

Program No B611-S Term 01/01/2002 To 12/31/2002												611s.xls 12/19/2001 1 of 4	
TITLE: FOLDERS, FLYERS AND POSTERS													
			IPI GRAPHICS UpperMarlboro, MD			MONARCH LITHO Mantebelle, CA		MCDONALD & EUDY Temple Hills, MD		TECHNA GRAPHICS INC. Washington, DC		THORNER PRESS INC. Buffalo, NY	
ITEM NO.	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
I.	FILMS: Trim/Page-Size Film:												
	Per Film:												
(a)	Trim-size unit.....:												
(1)	Format A.....	2	10.00	20.00	10.00	20.00	15.00	30.00	10.00	20.00	8.50	17.00	
(2)	Format B.....	5	15.00	75.00	12.00	60.00	20.00	100.00	14.00	70.00	11.25	56.25	
(3)	Format C.....	3	40.00	120.00	28.00	84.00	40.00	120.00	100.00	300.00	36.80	110.40	
	Illustrations:												
(b)	Line.....per illustration.....	1	18.00	18.00	9.00	9.00	6.00	6.00	10.00	10.00	9.40	9.40	
(c)	Square-finish halftone.....per illustration.....	7	18.00	126.00	10.00	70.00	9.00	63.00	10.00	70.00	13.80	96.60	
(d)	Combination line and halftone..per illustration....	4	35.00	140.00	15.00	60.00	15.00	60.00	15.00	60.00	18.50	74.00	
(e)	Up to 32 258 mm 2 (50 sq. in.) image....per set.....	7	60.00	420.00	68.00	476.00	75.00	525.00	40.00	280.00	37.75	264.25	
(f)	Over 32 258 (50 sq. in.) to 64 516 mm 2 (100 sq. in.) image.....per set.....	4	80.00	320.00	90.00	360.00	85.00	340.00	60.00	240.00	55.25	221.00	
(g)	Over 64 516 (100 sq. in.) to 96 774 mm 2 (150 sq. in.) image.....per set.....	1	140.00	140.00	135.00	135.00	95.00	95.00	80.00	80.00	75.20	75.20	
(h)	Over 96 774 (150 sq. in.) to 129 032 mm 2 (200 sq. in.) image.....per set.....	1	200.00	200.00	185.00	185.00	125.00	125.00	90.00	90.00	90.00	90.00	
(i)	Compos. Dylux/similar proofs..per trim-size unit:												
(1)	Format A.....	1	10.00	10.00	5.00	5.00	10.00	10.00	2.00	2.00	8.00	8.00	
(2)	Format B.....	1	15.00	15.00	8.00	8.00	15.00	15.00	4.00	4.00	9.50	9.50	
(3)	Format C.....	1	35.00	35.00	14.00	14.00	25.00	25.00	32.00	32.00	28.25	28.25	
(j)	Cromalin or similar proofs..per trim-size unit:												
(1)	Format A.....	1	60.00	60.00	30.00	30.00	100.00	100.00	160.00	160.00	37.60	37.60	
(2)	Format B.....	2	120.00	240.00	85.00	170.00	100.00	200.00	160.00	320.00	72.00	144.00	
(3)	Format C.....	1	300.00	300.00	160.00	160.00	250.00	250.00	580.00	580.00	280.00	280.00	
II.	PRINTING AND BINDING:												
(a)	Single ink color per side:												
	Make ready and/or Setup Charges:												
(1)	Formats A.....	2	120.00	240.00	90.00	180.00	100.00	200.00	476.00	952.00	61.10	122.20	
(2)	Formats B.....	2	150.00	300.00	135.00	270.00	125.00	250.00	476.00	952.00	84.50	169.00	
(3)	Formats C.....	2	200.00	400.00	200.00	400.00	250.00	500.00	476.00	952.00	92.00	184.00	
	Running Charges Per 100 Copies:												
(4)	Formats A.....	22	2.00	44.00	1.80	39.60	1.50	33.00	0.45	9.90	0.46	10.12	
(5)	Formats B.....	17	3.00	51.00	3.10	52.70	2.50	42.50	0.90	15.30	1.30	22.10	
(6)	Formats C.....	3	10.00	30.00	8.75	26.25	9.00	27.00	4.25	12.75	3.24	9.72	
(b)	Four-Color Process.....per side:												
	Make ready and/or Setup Charges:												
(1)	Formats A.....	4	250.00	1,000.00	300.00	1,200.00	275.00	1,100.00	650.00	2,600.00	275.00	1,100.00	
(2)	Formats B.....	4	400.00	1,600.00	400.00	1,600.00	300.00	1,200.00	650.00	2,600.00	415.00	1,660.00	
