and/or Setup-----   | 8    | 12.00  | 96.00     | 180.00 | 1,440.00 | 180.00 1,440.00 |
|  | Running per 1000 Copies-----   | 120  | 8.00   | 960.00    | 15.00  | 1,800.00 | 15.00 1,800.00  |
| d.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a four-color process, including binding-----per side   |      |        |           |        |          |                 |
|  | Make-ready and/or Setup-----   | 2    | 120.00 | 240.00    | 400.00 | 800.00   | 450.00 900.00   |
|  | Running per 1000 Copies-----   | 20   | 13.50  | 270.00    | 22.00  | 440.00   | 25.00 500.00    |
| e.   | Each Additional Color: Printing text or cover in a color in addition to the first single ink color press run charged for under line items I.2.(a) through (d)-per color/per page |      |        |           |        |          |                 |
|  | Make-ready and/or Setup-----   | 292  | 10.00  | 2,920.00  | 15.00  | 4,380.00 | 15.00 4,380.00  |
|  | Running per 1000 Copies-----   | 3820 | 5.00   | 19,100.00 | 0.50   | 1,910.00 | 0.50 1,910.00   |

|  |  |                  |  |                  |  |                  |  |          |
|--|--|------------------|--|------------------|--|------------------|--|----------|
| <b>TITLE: OSHA PUBLICATIONS</b>  |  |                  |  |                  |  |                  |  |          |
| <b>TERM: Date of Award to November 30, 2008</b>                        |  |                  |  |                  |  |                  |  |          |
| <b>Occupational Safety and Health Administration<br/>PROGRAM 699-S</b> |  |                  | <b>WBC, INC.<br/>d/b/a LITHEXCEL<br/>ALBUQUERQUE, NM</b> |                  | <b>QUINTESSENTIAL<br/>UPPER MARLBORO, MD</b> |                  | <b>CURRENT CONTRACTOR<br/>QUINTESSENTIAL</b> |          |
|  | <b>BASIS<br/>AWARD</b>   | <b>UNIT RATE</b> | <b>COST</b>  | <b>UNIT RATE</b> | <b>COST</b>                                  | <b>UNIT RATE</b> | <b>COST</b>                                  |          |
| <b>I.</b>  | <b>PRINTING, BINDING AND DISTRIBUTION</b>  |                  |  |                  |  |                  |  |          |
| <b>2</b>   | <b>BOOKS AND PAMPHLETS (5-1/2 X 8-1/2")</b>  |                  |  |                  |  |                  |  |          |
| f.   | Varnishing-----per page-----   |                  |  |                  |  |                  |  |          |
|  | Make-ready and/or Setup-----   | 10               | 18.00  | 180.00           | 42.00  | 420.00           | 42.00  | 420.00   |
|  | Running per 1000 Copies-----   | 140              | 6.00   | 840.00           | 4.25   | 595.00           | 4.50   | 630.00   |
| <b>3</b>   | <b>BOOKS AND PAMPHLETS (6 X9-1/4")</b>   |                  |  |                  |  |                  |  |          |
| a.   | Saddle-stitched: Printing text in a single ink, including binding-----per page-----  |                  |  |                  |  |                  |  |          |
|  | Make-ready and/or Setup-----   | 32               | 12.00  | 384.00           | 20.00  | 640.00           | 25.00  | 800.00   |
|  | Running per 1000 Copies-----   | 480              | 5.00   | 2,400.00         | 2.75   | 1,320.00         | 3.15   | 1,512.00 |
| b.   | Saddle-Stitched: Printing text in four-color process, including binding-----per page-----  |                  |  |                  |  |                  |  |          |
|  | Make-ready and/or Setup-----   | 32               | 100.00   | 3,200.00         | 60.00  | 1,920.00         | 70.00  | 2,240.00 |
|  | Running per 1000 Copies-----   | 480              | 10.00  | 4,800.00         | 4.25   | 2,040.00         | 4.75   | 2,280.00 |
| c.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a single ink, including binding-----per side-----  |                  |  |                  |  |                  |  |          |
|  | Make-ready and/or Setup-----   | 2                | 15.00  | 30.00            | 185.00                                       | 370.00           | 200.00                                       | 400.00   |
|  | Running per 1000 Copies-----   | 30               | 8.00   | 240.00           | 17.00  | 510.00           | 20.00  | 600.00   |
| d.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a four-color process, including binding-----per side-----  |                  |  |                  |  |                  |  |          |
|  | Make-ready and/or Setup-----   | 2                | 160.00   | 320.00           | 425.00                                       | 850.00           | 500.00                                       | 1,000.00 |
|  | Running per 1000 Copies-----   | 30               | 13.50  | 405.00           | 25.00  | 750.00           | 30.00  | 900.00   |
| e.   | Each Additional Color: Printing text or cover in a color in addition to the first single ink color press run charged for under line items I.3.(a) through (d)-per color/per page |                  |  |                  |  |                  |  |          |
