

Program No B473- Term 02/01/98 To 01/13/99													
TITLE: GRATEFULLY YOURS													
ITEM NO	DESCRIPTION	AWARD BASIS OF	GRAY GRAPHICS Capitol Heights, MD UNIT RATE	COST	HENNAGE CREATIVE PTG Alexandria, VA UNIT RATE	COST	IPI GRAPHICS Upper Marlboro, MD UNIT RATE	COST	MONARCH LITHO, INC. Montebello, CA UNIT RATE	COST	PHILLIPS PRESS INC. Brentwood, MD UNIT RATE	COST	
I. ELECTRONIC PREPRESS:													
(a)	Line.....per illustration.....	2	6.00	12.00	10.50	21.00	30.00	60.00	8.50	17.00	20.00	40.00	
(b)	Square - finish half-tone...per illustration.....	2	12.00	24.00	15.00	30.00	35.00	70.00	10.00	20.00	20.00	40.00	
II. PRINTING AND BINDING:													
	8-page newsletter:			0.00		0.00		0.00		0.00		0.00	
(1)	Make-ready and/or Setup.....	6	650.00	3,900.00	2,370.00	14,220.00	400.00	2,400.00	550.00	3,300.00	500.00	3,000.00	
(2)	Running Per 100 Copies.....	4561	34.20	155,986.20	12.45	56,784.45	7.00	31,927.00	7.85	35,803.85	5.70	25,997.70	
III. PACKING:													
(a)	Affixing furnished labels on single copies..per			0.00		0.00		0.00		0.00		0.00	
	100 labels.....	4308	15.00	64,620.00	2.84	12,234.72	2.40	10,339.20	3.00	12,924.00	2.25	9,693.00	
(b)	Single and multiple copies in kraft envelope..			0.00		0.00		0.00		0.00		0.00	
	per envelope.....	4733	0.35	1,656.55	1.56	7,383.48	0.21	993.93	0.35	1,656.55	0.20	946.60	
(c)	Multiple copies over 200 leaves, up to 10.9 kg			0.00		0.00		0.00		0.00		0.00	
	(24 lbs.) (max weight 12.2 kg (27 lbs.)..per	29	1.00	29.00	10.00	290.00	3.00	87.00	2.00	58.00	1.50	43.50	
CONTRACTOR TOTALS				\$226,227.75		\$90,963.65		\$45,877.13		\$53,779.40		\$39,760.80	
DISCOUNT				\$2,262.28		\$909.64		\$2,293.86		\$1,075.59		\$795.22	
DISCOUNTED TOTALS				\$223,965.47		\$90,054.01		\$43,583.27		\$52,703.81		\$38,965.58	
AWARDED													
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TITLE: GRATEFULLY YOURS													
ITEM NO	DESCRIPTION	AWARD BASIS OF	PS ENTERPRISES, INC. Temple Hills, MD UNIT RATE	COST	REPRODUCTIONS, INC. Gaithersburg, MD UNIT RATE	COST	THORNER PRESS, INC. Olney, MD UNIT RATE	COST	MC DONALD & EUDY Temple Hills, MD UNIT RATE	COST	CURRENT CONTRACTOR MC DONALD & EUDY UNIT RATE	COST	
I. ELECTRONIC PREPRESS:													
(a)	Line.....per illustration.....	2	5.00	10.00	8.00	16.00	5.00	10.00	7.00	14.00	7.00	14.00	
(b)	Square - finish half-tone...per illustration.....	2	10.00	20.00	13.00	26.00	12.00	24.00	8.00	16.00	8.00	16.00	
II. PRINTING AND BINDING:													
	8-page newsletter:			0.00		0.00		0.00		0.00		0.00	
(1)	Make-ready and/or Setup.....	6	730.00	4,380.00	650.00	3,900.00	400.00	2,400.00	275.00	1,650.00	275.00	1,650.00	
(2)	Running Per 100 Copies.....	4561	6.57	29,965.77	10.18	46,430.98	9.00	41,049.00	7.20	32,839.20	7.25	33,067.25	
III. PACKING:													
(a)	Affixing furnished labels on single copies..per			0.00		0.00		0.00		0.00		0.00	
	100 labels.....	4308	3.00	12,924.00	3.50	15,078.00	2.75	11,847.00	3.25	14,001.00	2.50	10,770.00	
(b)	Single and multiple copies in kraft envelope..			0.00		0.00		0.00		0.00		0.00	
	per envelope.....	4733	0.23	1,088.59	0.30	1,419.90	0.30	1,419.90	0.18	851.94	0.25	1,183.25	
(c)	Multiple copies over 200 leaves, up to 10.9 kg			0.00		0.00		0.00		0.00		0.00	
	(24 lbs.) (max weight 12.2 kg (27 lbs.)..per	29	1.50	43.50	1.50	43.50	1.25	36.25	2.00	58.00	2.00	58.00	
CONTRACTOR TOTALS				\$48,431.86		\$66,914.38		\$56,786.15		\$49,430.14		\$46,758.50	
DISCOUNT				\$0.00		\$334.57		\$1,135.72		\$494.30		\$467.59	
DISCOUNTED TOTALS				\$48,431.86		\$66,579.81		\$55,650.43		\$48,935.84		\$46,290.91	