

ITEM NO.	DESCRIPTION	BASIS OF AWARD	CDCI Miamisburg, OH		ELECTRONIC PRINTING SYS. Milwaukee, WI		EXPERIAN Lincoln, NE		NEWS PRINTING, CO. Claysburg, PA		ORION DIRECT, INC. Dulles, VA	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I.	COMPOSITION:											
(a)	Envelopes.....per envelope.....	9	500.00	4,500.00	125.00	1,125.00	NC	0.00	250.00	2,250.00	25.00	225.00
II.	PRINTING/IMAGING AND BINDING:											
(a)	Daily makeready/setup charge.....	250	200.00	50,000.00	NC	0.00	150.00	37,500.00	350.00	87,500.00	1,000.00	250,000.00
(b)	Notices (printing one-side only).per 1000 leaves.....	17812	9.00	160,308.00	36.72	654,056.64	36.32	646,931.84	18.00	320,616.00	20.00	356,240.00
(c)	Notices (printing face and back).per 1000 leaves.....	17851	17.00	303,467.00	50.22	896,477.22	46.32	826,898.32	36.00	642,636.00	40.00	714,040.00
(d)	Mailout Envelope.....per 1000 envelopes.....	17011	11.00	187,121.00	24.56	417,790.16	13.29	226,076.19	7.50	127,582.50	7.82	133,026.02
(e)	CRM return envelope.....per 1000 envelopes.....	16601	6.00	99,606.00	17.84	296,161.84	8.21	136,294.21	5.25	87,155.25	5.75	95,455.75
III.	PAPER: PER 1000 LEAVES:											
(a)	White OCR Bond (75 g/m 2 (20 lb.)) (Notices).....	32860	6.50	213,590.00	7.77	255,322.20	9.29	305,269.40	6.80	223,448.00	5.87	192,868.20
(b)	White Offset Book (75 g/m 2 (50 lb)) (Notices).....	4008	6.50	26,052.00	7.77	31,142.16	6.04	24,208.32	6.00	24,048.00	5.87	23,526.96
(c)	Mailout Env White Wove (24 lb) or Offset (50 lb)....	17011	6.50	110,571.50	9.88	168,068.68	9.59	163,135.49	10.00	170,110.00	7.50	127,582.50
(d)	CRM Return Envelope White Wove (75 g/m 2 (20lb)...	430	6.50	2,795.00	7.20	3,096.00	6.13	2,635.90	9.00	3,870.00	6.00	2,580.00
(e)	CRM Return Envelope Color Wove (75 g/m 2 (20lb)...	16171	6.50	105,111.50	7.20	116,431.20	6.00	97,026.00	7.00	113,197.00	6.00	97,026.00
IV.	INSERTING AND MAILING: PER 1000 MAILERS:											
(a)	Notices and Reply Env In Mailout Envelope	17011	22.50	382,747.50	39.21	667,001.31	456.46	7,764,841.06	16.50	280,681.50	38.50	654,923.50
V.	PREPRODUCTION TESTS:											
(a)	Preproduction Print/Mail Run Test.....	1	8,000.00	8,000.00	NC	0.00	5,000.00	5,000.00	45,000.00	45,000.00	10,016.32	10,016.32
(b)	Wire Transmission Test.....	1	4,000.00	4,000.00	NC	0.00	NC	0.00	2,000.00	2,000.00	500.00	500.00
	PRODUCTION SUBTOTAL			\$1,657,869.50		\$3,506,672.41		\$10,235,776.73		\$2,130,094.25		\$2,658,030.25
VI.	Total of line items II(b), III(c), & IV			846,522.50		2,217,535.17		9,238,631.22		1,243,933.50		1,725,203.50
(a)	PREMIUM PAYMENT - ACCELERATED SCHEDULE	20%		169,304.50		443,507.03		1,847,726.24		248,786.70		345,040.70
(a)	Percentage increase.....		5%	\$8,465.23	15%	\$66,526.06	20%	\$369,545.25	30%	\$74,636.01	20%	\$69,008.14
VII.	PREMIUM PAYMENT - EXCESS QUANTITY	6%		50,791.35		133,052.11		554,317.87		74,636.01		103,512.21
(a)	Percentage increase.....		5%	\$2,539.57	15%	\$19,957.82	10%	\$55,431.79	30%	\$22,390.80	20%	\$20,702.44
	SUBTOTAL PLUS PERCENTAGE INCREASES			\$1,668,874.29		\$3,593,156.28		\$10,660,753.77		\$2,227,121.06		\$2,747,740.83
	DISCOUNT		1.00%	\$16,688.74	0.00%	\$0.00	0.00%	\$0.00	0.25%	\$5,567.80	2.00%	\$54,954.82
	DISCOUNTED TOTALS			\$1,652,185.55		\$3,593,156.28		\$10,660,753.77		\$2,221,553.26		\$2,692,786.01
	AWARDED											



