

|                                                                                             |  |  |  |  |  |  |  |  |
|---------------------------------------------------------------------------------------------|--|--|--|--|--|--|--|--|
| Program No 2390-S Term August 1, 2003 Through August 31, 2004 plus up to four options years |  |  |  |  |  |  |  |  |
|---------------------------------------------------------------------------------------------|--|--|--|--|--|--|--|--|

| Title: PROFILE |                                           |                | AJ Images, Inc.        |                     | Gannett Printing & Pub. |                    | Grafikshop             |                    | Harmony Printing & Dev., C |                    | WBC Inc. d/b/a Lithexcel |                     |
|----------------|-------------------------------------------|----------------|------------------------|---------------------|-------------------------|--------------------|------------------------|--------------------|----------------------------|--------------------|--------------------------|---------------------|
| ITEM NO.       | DESCRIPTION                               | BASIS OF AWARD | 290-00117<br>UNIT RATE | COST                | 090-68079<br>UNIT RATE  | COST               | 420-31784<br>UNIT RATE | COST               | 240-64068<br>UNIT RATE     | COST               | 300-52436<br>UNIT RATE   | COST                |
| I.             | COMPLETE PRODUCT                          |                |                        |                     |                         |                    |                        |                    |                            |                    |                          |                     |
| (a)            | Text in Four-color Process:               |                |                        |                     |                         |                    |                        |                    |                            |                    |                          |                     |
|                | (1) Makeready and/or Setup ..... per page | 176            | 48.79                  | <b>8,587.04</b>     | 90.00                   | <b>15,840.00</b>   | 96.00                  | <b>16,896.00</b>   | 94.70                      | <b>16,667.20</b>   | 180.00                   | <b>31,680.00</b>    |
|                | (2) Running ..... per 1,000 copies        | 8624           | 9.30                   | <b>80,203.20</b>    | 5.75                    | <b>49,588.00</b>   | 6.00                   | <b>51,744.00</b>   | 6.55                       | <b>56,487.20</b>   | 11.80                    | <b>101,763.20</b>   |
| (b)            | Complete Cover:                           |                |                        |                     |                         |                    |                        |                    |                            |                    |                          |                     |
|                | (1) Makeready and/or Setup ..... per page | 6              | 298.00                 | <b>1,788.00</b>     | 1,585.00                | <b>9,510.00</b>    | 480.00                 | <b>2,880.00</b>    | 295.00                     | <b>1,770.00</b>    | 680.00                   | <b>4,080.00</b>     |
|                | (2) Running ..... per 1,000 copies        | 260            | 27.95                  | <b>7,267.00</b>     | 46.00                   | <b>11,960.00</b>   | 48.00                  | <b>12,480.00</b>   | 42.25                      | <b>10,985.00</b>   | 88.00                    | <b>22,880.00</b>    |
| II.            | Labeling ..... per 1,000 labels           | 220            | 22.00                  | <b>4,840.00</b>     | 25.00                   | <b>5,500.00</b>    | 25.00                  | <b>5,500.00</b>    | 14.65                      | <b>3,223.00</b>    | 35.00                    | <b>7,700.00</b>     |
| III.           | Authors Alterations ..... per page        | 80             | 30.00                  | <b>2,400.00</b>     | 10.00                   | <b>800.00</b>      | 20.00                  | <b>1,600.00</b>    | 18.25                      | <b>1,460.00</b>    | 35.00                    | <b>2,800.00</b>     |
|                | CONTRACTOR TOTALS                         |                |                        | <b>\$105,085.24</b> |                         | <b>\$93,198.00</b> |                        | <b>\$91,100.00</b> |                            | <b>\$90,592.40</b> |                          | <b>\$170,903.20</b> |
|                | DISCOUNT                                  |                | 0.00%                  | <b>\$0.00</b>       | 0.00%                   | <b>\$0.00</b>      | 1.00%                  | <b>\$911.00</b>    | 5.00%                      | <b>\$4,529.62</b>  | 2.00%                    | <b>\$3,418.06</b>   |
|                | DISCOUNTED TOTALS                         |                |                        | <b>\$105,085.24</b> |                         | <b>\$93,198.00</b> |                        | <b>\$90,189.00</b> |                            | <b>\$86,062.78</b> |                          | <b>\$167,485.14</b> |

