

| Program No C423-S Term 11/01/00 To 10/31/01       |   |                |   |  |   |   |   |            |            |
|---|---|----------------|---|--|---|---|---|------------|------------|
| Title: SSA PAMPHLETS AND BOOKS                    |   |                |   |  |   |   |   |            |            |
| ITEM NO.  | DESCRIPTION   | BASIS OF AWARD | GRAY GRAPHICS<br>CAPITOL HEIGHTS, MD<br>UNIT RATE | McDONALD & EUDY<br>TEMPLE HILLS, MD<br>UNIT RATE | NEWS PRINTING CO.<br>CLAYSBURG, PA<br>UNIT RATE | BRACELAND BROS., INC.<br>ATLANTA-PHILA., GA/PA<br>UNIT RATE | Price Comparison Only<br>CURRENT CONTRACTOR<br>BRACELAND BROS., INC.<br>UNIT RATE | COST       |            |
| I. PREPRESS:                                      |   |                |   |  |   |   |   |            |            |
| Trim/Page-size unit produced from camera copy     |   |                |   |  |   |   |   |            |            |
| .....per page/per color                           |   |                |   |  |   |   |   |            |            |
| Per Unit  |   |                |   |  |   |   |   |            |            |
| (1)   | Format A  | 248            | 1.00  | 372.00   | 1.00  | 248.00  | 1.00  | 248.00     | 248.00     |
| (2)   | Format B  | 10592          | 1.25  | 15,888.00  | 1.00  | 10,592.00   | 0.90  | 9,532.80   | 9,532.80   |
| Trim/Page-size unit produced from electronic file |   |                |   |  |   |   |   |            |            |
| .....per page/per color                           |   |                |   |  |   |   |   |            |            |
| Per Unit  |   |                |   |  |   |   |   |            |            |
| (1)   | Format A  | 28             | 10.00   | 280.00   | 8.00  | 224.00  | 8.00  | 224.00     | 224.00     |
| (2)   | Format B  | 1176           | 12.00   | 14,112.00  | 8.00  | 9,408.00  | 8.00  | 9,408.00   | 9,408.00   |
| (c)   | Line.....per illustrati   | 2              | 5.00  | 10.00  | 10.00   | 20.00   | 8.00  | 16.00      | 16.00      |
| (d)   | Square-finish halftone.....per illustrati   | 2              | 10.00   | 20.00  | 20.00   | 40.00   | 20.00   | 40.00      | 40.00      |
| (e)   | Dylux or similar/digital proofs..per trim/page-size u   | 1320           | 1.50  | 1,980.00   | 1.00  | 1,320.00  | 1.25  | 1,650.00   | 1,650.00   |
| II. PRINTING, BINDING AND DISTRIBUTION:           |   |                |   |  |   |   |   |            |            |
| (a)   | Saddle-Stitched (incl. 4-,8-,12- and 16-page product). Prtg sgl ink, including binding..per page  |                |   |  |   |   |   |            |            |
| (1)   | Make-ready and/or Setup   | 1664           | 6.00  | 9,984.00   | 9.00  | 14,976.00   | 8.00  | 13,312.00  | 9,984.00   |
| (2)   | Running Per 1,000 Copies  | 6608           | 1.50  | 9,912.00   | 1.95  | 12,885.60   | 1.50  | 9,912.00   | 9,912.00   |
| (b)   | Perfect-Bound: Prtg sgl ink, incl binding, per page   |                |   |  |   |   |   |            |            |
| (1)   | Make-ready and/or Setup   | 1168           | 4.00  | 4,672.00   | 6.00  | 7,008.00  | 4.00  | 4,672.00   | 2,628.00   |
| (2)   | Running Per 1,000 Copies  | 14056          | 1.10  | 15,461.60  | 1.80  | 25,300.80   | 0.85  | 11,947.60  | 7,028.00   |
| (c)   | Looseleaf Product: Prtg sgl ink, incl binding   |                |   |  |   |   |   |            |            |
| (1)   | .....per page   | 10328          | 4.00  | 41,312.00  | 7.00  | 72,296.00   | 4.00  | 41,312.00  | 20,656.00  |
| (2)   | Running Per 1,000 Copies  | 39904          | 1.30  | 51,875.20  | 1.95  | 77,812.80   | 1.00  | 39,904.00  | 19,952.00  |
| (d)   | Separate Cover: Prtg sgl ink, including binding   |                |   |  |   |   |   |            |            |
| (1)   | .....per complete cover   | 96             | 100.00  | 9,600.00   | 175.00  | 16,800.00   | 250.00  | 24,000.00  | 3,840.00   |
| (2)   | Running Per 1,000 Copies  | 424            | 25.00   | 10,600.00  | 35.00   | 14,840.00   | 20.00   | 8,480.00   | 4,240.00   |
