

Program	0385-S												
Title	Mailing and Distribution Services												
AGENCY	Department of Veteran's Affairs (VA)												
TERM:	Beginning Date of Award and ending July 31, 2008												
		ABR SERVICES, INC. Woodbridge, VA			BEST MAILING SERVICE Lynchburg, VA			BIPASU PRGTG. & MAIL. Beltsville, MD		BULK MAILING Hanover, MD		CRAWFORD'S PRINTSHOP Elkland, PA	
		BASIS OF											
ITEM NO	DESCRIPTION	AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
I.	<b>PACKING AND DISTRIBUTION:</b>												
1.	Bulk Shipments - packing and sealing shipping containers..... .....per container.....	1900	2.93	5,567.00	50.00	95,000.00	0.25	475.00	4.50	8,550.00	1.50	2,850.00	
2.	Mailing -												
(a)	Addressing single copies (self-mailers)..... .....per 100 copies.....	6460	5.50	35,530.00	18.00	116,280.00	1.75	11,305.00	6.00	38,760.00	0.25	1,615.00	
(b)	Single or multiple copies (up to 5 items) in furnished No. 10 envelopes..... .....per envelope.....	450000	0.035	15,750.00	0.12	54,000.00	0.045	20,250.00	0.034	15,300.00	0.30	135,000.00	
(c)	Single or multiple copies (up to 200 leaves) in furnished 9 x 12" envelopes..... .....per envelope.....	199255	0.26	51,806.30	0.31	61,769.05	0.19	37,858.45	0.195	38,854.73	0.35	69,739.25	
(d)	Single or multiple copies (up to 200 leaves) in Kraft envelopes..... per envelope.....	29800	0.58	17,284.00	1.10	32,780.00	0.23	6,854.00	0.275	8,195.00	0.45	13,410.00	
(e)	Single or multiple copies over 200 leaves, up to 12 pounds, in cushioned bags, or wrapped in bundles (maximum gross weight 14 pounds)..... .....per bag or bundle.....	13150	2.55	33,532.50	2.10	27,615.00	1.35	17,752.50	1.70	22,355.00	1.00	13,150.00	
(f)	Quantities over 12 pounds, up to 24 pounds, wrapped in bundles, or packed in shipping containers, at contractor's option (maximum gross weight 27 pounds)..... .....per bundle or container.....	2510	3.80	9,538.00	3.85	9,663.50	1.45	3,639.50	3.20	8,032.00	2.00	5,020.00	
(g)	Quantities over 24 pounds, up to 36 pounds, packed in shipping containers (maximum gross weight 40 pounds).....per container.....	21210	3.98	84,415.80	4.00	84,840.00	1.50	31,815.00	4.50	95,445.00	3.00	63,630.00	
(h)	Inserting single or multiple CDs into padded envelopes.....per envelope.....	15125	0.68	10,285.00	2.75	41,593.75	0.90	13,612.50	0.60	9,075.00	1.25	18,906.25	
(i)	Affixing labels to envelopes, padded envelopes, shipping bags, bundles or containers..... .....per label.....	735000	0.10	73,500.00	0.15	110,250.00	0.15	110,250.00	0.05	36,750.00	0.50	367,500.00	
II.	<b>ADDITIONAL OPERATIONS:</b>												
	A charge is not allowed for creating labels when furnished by the Government.												
(a)	Gathering/combining/consolidating from 1 to 3 different products go to the same addressee..... .....per package.....	90000	1.15	103,500.00	0.90	81,000.00	0.10	9,000.00	0.85	76,500.00	0.25	22,500.00	
(b)	Gathering/combining/consolidating from 4 to 6 different products go to the same addressee..... .....per package.....	15000	1.25	18,750.00	1.05	15,750.00	0.17	2,550.00	1.70	25,500.00	0.30	4,500.00	
(c)	Gathering/combining/consolidating from 7 to 9 different products go to the same addressee..... .....per package.....	20000	1.45	29,000.00	1.25	25,000.00	0.20	4,000.00	2.55	51,000.00	0.40	8,000.00	
(d)	Gathering/combining/consolidating from 10 to 12 different products go to the same addressee..... .....per package.....	5000	1.65	8,250.00	1.45	7,250.00	0.25	1,250.00	3.40	17,000.00	0.50	2,500.00	

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			Woodbridge, VA			Lynchburg, VA		Beltsville, MD		Hanover, MD		Elkland, PA	
			BASIS OF										
ITEM NO	DESCRIPTION	AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
(e)	Gathering/combining/consolidating from 13 to 15 different products go to the same addressee.....												