(3)	Formats C.....	3	550.00	1,650.00	750.00	2,250.00	500.00	1,500.00	650.00	1,950.00	460.00	1,380.00	
	Running Charges Per 100 Copies:												
(4)	Formats A.....	290	2.25	652.50	2.25	652.50	2.00	580.00	0.90	261.00	2.30	667.00	
(5)	Formats B.....	305	3.50	1,067.50	3.50	1,067.50	3.00	915.00	1.80	549.00	2.99	911.95	
(6)	Formats C.....	37	12.00	444.00	12.00	444.00	8.00	296.00	9.50	351.50	7.50	277.50	
(c)	Each additional color including varnish in addition to the first single ink color or four-color process charged for under items (a) or (b)..per color..per side:												
	Make ready and/or Setup Charges:												
(1)	Formats A.....	2	150.00	300.00	100.00	200.00	100.00	200.00	100.00	200.00	61.10	122.20	
(2)	Formats B.....	2	200.00	400.00	125.00	250.00	125.00	250.00	100.00	200.00	84.50	169.00	
(3)	Formats C.....	1	350.00	350.00	190.00	190.00	300.00	300.00	100.00	100.00	92.00	92.00	
	Running Charges Per 100 Copies:												
(4)	Formats A.....	282	1.00	282.00	1.20	338.40	1.00	282.00	2.50	705.00	0.80	225.60	
(5)	Formats B.....	241	1.50	361.50	1.75	421.75	1.50	361.50	3.25	783.25	1.15	277.15	
(6)	Formats C.....	36	5.00	180.00	4.50	162.00	4.00	144.00	25.00	900.00	3.06	110.16	

Program No B611-S Term 01/01/2001 To 12/31/2001											611s.xls 12/19/2001 2 of 4	
TITLE: FOLDERS, FLYERS AND POSTERS												
			IPI GRAPHICS UpperMarlboro, MD		MONARCH LITHO Mantebelle, CA		MCDONALD & EUDY Temple Hills, MD		TECHNA GRAPHICS INC. Washington, DC		THORNER PRESS INC. Buffalo, NY	
ITEM NO.	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
	Cont:From page 1											
III.	PAPER:											
	Per 100 leaves:											
(a)	White Offset Bk (90 g/m 2 (60-lb.):											
(1)	Format A.....	24	1.10	26.40	1.00	24.00	0.95	22.80	1.00	24.00	0.92	22.08
(2)	Format B.....	50	2.20	110.00	2.00	100.00	1.85	92.50	2.00	100.00	1.96	98.00
(3)	Format C.....	3	16.00	48.00	15.00	45.00	15.00	45.00	12.00	36.00	14.35	43.05
(b)	White Litho Coated Bk (105 g/m 2 (70-lb.):											
(1)	Format A.....	150	1.45	217.50	1.27	190.50	1.15	172.50	1.30	195.00	1.18	177.00
(2)	Format B.....	117	2.65	310.05	2.34	273.78	2.35	274.95	2.65	310.05	2.37	277.29
(3)	Format C.....	10	22.00	220.00	19.00	190.00	18.00	180.00	20.00	200.00	18.20	182.00
(c)	White Litho Coated Cover (215 g/m 2 (80-lb.):											
(1)	Format A.....	37	4.20	155.40	2.85	105.45	3.75	138.75	4.25	157.25	3.87	143.19
(2)	Format B.....	76	8.25	627.00	5.90	448.40	7.50	570.00	8.50	646.00	7.74	588.24
(3)	Format C.....	11	47.00	517.00	40.85	449.35	45.00	495.00	42.00	462.00	38.25	420.75
(d)	White No. 1 Coated Cover (270 g/m 2 (100-lb.):											
(1)	Format A.....	36	7.50	270.00	3.60	129.60	3.85	138.60	6.50	234.00	5.90	212.40
(2)	Format B.....	20	14.00	280.00	7.20	144.00	9.50	190.00	12.00	240.00	10.92	218.40
(3)	Format C.....	10	55.00	550.00	51.00	510.00	50.00	500.00	58.00	580.00	52.75	527.50
(e)	White Index (200 g/m 2 (110-lb.):											
(1)	Format A.....	30	2.75	82.50	3.00	90.00	2.75	82.50	3.20	96.00	2.91	87.30
(2)	Format B.....	10	5.50	55.00	6.00	60.00	6.50	65.00	5.60	56.00	5.10	51.00
(3)	Format C.....	3	26.00	78.00	28.00	84.00	28.00	84.00	26.00	78.00	23.66	70.98
(f)	Colored Index (200 g/m 2 110-lb.):											
(1)	Format A.....	20	3.00	60.00	4.50	90.00	3.25	65.00	3.50	70.00	3.19	63.80
(2)	Format B.....	8	6.25	50.00	9.00	72.00	6.50	52.00	6.50	52.00	5.92	47.36
