

PROGRAM NO. 2644-S Date of Award and ending June 30, 2002
plus three option years

TITLE: Pressure Sensitive Adhesive Labels

Dept. of Defense

ITEM	DESCRIPTION	BASIS OF AWARD 1 Year	Delta Label Mt. Clemens, MI		MABI Label Company San Jose, CA		Whitlam Label Company Center Line, MI	
			UNIT PRICE	COST	UNIT PRICE	COST	UNIT PRICE	COST
I.	COMPLETE PRODUCT							
(a)	TYPE I - package label (4-3/4 x 1-3/4")							
(1)	Makeready and/or Setup.....	20	20.00	400.00	100.00	2000.00	26.50	530.00
	Running.....per 100 copies							
(2)	Quantity up to 1,000 copies.....	16	11.85	189.60	24.38	390.08	20.00	320.00
(b)	TYPE II - Product label (3-1/4 x 13/16")							
(1)	Makeready and/or Setup.....	20	20.00	400.00	100.00	2000.00	26.50	530.00
	Running.....per 100 copies							
(2)	Quantity up to 1,000 copies.....	100	8.35	835.00	24.38	2438.00	12.60	1260.00
(3)	Quantity over 1,000 to 30,000 copies....	300	6.68	2004.00	12.19	3657.00	1.98	594.00
(c)	TYPE III - Secret Label (2-1/8 x 1/2")							
(1)	Makeready and/or Setup.....	20	20.00	400.00	156.25	3125.00	26.50	530.00
	Running.....per 100 copies							
(2)	Quantity up to 1,000 copies.....	20	7.16	143.20	13.68	273.60	10.95	219.00
(3)	Quantity over 1,000 to 30,000 copies....	480	5.72	2745.60	6.89	3307.20	1.55	744.00
(d)	TYPE IV - Confidential Label (3-1/8 x 1/2")							
(1)	Makeready and/or Setup.....	20	20.00	400.00	156.25	3125.00	26.50	530.00
	Running.....per 100 copies							
(2)	Quantity up to 1,000 copies.....	20	7.57	151.40	13.68	273.60	11.70	234.00
(3)	Quantity over 1,000 to 30,000 copies....	480	6.05	2904.00	6.89	3307.20	1.68	806.40
(e)	TYPE V - Limited Distribution Label (2-1/2 x 7/16")							
(1)	Makeready and/or Setup.....	20	20.00	400.00	156.25	3125.00	26.50	530.00
	Running.....per 100 copies							
(2)	Quantity up to 1,000 copies.....	10	7.19	71.90	12.50	125.00	10.95	109.50
(3)	Quantity over 1,000 to 30,000 copies....	390	5.75	2242.50	6.25	2437.50	1.55	604.50
(f)	TYPE VI - Limited Distribution Label (1-15/16 x 9/16")							
(1)	Makeready and/or Setup.....	20	20.00	400.00	156.25	3125.00	26.50	530.00
	Running.....per 100 copies							
(2)	Quantity up to 1,000 copies.....	10	6.72	67.20	12.50	125.00	10.95	109.50
(3)	Quantity over 1,000 to 30,000 copies....	390	5.37	2094.30	6.25	2437.50	1.55	604.50
(g)	TYPE VII - Users Label (3-1/2 x 3/8")							
(1)	Makeready and/or Setup.....	20	20.00	400.00	156.25	3125.00	26.50	530.00
	Running.....per 100 copies							
(2)	Quantity up to 1,000 copies.....	20	7.41	148.20	12.50	250.00	11.30	226.00
(3)	Quantity over 1,000 to 30,000 copies....	380	5.92	2249.60	6.25	2375.00	1.62	615.60
(h)	TYPE VIII - Users Label (2-3/4 x 1/2")							
(1)	Makeready and/or Setup.....	20	20.00	400.00	156.25	3125.00	26.50	530.00
	Running.....per 100 copies							
(2)	Quantity up to 1,000 copies.....	20	7.41	148.20	13.68	273.60	11.30	226.00
(3)	Quantity over 1,000 to 30,000 copies....	380	5.92	2249.60	6.89	2618.20	1.62	615.60
	TOTAL OFFER :			\$21,444.30		\$47,038.48		\$11,528.60
	DISCOUNT :		1.00%	\$214.44	0.00%	\$0.00	0.00%	\$0.00
	NET OFFER :			\$21,229.86		\$47,038.48		\$11,528.60

Abstracted by: _____

AWARDED

Reviewed by: _____

Contract Awarded To