|  | Make-ready and/or Setup-----   | 16               | 10.00  | 160.00           | 17.00  | 272.00           | 20.00  | 320.00   |
|  | Running per 1000 Copies-----   | 240              | 5.00   | 1,200.00         | 0.60   | 144.00           | 0.80   | 192.00   |
| f.   | Varnishing-----per page-----   |                  |  |                  |  |                  |  |          |
|  | Make-ready and/or Setup-----   | 2                | 18.00  | 36.00            | 45.00  | 90.00            | 45.00  | 90.00    |
|  | Running per 1000 Copies-----   | 30               | 6.00   | 180.00           | 4.50   | 135.00           | 5.00   | 150.00   |
| <b>4</b>   | <b>BOOKS AND PAMPHLETS (8-1/2 X 11")</b>   |                  |  |                  |  |                  |  |          |
| a.   | Saddle-stitched: Printing text in a single ink, including binding-----per page-----  |                  |  |                  |  |                  |  |          |
|  | Make-ready and/or Setup-----   | 76               | 15.00  | 1,140.00         | 30.00  | 2,280.00         | 30.00  | 2,280.00 |
|  | Running per 1000 Copies-----   | 1800             | 6.00   | 10,800.00        | 3.40   | 6,120.00         | 3.40   | 6,120.00 |
| b.   | Saddle-stitched: Printing text in a four-color process, including binding-----per page-----  |                  |  |                  |  |                  |  |          |
|  | Make-ready and/or Setup-----   | 28               | 120.00   | 3,360.00         | 80.00  | 2,240.00         | 90.00  | 2,520.00 |
|  | Running per 1000 Copies-----   | 280              | 12.00  | 3,360.00         | 5.25   | 1,470.00         | 5.25   | 1,470.00 |
| c.   | Perfect Bound: Printing text in a single ink, including binding-----per page-----  |                  |  |                  |  |                  |  |          |
|  | Make-ready and/or Setup-----   | 72               | 15.80  | 1,137.60         | 30.00  | 2,160.00         | 30.00  | 2,160.00 |
|  | Running per 1000 Copies-----   | 720              | 6.50   | 4,680.00         | 6.00   | 4,320.00         | 5.50   | 3,960.00 |
| d.   | Perfect Bound: Printing text in four color process, including binding-----per page-----  |                  |  |                  |  |                  |  |          |
|  | Make-ready and/or Setup-----   | 68               | 120.00   | 8,160.00         | 80.00  | 5,440.00         | 90.00  | 6,120.00 |
|  | Running per 1000 Copies-----   | 680              | 14.00  | 9,520.00         | 5.50   | 3,740.00         | 6.50   | 4,420.00 |

|  |  |                        |                        |                           |                  |                           |                 |
|--|--|------------------------|------------------------|---------------------------|------------------|---------------------------|-----------------|
| <b>TITLE: OSHA PUBLICATIONS</b>                      |  |                        |                        |                           |                  |                           |                 |
| <b>TERM: Date of Award to November 30, 2008</b>      |  |                        |                        |                           |                  |                           |                 |
| <b>Occupational Safety and Health Administration</b> |  |                        |                        |                           |                  |                           |                 |
| <b>PROGRAM 699-S</b>                                 |  |                        |                        |                           |                  |                           |                 |
|  |  | <b>WBC, INC.</b>       |                        | <b>QUINTESSENTIAL</b>     |                  | <b>CURRENT CONTRACTOR</b> |                 |
|  |  | <b>d/b/a LITHEXCEL</b> |                        | <b>UPPER MARLBORO, MD</b> |                  | <b>QUINTESSENTIAL</b>     |                 |
|  |  | <b>BASIS</b>           | <b>ALBUQUERQUE, NM</b> | <b>UNIT RATE</b>          | <b>COST</b>      | <b>UNIT RATE</b>          | <b>COST</b>     |
|  |  | <b>AWARD</b>           | <b>UNIT RATE</b>       | <b>COST</b>               | <b>UNIT RATE</b> | <b>COST</b>               | <b>COST</b>     |
| <b>I.</b>  | <b>PRINTING, BINDING AND DISTRIBUTION</b>  |                        |                        |                           |                  |                           |                 |
| <b>4</b>   | <b>BOOKS AND PAMPHLETS (8-1/2 X 11")</b>   |                        |                        |                           |                  |                           |                 |
| e.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a single ink, including binding-----per side-----  |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 8                      | 15.00                  | 120.00                    | 225.00           | 1,800.00                  | 250.00 2,000.00 |
