

ITEM NO.	DESCRIPTION	BASIS OF AWARD	AMERIC DISC USA FLORIDA Miami, FL		TELESTAR MEDIA GROUP Ontario, CA		VAUGHN COMMUNICATION Minn. MN		AMERICAN MULTIMEDIA, INC. Burlington, NC		CURRENT CONTRACTOR AMERICAN MULTIMEDIA	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
<b>I CD-ROMS</b>												
(a)	Mastering.....per master.....	5	240.00	1,200.00	240.00	1,200.00	0.00	0.00	325.00	1,625.00	250.00	1,250.00
(b)	Replication of CD-ROM discs *...per 1000 discs.....	8	500.00	4,000.00	510.00	4,080.00	980.00	7,840.00	540.00	4,320.00	650.00	5,200.00
(c)	Write-once check disc.....per disc.....	5	50.00	250.00	50.00	250.00	10.00	50.00	40.00	200.00	75.00	375.00
(d)	Set-up charge.....per stored master.....	1	25.00	25.00	25.00	25.00	0.00	0.00	295.00	295.00	150.00	150.00
<b>II FILMS:</b>												
(a)	Trim/Page-size unit.....per film.....	337	14.00	4,718.00	16.45	5,543.65	30.00	10,110.00	12.00	4,044.00	18.00	6,066.00
(b)	Line.....per illustration.....	1	15.00	15.00	16.80	16.80	30.00	30.00	18.00	18.00	18.00	18.00
(c)	Color key proofs (3-M) or similar per color.....											
	.....per trim/page-size unit.....	52	15.00	780.00	16.00	832.00	0.00	0.00	50.00	2,600.00	50.00	2,600.00
<b>III PRINTING AND BINDING:</b>												
(a)	CD-ROM disc label, prints face only, each additional ink color.....per label.....											
	.....per illustration.....											
<b>EACH ADDITIONAL COLOR OF INK</b>												
(1)	Makeready and Setup Charges.....	2	15.00	30.00	16.80	33.60	0.00	0.00	35.00	70.00	n/c	0.00
(2)	Per 1,000 copies.....	2	30.00	60.00	30.00	60.00	30.00	60.00	20.00	40.00	n/c	0.00
(b)	User's Manual.....per page.....											
<b>BLACK INK OR A COLOR OTHER THAN BLACK</b>												
(1)	Makeready and Setup Charges.....	140	15.00	2,100.00	16.00	2,240.00	0.00	0.00	12.50	1,750.00	12.50	1,750.00
(2)	Per 1,000 copies.....	170	21.60	3,672.00	21.60	3,672.00	40.00	6,800.00	18.00	3,060.00	18.00	3,060.00
<b>EACH ADDITIONAL COLOR OF INK</b>												
(3)	Makeready and Setup Charges.....	148	10.20	1,509.60	10.20	1,509.60	0.00	0.00	8.00	1,184.00	5.00	740.00
(4)	Per 1,000 copies.....	180	10.80	1,944.00	10.80	1,944.00	36.00	6,480.00	9.00	1,620.00	9.00	1,620.00
(c)	Front Insert (face only).....per card.....											
<b>BLACK INK OR A COLOR OTHER THAN BLACK</b>												
(1)	Makeready and Setup Charges.....	4	117.60	470.40	122.00	488.00	0.00	0.00	89.79	359.16	50.00	200.00
(2)	Per 1,000 copies.....	5	132.00	660.00	137.00	685.00	84.00	420.00	72.70	363.50	70.00	350.00
<b>EACH ADDITIONAL COLOR OF INK</b>												
(3)	Makeready and Setup Charges.....	12	5.70	68.40	6.84	82.08	0.00	0.00	40.00	480.00	4.60	55.20
(4)	Per 1,000 copies.....	16	6.60	105.60	6.88	110.08	36.00	576.00	7.00	112.00	5.29	84.64
(d)	Front Insert (face & back).....per card.....											
<b>BLACK INK OR A COLOR OTHER THAN BLACK</b>												
(1)	Makeready and Setup Charges.....	2	122.50	245.00	122.00	244.00	0.00	0.00	135.00	270.00	98.00	196.00
(2)	Per 1,000 copies.....	3	137.50	412.50	137.00	411.00	168.00	504.00	108.00	324.00	105.00	315.00
<b>EACH ADDITIONAL COLOR OF INK</b>												
(3)	Makeready and Setup Charges.....	6	5.94	35.64	6.84	41.04	0.00	0.00	60.00	360.00	4.60	27.60
(4)	Per 1,000 copies.....	7	6.75	47.25	6.88	48.16	36.00	252.00	14.00	98.00	5.29	37.03
(e)	Bottom Inlay (face only).....per card.....											
<b>BLACK INK OR A COLOR OTHER THAN BLACK</b>												
(1)	Makeready and Setup Charges.....	6	180.00	1,080.00	187.50	1,125.00	0.00	0.00	295.04	1,770.24	120.00	720.00
(2)	Per 1,000 copies.....	8	192.00	1,536.00	200.00	1,600.00	84.00	672.00	110.50	884.00	130.00	1,040.00
<b>EACH ADDITIONAL COLOR OF INK</b>												
(3)	Makeready and Setup Charges.....	9	5.70	51.30	6.84	61.56	0.00	0.00	40.00	360.00	4.60	41.40
(4)	Per 1,000 copies.....	12	6.60	79.20	6.88	82.56	36.00	432.00	7.00	84.00	5.29	63.48
<b>IV PACKAGING, PACKING AND DELIVERY:</b>												
(a)	Jewel box.....per 1,000 jewel boxes.....	8	180.00	1,440.00	180.00	1,440.00	300.00	2,400.00	210.00	1,680.00	220.00	1,760.00
(b)	Individual mailing cartons.....per 1,000 cartons.....	4	200.00	800.00	200.00	800.00	360.00	1,440.00	200.00	800.00	200.00	800.00
<b>CONTRACTOR TOTALS</b>				\$27,334.89		\$28,625.13		\$38,066.00		\$28,770.90		\$28,519.35
<b>DISCOUNT</b>			5.00%	\$1,366.74	5.00%	\$1,431.26	5.00%	\$0.00	5.00%	\$1,438.55	5.00%	\$1,425.97
<b>DISCOUNTED TOTALS</b>				\$25,968.15		\$27,193.87		\$38,066.00		\$27,332.35		\$27,093.38
AWARDED												