ITEM NO.	DESCRIPTION	BASIS OF AWARD	Miamisburg, OH		Milwaukee, WI		Lincoln, NE		Claysburg, PA		Dulles, VA	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I.	COMPOSITION:											
(a)	Envelopes.....per envelope.....	1	500.00	500.00	135.00	135.00	NC	0.00	250.00	250.00	25.00	25.00
II.	PRINTING/IMAGING AND BINDING:											
(a)	Daily makeready/setup charge.....	250	200.00	50,000.00	NC	0.00	150.00	37,500.00	350.00	87,500.00	1,000.00	250,000.00
(b)	Notices (printing one-side only).per 1000 leaves.....	9732	9.00	87,588.00	38.58	375,460.56	61.13	594,917.16	18.91	184,032.12	20.00	194,640.00
(c)	Notices (printing face and back).per 1000 leaves.....	9726	17.00	165,342.00	52.77	513,241.02	71.13	691,810.38	37.83	367,934.58	40.00	389,040.00
(d)	Mailout Envelope.....per 1000 envelopes.....	8886	11.00	97,746.00	25.81	229,347.66	14.65	130,179.90	8.27	73,487.22	8.62	76,597.32
(e)	CRM return envelope.....per 1000 envelopes.....	8476	6.00	50,856.00	18.75	158,925.00	9.05	76,707.80	5.79	49,076.04	6.58	55,772.08
III.	PAPER: PER 1000 LEAVES:											
(a)	White OCR Bond (75 g/m 2 (20 lb.) (Notices).....	16700	7.00	116,900.00	8.16	136,272.00	10.24	171,008.00	7.14	119,238.00	6.47	108,049.00
(b)	White Offset Book (75 g/m 2 (50 lb) (Notices).....	3963	7.00	27,741.00	8.16	32,338.08	6.66	26,393.58	6.31	25,006.53	6.47	25,640.61
(c)	Mailout Env White Wove (24 lb) or Offset (50 lb).....	8886	7.00	62,202.00	10.38	92,236.68	10.57	93,925.02	11.03	98,012.58	8.28	73,576.08
(d)	CRM Return Envelope White Wove (75 g/m 2 (20lb)..	250	7.00	1,750.00	7.57	1,892.50	6.76	1,690.00	9.93	2,482.50	6.61	1,652.50
(e)	CRM Return Envelope Color Wove (75 g/m 2 (20lb)...	8226	7.00	57,582.00	7.57	62,270.82	6.62	54,456.12	7.72	63,504.72	6.61	54,373.86
IV.	INSERTING AND MAILING: PER 1000 MAILERS:											
(a)	Notices and Reply Env in Mailout Envelope	8886	22.50	199,935.00	41.20	366,103.20	493.87	4,388,528.82	17.36	154,260.96	38.50	342,111.00
V.	PREPRODUCTION TESTS:											
(a)	Preproduction Print/Mail Run Test.....	XXXXX										
(b)	Wire Transmission Test.....	XXXXX										
	PRODUCTION SUBTOTAL			\$918,142.00		\$1,968,222.52		\$6,267,116.78		\$1,224,785.25		\$1,571,477.45
	Total of line items II(b), II(c), & IV			452,865.00		1,254,804.78		5,675,256.36		706,227.66		925,791.00
VI.	PREMIUM PAYMENT - ACCELERATED SCHEDULE	20%		90,573.00		250,960.96		1,135,051.27		141,245.53		185,158.20
(a)	Percentage increase.....		5%	\$4,528.65		\$37,644.14		\$227,010.25		\$42,373.66		\$37,031.64
VII.	PREMIUM PAYMENT - EXCESS QUANTITY	6%		27,171.90		75,288.29		340,515.38		42,373.66		55,547.46
(a)	Percentage increase.....		5%	\$1,358.60		\$11,293.24		\$34,051.54		\$12,712.10		\$11,109.49
	SUBTOTAL PLUS PERCENTAGE INCREASES			\$924,029.25		\$2,017,159.91		\$6,528,178.57		\$1,279,871.01		\$1,619,618.58
	DISCOUNT		1.00%	\$9,240.29	0.00%	\$0.00	0.00%	\$0.00	0.25%	\$3,199.68	2.00%	\$32,392.37
	DISCOUNTED TOTALS			\$914,788.96		\$2,017,159.91		\$6,528,178.57		\$1,276,671.33		\$1,587,226.21
<b>THREE PERIODS COMBINED:</b>												
	COMBINED SUBTOTALS			\$3,507,426.53		\$7,587,876.88		\$23,453,324.60		\$4,750,790.77		\$5,967,102.57
	DISCOUNT		1.00%	\$35,074.27	0.00%	\$0.00	0.00%	\$0.00	0.25%	\$11,876.98	2.00%	\$119,342.05
	DISCOUNTED TOTALS			\$3,472,352.26		\$7,587,876.88		\$23,453,324.60		\$4,738,913.79		\$5,847,760.52