|  | Running per 1000 Copies-----   | 120                    | 10.00                  | 1,200.00                  | 20.00            | 2,400.00                  | 25.00 3,000.00  |
| f.   | Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a four-color process, including binding-----per side-----  |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 2                      | 160.00                 | 320.00                    | 550.00           | 1,100.00                  | 600.00 1,200.00 |
|  | Running per 1000 Copies-----   | 20                     | 16.00                  | 320.00                    | 30.00            | 600.00                    | 35.00 700.00    |
| g.   | Each Additional Color: Printing text or cover in a color in addition to the first single ink color press run charged for under line items I.4.(a) through (d)-per color/per page |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 100                    | 15.00                  | 1,500.00                  | 20.00            | 2,000.00                  | 25.00 2,500.00  |
|  | Running per 1000 Copies-----   | 1620                   | 8.00                   | 12,960.00                 | 0.90             | 1,458.00                  | 0.90 1,458.00   |
| h.   | Varnishing-----per page-----   |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 8                      | 25.00                  | 200.00                    | 50.00            | 400.00                    | 50.00 400.00    |
|  | Running per 1000 Copies-----   | 120                    | 10.00                  | 1,200.00                  | 5.00             | 600.00                    | 5.00 600.00     |
| <b>5</b>   | <b>BROCHURES (8 X 9")</b>  |                        |                        |                           |                  |                           |                 |
| a.   | Printing in black ink, including folding-----per side-----   |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 1                      | 68.00                  | 68.00                     | 250.00           | 250.00                    | 300.00 300.00   |
|  | Running per 1000 Copies-----   | 10                     | 12.00                  | 120.00                    | 25.00            | 250.00                    | 30.00 300.00    |
| b.   | Printing in four-color process, including folding--per side  |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 1                      | 180.00                 | 180.00                    | 400.00           | 400.00                    | 400.00 400.00   |
|  | Running per 1000 Copies-----   | 10                     | 20.00                  | 200.00                    | 30.00            | 300.00                    | 50.00 500.00    |
| c.   | Each Additional Color: Printing in a color in addition to the first single ink color press run charged for under line items I.5.(a) and (b)-----per color/per side-----          |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 3                      | 30.00                  | 90.00                     | 75.00            | 225.00                    | 80.00 240.00    |
|  | Running per 1000 Copies-----   | 30                     | 12.00                  | 360.00                    | 10.00            | 300.00                    | 5.00 150.00     |
| d.   | Varnishing-----per side-----   |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 1                      | 48.00                  | 48.00                     | 75.00            | 75.00                     | 100.00 100.00   |
|  | Running per 1000 Copies-----   | 10                     | 16.00                  | 160.00                    | 10.00            | 100.00                    | 10.00 100.00    |
| <b>6</b>   | <b>BROCHURES (11-7/8 X 9")</b>   |                        |                        |                           |                  |                           |                 |
| a.   | Printing in black ink, including folding-----per side-----   |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 2                      | 68.00                  | 136.00                    | 250.00           | 500.00                    | 300.00 600.00   |
|  | Running per 1000 Copies-----   | 20                     | 12.00                  | 240.00                    | 25.00            | 500.00                    | 30.00 600.00    |
| b.   | Printing in four-color process, including folding--per side  |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 4                      | 180.00                 | 720.00                    | 400.00           | 1,600.00                  | 400.00 1,600.00 |
|  | Running per 1000 Copies-----   | 60                     | 20.00                  | 1,200.00                  | 30.00            | 1,800.00                  | 50.00 3,000.00  |
| c.   | Each Additional Color: Printing in a color in addition to the first single ink color press run charged for under line items I.6.(a) and (b)-----per color/per side-----          |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 3                      | 30.00                  | 90.00                     | 75.00            | 225.00                    | 100.00 300.00   |
