

Program No. C767-S Term Date of Award To July 31, 2004

Title: FLYERS, PAMPHLETS AND BOOKS

ITEM NO.	DESCRIPTION	BASIS OF AWARD	GRAY GRAPHICS		IPI GRAPHICS		McDONALD & EUDY		MONARCH LITHO, INC.		THORNER PRESS	
			CAPITOL HEIGHTS, MD		UPPER MARLBORO, MD		TEMPLE HILLS, MD		MONTEBELLO, CA		BUFFALO, NY	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I. PREPRESS:												
(a)	Film produced from camera copy..... per film											
(1)	Format A	497	2.50	1,242.50	6.00	2,982.00	1.50	745.50	3.00	1,491.00	3.00	1,491.00
(2)	Format B	1,858	3.00	5,574.00	6.00	11,148.00	1.50	2,787.00	4.00	7,432.00	4.00	7,432.00
(3)	Format C	15	6.00	90.00	15.00	225.00	5.00	75.00	8.00	120.00	8.00	120.00
(b)	Film produced from electronic file..... per film											
(1)	Format A	331	7.00	2,317.00	12.00	3,972.00	7.00	2,317.00	5.00	1,655.00	6.00	1,986.00
(2)	Format B	1,238	10.00	12,380.00	12.00	14,856.00	7.00	8,666.00	8.00	9,904.00	11.00	13,618.00
(3)	Format C	9	15.00	135.00	30.00	270.00	20.00	180.00	16.00	144.00	25.00	225.00
(c)	Line..... per illustration	75	5.00	375.00	12.00	900.00	6.00	450.00	4.50	337.50	6.00	450.00
(d)	Composite Dylux or similar proof..... per page/side											
(1)	Format A	202	2.00	404.00	4.00	808.00	1.50	303.00	2.50	505.00	2.25	454.50
(2)	Format B	426	2.50	1,065.00	4.00	1,704.00	1.50	639.00	3.50	1,491.00	2.50	1,065.00
(3)	Format C	8	5.00	40.00	12.00	96.00	7.00	56.00	6.50	52.00	15.00	120.00
(e)	One-piece digital color proof..... per page/side											
(1)	Format A	51	15.00	765.00	60.00	3,060.00	12.00	612.00	25.00	1,275.00	15.00	765.00
(2)	Format B	106	30.00	3,180.00	60.00	6,360.00	16.00	1,696.00	35.00	3,710.00	16.00	1,696.00
(3)	Format C	4	60.00	240.00	150.00	600.00	40.00	160.00	70.00	280.00	35.00	140.00
(f)	System Timework..... per hour	100	65.00	6,500.00	120.00	12,000.00	45.00	4,500.00	50.00	5,000.00	60.00	6,000.00
II. PRINTING AND BINDING:												
1. SADDLE STITCHED PRODUCTS:												
(a)	Printing in a single ink color, including binding per page											
Makeready and/or Setup Charges												
(1)	Format A	56	20.00	1,120.00	25.00	1,400.00	7.00	392.00	10.00	560.00	6.00	336.00
(2)	Format B	100	25.00	2,500.00	35.00	3,500.00	7.00	700.00	15.00	1,500.00	15.00	1,500.00
Running Charges Per 1,000 Copies												
(3)	Format A	16,800	2.50	42,000.00	2.75	46,200.00	2.00	33,600.00	3.90	65,520.00	1.20	20,160.00
(4)	Format B	60,000	2.50	150,000.00	3.00	180,000.00	2.00	120,000.00	5.10	306,000.00	1.30	78,000.00
(b)	Printing in each additional ink color..... per page											
Makeready and/or Setup Charges												
(1)	Format A	168	10.00	1,680.00	20.00	3,360.00	15.00	2,520.00	8.00	1,344.00	5.00	840.00
(2)	Format B	480	15.00	7,200.00	25.00	12,000.00	15.00	7,200.00	10.00	4,800.00	7.00	3,360.00
Running Charges Per 1,000 Copies												
(3)	Format A	33,600	2.00	67,200.00	1.00	33,600.00	1.50	50,400.00	0.60	20,160.00	0.60	20,160.00
(4)	Format B	120,000	2.50	300,000.00	1.25	150,000.00	1.50	180,000.00	1.00	120,000.00	0.70	84,000.00
(c)	Printing in 4-color process, including binding.. per pg											
