

Title BOOKS, PAMPHLETS AND NEWSLETTERS

ITEM NO	DESCRIPTION	BASIS OF AWARD	ALLEN WAYNE LTD CHANTILLY, VA		IPI GRAPHICS UPPER MARLBORO, MD		MAIL-WELL GRAPHICS CAMBRIDGE, MD	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I. ELECTRONIC PREPRESS:								
(a)	PDF File creation from furnished electronic media			0.00		0.00		0.00
	.....per file.....	3	15.00	45.00	20.00	60.00	25.00	75.00
(b)	Half-tone Scanning (Digitization).....per illust.....	10	8.00	80.00	10.00	100.00	10.00	100.00
(c)	Trim/Page-size unit produced from camera copy			0.00		0.00		0.00
	.....per page.....	115	1.25	143.75	2.00	230.00	5.00	575.00
(d)	Trim/Page-size unit produced from electronic file			0.00		0.00		0.00
	.....per page.....	861	5.80	4,993.80	6.00	5,166.00	5.00	4,305.00
ILLUSTRATIONS:								
(e)	Line.....per illustration.....	10	5.00	50.00	8.00	80.00	7.00	70.00
(f)	Square-finish halftone.....per illustration.....	22	4.00	88.00	9.00	198.00	15.00	330.00
(g)	Combination line and halftone.....per illustration...	5	18.00	90.00	15.00	75.00	25.00	125.00
(h)	Composite Dylux, or similar proofs in book form			0.00		0.00		0.00
	.....per trim/page-size unit.....	555	1.00	555.00	1.50	832.50	1.00	555.00
(i)	Color keys/digital color proofs;			0.00		0.00		0.00
	.....per color/per trim page-size unit.....	11	4.80	52.80	10.00	110.00	5.00	55.00
(j)	One-piece laminated color proofs:			0.00		0.00		0.00
(1)	Base proof up to 4 colors, including 4-color process.....per trim/page-size unit.....	5	14.00	70.00	50.00	250.00	25.00	125.00
(2)	Each additional color not charged for under l.(k)(1).....per trim/page-size unit.....	5	8.00	40.00	15.00	75.00	15.00	75.00
	Color Corrected Four-color Process Films of Illust:			0.00		0.00		0.00
(k)	To 50 sq. in. image....per illustration.....	2	35.00	70.00	50.00	100.00	60.00	120.00
(l)	Over 50 sq. in. Up to 100 sq. in. image..per illust..	12	45.00	540.00	65.00	780.00	65.00	780.00
(m)	Timework.....per hour.....	17	55.00	935.00	70.00	1,190.00	50.00	850.00
(n)	System timework.....per hour.....	7	65.00	455.00	120.00	840.00	50.00	350.00
II. PRINTING, BINDING, AND DISTRIBUTION:								
(a)	4-page product.....per product;			0.00		0.00		0.00
(1)	Make-ready and/or setup.....	5	85.00	425.00	150.00	750.00	550.00	2,750.00
(2)	Running per 100 copies.....	10	8.00	80.00	10.00	100.00	6.50	65.00
(b)	Saddle-stitched: Printing in a single ink color, including binding.....per page;			0.00		0.00		0.00
(1)	Make-ready and/or setup.....	153	9.50	1,453.50	10.00	1,530.00	8.15	1,246.95
(2)	Running per 100 copies.....	6677	0.35	2,336.95	0.30	2,003.10	0.37	2,470.49
(c)	Saddle-stitched: Printing in four-color process including binding.....per page;			0.00		0.00		0.00
(1)	Make-ready and/or setup.....	140	84.00	11,760.00	65.00	9,100.00	35.00	4,900.00
(2)	Running per 100 copies.....	140	2.00	280.00	1.20	168.00	0.65	91.00
(d)	Perfect-bound: Printing in a single ink color, including binding.....per page;			0.00		0.00		0.00
(1)	Make-ready and/or setup.....	832	4.80	3,993.60	10.00	8,320.00	6.00	4,992.00
(2)	Running per 100 copies.....	1797	0.18	323.46	0.40	718.80	0.37	664.89
(e)	Perfect-bound: Printing in four-color process including binding.....per page;			0.00		0.00		0.00
(1)	Make-ready and/or setup.....	5	124.00	620.00	100.00	500.00	25.00	125.00
(2)	Running per 100 copies.....	10	4.00	40.00	3.00	30.00	1.25	12.50
(f)	Complete Cover: Printing in a single ink color, including binding.....per complete cover;			0.00		0.00		0.00
(1)	Make-ready and/or setup.....	4	240.00	960.00	180.00	720.00	176.00	704.00
(2)	Running per 100 copies.....	238	4.00	952.00	8.00	1,904.00	12.00	2,856.00
(g)	Complete Cover: Printing in a four-color process including binding.....per complete cover;			0.00		0.00		0.00
(1)	Make-ready and/or setup.....	5	490.00	2,450.00	350.00	1,750.00	462.00	2,310.00
(2)	Running per 100 copies.....	10	16.00	160.00	14.00	140.00	19.20	192.00