	.....per package.....	5000	1.85	9,250.00	1.75	8,750.00	0.35	1,750.00	4.25	21,250.00	0.55	2,750.00	
(f)	Gathering/combining/consolidating from 16 to 18 different products go to the same addressee.....												
	.....per package.....	15000	2.05	30,750.00	2.50	37,500.00	0.50	7,500.00	5.10	76,500.00	0.60	9,000.00	
(g)	Creating labels.....per label.....	370000	0.09	33,300.00	0.15	55,500.00	0.10	37,000.00	0.05	18,500.00	0.10	37,000.00	
(h)	Surcharge for additional tasks necessary for FedX shipments, including transfer of address information from provided address labels to FedX documents... per container used for shipping.....	6415	0.45	2,886.75	5.00	32,075.00	0.00	0.00	0.35	2,245.25	2.00	12,830.00	
(i)	Surcharge for charges incurred due to incorrect or undeliverable addresses.....												
	...per address correction/undeliverable address....	1000	4.95	4,950.00	0.12	120.00	5.00	5,000.00	0.25	250.00	2.00	2,000.00	
	<b>CONTRACTOR SUBTOTALS</b>			\$577,845.35		\$896,736.30		\$321,861.95		\$570,061.98		\$791,900.50	
	<b>ACCELERATED SCHEDULE (1%)</b>	1.00%		\$5,778.45		\$8,967.36		\$3,218.62		\$5,700.62		\$7,919.01	
III.	<b>PERCENTAGE INCREASE</b>		25.00%	\$7,223.06	4.00%	\$9,326.05	10.00%	\$3,540.48	25.00%	\$7,125.78	45.00%	\$11,482.56	
	<b>CONTR'S SUBTOTALS + PERCENTAGE INCR</b>			\$585,068.41		\$906,062.35		\$325,402.43		\$577,187.75		\$803,383.06	
	<b>DISCOUNT</b>		0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	
	<b>DISCOUNTED TOTALS</b>			\$585,068.41		\$906,062.35		\$325,402.43		\$577,187.75		\$803,383.06	

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			DATA INTEGRATORS			DUKE PRINTING CTR		NPC, INC.		QUALITY SERVICES		SERVICESOURCE	
			Fredericksburg, VA			Rockville, MD		Claysburg, PA		Falls Church, VA		Alexandria, VA	
			BASIS OF										
ITEM NO	DESCRIPTION	AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
<b>I.</b>	<b>PACKING AND DISTRIBUTION:</b>												
1.	Bulk Shipments - packing and sealing shipping containers..... .....per container.....	1900	1.00	1,900.00	0.80	1,520.00	2.11	4,009.00	3.00	5,700.00	3.75	7,125.00	
2.	Mailing -												
(a)	Addressing single copies (self-mailers)..... .....per 100 copies.....	6460	2.00	12,920.00	5.00	32,300.00	33.50	216,410.00	4.50	29,070.00	37.00	239,020.00	
(b)	Single or multiple copies (up to 5 items) in furnished No. 10 envelopes..... .....per envelope.....	450000	0.19	85,500.00	0.08	36,000.00	0.06	27,000.00	0.06	27,000.00	0.74	333,000.00	
(c)	Single or multiple copies (up to 200 leaves) in furnished 9 x 12" envelopes..... .....per envelope.....	199255	0.30	59,776.50	0.16	31,880.80	0.06	11,955.30	0.10	19,925.50	0.84	167,374.20	
(d)	Single or multiple copies (up to 200 leaves) in Kraft envelopes..... per envelope.....	29800	0.42	12,516.00	0.16	4,768.00	0.30	8,940.00	0.19	5,662.00	0.94	28,012.00	
(e)	Single or multiple copies over 200 leaves, up to 12 pounds, in cushioned bags, or wrapped in bundles (maximum gross weight 14 pounds)..... .....per bag or bundle.....	13150	0.75	9,862.50	0.80	10,520.00	0.67	8,810.50	3.60	47,340.00	2.76	36,294.00	
(f)	Quantities over 12 pounds, up to 24 pounds, wrapped in bundles, or packed in shipping containers, at contractor's option (maximum gross weight 27 pounds)..... .....per bundle or container.....	2510	0.75	1,882.50	1.10	2,761.00	1.10	2,761.00	4.60	11,546.00	2.96	7,429.60	
(g)	Quantities over 24 pounds, up to 36 pounds, packed in shipping containers (maximum gross weight 40 pounds).....per container.....	21210	0.85	18,028.50	1.50	31,815.00	2.00	42,420.00	5.00	106,050.00	3.63	76,992.30	
(h)	Inserting single or multiple CDs into padded envelopes.....per envelope.....	15125	0.40	6,050.00	0.30	4,537.50	1.08	16,335.00	0.65	9,831.25	0.68	10,285.00	
(i)	Affixing labels to envelopes, padded envelopes, shipping bags, bundles or containers..... .....per label.....	735000	0.04	29,400.00	0.11	80,850.00	0.19	139,650.00	0.03	22,050.00	0.078	57,330.00	
<b>II.</b>	<b>ADDITIONAL OPERATIONS:</b>												
	A charge is not allowed for creating labels when furnished by the Government.												
