

Program No. C073-S Term Date of Award To July 31, 2004													
Title: ARMY AL&T (PB 70 Series)													
			COLORCRAFT OF VA		GRAY GRAPHICS		MAIL WELL GRAPHICS		McDONALD & EUDY		CURRENT CONTRACTOR		
			STERLING, VA		CAPITOL HEIGHTS, MD		CAMBRIDGE, MD		TEMPLE HILLS, MD		GREAT NORTHERN PRESS		
ITEM NO	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
<b>I. PREPRESS:</b>													
(a)	Line.....per illustration	30	10.00	300.00	4.00	120.00	4.68	140.40	6.00	180.00	5.00	150.00	
(b)	Square-finish halftone.....per illustration	88	15.00	1,320.00	7.50	660.00	10.00	880.00	9.00	792.00	7.00	616.00	
(c)	Revised Pages.....per page	1	35.00	35.00	1.00	1.00	25.00	25.00	25.00	25.00	95.00	95.00	
<b>II. PROOFING:</b>													
(a)	Digital contract proofs.....												
	.....per color/trim/page-size unit	12	10.00	120.00	1.25	15.00	10.00	120.00	10.00	120.00	7.82	93.84	
(b)	Dylux/digital black & white proofs.....												
	.....per color/trim/page-size unit	360	3.00	1,080.00	2.00	720.00	4.27	1,537.20	2.50	900.00	2.95	1,062.00	
<b>III. PRINTING AND BINDING:</b>													
(a)	Saddle-stitched (incl binding) printing in black ink												
	.....per page												
(1)	<b>Makeready and Setup Charges</b>	360	32.00	11,520.00	5.00	1,800.00	53.80	19,368.00	35.00	12,600.00	36.50	13,140.00	
(2)	<b>Run Per 1,000 Copies</b>	13,773	7.58	104,399.34	8.50	117,070.50	6.57	90,488.61	5.50	75,751.50	5.85	80,572.05	
(b)	Perfect bound (incl binding) printing in black ink												
	.....per page												
(1)	<b>Makeready and Setup Charges</b>	130	33.00	4,290.00	4.50	585.00	56.03	7,283.90	35.00	4,550.00	36.50	4,745.00	
(2)	<b>Run Per 1,000 Copies</b>	4,962	8.05	39,944.10	8.25	40,936.50	7.02	34,833.24	5.75	28,531.50	2.35	11,660.70	
(c)	Complete Cover-incl prtng Cover pgs 1&4 including spine, 4-color process/clear non-yellowing varnish & Covers 2 & 3 in black ink...per complete cover												
(1)	<b>Makeready and Setup Charges</b>	7	1,200.00	8,400.00	675.00	4,725.00	579.00	4,053.00	1,900.00	13,300.00	675.00	4,725.00	
(2)	<b>Run Per 1,000 Copies</b>	267	79.00	21,093.00	115.00	30,705.00	102.85	27,460.95	95.00	25,365.00	3.75	1,001.25	
(d)	Text/Cover pages printing in an additional ink color including spot prtng.....per page/color												
(1)	<b>Makeready and Setup Charges</b>	154	15.00	2,310.00	17.50	2,695.00	83.70	12,889.80	35.00	5,390.00	37.80	5,821.20	
(2)	<b>Run Per 1,000 Copies</b>	6,080	0.50	3,040.00	2.00	12,160.00	7.52	45,721.60	2.50	15,200.00	3.13	19,030.40	
(e)	Printing in Four Color Process:												
a.	8-Page Signatures.....per signature												
(1)	<b>Makeready and Setup Charges</b>	3	770.00	2,310.00	450.00	1,350.00	1,377.00	4,131.00	400.00	1,200.00	749.25	2,247.75	
(2)	<b>Run Per 1,000 Copies</b>	114	92.00	10,488.00	68.00	7,752.00	105.09	11,980.26	65.00	7,410.00	82.53	9,408.42	
b.	16-Page Signature.....per signature												
(1)	<b>Makeready and Setup Charges</b>	1	1,350.00	1,350.00	900.00	900.00	1,562.00	1,562.00	500.00	500.00	1,078.00	1,078.00	
(2)	<b>Run Per 1,000 Copies</b>	38	162.00	6,156.00	130.00	4,940.00	178.25	6,773.50	130.00	4,940.00	150.07	5,702.66	
c.	Cover Pages 2 & 3.....per cover page												
(1)	<b>Makeready and Setup Charges</b>	4	50.00	200.00	10.00	40.00	450.00	1,800.00	125.00	500.00	158.75	635.00	
(2)	<b>Run Per 1,000 Copies</b>	152	10.00	1,520.00	10.00	1,520.00	170.00	25,840.00	15.00	2,280.00	51.25	7,790.00	
<b>IV. PACKING:</b>													
(a)	Self-Mailers:												
(1)	Affix furnished labels on single copies self-mailers												
	.....per 1,000 labels	36	55.00	1,980.00	45.00	1,620.00	62.57	2,252.52	36.00	1,296.00	30.00	1,080.00	
(2)	Direct-inkjet printing of address labels from furn electronic file, onto self mailers...per 1,000 labels	180	45.00	8,100.00	35.00	6,300.00	25.00	4,500.00	25.00	4,500.00	15.00	2,700.00	
(b)	Handwork for preparing mailed copies for TAGO labeling.....per 1,000 copies	71	55.00	3,905.00	45.00	3,195.00	95.00	6,745.00	56.00	3,976.00	50.00	3,550.00	
(c)	Sgl/mult cps kraft envelope, including printing of return address.....per envelope	16,091	0.30	4,827.30	0.19	3,057.29	0.25	4,022.75	0.25	4,022.75	0.25	4,022.75	
(d)	Quantities ovr 200 lvs to 36-lbs.....per container	2,104	3.50	7,364.00	1.00	2,104.00	1.50	3,156.00	1.50	3,156.00	12.00	25,248.00	
<b>CONTRACTOR TOTALS</b>													
					\$246,051.74		\$244,971.29		\$317,564.73		\$216,485.75	\$206,175.02	
<b>DISCOUNT</b>				1.00%	\$2,460.52	2.00%	\$4,899.43	5.00%	\$15,878.24	1.00%	\$2,164.86	2.00%	\$4,123.50

	<b>DISCOUNTED TOTALS</b>			<b>\$243,591.22</b>		<b>\$240,071.86</b>		<b>\$301,686.49</b>		<b>\$214,320.89</b>		<b>\$202,051.52</b>
						<b>AWARDED</b>						