Title BOOKS, PAMPHLETS AND NEWSLETTERS

ITEM NO	DESCRIPTION	BASIS OF AWARD	ALLEN WAYNE LTD CHANTILLY, VA		IPI GRAPHICS UPPER MARLBORO, MD		MAIL-WELL GRAPHICS CAMBRIDGE, MD	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
(h)	Printing text or cover in a color in addition to first single ink color press run charged for under line items II. (a) through (e); .....per color/per page			0.00 0.00 0.00 0.00		0.00 0.00 0.00 0.00		0.00 0.00 0.00 0.00
(1)	Makeready and/or setup.....	15	30.00	450.00	30.00	450.00	236.00	3,540.00
(2)	Running per 100 copies.....	687	0.50	343.50	0.50	343.50	0.35	240.45
(l)	Varnishing (covers 1 and 4 only)			0.00		0.00		0.00
(1)	Makeready and/or setup.....	3	85.00	255.00	100.00	300.00	900.00	2,700.00
(2)	Running per 100 copies.....	8	1.80	14.40	3.00	24.00	2.00	16.00
III.	PAPER: Per 100 Leaves			0.00		0.00		0.00
(a)	White offset book (60-lb).....	3961	0.75	2,970.75	0.66	2,614.26	0.80	3,168.80
(b)	White opacified offset book (60-lb).....	10	0.82	8.20	0.85	8.50	0.99	9.90
(c)	White litho coated book (70-lb).....	361	1.28	462.08	1.35	487.35	1.35	487.35
(d)	White litho cover (80-lb).....	496	4.25	2,108.00	3.80	1,884.80	3.90	1,934.40
IV.	ADDITIONAL OPERATIONS:			0.00		0.00		0.00
(a)	Producing labels from furnished disk(s) .....per 100 labels.....	10	35.00	350.00	15.00	150.00	15.00	150.00
(b)	Producing labels from distribution list.....per 100 labels.....	62	48.00	2,976.00	15.00	930.00	25.00	1,550.00
V.	PACKING:			0.00		0.00		0.00
1.	Bulk shipments (other than by mail):			0.00		0.00		0.00
(a)	Pack/sealing shipping containers...P/container....	170	2.00	340.00	1.25	212.50	1.00	170.00
(b)	Palletizing.....per pallet.....	8	15.00	120.00	15.00	120.00	15.00	120.00
2.	Mailing: (includes the cost of affixing labels)			0.00		0.00		0.00
(a)	Affixing furnished labels on single copies.....per 100 labels.....	47	6.50	305.50	4.50	211.50	4.50	211.50
(b)	Single or multiple copies in kraft envelope.....per envelope.....	10	0.35	3.50	1.00	10.00	0.25	2.50
(c)	Single or multiple copies over 200 leaves, up to 12 lbs. in cushioned shipping bags, or wrapped in shipping bundles...per bag or bundle.....	10	1.78	17.80	2.00	20.00	1.25	12.50
(d)	Quantities over 12 lbs, up to 36 lbs, packed in shipping containers.....per container.....	3	4.00	12.00	3.00	9.00	5.00	15.00
	PREMIUM PAYMENTS:			0.00		0.00		0.00
	Percentage Increase.....			0.00		0.00		0.00
VI.								
	CONTRACTOR SUBTOTALS			\$44,779.59		\$45,595.81		\$46,198.23
	CONTRACTOR'S PAPER PRICE			\$5,549.03		\$4,994.91		\$5,600.45
	SUBTOTAL LESS PAPER			\$39,230.56		\$40,600.90		\$40,597.78
	ACCELERATED SCHEDULE	10%		\$3,923.06		\$4,060.09		\$4,059.78
	PERCENTAGE INCREASE		10.00%	\$392.31	0.00%	\$0.00	25.00%	\$1,014.94
	CONTR'S TOTALS + PERCENTAGE INCR			\$45,171.90		\$45,595.81		\$47,213.17
	DISCOUNT		5.00%	\$2,258.59	5.00%	\$2,279.79	5.00%	\$2,360.66
	DISCOUNTED TOTALS			\$42,913.30		\$43,316.02		\$44,852.52

Program No C-226-S Term July 1, 2004 To June 30, 2005
 Title BOOKS, PAMPHLETS AND NEWSLETTERS