| (e)   | Transmittal: (1 leaf) Prtg sgl ink, incl binding  |                |   |  |   |   |   |            |            |
| (1)   | .....per transmittal  | 4              | 80.00   | 320.00   | 125.00  | 500.00  | 100.00  | 400.00     | 160.00     |
| (2)   | Running Per 1,000 Copies  | 8              | 25.00   | 200.00   | 25.00   | 200.00  | 15.00   | 120.00     | 80.00      |
| (f)   | Additional Color: Prtg txt/cvr/transmittal in color in addition to 1st sgl ink color.....per page |                |   |  |   |   |   |            |            |
| (1)   | Make-ready and/or Setup   | 280            | 20.00   | 5,600.00   | 25.00   | 7,000.00  | 20.00   | 5,600.00   | 5,600.00   |
| (2)   | Running Per 1,000 Copies  | 436            | 3.00  | 1,308.00   | 2.50  | 1,090.00  | 4.00  | 1,744.00   | 2,616.00   |
| III. PAPER: Per 1,000 Leaves                      |   |                |   |  |   |   |   |            |            |
| (a)   | White Offset Book, 50-lb  |                |   |  |   |   |   |            |            |
| (1)   | Format A  | 40             | 5.00  | 200.00   | 5.00  | 200.00  | 3.70  | 148.00     | 148.00     |
| (2)   | Format B  | 29780          | 5.20  | 154,856.00                                       | 5.25  | 156,345.00  | 5.00  | 148,900.00 | 145,922.00 |
| (b)   | White Offset Book, 60-lb  |                |   |  |   |   |   |            |            |
| (1)   | Format A  | 8              | 6.00  | 48.00  | 6.00  | 48.00   | 4.50  | 36.00      | 36.00      |
| (2)   | Format B  | 8              | 6.20  | 49.60  | 6.50  | 52.00   | 5.66  | 45.28      | 44.48      |
| (c)   | Colored Writing, 20-lb  |                |   |  |   |   |   |            |            |
| (1)   | Format A  | 430            | 10.00   | 4,300.00   | 9.00  | 3,870.00  | 6.00  | 2,580.00   | 3,655.00   |
| (2)   | Format B  | 10             | 10.00   | 100.00   | 9.75  | 97.50   | 6.00  | 60.00      | 103.50     |
| (d)   | White Litho Coated Book, 70-lb  |                |   |  |   |   |   |            |            |
| (1)   | Format A  | 6              | 16.00   | 96.00  | 13.00   | 78.00   | 50.00   | 300.00     | 300.00     |
| (2)   | Format B  | 10             | 18.00   | 180.00   | 15.00   | 150.00  | 50.00   | 500.00     | 500.00     |
| (e)   | White Veillum-Finish Cover, 50-lb   |                |   |  |   |   |   |            |            |
| (1)   | Format A  | 16             | 30.00   | 480.00   | 25.00   | 400.00  | 30.00   | 480.00     | 480.00     |
| (2)   | Format B  | 372            | 30.00   | 11,160.00  | 30.00   | 11,160.00   | 30.00   | 11,160.00  | 11,160.00  |

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| <b>III. PAPER: Per 1,000 Leaves</b> |   |                |   |   |   |   |   |           |        |
| (f)                                 | Colored Vellum-Finish Cover, 50-lb                                      |                |   |   |   |   |   |           |        |
| (1)                                 | Format A  | 8              | 35.00   | 280.00                                      | 35.00   | 280.00  | 45.00   | 360.00    | 45.00  |
| (2)                                 | Format B  | 108            | 35.00   | 3,780.00                                    | 40.00   | 4,320.00  | 45.00   | 4,860.00  | 45.00  |
| (g)                                 | White Litho Coated Cover, 80-lb   |                |   |   |   |   |   |           |        |
| (1)                                 | Format A  | 12             | 50.00   | 600.00                                      | 35.00   | 420.00  | 70.00   | 840.00    | 70.00  |
| (2)                                 | Format B  | 170            | 50.00   | 8,500.00                                    | 40.00   | 6,800.00  | 70.00   | 11,900.00 | 70.00  |
| (h)                                 | White Ledger, 44-lb   |                |   |   |   |   |   |           |        |
| (1)                                 | Format A  | 8              | 50.00   | 400.00                                      | 35.00   | 280.00  | 40.00   | 320.00    | 40.00  |
