

| Program No B440-S Term 10/01/2002 To 09/30/2003 |   |                |                        |             |                        |             |                  |                |                    |             |
|---|---|----------------|------------------------|-------------|------------------------|-------------|------------------|----------------|--------------------|-------------|
| Title GLEN ECHO PARK BROCHURE                   |   |                |                        |             |                        |             |                  |                |                    |             |
|   |   |                | BUDGET PRINTING CENTER |             | GRAPHIC VISIONS ASSOC. |             | MCDONALD & EUDY  |                | CURRENT CONTRACTOR |             |
|   |   |                | Harrisburg, PA         |             | Gaithersburg, MD       |             | Temple Hills, MD |                | GRAFIKSHOP CORP.   |             |
| ITEM NO.  | DESCRIPTION                                     | BASIS OF AWARD | UNIT RATE              | COST        | UNIT RATE              | COST        | UNIT RATE        | COST           | UNIT RATE          | COST        |
| I.  | <b>PREPRESS:</b>                                |                |                        |             |                        |             |                  |                |                    |             |
| (a)   | Output of pages from disk... per page.....      | 44             | NC                     | 0.00        | 8.00                   | 352.00      | 6.00             | 264.00         | 10.00              | 440.00      |
| (b)   | System Timework..... per hour                   | 1              | 25.00                  | 25.00       | 75.00                  | 75.00       | 75.00            | 75.00          | 45.00              | 45.00       |
| II.   | <b>PRINTING, BINDING, AND DISTRIBUTION:</b>     |                |                        |             |                        |             |                  |                |                    |             |
| (a)   | Per Page  |                |                        |             |                        |             |                  |                |                    |             |
| (1)   | Make ready and/or Setup                         | 156            | 25.00                  | 3,900.00    | 19.00                  | 2,964.00    | 15.00            | 2,340.00       | 15.00              | 2,340.00    |
| (2)   | Running Per 1,000 Copies                        | 3294           | 7.00                   | 23,058.00   | 5.10                   | 16,799.40   | 4.93             | 16,239.42      | 4.90               | 16,140.60   |
| III.  | <b>ADDITIONAL OPERATIONS:</b>                   |                |                        |             |                        |             |                  |                |                    |             |
| (a)   | Shrink-film packaging..... per package.....     | 640            | 1.00                   | 640.00      | 0.30                   | 192.00      | 0.20             | 128.00         | 0.25               | 160.00      |
| IV.   | <b>PACKING:</b>                                 |                |                        |             |                        |             |                  |                |                    |             |
| 1.  | Bulk shipments (other than mail):               |                |                        |             |                        |             |                  |                |                    |             |
| (a)   | Pack/seal shipping containers... per container  | 747            | 1.25                   | 933.75      | 1.25                   | 933.75      | 1.50             | 1,120.50       | 1.00               | 747.00      |
| 2.  | Mailing:  |                |                        |             |                        |             |                  |                |                    |             |
| (a)   | Labeling single copies..... per 100 labels..... | 383            | 7.00                   | 2,681.00    | 5.00                   | 1,915.00    | 4.00             | 1,532.00       | 3.50               | 1,340.50    |
|   | <b>CONTRACTOR TOTALS</b>                        |                |                        | \$31,237.75 |                        | \$23,231.15 |                  | \$21,698.92    |                    | \$21,213.10 |
|   | <b>DISCOUNT</b>                                 |                | 0.50%                  | \$156.19    | 2.00%                  | \$464.62    | 1.00%            | \$216.99       | 1.00%              | \$212.13    |
|   | <b>DISCOUNTED TOTALS</b>                        |                |                        | \$31,081.56 |                        | \$22,766.53 |                  | \$21,481.93    |                    | \$21,000.97 |
|   |   |                |                        |             |                        |             |                  | <b>AWARDED</b> |                    |             |