Makeready and/or Setup Charges												
(1)	Format A	28	47.50	1,330.00	125.00	3,500.00	75.00	2,100.00	245.00	6,860.00	65.00	1,820.00
(2)	Format B	80	60.00	4,800.00	150.00	12,000.00	75.00	6,000.00	285.00	22,800.00	75.00	6,000.00
Running Charges Per 1,000 Copies												
(3)	Format A	200	4.00	800.00	10.00	2,000.00	6.00	1,200.00	5.60	1,120.00	2.85	570.00
(4)	Format B	200	5.00	1,000.00	15.00	3,000.00	6.00	1,200.00	8.00	1,600.00	3.25	650.00
2. PERFECT BOUND PRODUCTS:												
(d)	Printing in a single ink color, including binding per page											
Makeready and/or Setup Charges												
(1)	Format A	100	5.00	500.00	25.00	2,500.00	6.00	600.00	11.00	1,100.00	6.00	600.00
(2)	Format B	600	7.50	4,500.00	35.00	21,000.00	5.00	3,000.00	16.00	9,600.00	15.00	9,000.00
Running Charges Per 1,000 Copies												
(3)	Format A	5,000	1.50	7,500.00	3.75	18,750.00	1.70	8,500.00	4.00	20,000.00	1.15	5,750.00
(4)	Format B	90,000	2.00	180,000.00	4.00	360,000.00	1.70	153,000.00	5.20	468,000.00	1.25	112,500.00

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ITEM NO.	DESCRIPTION	BASIS OF AWARD	GRAY GRAPHICS		IPI GRAPHICS		McDONALD & EUDY		MONARCH LITHO, INC.		THORNER PRESS	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
II. PRINTING AND BINDING:												
2. PERFECT BOUND PRODUCTS:												
(e)	Printing in each additional ink color.....per page											
	Makeready and/or Setup Charges											
(1)	Format A	200	10.00	2,000.00	20.00	4,000.00	12.00	2,400.00	8.00	1,600.00	5.00	1,000.00
(2)	Format B	1,200	15.00	18,000.00	25.00	30,000.00	12.00	14,400.00	10.00	12,000.00	7.00	8,400.00
	Running Charges Per 1,000 Copies											
(3)	Format A	10,000	1.50	15,000.00	0.75	7,500.00	1.80	18,000.00	0.60	6,000.00	0.60	6,000.00
(4)	Format B	180,000	2.00	360,000.00	1.00	180,000.00	1.80	324,000.00	1.00	180,000.00	0.70	126,000.00
(f)	Printing in 4-color process, including binding..per pg											
	Makeready and/or Setup Charges											
(1)	Format A	100	45.00	4,500.00	125.00	12,500.00	55.00	5,500.00	255.00	25,500.00	65.00	6,500.00
(2)	Format B	200	50.00	10,000.00	150.00	30,000.00	55.00	11,000.00	295.00	59,000.00	75.00	15,000.00
	Running Charges Per 1,000 Copies											
(3)	Format A	50	3.00	150.00	15.00	750.00	5.00	250.00	5.70	285.00	2.85	142.50
(4)	Format B	150	3.75	562.50	20.00	3,000.00	5.00	750.00	8.10	1,215.00	3.25	487.50
3. SIDE-STITCHED PRODUCTS:												
(g)	Printing in a single ink color, including binding											
per page											
	Makeready and/or Setup Charges											
(1)	Format A	72	5.00	360.00	30.00	2,160.00	7.00	504.00	11.00	792.00	7.20	518.40
(2)	Format B	144	7.00	1,008.00	40.00	5,760.00	7.00	1,008.00	16.00	2,304.00	18.00	2,592.00
	Running Charges Per 1,000 Copies											
(3)	Format A	1,800	1.50	2,700.00	4.00	7,200.00	1.70	3,060.00	4.50	8,100.00	1.44	2,592.00
(4)	Format B	3,600	2.00	7,200.00	4.50	16,200.00	1.70	6,120.00	5.70	20,520.00	1.56	5,616.00
(h)	Printing in each additional ink color.....per page											
	Makeready and/or Setup Charges											
