

		GRAY GRAPHICS		MCDONALD & EUDY		GOODWAY GRAPHICS		CURRENT CONTRACTOR:		
DEPT OF THE ARMY		Capitol Heights, MD		Temple Hills, MD		Springfield, VA		GOODWAY GRAPHICS		
PROGRAM 401-S		BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I.	ELECTRONIC PREPRESS:									
(a)	Trim/Page-size unit from <i>Camera Copy</i> . . .									
	per color/per page . . .									
(1)	FORMAT A-----	166	1.00	166.00	1.25	207.50	1.00	166.00	1.00	166.00
(2)	FORMAT B-----	2130	1.00	2,130.00	1.25	2,662.50	1.00	2,130.00	1.00	2,130.00
(b)	Trim/Page-size unit from <i>Electronic File</i> . . .									
	per color/per page . . .									
(1)	FORMAT A-----	1136	3.00	3,408.00	3.00	3,408.00	3.00	3,408.00	3.00	3,408.00
(2)	FORMAT B-----	5913	3.00	17,739.00	3.00	17,739.00	3.00	17,739.00	3.00	17,739.00
(c)	Color Content Proofs.....per trim/ page-size unit-----	3632	5.00	18,160.00	0.75	2,724.00	1.50	5,448.00	1.50	5,448.00
(d)	One-Piece Laminated Color Proofs...per trim/ page-size unit-----	1668	35.00	58,380.00	5.00	8,340.00	20.00	33,360.00	20.00	33,360.00
II.	PRINTING & BINDING:									
(a)	<u>Saddle-Stitched</u> : Printing text in a single ink color, including binding . . per page . .									
	MAKEREADY/SETUP:									
(1)	FORMAT A-----	48	6.50	312.00	8.00	384.00	6.00	288.00	6.00	288.00
(2)	FORMAT B-----	204	6.50	1,326.00	8.00	1,632.00	6.00	1,224.00	6.00	1,224.00
	RUNNING/100 COPIES:									
(3)	FORMAT A-----	1200	0.14	168.00	0.17	204.00	0.14	168.00	0.14	168.00
(4)	FORMAT B-----	4992	0.14	698.88	0.17	848.64	0.20	998.40	0.14	698.88
(b)	<u>Saddle-Stitched</u> : Printing Text in 4-color process, including binding . . per page . .									
	MAKEREADY/SETUP:									
(1)	FORMAT A-----	44	65.00	2,860.00	60.00	2,640.00	60.00	2,640.00	60.00	2,640.00
(2)	FORMAT B-----	96	65.00	6,240.00	60.00	5,760.00	60.00	5,760.00	60.00	5,760.00
	RUNNING/100 COPIES:									
(3)	FORMAT A-----	440	1.20	528.00	0.58	255.20	1.00	440.00	1.00	440.00
(4)	FORMAT B-----	3648	1.20	4,377.60	0.58	2,115.84	1.00	3,648.00	1.00	3,648.00
(c)	<u>Looseleaf Product</u> : Printing text in a single ink color, including binding . . per page . .									
	MAKEREADY/SETUP:									
(1)	FORMAT A-----	80	5.00	400.00	6.00	480.00	4.50	360.00	4.50	360.00
(2)	FORMAT B-----	918	5.00	4,590.00	6.00	5,508.00	4.00	3,672.00	3.25	2,983.50
	RUNNING/100 COPIES:									
(3)	FORMAT A-----	800	0.13	104.00	0.15	120.00	0.15	120.00	0.14	112.00
(4)	FORMAT B-----	6222	0.13	808.86	0.15	933.30	0.12	746.64	0.12	746.64
(d)	<u>Looseleaf Product</u> : Printing text in 4-color process, including binding . . per page . .									
	MAKEREADY/SETUP:									
(1)	FORMAT A-----	20	50.00	1,000.00	50.00	1,000.00	60.00	1,200.00	60.00	1,200.00
(2)	FORMAT B-----	168	50.00	8,400.00	50.00	8,400.00	60.00	10,080.00	60.00	10,080.00
	RUNNING/100 COPIES:									
(3)	FORMAT A-----	200	1.00	200.00	0.57	114.00	1.00	200.00	1.00	200.00
(4)	FORMAT B-----	1680	1.00	1,680.00	0.57	957.60	1.00	1,680.00	1.00	1,680.00
(e)	<u>Perfect-Bound</u> : Printing text in a single ink color, including binding . . per page . .									
