

Program No C129-S Term Date of Award To November 30, 2004								
Title: BUDGET DOCUMENTS & SIMILAR PRODUCTS								
		IPI GRAPHICS			MCDONALD & EUDY		STEPHENSON PRGTG, INC.	
ITEM NO	DESCRIPTION	BASIS OF AWARD	UPPER MARLBORO, MD UNIT RATE	COST	TEMPLE HILLS, MD UNIT RATE	COST	ALEXANDRIA, VA UNIT RATE	COST
I. ELECTRONIC PREPRESS:								
(a)	Outputting from electronic file.....per color/per trim/page-size unit	2,042	12.00	24,504.00	9.00	18,378.00	3.47	7,085.74
(b)	Dylux/digital black and white proofs.....per trim/page-size unit	700	6.00	4,200.00	2.50	1,750.00	9.50	6,650.00
(c)	Digital color proofs (2400 dpi).....per trim/page-size unit	732	80.00	58,560.00	6.00	4,392.00	25.00	18,300.00
II. PRINTING, BINDING AND DISTRIBUTION:								
(a)	Saddle-stitched: Printing text in black in only, including binding.....per page							
(1)	Makeready and/or Setup	20	50.00	1,000.00	8.00	160.00	61.31	1,226.20
(2)	Running Per 1,000 Copies	20	10.00	200.00	5.50	110.00	8.48	169.60
(b)	Perfect-bound: Printing text in black ink only, including binding.....per page							
(1)	Makeready and/or Setup	763	40.00	30,520.00	6.00	4,578.00	33.87	25,842.81
(2)	Running Per 1,000 Copies	7,801	9.00	70,209.00	3.60	28,083.60	1.30	10,141.30
(c)	Perfect-bound 6 x 9": Printing text in black ink only, including binding.....per page							
(1)	Makeready and/or Setup	100	35.00	3,500.00	6.00	600.00	16.42	1,642.00
(2)	Running Per 1,000 Copies	150	8.50	1,275.00	4.50	675.00	4.89	733.50
(d)	Perfect-bound: Printing text in four-color process, including binding.....per page							
(1)	Makeready and/or Setup	147	200.00	29,400.00	35.00	5,145.00	115.00	16,905.00
(2)	Running Per 1,000 Copies	1,779	15.00	26,685.00	6.40	11,385.60	2.10	3,735.90
(e)	Complete Cover: Printing in a single ink color, including binding.....per complete cover							
(1)	Makeready and/or Setup	5	600.00	3,000.00	350.00	1,750.00	1,130.00	5,650.00
(2)	Running Per 1,000 Copies	21	80.00	1,680.00	175.00	3,675.00	425.00	8,925.00
(f)	Complete Cover 6 x 9": Printing in a single ink color, including binding..per complete cover							
(1)	Makeready and/or Setup	1	600.00	600.00	350.00	350.00	995.00	995.00
(2)	Running Per 1,000 Copies	2	80.00	160.00	175.00	350.00	405.00	810.00
(g)	Complete Cover: Printing in four-color process including binding.....per complete cover							
(1)	Makeready and/or Setup	1	1,200.00	1,200.00	700.00	700.00	1,680.00	1,680.00
(2)	Running Per 1,000 Copies	13	100.00	1,300.00	185.00	2,405.00	435.00	5,655.00
(h)	Additional Color: Prtg cover in a color in addition to 1st sgl ink color press run.....per color/per page							
(1)	Makeready and/or Setup	10	250.00	2,500.00	250.00	2,500.00	27.04	270.40
(2)	Running Per 1,000 Copies	44	25.00	1,100.00	25.00	1,100.00	0.27	11.88
(i)	Varnishing (covers 1 and 4 only).....							
(1)	Makeready and/or Setup	5	300.00	1,500.00	200.00	1,000.00	165.00	825.00
(2)	Running Per 1,000 Copies	33	30.00	990.00	30.00	990.00	3.25	107.25
III. PAPER: Per 1,000 Leaves								
(a)	White Offset Book, 50-lb	2,440	9.00	21,960.00	6.75	16,470.00	6.03	14,713.20
(b)	White Offset Book, 60-lb	100	11.00	1,100.00	9.00	900.00	17.60	1,760.00
(c)	White Offset Book, 70-lb	10	13.00	130.00	11.00	110.00	21.31	213.10
(d)	White Matte Coated, 70-lb	50	16.00	800.00	13.00	650.00	29.40	1,470.00
(e)	White No. 2 Coated Text, Dull-Finish, 70-lb	2,275	17.00	38,675.00	13.50	30,712.50	11.05	25,138.75

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			IPI GRAPHICS		MCDONALD & EUDY		STEPHENSON PRtg, INC.	
