

| TITLE: U.S. ARMY ADMINISTRATIVE PUBLICATIONS                 |  |                   |        |                         |             |   |            |   |  | P R O G R A M    B 7 6 1 - S |  |
|--|--|-------------------|--------|-------------------------|-------------|---|------------|---|--|------------------------------|--|
| TERM: DATE OF AWARD to OCTOBER 31, 2001<br>(2-YEAR CONTRACT) |  |                   |        |                         |             |   |            |   |  |                              |  |
| DEFENSE PRINTING SERVICE<br>PROGRAM B761-S                   |  | BASIS OF<br>AWARD |        | OSBORN PRINTING<br>COST |             | FRY COMMUNICATIONS<br>Mechanicsburg, Pennsylvania<br>COST |            | CURRENT CONTRACTOR:<br>Fry Communications |  |                              |  |
| <b>PRINTING &amp; BINDING:</b>                               |  |                   |        |                         |             |   |            |   |  |                              |  |
| I  | 4-Page, Saddle-Stitched, or Paste-on-Fold<br>Products ( <i>4 to 128 pages</i> ) . . . per page . . .                         | 2488              | 5.00   | 12,440.00               | 10.00       | 24,880.00   | 5.00       | 12,440.00                                 |  |                              |  |
| (1)  | MAKEREADY/SETUP . . .  | 25004             | 1.25   | 31,255.00               | 1.35        | 33,755.40   | 1.05       | 26,254.20                                 |  |                              |  |
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| (b)  | Perfect-Bound Products (136 to 1,200 pages) . . .  |                   |        |                         |             |   |            |   |  |                              |  |
| Per page . . .   |  |                   |        |                         |             |   |            |   |  |                              |  |
| (1)  | MAKEREADY/SETUP . . .  | 10704             | 5.00   | 53,520.00               | 7.50        | 80,280.00   | 4.25       | 45,492.00                                 |  |                              |  |
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| (1)  | MAKEREADY/SETUP . . .  | 58                | 80.00  | 4,640.00                | 140.00      | 8,120.00  | 85.00      | 4,930.00                                  |  |                              |  |
| (2)  | RUNNING/1,000 COPIES . . .   | 698               | 12.99  | 9,067.02                | NC          | NC  |            |   |  |                              |  |
| II   | PAPER: (PEF 1,000 LEAVES).   |                   |        |                         |             |   |            |   |  |                              |  |
| (a)  | White Offset Book (40-lb.) . . .   | 3036              | 7.90   | 23,984.40               | 7.90        | 23,984.40   | 7.90       | 23,984.40                                 |  |                              |  |
| (b)  | Light Weight Groundwood Book (22-lb.) . . .  | 66120             | 3.99   | 263,818.80              | 2.50        | 165,300.00  | 2.50       | 165,300.00                                |  |                              |  |
| (c)  | White Vellum Cover (50-lb.) . . .  | 1396              | 29.00  | 40,484.00               | 35.00       | 48,860.00   | 30.00      | 41,880.00                                 |  |                              |  |
| III  | PACKING & DISTRIBUTION: (Mailing and Bulk Shipments/Deliveries).   |                   |        |                         |             |   |            |   |  |                              |  |
| (a)  | Generation of Address Labels.....per 100<br>Labels . . .   | 8000              | 0.45   | 3,600.00                | NC          | NC  |            |   |  |                              |  |
| (b)  | Single or Multiple Copies, up to 200 leaves,<br>in Kraft Envelope.....per envelope.....                                      | 52000             | 0.15   | 7,800.00                | 0.15        | 7,800.00  | 0.15       | 7,800.00                                  |  |                              |  |
| (c)  | Quantities over 200 leaves, up to 5.4 kgs<br>( <i>12-lbs</i> ), Max., 6.4 kgs ( <i>14-lbs</i> ).....per bag/<br>bundle . . . | 12000             | 0.60   | 7,200.00                | 0.40        | 4,800.00  | 0.40       | 4,800.00                                  |  |                              |  |
| (d)  | Quantities over 5.4 kgs ( <i>12-lbs</i> ), up to 16.3<br>kgs ( <i>36-lbs</i> ), Max., 18.1 kgs ( <i>40-lbs</i> )....         |                   |        |                         |             |   |            |   |  |                              |  |
| (e)  | per bundle/container.....<br>Palletizing.....per pallet.....   | 6000              | 1.50   | 9,000.00                | 3.00        | 18,000.00   | 2.30       | 13,800.00                                 |  |                              |  |
| 100  | 15.00  | 1,500.00          | 28.00  | 2,800.00                | 28.00       | 2,800.00  | 28.00      | 2,800.00                                  |  |                              |  |
| CONTRACTOR TOTALS  |  |                   |        | \$609,944.22            |             | \$521,690.08  |            | \$428,796.20                              |  |                              |  |
| DISCOUNT   |  | 0.00%             | \$0.00 | 2.00%                   | \$10,433.80 | 2.00%   | \$8,575.92 |   |  |                              |  |
| DISCOUNTED TOTALS  |  |                   |        | \$609,944.22            |             | \$511,256.28  |            | \$420,220.28                              |  |                              |  |
|  |  |                   |        |                         |             | AWARDED   |            |   |  |                              |  |