	MAKEREADY/SETUP:									
(1)	FORMAT A-----	358	4.00	1,432.00	4.00	1,432.00	3.00	1,074.00	4.50	1,611.00
(2)	FORMAT B-----	4032	4.00	16,128.00	4.00	16,128.00	3.00	12,096.00	3.25	13,104.00
	RUNNING/100 COPIES:									
(3)	FORMAT A-----	249200	0.12	29,904.00	0.08	19,936.00	0.10	24,920.00	0.14	34,888.00
(4)	FORMAT B-----	132156	0.12	15,858.72	0.08	10,572.48	0.10	13,215.60	0.12	15,858.72
(f)	<u>Perfect-Bound</u> : Printing text in 4-color process, including binding . . per page . .									
	MAKEREADY/SETUP:									
(1)	FORMAT A-----	120	50.00	6,000.00	50.00	6,000.00	60.00	7,200.00	60.00	7,200.00
(2)	FORMAT B-----	90	50.00	4,500.00	50.00	4,500.00	60.00	5,400.00	60.00	5,400.00
	RUNNING/100 COPIES:									
(3)	FORMAT A-----	3600	1.00	3,600.00	0.56	2,016.00	1.00	3,600.00	1.00	3,600.00
(4)	FORMAT B-----	180	1.00	180.00	0.57	102.60	1.00	180.00	1.00	180.00

DEPT OF THE ARMY PROGRAM 401-S		BASIS OF AWARD	GRAY GRAPHICS Capitol Heights, MD		MCDONALD & EUDY Temple Hills, MD		GOODWAY GRPHCS/VA Springfield, VA		CURRENT CONTRACTOR: GOODWAY GRPHCS/VA	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
(g)	Cover: Printing Covers 1 and 4 or Covers 2 and 3 in a single ink color, including binding . . . per side. . .									
MAKEREADY/SETUP:										
(1)	FORMAT A-----	7	75.00	525.00	75.00	525.00	60.00	420.00	60.00	420.00
(2)	FORMAT B-----	45	85.00	3,825.00	75.00	3,375.00	60.00	2,700.00	60.00	2,700.00
RUNNING/100 COPIES:										
(3)	FORMAT A-----	2345	2.50	5,862.50	7.00	16,415.00	1.50	3,517.50	1.50	3,517.50
(4)	FORMAT B-----	1161	2.50	2,902.50	7.50	8,707.50	1.50	1,741.50	1.50	1,741.50
(h)	Cover: Printing Covers 1 and 4 or Covers 2 and 3 in 4-color process, including binding. . . per side. . .									
MAKEREADY/SETUP:										
(1)	FORMAT A-----	3	450.00	1,350.00	250.00	750.00	450.00	1,350.00	450.00	1,350.00
(2)	FORMAT B-----	21	450.00	9,450.00	250.00	5,250.00	450.00	9,450.00	450.00	9,450.00
RUNNING/100 COPIES:										
(3)	FORMAT A-----	50	7.00	350.00	7.50	375.00	5.00	250.00	5.00	250.00
(4)	FORMAT B-----	912	7.00	6,384.00	8.00	7,296.00	5.00	4,560.00	5.00	4,560.00
(i)	Each Add'l Color: Printing text or cover in an add'l color. . . per color/per page. . .									
MAKEREADY/SETUP:										
(1)	FORMAT A-----	40	50.00	2,000.00	20.00	800.00	15.00	600.00	15.00	600.00
(2)	FORMAT B-----	489	50.00	24,450.00	20.00	9,780.00	15.00	7,335.00	15.00	7,335.00
RUNNING/100 COPIES:										
(3)	FORMAT A-----	9120	0.25	2,280.00	0.18	1,641.60	0.20	1,824.00	0.20	1,824.00
(4)	FORMAT B-----	29718	0.25	7,429.50	0.18	5,349.24	0.20	5,943.60	0.20	5,943.60
(j)	Varnishing: Covers 1 and 4. . . per cover. . .									
MAKEREADY/SETUP:										
(1)	FORMAT A-----	3	75.00	225.00	75.00	225.00	50.00	150.00	50.00	150.00
(2)	FORMAT B-----	21	75.00	1,575.00	75.00	1,575.00	50.00	1,050.00	50.00	1,050.00
RUNNING/100 COPIES:										
(3)	FORMAT A-----	50	5.00	250.00	2.00	100.00	1.00	50.00	1.00	50.00
(4)	FORMAT B-----	372	5.00	1,860.00	2.00	744.00	1.00	372.00	1.00	372.00
III.	PAPER: (PER 100 LEAVES)									
(a)	White Offset Book (40-lb) . . .									