(1)	Format A	144	10.00	1,440.00	20.00	2,880.00	12.00	1,728.00	8.00	1,152.00	5.00	720.00
(2)	Format B	288	15.00	4,320.00	25.00	7,200.00	12.00	3,456.00	10.00	2,880.00	7.00	2,016.00
	Running Charges Per 1,000 Copies											
(3)	Format A	3,600	1.50	5,400.00	1.00	3,600.00	1.80	6,480.00	0.60	2,160.00	0.60	2,160.00
(4)	Format B	7,200	2.00	14,400.00	1.25	9,000.00	1.80	12,960.00	1.00	7,200.00	0.70	5,040.00
(i)	Printing in 4-color process, including binding..per pg											
	Makeready and/or Setup Charges											
(1)	Format A	72	45.00	3,240.00	125.00	9,000.00	55.00	3,960.00	255.00	18,360.00	78.00	5,616.00
(2)	Format B	144	50.00	7,200.00	150.00	21,600.00	55.00	7,920.00	295.00	42,480.00	90.00	12,960.00
	Running Charges Per 1,000 Copies											
(3)	Format A	25	3.00	75.00	20.00	500.00	5.00	125.00	6.20	155.00	3.56	89.00
(4)	Format B	25	3.75	93.75	25.00	625.00	5.00	125.00	8.60	215.00	4.06	101.50
4. COVERS:												
(j)	Printing Covers 1 and 4 or 2 and 3 in a single ink color.....per side											
	Makeready and/or Setup Charges											
(1)	Format A	2	400.00	800.00	200.00	400.00	175.00	350.00	185.00	370.00	275.00	550.00
(2)	Format B	4	500.00	2,000.00	250.00	1,000.00	175.00	700.00	225.00	900.00	350.00	1,400.00
	Running Charges Per 1,000 Copies											
(3)	Format A	75	30.00	2,250.00	20.00	1,500.00	40.00	3,000.00	9.00	675.00	9.00	675.00
(4)	Format B	175	50.00	8,750.00	25.00	4,375.00	40.00	7,000.00	11.40	1,995.00	12.00	2,100.00
(k)	Printing Covers 1 and 4 or 2 and 3 in each additional ink color.....per color/per side											
	Makeready and/or Setup Charges											
(1)	Format A	4	175.00	700.00	150.00	600.00	150.00	600.00	120.00	480.00	175.00	700.00
(2)	Format B	8	200.00	1,600.00	200.00	1,600.00	150.00	1,200.00	145.00	1,160.00	200.00	1,600.00
	Running Charges Per 1,000 Copies											
(3)	Format A	150	25.00	3,750.00	10.00	1,500.00	7.00	1,050.00	1.20	180.00	0.70	105.00
(4)	Format B	350	35.00	12,250.00	15.00	5,250.00	7.00	2,450.00	2.00	700.00	0.75	262.50

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ITEM NO.	DESCRIPTION	BASIS OF AWARD	GRAY GRAPHICS		IPI GRAPHICS		McDONALD & EUDY		MONARCH LITHO, INC.		THORNER PRESS	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
II. PRINTING AND BINDING:												
4. COVERS:												
(l)	Printing Covers 1 and 4 or 2 and 3 in 4-color process..... per side											
	Makeready and/or Setup Charges											
(1)	Format A	1	750.00	750.00	600.00	600.00	500.00	500.00	490.00	490.00	650.00	650.00
(2)	Format B	1	850.00	850.00	700.00	700.00	500.00	500.00	540.00	540.00	750.00	750.00
	Running Charges Per 1,000 Copies											
(3)	Format A	75	90.00	6,750.00	25.00	1,875.00	50.00	3,750.00	12.40	930.00	12.00	900.00
(4)	Format B	175	100.00	17,500.00	30.00	5,250.00	50.00	8,750.00	17.20	3,010.00	16.00	2,800.00
(m)	Varnishing Covers 1 and 4 or 2 and 3..... per side											
	Makeready and/or Setup Charges											
(1)	Format A	2	100.00	200.00	125.00	250.00	125.00	250.00	120.00	240.00	125.00	250.00