ITEM NO	DESCRIPTION	MCDONALD & EUDY PRINT			GRAY GRAPHICS		CURRENT CONTRACTOR	
		BASIS OF AWARD	TEMPLE HILLS, MD		CAPITOL HEIGHTS, MD		GRAY GRAPHICS	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I. ELECTRONIC PREPRESS:								
(a)	PDF File creation from furnished electronic media			0.00		0.00		0.00
	.....per file.....	3	20.00	60.00	7.00	21.00	7.00	21.00
(b)	Halftone Scanning (Digitization)....per illust.....	10	10.00	100.00	10.00	100.00	15.00	150.00
(c)	Trim/Page-size unit produced from camera copy			0.00		0.00		0.00
	.....per page.....	115	1.25	143.75	1.25	143.75	1.25	143.75
(d)	Trim/Page-size unit produced from electronic file			0.00		0.00		0.00
	.....per page.....	861	6.00	5,166.00	5.00	4,305.00	7.00	6,027.00
ILLUSTRATIONS:								
(e)	Line.....per illustration.....	10	5.00	50.00	5.00	50.00	4.00	40.00
(f)	Square-finish halftone.....per illustration.....	22	9.00	198.00	10.00	220.00	7.50	165.00
(g)	Combination line and halftone....per illustration...	5	20.00	100.00	15.00	75.00	11.50	57.50
(h)	Composite Dylux, or similar proofs in book form			0.00		0.00		0.00
	.....per trim/page-size unit.....	555	1.00	555.00	1.00	555.00	1.00	555.00
(i)	Color keys/digital color proofs;			0.00		0.00		0.00
	.....per color/per trim page-size unit.....	11	7.00	77.00	10.00	110.00	10.00	110.00
(j)	One-piece laminated color proofs:			0.00		0.00		0.00
(1)	Base proof up to 4 colors, including 4-color process.....per trim/page-size unit.....	5	25.00	125.00	20.00	100.00	20.00	100.00
(2)	Each additional color not charged for under l.(k)(1).....per trim/page-size unit.....	5	10.00	50.00	20.00	100.00	20.00	100.00
Color Corrected Four-color Process Films of Illust:								
(k)	To 50 sq. in. image....per illustration.....	2	35.00	70.00	75.00	150.00	75.00	150.00
(l)	Over 50 sq. in. Up to 100 sq. in. image..per illust..	12	50.00	600.00	100.00	1,200.00	100.00	1,200.00
(m)	Timework.....per hour.....	17	65.00	1,105.00	50.00	850.00	50.00	850.00
(n)	System timework.....per hour.....	7	75.00	525.00	75.00	525.00	50.00	350.00
II. PRINTING, BINDING, AND DISTRIBUTION:								
(a)	4-page product.....per product;			0.00		0.00		0.00
(1)	Makeready and/or setup.....	5	100.00	500.00	100.00	500.00	100.00	500.00
(2)	Running per 100 copies.....	10	2.50	25.00	5.00	50.00	5.00	50.00
(b)	Saddle-stitched: Printing in a single ink color, including binding.....per page;			0.00		0.00		0.00
(1)	Makeready and/or setup.....	153	8.50	1,300.50	5.00	765.00	5.00	765.00
(2)	Running per 100 copies.....	6677	0.20	1,335.40	0.20	1,335.40	0.20	1,335.40
(c)	Saddle-stitched: Printing in four-color process including binding.....per page;			0.00		0.00		0.00
(1)	Makeready and/or setup.....	140	75.00	10,500.00	75.00	10,500.00	75.00	10,500.00
(2)	Running per 100 copies.....	140	2.50	350.00	1.50	210.00	2.00	280.00
(d)	Perfect-bound: Printing in a single ink color, including binding.....per page;			0.00		0.00		0.00
(1)	Makeready and/or setup.....	832	4.00	3,328.00	5.00	4,160.00	5.00	4,160.00
(2)	Running per 100 copies.....	1797	0.12	215.64	0.10	179.70	0.10	179.70
(e)	Perfect-bound: Printing in four-color process including binding.....per page;			0.00		0.00		0.00
(1)	Makeready and/or setup.....	5	85.00	425.00	75.00	375.00	75.00	375.00
(2)	Running per 100 copies.....	10	2.00	20.00	2.00	20.00	2.00	20.00
(f)	Complete Cover: Printing in a single ink color, including binding.....per complete cover;			0.00		0.00		0.00
(1)	Makeready and/or setup.....	4	200.00	800.00	200.00	800.00	200.00	800.00
(2)	Running per 100 copies.....	238	6.00	1,428.00	9.00	2,142.00	9.00	2,142.00
(g)	Complete Cover: Printing in a four-color process including binding.....per complete cover;			0.00		0.00		0.00
(1)	Makeready and/or setup.....	5	400.00	2,000.00	400.00	2,000.00	400.00	2,000.00
(2)	Running per 100 copies.....	10	16.00	160.00	15.00	150.00	15.00	150.00

