

customers to adopt electronic-media products when cost effective.

GPO continues to pursue avenues that will increase the efficiency and effectiveness of the Federal government. A good example of this is the 5-year strategic alliance formed by GPO and the Department of Commerce (DoC) in fiscal year 1996. As a result of this agreement, GPO is developing a secure, electronic version of the Commerce Business Daily that will allow Federal procurement offices world-wide to enter their solicitations to GPO's Internet Web-site. The agreement also requires GPO to make the solicitations available instantaneously to prospective bidders. So that the private sector is not adversely affected, the data will also be made available to commercial value-added-providers. The traditional paper version of the Commerce Business Daily will continue to be printed by a commercial printer and sold to small businesses and other subscribers. Finally, GPO will also provide all accounting services related to customer accounts for DoC. One measure of the efficiency created by this alliance is that customer charges per electronic solicitation will be reduced by 72 percent!

Fiscal Year 1996 Results

The public printing and documents chapters of Title 44, United States Code, require GPO to fulfill the printing needs of the Federal government and distribute government publications to the public. GPO activities are financed through a Revolving Fund, which is reimbursed by payments from client agencies, sales to the public, and transfers from the Congressional Printing and Binding Appropriation and the Salaries and Expenses Appropriation of the Superintendent of Documents. These annual appropriations reimburse GPO for costs incurred while performing congressional work and fulfilling statutory requirements associated with the distribution of government publications. Reimbursements from these appropriations to the Revolving Fund are recorded as revenues. GPO was adversely affected by the funding-related government-wide shutdowns in fiscal year 1996. As a result, GPO workload was severely reduced in almost all programs.

GPO experienced a consolidated net loss of \$16.9 million in fiscal year 1996, compared with a \$3.0 million loss in fiscal year 1995. Revenues decreased by \$34.1 million (4.0 percent) overall, while expenses decreased by only \$20.2 million (2.4 percent).

A summary, in thousands, of revenues and net income or loss in each GPO major operation is shown below.

| | 1996 | | 1995 | |
|--|------------------|-------------------------|------------------|-------------------------|
| | Revenues | Net Income or (Loss) | Revenues | Net Income or (Loss) |
| Revolving Fund: | | | | |
| Printing and binding operations: | | | | |
| Purchased printing- | | | | |
| Central | \$358,851 | \$5,184 | \$355,575 | \$5,376 |
| Regional | 200,772 | (5,006) | 219,090 | (3,715) |
| Subtotal | 559,623 | 178 | 574,665 | 1,661 |
| In-house printing- | | | | |
| Central | 188,378 | (6,567) | 195,875 | (7,619) |
| Regional | 3,081 | (2,019) | 4,995 | (1,064) |
| Subtotal | 191,459 | (8,586) | 200,870 | (8,683) |
| Other | 4,741 | 745 | 2,128 | 784 |
| Subtotal of printing and binding operations | 755,823 | (7,663) | 777,663 | (6,238) |
| Information dissemination: | | | | |
| Sales of publications | 70,470 | (8,908) | 80,136 | 3,249 |
| Agency distributions | 4,425 | (340) | 5,252 | (36) |
| Subtotal | 74,895 | (9,248) | 85,388 | 3,213 |
| Appropriations: | | | | |
| Salaries and expenses | 31,338 | - | 27,582 | - |
| Congressional printing and binding | 82,406 | - | 73,066 | - |
| Subtotal | 113,744 | - | 100,648 | - |
| Eliminations | | | | |
| Subtotal | (125,933) | - | (111,120) | - |
| Total | \$818,529 | (\$16,911) | \$852,579 | (\$3,025) |

Summary of Results

Consolidated revenues decreased to \$818.5 million in 1996 from \$852.6 in 1995. The largest revenue decrease occurred in Printing and Binding Operations, which decreased by \$21.9 million. Sales Program revenue, which dropped \$9.6 million, was adversely affected by the government-wide shutdowns. As a result of the fall off in revenue, GPO's loss increased to \$16.9 million in fiscal year 1996 compared with \$3.0 million in fiscal year 1995.

Printing and Binding Operations

In fiscal year 1996, GPO Printing and Binding Operations