| (2)                                 | Format B  | 6              | 50.00   | 300.00                                      | 37.00   | 222.00  | 40.00   | 240.00    | 40.00  |
| (i)                                 | Colored Ledger, 44-lb   |                |   |   |   |   |   |           |        |
| (1)                                 | Format A  | 8              | 60.00   | 480.00                                      | 43.00   | 344.00  | 50.00   | 400.00    | 50.00  |
| (2)                                 | Format B  | 140            | 60.00   | 8,400.00                                    | 45.00   | 6,300.00  | 50.00   | 7,000.00  | 50.00  |
| <b>IV. ADDITIONAL OPERATIONS:</b>   |   |                |   |   |   |   |   |           |        |
| (a)                                 | Shrink-film pkg/band w/kraft paper bands                                |                |   |   |   |   |   |           |        |
|                                     | .....per package/band   | 61880          | 0.15  | 9,282.00                                    | 0.15  | 9,282.00  | 0.12  | 7,425.60  | 0.12   |
| (b)                                 | Drilling (each run).....per 1,000 leaves                                | 20796          | 0.30  | 6,238.80                                    | 0.25  | 5,199.00  | 0.15  | 3,119.40  | 0.15   |
| (c)                                 | Create/affixing address labels from furnished disk.....per 1,000 labels | 124            | 100.00  | 12,400.00                                   | 50.00   | 6,200.00  | 175.00  | 12,400.00 | 100.00 |
| <b>V. PACKING:</b>                  |   |                |   |   |   |   |   |           |        |
| 1.                                  | Bulk shipments (other than mail):                                       |                |   |   |   |   |   |           |        |
| (a)                                 | Pack/seal shipping containers.....per container                         | 7360           | 1.00  | 7,360.00                                    | 1.25  | 9,200.00  | 1.00  | 7,360.00  | 0.80   |
| 2.                                  | Mailing:  |                |   |   |   |   |   |           |        |
| (a)                                 | Affix labels on single copies (self-mailer).....per 1,000 labels        | 30             | 40.00   | 1,200.00                                    | 9.50  | 285.00  | 50.00   | 1,500.00  | 20.00  |
| (b)                                 | Sgl/mult copies in kraft envelopes to 200 lvs                           | 171462         | 0.30  | 51,438.60                                   | 0.20  | 34,292.40   | 0.50  | 85,731.00 | 0.30   |
| (c)                                 | Sgl/mult copies over 200 leaves to 12-lbs.....per bag/bundle            | 728            | 0.65  | 473.20                                      | 0.75  | 546.00  | 1.00  | 728.00    | 1.20   |
| (d)                                 | Quantities over 12-lbs to 36-lbs.....per bundle/container               | 36             | 1.00  | 36.00                                       | 1.75  | 63.00   | 1.50  | 54.00     | 0.90   |
| <b>CONTRACTOR SUBTOTALS</b>         |   |                |   |   |   |   |   |           |        |
| <b>TOTALS FOR ITEM III PAPER</b>    |   |                |   |   |   |   |   |           |        |
| <b>SUBTOTALS LESS PAPER</b>         |   |                |   |   |   |   |   |           |        |
| <b>ACCELERATED SCHEDULE (10%)</b>   |   |                |   |   |   |   |   |           |        |
| <b>PERCENTAGE INCREASE</b>          |   |                |   |   |   |   |   |           |        |
| CONTR'S SUBTOTALS + PERCENTAGE INCR |   |                |   |   |   |   |   |           |        |
| DISCOUNT                            |   |                |   |   |   |   |   |           |        |
| DISCOUNTED TOTALS                   |   |                |   |   |   |   |   |           |        |
| <b>AWARDED</b>                      |   |                |   |   |   |   |   |           |        |