Program No C-226-S Term July 1, 2004 To June 30, 2005								
Title BOOKS, PAMPHLETS AND NEWSLETTERS								
		MCDONALD & EUDY PRINT			GRAY GRAPHICS		CURRENT CONTRACTOR	
		TEMPLE HILLS, MD			CAPITOL HEIGHTS, MD		GRAY GRAPHICS	
ITEM NO	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
(h)	Printing text or cover in a color in addition to first single ink color press run charged for under line items II. (a) through (e);			0.00		0.00		0.00
	.....per color/per page			0.00		0.00		0.00
(1)	Make ready and/or setup.....	15	30.00	450.00	30.00	450.00	30.00	450.00
(2)	Running per 100 copies.....	687	0.50	343.50	0.50	343.50	0.50	343.50
(f)	Varnishing (covers 1 and 4 only)			0.00		0.00		0.00
(1)	Make ready and/or setup.....	3	100.00	300.00	100.00	300.00	100.00	300.00
(2)	Running per 100 copies.....	8	3.00	24.00	1.50	12.00	1.50	12.00
III.	PAPER: Per 100 Leaves			0.00		0.00		0.00
(a)	White offset book (60-lb).....	3961	0.68	2,693.48	0.65	2,574.65	0.60	2,376.60
(b)	White opacified offset book (60-lb).....	10	0.78	7.80	0.80	8.00	0.75	7.50
(c)	White litho coated book (70-lb).....	361	1.35	487.35	1.30	469.30	1.30	469.30
(d)	White litho cover (80-lb).....	496	3.50	1,736.00	4.50	2,232.00	4.00	1,984.00
IV.	ADDITIONAL OPERATIONS:			0.00		0.00		0.00
(a)	Producing labels from furnished disk(s)			0.00		0.00		0.00
	.....per 100 labels.....	10	30.00	300.00	2.50	25.00	2.50	25.00
(b)	Producing labels from distribution list			0.00		0.00		0.00
	.....per 100 labels.....	62	30.00	1,860.00	4.50	279.00	4.50	279.00
V.	PACKING:			0.00		0.00		0.00
1.	Bulk shipments (other than by mail):			0.00		0.00		0.00
(a)	Pack/sealing shipping containers...P/container....	170	1.50	255.00	1.50	255.00	1.50	255.00
(b)	Palletizing.....per pallet.....	8	15.00	120.00	10.00	80.00	10.00	80.00
2.	Mailing: (includes the cost of affixing labels)			0.00		0.00		0.00
(a)	Affixing furnished labels on single copies			0.00		0.00		0.00
	.....per 100 labels.....	47	5.75	270.25	4.00	188.00	4.00	188.00
(b)	Single or multiple copies in kraft envelope			0.00		0.00		0.00
	.....per envelope.....	10	0.25	2.50	0.25	2.50	0.25	2.50
(c)	Single or multiple copies over 200 leaves, up to 12 lbs. in cushioned shipping bags, or wrapped in shipping bundles...per bag or bundle.....	10	1.50	15.00	1.50	15.00	1.50	15.00
(d)	Quantities over 12 lbs, up to 36 lbs, packed in shipping containers.....per container.....	3	3.00	9.00	2.00	6.00	2.00	6.00
	PREMIUM PAYMENTS:			0.00		0.00		0.00
	Percentage Increase.....			0.00		0.00		0.00
VI.								
	CONTRACTOR SUBTOTALS			\$40,186.17		\$38,931.80		\$40,069.75
	CONTRACTOR'S PAPER PRICE			\$4,924.63		\$5,283.95		\$4,837.40
	SUBTOTAL LESS PAPER			\$35,261.54		\$33,647.85		\$35,232.35
	ACCELERATED SCHEDULE	10%		\$3,526.15		\$3,364.79		\$3,523.24
	PERCENTAGE INCREASE		5.00%	\$176.31	5.00%	\$168.24	0.00%	\$0.00
	CONTR'S TOTALS + PERCENTAGE INCR			\$40,362.48		\$39,100.04		\$40,069.75
	DISCOUNT		1.00%	\$403.62	1.00%	\$391.00	1.00%	\$400.70
	DISCOUNTED TOTALS			\$39,958.85		\$38,709.04		\$39,669.05
						AWARDED		