			UPPER MARLBORO, MD	TEMPLE HILLS, MD		ALEXANDRIA, VA		
ITEM NO	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
III. PAPER: Per 1,000 Leaves								
(f)	White Litho Coated Cover, 80-lb	12	70.00	840.00	48.00	576.00	44.80	537.60
(g)	White Dull Coated Cover, 80-lb	8	80.00	640.00	58.00	464.00	52.59	420.72
(h)	White No. 2 Coated Cover, Gloss-Finish Appleton Coated Utopia, 80-lb	52	125.00	6,500.00	72.00	3,744.00	50.76	2,639.52
IV. ADDITIONAL OPERATIONS:								
(a)	Scoring.....per 1,000 copies	20	48.00	960.00	25.00	500.00	15.00	300.00
CONTRACTOR SUBTOTALS				\$335,688.00	\$144,203.70	\$164,554.47		
(a)	Outputting from electronic file..... per color/per trim/page-size unit	771	12.00	9,252.00	9.00	6,939.00	3.47	2,675.37
(b)	Dylux/digital black and white proofs.....per trim/page-size unit	700	6.00	4,200.00	2.50	1,750.00	9.50	6,650.00
(c)	Digital color proofs (2400 dpi).....per trim/page-size unit	278	80.00	22,240.00	6.00	1,668.00	25.00	6,950.00
(b)	Perfect-bound: Printing text in black ink only, including binding.....per page							
(1)	Makeready and/or Setup	215	40.00	8,600.00	6.00	1,290.00	33.87	7,282.05
(2)	Running Per 1,000 Copies	2,795	9.00	25,155.00	3.60	10,062.00	1.30	3,633.50
(d)	Perfect-bound: Printing text in four-color process, including binding.....per page							
(1)	Makeready and/or Setup	135	200.00	27,000.00	35.00	4,725.00	115.00	15,525.00
(2)	Running Per 1,000 Copies	1,755	15.00	26,325.00	6.40	11,232.00	2.10	3,685.50
(g)	Complete Cover: Printing in four-color process including binding.....per complete cover							
(1)	Makeready and/or Setup	1	1,200.00	1,200.00	700.00	700.00	1,680.00	1,680.00
(2)	Running Per 1,000 Copies	13	100.00	1,300.00	185.00	2,405.00	435.00	5,655.00
(i)	Varnishing (covers 1 and 4 only).....							
(1)	Makeready and/or Setup	1	300.00	300.00	200.00	200.00	165.00	165.00
(2)	Running Per 1,000 Copies	13	30.00	390.00	30.00	390.00	3.25	42.25
(e)	White No. 2 Coated Text, Dull-Finish, 70-lb	2,275	17.00	38,675.00	13.50	30,712.50	11.05	25,138.75
(h)	White No. 2 Coated Cover, Gloss-Finish Appleton Coated Utopia, 80-lb	26	125.00	3,250.00	72.00	1,872.00	50.76	1,319.76
(a)	Scoring.....per 1,000 copies	12	48.00	576.00	25.00	300.00	15.00	180.00
CONTRACTOR SUBTOTALS				\$168,463.00	\$74,245.50	\$80,582.18		
TOTALS FOR ITEM III PAPER				\$41,925.00	\$32,584.50	\$26,458.51		
SUBTOTALS LESS PAPER				\$126,538.00	\$41,661.00	\$54,123.67		
PERCENTAGE INCREASE			25.00%	\$31,634.50	40.00%	\$16,664.40	15.00%	\$8,118.55
CONTRACTOR SUBTOTALS				\$335,688.00	\$144,203.70	\$164,554.47		
PERCENTAGE INCREASE				\$367,322.50	\$160,868.10	\$172,673.02		
DISCOUNT			2.00%	\$7,346.45	1.00%	\$1,608.68	1.00%	\$1,726.73
DISCOUNTED TOTALS				\$359,976.05	\$159,259.42	\$170,946.29		
AWARDED								