(2)	Format B	4	100.00	400.00	150.00	600.00	125.00	500.00	145.00	580.00	125.00	500.00
	Running Charges Per 1,000 Copies											
(3)	Format A	75	20.00	1,500.00	10.00	750.00	8.50	637.50	2.00	150.00	0.70	52.50
(4)	Format B	175	30.00	5,250.00	15.00	2,625.00	8.50	1,487.50	4.00	700.00	0.75	131.25
5. FLYERS:												
(n)	Printing in a single ink color..... per side											
	Makeready and/or Setup Charges											
(1)	Format A	20	100.00	2,000.00	125.00	2,500.00	75.00	1,500.00	85.00	1,700.00	75.00	1,500.00
(2)	Format B	26	150.00	3,900.00	150.00	3,900.00	75.00	1,950.00	110.00	2,860.00	75.00	1,950.00
(3)	Format C	6	175.00	1,050.00	200.00	1,200.00	75.00	450.00	140.00	840.00	75.00	450.00
	Running Charges Per 1,000 Copies											
(4)	Format A	3,000	15.00	45,000.00	5.00	15,000.00	3.00	9,000.00	6.00	18,000.00	5.00	15,000.00
(5)	Format B	4,800	20.00	96,000.00	7.00	33,600.00	5.50	26,400.00	8.00	38,400.00	7.00	33,600.00
(6)	Format C	400	30.00	12,000.00	10.00	4,000.00	6.00	2,400.00	17.50	7,000.00	9.00	3,600.00
(o)	Printing in each additional ink color..... per side											
	Makeready and/or Setup Charges											
(1)	Format A	40	75.00	3,000.00	75.00	3,000.00	75.00	3,000.00	65.00	2,600.00	75.00	3,000.00
(2)	Format B	52	100.00	5,200.00	100.00	5,200.00	75.00	3,900.00	85.00	4,420.00	75.00	3,900.00
(3)	Format C	12	150.00	1,800.00	150.00	1,800.00	100.00	1,200.00	110.00	1,320.00	75.00	900.00
	Running Charges Per 1,000 Copies											
(4)	Format A	6,000	10.00	60,000.00	0.75	4,500.00	2.00	12,000.00	1.00	6,000.00	0.60	3,600.00
(5)	Format B	9,600	15.00	144,000.00	1.00	9,600.00	2.00	19,200.00	1.70	16,320.00	0.65	6,240.00
(6)	Format C	800	25.00	20,000.00	2.00	1,600.00	3.00	2,400.00	3.50	2,800.00	0.70	560.00
(p)	Printing in 4-color process..... per side											
	Makeready and/or Setup Charges											
(1)	Format A	2	400.00	800.00	300.00	600.00	400.00	800.00	425.00	850.00	250.00	500.00
(2)	Format B	8	475.00	3,800.00	350.00	2,800.00	400.00	3,200.00	520.00	4,160.00	250.00	2,000.00
(3)	Format C	2	600.00	1,200.00	500.00	1,000.00	475.00	950.00	600.00	1,200.00	250.00	500.00
	Running Charges Per 1,000 Copies											
(4)	Format A	2	35.00	70.00	20.00	40.00	50.00	100.00	9.00	18.00	7.25	14.50
(5)	Format B	8	40.00	320.00	25.00	200.00	60.00	480.00	15.00	120.00	8.25	66.00
(6)	Format C	2	75.00	150.00	45.00	90.00	80.00	160.00	20.00	40.00	12.00	24.00
(q)	Folding (1 to 3 parallel folds)..... per flyer											
	Makeready and/or Setup Charges											
(1)	Format A	10	50.00	500.00	40.00	400.00	75.00	750.00	15.00	150.00	26.50	265.00
(2)	Format B	24	50.00	1,200.00	40.00	960.00	75.00	1,800.00	25.00	600.00	26.50	636.00
(3)	Format C	4	75.00	300.00	60.00	240.00	75.00	300.00	35.00	140.00	26.50	106.00
	Running Charges Per 1,000 Copies											
(4)	Format A	1,500	5.00	7,500.00	6.00	9,000.00	5.00	7,500.00	3.00	4,500.00	2.00	3,000.00
(5)	Format B	2,400	10.00	24,000.00	8.00	19,200.00	5.00	12,000.00	4.00	9,600.00	2.50	6,000.00
(6)	Format C	200	15.00	3,000.00	15.00	3,000.00	6.00	1,200.00	7.50	1,500.00	3.75	750.00