(a)	Gathering/combining/consolidating from 1 to 3 different products go to the same addressee..... .....per package.....	90000	0.20	18,000.00	0.04	3,600.00	0.22	19,800.00	0.075	6,750.00	1.26	113,400.00	
(b)	Gathering/combining/consolidating from 4 to 6 different products go to the same addressee..... .....per package.....	15000	0.25	3,750.00	0.06	900.00	0.50	7,500.00	0.115	1,725.00	1.84	27,600.00	
(c)	Gathering/combining/consolidating from 7 to 9 different products go to the same addressee..... .....per package.....	20000	0.30	6,000.00	0.08	1,600.00	0.92	18,400.00	0.13	2,600.00	2.39	47,800.00	
(d)	Gathering/combining/consolidating from 10 to 12 different products go to the same addressee..... .....per package.....	5000	0.35	1,750.00	0.10	500.00	0.92	4,600.00	0.25	1,250.00	2.48	12,400.00	

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		Fredericksburg, VA			Rockville, MD			Claysburg, PA		Falls Church, VA		Alexandria, VA	
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(e)	Gathering/combining/consolidating from 13 to 15 different products go to the same addressee.....												
	.....per package.....	5000	0.40	2,000.00	0.12	600.00	1.22	6,100.00	0.31	1,550.00	2.58	12,900.00	
(f)	Gathering/combining/consolidating from 16 to 18 different products go to the same addressee.....												
	.....per package.....	15000	0.45	6,750.00	0.14	2,100.00	1.86	27,900.00	0.37	5,550.00	2.67	40,050.00	
(g)	Creating labels.....per label.....	370000	0.04	14,800.00	0.03	11,100.00	0.08	29,600.00	0.20	74,000.00	0.089	32,930.00	
(h)	Surcharge for additional tasks necessary for FedX shipments, including transfer of address information from provided address labels to FedX documents... per container used for shipping.....	6415	1.00	6,415.00	0.05	320.75	4.60	29,509.00	0.30	1,924.50	3.98	25,531.70	
(i)	Surcharge for charges incurred due to incorrect or undeliverable addresses.....												
	...per address correction/undeliverable address....	1000	0.50	500.00	0.10	100.00	27.00	27,000.00	0.90	900.00	1.25	1,250.00	
	<b>CONTRACTOR SUBTOTALS</b>			<b>\$297,801.00</b>		<b>\$257,773.05</b>		<b>\$648,699.80</b>		<b>\$380,424.25</b>		<b>\$1,276,723.80</b>	
	<b>ACCELERATED SCHEDULE (1%)</b>	1.00%		<b>\$2,978.01</b>		<b>\$2,577.73</b>		<b>\$6,487.00</b>		<b>\$3,804.24</b>		<b>\$12,767.24</b>	
III.	<b>PERCENTAGE INCREASE</b>		10.00%	<b>\$3,275.81</b>	15.00%	<b>\$2,964.39</b>	20.00%	<b>\$7,784.40</b>	15.00%	<b>\$4,374.88</b>	30.00%	<b>\$16,597.41</b>	
	<b>CONTR'S SUBTOTALS + PERCENTAGE INCR</b>			<b>\$301,076.81</b>		<b>\$260,737.44</b>		<b>\$656,484.20</b>		<b>\$384,799.13</b>		<b>\$1,293,321.21</b>	
	<b>DISCOUNT</b>		2.00%	<b>\$6,021.54</b>	0.00%	<b>\$0.00</b>	0.25%	<b>\$1,641.21</b>	0.00%	<b>\$0.00</b>	0.00%	<b>\$0.00</b>	
	<b>DISCOUNTED TOTALS</b>			<b>\$295,055.27</b>		<b>\$260,737.44</b>		<b>\$654,842.99</b>		<b>\$384,799.13</b>		<b>\$1,293,321.21</b>	
				<b>AWARDED</b>									