|  | Running per 1000 Copies-----   | 60                     | 12.00                  | 720.00                    | 10.00            | 600.00                    | 5.00 300.00     |
| d.   | Varnishing-----per side-----   |                        |                        |                           |                  |                           |                 |
|  | Make-ready and/or Setup-----   | 5                      | 48.00                  | 240.00                    | 75.00            | 375.00                    | 75.00 375.00    |
|  | Running per 1000 Copies-----   | 70                     | 16.00                  | 1,120.00                  | 10.00            | 700.00                    | 10.00 700.00    |

|  |  |      |       |                           |                  |                           |                  |            |           |
|--|--|------|-------|---------------------------|------------------|---------------------------|------------------|------------|-----------|
| <b>TITLE: OSHA PUBLICATIONS</b>  |  |      |       |                           |                  |                           |                  |            |           |
| <b>TERM: Date of Award to November 30, 2008</b>                                |  |      |       |                           |                  |                           |                  |            |           |
| <b>Occupational Safety and Health Administration<br/>PROGRAM 699-S</b>         |  |      |       |                           |                  |                           |                  |            |           |
|  |  |      |       | <b>WBC, INC.</b>          |                  |                           |                  |            |           |
|  |  |      |       | <b>d/b/a LITHEXCEL</b>    |                  |                           |                  |            |           |
|  |  |      |       | <b>QUINTESSENTIAL</b>     |                  | <b>CURRENT CONTRACTOR</b> |                  |            |           |
|  |  |      |       | <b>ALBUQUERQUE, NM</b>    |                  | <b>QUINTESSENTIAL</b>     |                  |            |           |
|  |  |      |       | <b>UPPER MARLBORO, MD</b> |                  | <b>QUINTESSENTIAL</b>     |                  |            |           |
|  |  |      |       | <b>BASIS</b>              | <b>UNIT RATE</b> | <b>COST</b>               | <b>UNIT RATE</b> |            |           |
|  |  |      |       | <b>AWARD</b>              | <b>UNIT RATE</b> | <b>COST</b>               | <b>COST</b>      |            |           |
| <b>II. PAPER</b>   |  |      |       |                           |                  |                           |                  |            |           |
| <b>1 BOOKS AND PAMPHLETS (4 X 9")</b>  |  |      |       |                           |                  |                           |                  |            |           |
| a.   | White Opacified Offset Book (60lbs)-----   | 1680 | 12.00 | 20,160.00                 | 4.50             | 7,560.00                  | 4.75             | 7,980.00   |           |
| b.   | White Matte Coated Offset Book (70lbs)-----  | 750  | 16.00 | 12,000.00                 | 6.25             | 4,687.50                  | 6.50             | 4,875.00   |           |
| c.   | White Litho Coated Cover (60lbs)-----  | 40   | 40.00 | 1,600.00                  | 22.00            | 880.00                    | 22.00            | 880.00     |           |
| d.   | White Litho coated Cover (80lbs)-----  | 400  | 48.00 | 19,200.00                 | 20.00            | 8,000.00                  | 20.00            | 8,000.00   |           |
| e.   | White Dull Coated Cover (80lbs)  | 40   | 55.00 | 2,200.00                  | 22.00            | 880.00                    | 20.00            | 800.00     |           |
| <b>2 BOOKS AND PAMPHLETS (5-1/2 X 8-1/2")</b>                                  |  |      |       |                           |                  |                           |                  |            |           |
| a.   | White Opacified Offset Book (60lbs)-----   | 940  | 12.00 | 11,280.00                 | 5.35             | 5,029.00                  | 5.50             | 5,170.00   |           |
| b.   | White Matte Coated Book (70lbs)  | 340  | 16.00 | 5,440.00                  | 7.00             | 2,380.00                  | 7.00             | 2,380.00   |           |
| c.   | White Dull Coated Cover (80lbs)  | 280  | 48.00 | 13,440.00                 | 21.00            | 5,880.00                  | 22.00            | 6,160.00   |           |
| <b>3 BOOKS AND PAMPHLETS (6 X 9-1/4")</b>                                      |  |      |       |                           |                  |                           |                  |            |           |