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			GRAY GRAPHICS		IPI GRAPHICS		McDONALD & EUDY		MONARCH LITHO, INC.		THORNER PRESS	
			CAPITOL HEIGHTS, MD		UPPER MARLBORO, MD		TEMPLE HILLS, MD		MONTEBELLO, CA		BUFFALO, NY	
ITEM NO.	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
III. PAPER: Per 1,000 leaves												
(a)	White Offset Book, 60-lbs											
(1)	Format A	6,720	5.00	33,600.00	6.80	45,696.00	4.50	30,240.00	4.10	27,552.00	4.25	28,560.00
(2)	Format B	39,695	6.00	238,170.00	7.80	309,621.00	6.50	258,017.50	6.90	273,895.50	8.80	349,316.00
(3)	Format C	101	12.00	1,212.00	18.00	1,818.00	16.00	1,616.00	13.80	1,393.80	17.60	1,777.60
(b)	White Litho Coated Book, 60-lbs											
(1)	Format A	3,360	8.50	28,560.00	10.50	35,280.00	5.50	18,480.00	5.10	17,136.00	5.00	16,800.00
(2)	Format B	19,848	9.50	188,556.00	11.50	228,252.00	8.45	167,715.60	8.60	170,692.80	9.10	180,616.80
(3)	Format C	51	18.00	918.00	30.00	1,530.00	25.00	1,275.00	17.20	877.20	18.20	928.20
(c)	White Litho Coated Book, 70-lbs											
(1)	Format A	3,360	9.00	30,240.00	11.00	36,960.00	6.20	20,832.00	6.00	20,160.00	6.37	21,403.20
(2)	Format B	19,848	11.00	218,328.00	12.00	238,176.00	9.35	185,578.80	10.05	199,472.40	12.70	252,069.60
(3)	Format C	51	22.00	1,122.00	30.00	1,530.00	28.00	1,428.00	20.10	1,025.10	25.40	1,295.40
(d)	White Litho Coated Cover, 60-lbs											
(1)	Format A	38	30.00	1,140.00	33.00	1,254.00	33.00	1,254.00	10.75	408.50	12.60	478.80
(2)	Format B	175	37.50	6,562.50	35.00	6,125.00	30.00	5,250.00	18.00	3,150.00	23.00	4,025.00
(3)	Format C	2	75.00	150.00	95.00	190.00	65.00	130.00	36.00	72.00	46.00	92.00
(e)	White Litho Coated Cover, 80-lbs											
(1)	Format A	38	35.00	1,330.00	33.00	1,254.00	35.00	1,330.00	16.00	608.00	16.60	630.80
(2)	Format B	175	42.00	7,350.00	35.00	6,125.00	38.00	6,650.00	26.00	4,550.00	30.30	5,302.50
(3)	Format C	2	80.00	160.00	95.00	190.00	85.00	170.00	50.40	100.80	60.50	121.00
IV. ADDITIONAL OPERATIONS:												
(a)	Shrink-film wrapping..... per 100 packages											
(1)	Format A	50	15.00	750.00	30.00	1,500.00	25.00	1,250.00	15.00	750.00	0.17	8.50
(2)	Format B	150	20.00	3,000.00	40.00	6,000.00	25.00	3,750.00	25.00	3,750.00	0.18	27.00
(3)	Format C	100	40.00	4,000.00	10.00	1,000.00	25.00	2,500.00	35.00	3,500.00	0.25	25.00
(b)	Drilling (each run)..... per 1,000 leaves	100	0.08	8.00	5.00	500.00	1.00	100.00	5.00	500.00	1.25	125.00
IV. ADDITIONAL OPERATIONS:												
(a)	Pack sgl/mult copies in kraft envelopes up to 200 leaves..... per envelope	41,000	1.00	41,000.00	0.35	14,350.00	0.25	10,250.00	0.45	18,450.00	0.20	8,200.00
(b)	Pack/seal shipping containers up to 40-lbs..... each container	10,000	2.00	20,000.00	2.00	20,000.00	1.25	12,500.00	1.50	15,000.00	1.15	11,500.00
CONTRACTOR TOTALS				\$2,592,333.25	\$2,374,922.00	\$1,893,026.40	\$2,377,560.60	\$1,569,249.55				
DISCOUNT				2.00% \$51,846.67	5.00% \$118,746.10	1.00% \$18,930.26	2.00% \$47,551.21	2.00% \$31,384.99				
DISCOUNTED TOTALS				\$2,540,486.58	\$2,256,175.90	\$1,874,096.14	\$2,330,009.39	\$1,537,864.56				
AWARDED												