(3)	Format C.....	1	35.00	35.00	36.00	36.00	35.00	35.00	32.00	32.00	29.12	29.12
IV.	ADDITIONAL OPERATIONS											
(a)	Shrink-film packaging...each package.....	333	0.20	66.60	0.35	116.55	0.30	99.90	0.20	66.60	0.18	59.94
(b)	Folding-Up to 3 folds(parallel, angle or a combination of angle and parallel folds)...per 100 pieces)	67	4.00	268.00	4.50	301.50	2.50	167.50	5.00	335.00	4.60	308.20
(c)	Additional folding- each additional fold in add. to the 1st 3 charged under item (b)...per fold.per 100 pieces	67	5.00	335.00	4.85	324.95	2.50	167.50	4.50	301.50	5.50	368.50
V.	PACKING, SEALING AND DISTRIBUTION:											
(a)	Sgls/multiple copies in kraft envelope..per ev.....	120	0.45	54.00	0.45	54.00	0.35	42.00	0.35	42.00	0.30	36.00
(b)	Single or multiple copies over 200 leaves(max weight..6.3 kg (14 lbs.)...per bag or bundle.....	100	1.00	100.00	0.80	80.00	1.50	150.00	0.85	85.00	0.80	80.00
(c)	Packing and sealing shipping con...per con.....	52	2.00	104.00	1.50	78.00	1.50	78.00	1.50	78.00	1.38	71.76
(d)	Packing and sealing mailing tubes....per tube.....	63	5.00	315.00	2.85	179.55	3.00	189.00	3.50	220.50	3.29	207.27
(e)	Paletizing.....per pallet.....	4	15.00	60.00	20.00	80.00	20.00	80.00	20.00	80.00	23.50	94.00
	CONTRACTOR TOTALS			16,585.95		15,847.33		14,422.50		21,188.60		13,516.28
	DISCOUNT		5.00%	829.30	2.00%	316.95	1.00%	144.23	1.00%	211.89	2.00%	270.33
	DISCOUNTED TOTALS			15,756.65		15,530.38		14,278.27		20,976.71		13,245.95
								AWARDED				

TITLE: FOLDERS, FLYERS AND POSTERS

ITEM NO.	DESCRIPTION	BASIS OF AWARD	WBC INC/LITHEXCEL Albuquerque, NM		CURRENT CONTRACTOR BOSWORTH PRINTING	
			UNIT RATE	COST	UNIT RATE	COST
I.	FILMS: Trim/Page-Size Film:					
	Per Film:					
(a)	Trim-size unit.....:					
(1)	Format A.....	2	10.00	20.00	9.00	18.00
(2)	Format B.....	5	20.00	100.00	36.00	180.00
(3)	Format C.....	3	50.00	150.00	190.00	570.00
	Illustrations:					
(b)	Line.....per illustration.....	1	10.00	10.00	10.00	10.00
(c)	Square-finish halftone.....per illustration.....	7	12.00	84.00	12.00	84.00
(d)	Combination line and halftone..per illustration....	4	15.00	60.00	20.00	80.00
(e)	Up to 32 258 mm 2 (50 sq. in.) image....per set.....	7	50.00	350.00	115.00	805.00
(f)	Over 32 258 (50 sq. in.) to 64 516 mm 2 (100 sq. in.) image.....per set.....	4	65.00	260.00	115.00	460.00
(g)	Over 64 516 (100 sq. in.) to 96 774 mm 2 (150 sq. in.) image.....per set.....	1	90.00	90.00	140.00	140.00
(h)	Over 96 774 (150 sq. in.) to 129 032 mm 2 (200 sq. in.) image.....per set.....	1	125.00	125.00	180.00	180.00
(i)	Compos. Dylux/similar proofs..per trim-size unit:					
(1)	Format A.....	1	3.00	3.00	8.00	8.00
(2)	Format B.....	1	5.00	5.00	14.00	14.00
(3)	Format C.....	1	15.00	15.00	95.00	95.00
(j)	Cromalin or similar proofs..per trim-size unit:					
(1)	Format A.....	1	16.00	16.00	70.00	70.00
(2)	Format B.....	2	80.00	160.00	90.00	180.00
(3)	Format C.....	1	250.00	250.00	560.00	560.00
II.	PRINTING AND BINDING:					
(a)	Single ink color per side:					
	Makeready and/or Setup Charges:					
(1)	Formats A.....	2	30.00	60.00	25.00	50.00
(2)	Formats B.....	2	45.00	90.00	25.00	50.00
(3)	Formats C.....	2	60.00	120.00	110.00	220.00
	Running Charges Per 100 Copies:					
(4)	Formats A.....	22	1.00	22.00	0.90	19.80
(5)	Formats B.....	17	1.50	25.50	1.20	20.40
