

ITEM	DESCRIPTION	BASIS OF AWARD 1 Year	Gleason Printing Minneapolis MN		Sullivan Marketing Sullivan IL		Thomer Press Buffalo NY		Universal Printing St. Louis MO		Western Press Leadington MO	
			UNIT PRICE	COST	UNIT PRICE	COST	UNIT PRICE	COST	UNIT PRICE	COST	UNIT PRICE	COST
I.	COMPLETE PRODUCT:											
A.	Regular Issues											
(a)	4-page signature....per order											
	Print in Black Ink											
(1)	Makeready and/or Setup.....	5	105.00	525.00	130.00	650.00	225.00	1125.00	523.66	2618.30	155.00	775.00
(2)	Running Per 1000 Copies.....	9	113.00	1017.00	65.00	585.00	138.00	1242.00	62.17	559.53	42.15	379.35
	Per Each Additional Ink Color											
(3)	Makeready and/or Setup.....	6	160.00	960.00	100.00	600.00	265.00	1590.00	296.35	1778.10	155.00	930.00
(4)	Running per 1000 copies.....	11	56.00	616.00	25.00	275.00	56.00	616.00	4.51	49.61	42.15	463.65
(b)	8-page signature...per order											
	Print in Black Ink											
(1)	Makeready and/or Setup.....	4	170.00	680.00	260.00	1040.00	300.00	1200.00	434.80	1739.20	225.00	900.00
(2)	Running Per 1000 Copies.....	7	144.00	1008.00	130.00	910.00	275.00	1925.00	197.88	1385.16	42.85	299.95
	Per Each Additional Ink Color											
(3)	Makeready and/or Setup.....	2	225.00	450.00	200.00	400.00	285.00	570.00	491.70	983.40	225.00	450.00
(4)	Running per 1000 copies.....	4	72.00	288.00	50.00	200.00	77.00	308.00	4.11	16.44	42.85	171.40
(c)	16-page signature...per order											
	Print in Black Ink											
(1)	Makeready and/or Setup.....	7	340.00	2380.00	520.00	3640.00	600.00	4200.00	689.55	4826.85	275.00	1925.00
(2)	Running Per 1000 Copies.....	12	206.00	2472.00	260.00	3120.00	275.00	3300.00	232.32	2787.84	67.85	814.20
	Per Each Additional Ink Color											
(3)	Makeready and/or Setup.....	5	395.00	1975.00	400.00	2000.00	200.00	1000.00	620.87	3104.35	275.00	1375.00
(4)	Running per 1000 copies.....	9	103.00	927.00	100.00	900.00	275.00	2475.00	7.29	65.61	67.85	610.65
B.	Quarterly Issues											
(a)	4-page signature....per order											
	Print in Black Ink											
(1)	Makeready and/or Setup.....	2	105.00	210.00	130.00	260.00	225.00	450.00	891.06	1782.12	187.50	375.00
(2)	Running Per 1000 Copies.....	42	92.00	3864.00	65.00	2730.00	38.00	1596.00	17.33	727.86	57.15	2400.30
	Per Each Additional Ink Color											
(3)	Makeready and/or Setup.....	2	160.00	320.00	100.00	200.00	265.00	530.00	335.12	670.24	187.50	375.00
(4)	Running per 1000 copies.....	42	46.00	1932.00	25.00	1050.00	3.00	126.00	0.80	33.60	57.15	2400.30
(b)	8-page signature...per order											
	Print in Black Ink											
(1)	Makeready and/or Setup.....	2	170.00	340.00	260.00	520.00	300.00	600.00	784.75	1569.50	300.00	600.00
(2)	Running Per 1000 Copies.....	42	127.00	5334.00	130.00	5460.00	86.00	3612.00	47.93	2013.06	17.85	749.70
	Per Each Additional Ink Color											
(3)	Makeready and/or Setup.....	2	225.00	450.00	200.00	400.00	285.00	570.00	378.72	757.44	300.00	600.00
(4)	Running per 1000 copies.....	42	63.00	2646.00	50.00	2100.00	7.00	294.00	1.22	51.24	17.85	749.70
(c)	16-page signature...per order											
	Print in Black Ink											
(1)	Makeready and/or Setup.....	4	340.00	1360.00	520.00	2080.00	600.00	2400.00	1414.85	5659.40	550.00	2200.00
(2)	Running Per 1000 Copies.....	84	194.00	16296.00	260.00	21840.00	150.00	12600.00	135.08	11346.72	29.75	2499.00
	Per Each Additional Ink Color											
(3)	Makeready and/or Setup.....	8	395.00	3160.00	400.00	3200.00	100.00	800.00	631.04	5048.32	550.00	4400.00
(4)	Running per 1000 copies.....	168	97.00	16296.00	100.00	16800.00	17.00	2856.00	2.19	367.92	29.75	4998.00
II.	ADDITIONAL COSTS											
(a)	Preflight, including digital deliverables											
per order.....	12	40.00	480.00	100.00	1200.00	60.00	720.00	338.38	4060.56	75.00	900.00
(b)	Scanning:											
(1)	Black image.....per scan.....	5	5.00	25.00	10.00	50.00	12.00	60.00	18.38	91.90	10.00	50.00
(2)	Color image.....per scan.....	5	15.00	75.00	25.00	125.00	50.00	250.00	24.95	124.75	25.00	125.00
(c)	Proofs:											
(1)	Digital black image...per page.....	400	2.00	800.00	5.00	2000.00	5.00	2000.00	1.66	664.00	1.50	600.00
(2)	Digital color image...per page.....	60	15.00	900.00	10.00	600.00	25.00	1500.00	25.05	1503.00	3.25	195.00
(d)	Mailing pieces, label and sorted											
per 1000 pieces....	80	45.00	3600.00	35.00	2800.00	125.00	10000.00	53.28	4262.40	26.00	2080.00
	TOTAL OFFER :			\$71,386.00		\$77,735.00		\$60,515.00		\$60,648.42		\$35,391.20
	DISCOUNT :		0.00%	\$0.00	0.00%	\$0.00	1.00%	\$605.15	1.00%	\$606.48	0.50%	\$176.96
	NET OFFER :			\$71,386.00		\$77,735.00		\$59,909.85		\$60,041.94		\$35,214.24

Abstracted by: _____

AWARDED

Reviewed by: _____

Contract Awarded To