| a.   | White Opacified Offset Book (60lbs)-----   | 480  | 16.00 | 7,680.00                  | 7.00             | 3,360.00                  | 7.50             | 3,600.00   |           |
| b.   | White Litho coated Cover (80lbs)-----  | 60   | 60.00 | 3,600.00                  | 30.00            | 1,800.00                  | 30.00            | 1,800.00   |           |
| <b>4 BOOKS AND PAMPHLETS (8-1/2 X 11")</b>                                     |  |      |       |                           |                  |                           |                  |            |           |
| a.   | White Opacified Offset Book (60lbs)-----   | 460  | 20.00 | 9,200.00                  | 9.00             | 4,140.00                  | 10.00            | 4,600.00   |           |
| b.   | White Matte Coated Offset Book (70lbs)-----  | 1280 | 23.00 | 29,440.00                 | 12.00            | 15,360.00                 | 12.00            | 15,360.00  |           |
| c.   | White Litho Coated Cover (60lbs)-----  | 120  | 60.00 | 7,200.00                  | 40.00            | 4,800.00                  | 40.00            | 4,800.00   |           |
| d.   | White Litho coated Cover (80lbs)-----  | 240  | 68.00 | 16,320.00                 | 42.00            | 10,080.00                 | 45.00            | 10,800.00  |           |
| e.   | White Matte Coated Offset Book (80lbs)-----  | 40   | 68.00 | 2,720.00                  | 45.00            | 1,800.00                  | 45.00            | 1,800.00   |           |
| <b>5 BROCHURES (8 X 9")</b>  |  |      |       |                           |                  |                           |                  |            |           |
| a.   | White Litho coated Cover (80lbs)-----  | 20   | 48.00 | 960.00                    | 40.00            | 800.00                    | 40.00            | 800.00     |           |
| <b>6 BROCHURES (11-7/8 X 9")</b>   |  |      |       |                           |                  |                           |                  |            |           |
| a.   | White Litho coated Cover (80lbs)-----  | 40   | 55.00 | 2,200.00                  | 50.00            | 2,000.00                  | 50.00            | 2,000.00   |           |
| <b>III. ADDITIONAL OPERATIONS</b>  |  |      |       |                           |                  |                           |                  |            |           |
| a.   | Shrink film wrap or band in units<br>per 100 wrap/band.....  | 42   | 35.00 | 1,470.00                  | 20.00            | 840.00                    | 25.00            | 1,050.00   |           |
| <b>IV. PACKING:</b>  |  |      |       |                           |                  |                           |                  |            |           |
| 1 Bulk shipments (other than by mail):   |  |      |       |                           |                  |                           |                  |            |           |
| a.   | Packing and sealing shipping containers<br>per container.....  | 1807 | 1.00  | 1,807.00                  | 2.00             | 3,614.00                  | 2.00             | 3,614.00   |           |
| 2 Mailing: (Must include the cost of creating and affixing<br>address labels): |  |      |       |                           |                  |                           |                  |            |           |
| a.   | Multi copies in Kraft env. (up to 200 leaves)<br>per envelope.....   | 93   | 1.00  | 93.00                     | 1.00             | 93.00                     | 1.00             | 93.00      |           |
| b.   | Single or multiple copies over 200 leaves, up to 12lbs.<br>cushioned shipping bags, or wrapped in shipping<br>bundles maximum gross weight 14 lbs.<br>per bag or bundle..... | 649  | 1.50  | 973.50                    | 1.00             | 649.00                    | 1.00             | 649.00     |           |
| c.   | Quantities over 12 lbs, up to 24 lbs, wrapped in<br>shipping bundles, or packed in shipping containers, at<br>per bundle or container.....                                   | 614  | 1.80  | 1,105.20                  | 1.50             | 921.00                    | 1.50             | 921.00     |           |
| d.   | Quantities over 24 lbs, up to 36 lbs, packed in shipping<br>containers (max gross weight 40 lbs)---per container---  | 365  | 2.00  | 730.00                    | 2.00             | 730.00                    | 2.00             | 730.00     |           |
| <b>CONTRACTOR TOTALS</b>   |  |      |       | 359,816.30                |                  | 195,917.50                |                  | 211,274.00 |           |
| <b>DISCOUNT</b>  |  |      |       | 1.00%                     | 3,598.16         | 5.00%                     | 9,795.88         | 5.00%      | 10,563.70 |
| <b>DISCOUNTED TOTALS</b>   |  |      |       | 356,218.14                |                  | 186,121.62                |                  | 200,710.30 |           |