(6)	Formats C.....	3	3.50	10.50	9.00	27.00
(b)	Four-Color Process.....per side:					
	Makeready and/or Setup Charges:					
(1)	Formats A.....	4	230.00	920.00	100.00	400.00
(2)	Formats B.....	4	300.00	1,200.00	100.00	400.00
(3)	Formats C.....	3	650.00	1,950.00	650.00	1,950.00
	Running Charges Per 100 Copies:					
(4)	Formats A.....	290	5.00	1,450.00	2.00	580.00
(5)	Formats B.....	305	7.00	2,135.00	3.00	915.00
(6)	Formats C.....	37	15.00	555.00	11.00	407.00
(c)	Each additional color including varnish in addition to the first single ink color or four-color process charged for under items (a) or (b)..per color..per side:					
	Makeready and/or Setup Charges:					
(1)	Formats A.....	2	30.00	60.00	25.00	50.00
(2)	Formats B.....	2	45.00	90.00	25.00	50.00
(3)	Formats C.....	1	90.00	90.00	110.00	110.00
	Running Charges Per 100 Copies:					
(4)	Formats A.....	282	1.00	282.00	0.90	253.80
(5)	Formats B.....	241	2.00	482.00	1.20	289.20
(6)	Formats C.....	36	3.50	126.00	9.00	324.00

TITLE: FOLDERS, FLYERS AND POSTERS

ITEM NO.	DESCRIPTION	BASIS OF AWARD	WBC INC/LITHEXCEL Albuquerque, NM		CURRENT CONTRACTOR BOSWORTH PRINTING	
			UNIT RATE	COST	UNIT RATE	COST
	Cont:From page 1					
III.	PAPER:					
	Per 100 leaves:					
(a)	White Offset Bk (90 g/m 2 (60-lb.):					
(1)	Format A.....	24	0.95	22.80	1.25	30.00
(2)	Format B.....	50	1.88	94.00	2.50	125.00
(3)	Format C.....	3	8.00	24.00	17.00	51.00
(b)	White Litho Coated Bk (105 g/m 2 (70-lb.):					
(1)	Format A.....	150	1.85	277.50	1.73	259.50
(2)	Format B.....	117	3.60	421.20	3.46	404.82
(3)	Format C.....	10	16.00	160.00	23.55	235.50
(c)	White Litho Coated Cover (215 g/m 2 (80-lb.):					
(1)	Format A.....	37	5.50	203.50	3.25	120.25
(2)	Format B.....	76	10.40	790.40	6.50	494.00
(3)	Format C.....	11	42.00	462.00	44.20	486.20
(d)	White No. 1 Coated Cover (270 g/m 2 (100-lb.):					
(1)	Format A.....	36	7.80	280.80	5.40	194.40
(2)	Format B.....	20	15.00	300.00	10.80	216.00
(3)	Format C.....	10	60.00	600.00	73.45	734.50
(e)	White Index (200 g/m 2 (110-lb.):					
(1)	Format A.....	30	6.00	180.00	2.90	87.00
(2)	Format B.....	10	11.20	112.00	5.80	58.00
(3)	Format C.....	3	45.00	135.00	39.45	118.35
(f)	Colored Index (200 g/m 2 110-lb.):					
(1)	Format A.....	20	7.00	140.00	2.95	59.00
(2)	Format B.....	8	13.20	105.60	5.90	47.20
(3)	Format C.....	1	53.00	53.00	40.15	40.15
IV.	ADDITIONAL OPERATIONS					
(a)	Shrink-film packaging...each package.....	333	0.50	166.50	0.35	116.55
(b)	Folding-Up to 3 folds(parallel, angle or a combination of angle and parallel folds)...per 100 pieces	67	2.00	134.00	1.20	80.40
(c)	Additional folding- each additional fold in add. to the 1st 3 charged under item (b)..per fold.per 100 pieces	67	0.80	53.60	0.22	14.74
V.	PACKING, SEALING AND DISTRIBUTION:					
(a)	Sgls/multiple copies in kraft envelope..per ev.....	120	0.80	96.00	0.50	60.00
(b)	Single or multiple copies over 200 leaves(max weight..6.3 kg (14 lbs.)...per bag or bundle.....	100	1.35	135.00	1.00	100.00
(c)	Packing and sealing shipping con...per con.....	52	1.00	52.00	1.25	65.00
(d)	Packing and sealing mailing tubes....per tube.....	63	2.50	157.50	2.80	176.40
(e)	Paletizing.....per pallet.....	4	20.00	80.00	25.00	100.00
	CONTRACTOR TOTALS			16,602.40		14,044.16
	DISCOUNT		2.00%	332.05	1.00%	140.44
	DISCOUNTED TOTALS			16,270.35		13,903.72