

| ITEM NO. & DESCRIPTION                                                                                | BASIS<br>OF<br>AWARD | Douglas Screen Printing<br>Lakeland, FL |             | IMS Industries<br>El Paso, TX |             | Knightsbridge<br>High Point, NC |             | Lithexcel<br>Albuquerque, NM |             | PREVIOUS<br>IMS Industries |             |
|-------------------------------------------------------------------------------------------------------|----------------------|-----------------------------------------|-------------|-------------------------------|-------------|---------------------------------|-------------|------------------------------|-------------|----------------------------|-------------|
|                                                                                                       |                      | UNIT RATE                               | COST        | UNIT RATE                     | COST        | UNIT RATE                       | COST        | UNIT RATE                    | COST        | UNIT RATE                  | COST        |
| I. SCREEN PROCESS PRINTING, FILM,<br>CUTTING TO SIZE, PACKING & DISTRIBUTION:<br>(Price per cut form) |                      |                                         |             |                               |             |                                 |             |                              |             |                            |             |
| (a) Printed one side only:                                                                            |                      |                                         |             |                               |             |                                 |             |                              |             |                            |             |
| (1) Makeready/Setup.....                                                                              | 50                   | 178.20                                  | 8910.00     | 48.00                         | 2400.00     | 87.50                           | 4375.00     | 50.00                        | 2500.00     | 50.00                      | 2500.00     |
| (2) Running-per 100 copies.....                                                                       | 650                  | 9.55                                    | 6207.50     | 2.80                          | 1820.00     | 2.90                            | 1885.00     | 12.00                        | 7800.00     | 3.00                       | 1950.00     |
| (Additional color(s))                                                                                 |                      |                                         |             |                               |             |                                 |             |                              |             |                            |             |
| (b) Additional colors, per color,<br>per form:                                                        |                      |                                         |             |                               |             |                                 |             |                              |             |                            |             |
| (1) Makeready/Setup.....                                                                              | 88                   | 18.00                                   | 1584.00     | 32.00                         | 2816.00     | 50.40                           | 4435.20     | 50.00                        | 4400.00     | 34.00                      | 2992.00     |
| (2) Running-per 100 copies.....                                                                       | 1144                 | 9.55                                    | 10925.20    | 1.90                          | 2173.60     | 2.00                            | 2288.00     | 6.00                         | 6864.00     | 2.00                       | 2288.00     |
| II. DIE CUTTING & TRIMMING:                                                                           |                      |                                         |             |                               |             |                                 |             |                              |             |                            |             |
| a. Makeready/Setup.....                                                                               | 40                   | N/C                                     |             | 18.00                         | 720.00      | 22.20                           | 888.00      | 50.00                        | 2000.00     | 20.00                      | 800.00      |
| b. Running-per 100 forms.....                                                                         | 520                  | N/C                                     |             | 2.30                          | 1196.00     | 2.35                            | 1222.00     | 2.00                         | 1040.00     | 2.50                       | 1300.00     |
| c. Making die - per die.....                                                                          | 5                    | N/C                                     |             | 40.00                         | 200.00      | 37.50                           | 187.50      | 150.00                       | 750.00      | 40.00                      | 200.00      |
| III. STOCK (per 100 square inches)                                                                    |                      |                                         |             |                               |             |                                 |             |                              |             |                            |             |
| a. White vinyl, gloss or<br>matte finish (3-4 mil).....                                               | 6149                 | 0.37                                    | 2275.13     | 0.35                          | 2152.15     | 0.16                            | 983.84      | 2.50                         | 15372.50    | 0.35                       | 2152.15     |
| b. Colored vinyl, gloss finish<br>or matte finish (3-4 mil).....                                      | 286                  | 0.37                                    | 105.82      | 0.38                          | 108.68      | 0.12                            | 34.32       | 3.00                         | 858.00      | 0.38                       | 108.68      |
| c. Clear vinyl, gloss finish<br>or matte finish (3-4 mil).....                                        | 215                  | 0.37                                    | 79.55       | 0.33                          | 70.95       | 0.12                            | 25.80       | 3.80                         | 817.00      | 0.33                       | 70.95       |
| d. Reflective vinyl, white<br>or colored finish.....                                                  | 286                  | 1.55                                    | 443.30      | 1.40                          | 400.40      | 1.27                            | 363.22      | 4.00                         | 1144.00     | 1.40                       | 400.40      |
| e. Gold or silver polyester.....                                                                      | 214                  | 1.30                                    | 278.20      | 0.66                          | 141.24      | 0.17                            | 36.38       | 4.50                         | 963.00      | 0.66                       | 141.24      |
| IV. ADDITIONAL OPERATIONS:                                                                            |                      |                                         |             |                               |             |                                 |             |                              |             |                            |             |
| a. Creating camera copy, per<br>label, per color.....                                                 | 80                   | N/C                                     |             | 11.00                         | 880.00      | 10.00                           | 800.00      | 20.00                        | 1600.00     | 12.00                      | 960.00      |
| b. Typesetting, under 25<br>typelines - per order.....                                                | 15                   | N/C                                     |             | N/C                           |             | N/C                             |             | 25.00                        | 375.00      | N/C                        |             |
| c. Affixing a clear mylar cap<br>after printing, includes<br>mylar - per 100 labels.....              | 117                  | 2.38                                    | 278.46      | 0.15                          | 17.55       | 15.00                           | 1755.00     | 15.00                        | 1755.00     | 0.15                       | 17.55       |
| CONTRACTOR TOTALS                                                                                     |                      |                                         | \$31,087.16 |                               | \$15,096.57 |                                 | \$19,279.26 |                              | \$48,238.50 |                            | \$15,880.97 |
| DISCOUNT                                                                                              |                      | 0.50%                                   | \$155.44    | 2.00%                         | \$301.93    | 4.00%                           | \$771.17    | 2.00%                        | \$964.77    | 2.00%                      | \$317.62    |
| DISCOUNTED TOTALS                                                                                     |                      | 20 days                                 | \$30,931.72 | 20 days                       | \$14,794.64 | 25 days                         | \$18,508.09 | 20 days                      | \$47,273.73 | 20 days                    | \$15,563.35 |

Reviewed By \_\_\_\_\_