|          |                                           |                | John D. Lucac Prtg. Co. |            | Niagara Printing Corp. |           | PBM Graphics, Inc. |            | Tamms Litho |            | Thorner Press |            |
|----------|-------------------------------------------|----------------|-------------------------|------------|------------------------|-----------|--------------------|------------|-------------|------------|---------------|------------|
|          |                                           | BASIS OF AWARD | 190-53601               |            | 310-64189              |           | 320-66107          |            | 480-85946   |            | 310-86726     |            |
| ITEM NO. | DESCRIPTION                               |                | UNIT RATE               | COST       | UNIT RATE              | COST      | UNIT RATE          | COST       | UNIT RATE   | COST       | UNIT RATE     | COST       |
| I.       | COMPLETE PRODUCT                          |                |                         |            |                        |           |                    |            |             |            |               |            |
| (a)      | Text in Four-color Process:               |                |                         |            |                        |           |                    |            |             |            |               |            |
|          | (1) Makeready and/or Setup ..... per page | 176            | 110.00                  | 19,360.00  | 60.00                  | 10,560.00 | 69.58              | 12,246.08  | 221.44      | 38,973.44  | 113.28        | 19,937.28  |
|          | (2) Running ..... per 1,000 copies        | 8624           | 7.05                    | 60,799.20  | 6.62                   | 57,090.88 | 9.36               | 80,720.64  | 11.80       | 101,763.20 | 7.76          | 66,922.24  |
| (b)      | Complete Cover:                           |                |                         |            |                        |           |                    |            |             |            |               |            |
|          | (1) Makeready and/or Setup ..... per page | 6              | 375.00                  | 2,250.00   | 200.00                 | 1,200.00  | 430.00             | 2,580.00   | 1,771.20    | 10,627.20  | 276.64        | 1,659.84   |
|          | (2) Running ..... per 1,000 copies        | 260            | 60.00                   | 15,600.00  | 52.00                  | 13,520.00 | 104.98             | 27,294.80  | 118.30      | 30,758.00  | 45.90         | 11,934.00  |
| II.      | Labeling ..... per 1,000 labels           | 220            | 26.50                   | 5,830.00   | 14.00                  | 3,080.00  | 15.00              | 3,300.00   | 50.00       | 11,000.00  | 15.60         | 3,432.00   |
| III.     | Authors Alterations ..... per page        | 80             | 12.50                   | 1,000.00   | 15.00                  | 1,200.00  | 20.00              | 1,600.00   | 80.00       | 6,400.00   | 16.75         | 1,340.00   |
|          | CONTRACTOR TOTALS                         |                |                         | 104,839.20 |                        | 86,650.88 |                    | 127,741.52 |             | 199,521.84 |               | 105,225.36 |
|          | DISCOUNT                                  |                | 5.00%                   | 5,241.96   | 2.00%                  | 1,733.02  | 2.00%              | 2,554.83   | 5.00%       | 9,976.09   | 2.00%         | 2,104.51   |
|          | DISCOUNTED TOTALS                         |                |                         | 99,597.24  |                        | 84,917.86 |                    | 125,186.69 |             | 189,545.75 |               | 103,120.85 |

|          |                                           | BASIS OF | Unigraphic Color Corp. |             | Universal Printing Co. |              | Wilcox Press Inc. |             |           |        | Previous         |             |
|----------|-------------------------------------------|----------|------------------------|-------------|------------------------|--------------|-------------------|-------------|-----------|--------|------------------|-------------|
|          |                                           |          |                        |             |                        |              |                   |             |           |        | Fortran Printing |             |
| ITEM NO. | DESCRIPTION                               | AWARD    | UNIT RATE              | COST        | UNIT RATE              | COST         | UNIT RATE         | COST        | UNIT RATE | COST   | UNIT RATE        | COST        |
| I.       | COMPLETE PRODUCT                          |          |                        |             |                        |              |                   |             |           |        |                  |             |
| (a)      | Text in Four-color Process:               |          |                        |             |                        |              |                   |             |           |        |                  |             |
|          | (1) Makeready and/or Setup ..... per page | 176      | 75.00                  | 13,200.00   | 243.58                 | 42,870.08    | 101.65            | 17,890.40   | 0.00      | 0.00   | 85.00            | 14,960.00   |
|          | (2) Running ..... per 1,000 copies        | 8624     | 6.85                   | 59,074.40   | 4.66                   | 40,187.84    | 4.43              | 38,204.32   | 0.00      | 0.00   | 5.90             | 50,881.60   |
| (b)      | Complete Cover:                           |          |                        |             |                        |              |                   |             |           |        |                  |             |
|          | (1) Makeready and/or Setup ..... per page | 6        | 250.00                 | 1,500.00    | 2,428.79               | 14,572.74    | 564.63            | 3,387.78    | 0.00      | 0.00   | 400.00           | 2,400.00    |
|          | (2) Running ..... per 1,000 copies        | 260      | 43.00                  | 11,180.00   | 69.68                  | 18,116.80    | 72.91             | 18,956.60   | 0.00      | 0.00   | 46.00            | 11,960.00   |
| II.      | Labeling ..... per 1,000 labels           | 220      | 25.00                  | 5,500.00    | 28.33                  | 6,232.60     | 9.00              | 1,980.00    | 0.00      | 0.00   | 15.00            | 3,300.00    |
| III.     | Authors Alterations ..... per page        | 80       | 55.00                  | 4,400.00    | 54.10                  | 4,328.00     | 20.00             | 1,600.00    | 0.00      | 0.00   | 20.00            | 1,600.00    |
|          |                                           |          |                        |             |                        |              |                   |             |           |        |                  |             |
|          | CONTRACTOR TOTALS                         |          |                        | \$94,854.40 |                        | \$126,308.06 |                   | \$82,019.10 |           | \$0.00 |                  | \$85,101.60 |
|          | DISCOUNT                                  |          | 0.00%                  | \$0.00      | 1.00%                  | \$1,263.08   | 2.00%             | \$1,640.38  | 0.00%     | \$0.00 | 2.00%            | \$1,702.03  |
|          | DISCOUNTED TOTALS                         |          |                        | \$94,854.40 |                        | \$125,044.98 |                   | \$80,378.72 |           | \$0.00 |                  | \$83,399.57 |
|          |                                           |          |                        |             |                        |              |                   |             |           |        |                  |             |
|          | Abstracted by: Robert Mann 9/4/2003       |          |                        |             |                        |              |                   | AWARDED     |           |        |                  |             |
|          | Checked by: Susan Williams                |          |                        |             |                        |              |                   |             |           |        |                  |             |