(1)	FORMAT A-----	220	0.58	127.60	0.61	134.20	0.55	121.00	0.52	114.40
(2)	FORMAT B-----	285	0.60	171.00	0.65	185.25	0.65	185.25	0.62	176.70
(b)	White Offset Book (50-lb) . . .									
(1)	FORMAT A-----	126400	0.52	65,728.00	0.46	58,144.00	0.44	55,616.00	0.48	60,672.00
(2)	FORMAT B-----	69972	0.56	39,184.32	0.51	35,685.72	0.58	40,583.76	0.52	36,385.44
(c)	White Litho Coated Book (70-lb) . . .									
(1)	FORMAT A-----	600	1.10	660.00	1.20	720.00	1.00	600.00	1.00	600.00
(2)	FORMAT B-----	3984	1.20	4,780.80	1.20	4,780.80	1.30	5,179.20	1.30	5,179.20
(d)	White Dull Coated Book (70-lb) . . .									
(1)	FORMAT A-----	500	1.20	600.00	1.50	750.00	1.20	600.00	1.20	600.00
(2)	FORMAT B-----	198	1.30	257.40	1.50	297.00	1.50	297.00	1.50	297.00
(e)	White Vellum-Finish Cover (50-lb) . . .									
(1)	FORMAT A-----	60	2.50	150.00	3.00	180.00	2.00	120.00	2.50	150.00
(2)	FORMAT B-----	72	3.00	216.00	3.50	252.00	3.25	234.00	3.00	216.00
(f)	Colored Vellum-Finish Cover (50-lb) . . .									
(1)	FORMAT A-----	50	3.50	175.00	4.00	200.00	3.50	175.00	3.50	175.00
(2)	FORMAT B-----	60	4.00	240.00	5.00	300.00	4.00	240.00	4.00	240.00
(g)	White Index (110-lb) . . .									
(1)	FORMAT A-----	2000	3.00	6,000.00	3.50	7,000.00	2.00	4,000.00	2.50	5,000.00
(2)	FORMAT B-----	1290	3.50	4,515.00	3.75	4,837.50	3.25	4,192.50	3.00	3,870.00
(h)	Colored Index (110-lb) . . .									
(1)	FORMAT A-----	300	3.50	1,050.00	3.50	1,050.00	4.00	1,200.00	4.00	1,200.00
(2)	FORMAT B-----	138	4.00	552.00	4.00	552.00	4.50	621.00	4.50	621.00
(i)	White Litho Coated Cover (80-lb) . . .									
(1)	FORMAT A-----	20	4.00	80.00	3.50	70.00	3.50	70.00	3.50	70.00
(2)	FORMAT B-----	504	4.50	2,268.00	4.00	2,016.00	5.00	2,520.00	5.00	2,520.00
TITLE:	ARMY BOOKS AND PAMPHLETS									
TERM:	MARCH 1, 2006 thru FEBRUARY 28, 2007									
		Page 03	of 03	P R O G R A M 4 0 1 - S						
DEPT OF THE ARMY PROGRAM 401-S		BASIS OF AWARD	GRAY GRAPHICS Capitol Heights, MD		MCDONALD & EUDY Temple Hills, MD		GOODWAY GRPHCS/VA Springfield, VA		CURRENT CONTRACTOR: GOODWAY GRPHCS/VA	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST

III.	PAPER: (PER 100 LEAVES)											
(j)	White Dull Coated Cover (80-lb) . . .											
(1)	FORMAT A-----	20	4.50	90.00	4.00	80.00	4.00	80.00	4.00	80.00		
(2)	FORMAT B-----	228	5.00	1,140.00	4.50	1,026.00	5.50	1,254.00	5.50	1,254.00		
IV.	ADDITIONAL OPERATIONS:											
(a)	Shrink-film wrapping.....per package-----	11395	0.20	2,279.00	0.15	1,709.25	0.20	2,279.00	0.20	2,279.00		
(b)	Drilling (each run).....per 100 leaves-----	63095	0.05	3,154.75	0.02	1,261.90	0.02	1,261.90	0.02	1,261.90		
(c)	Creating and affixing duplicate address labels.....per label-----	100	0.10	10.00	1.00	100.00	0.50	50.00	0.50	50.00		
V.	PACKING & DISTRIBUTION:											
1.	<i>Bulk Shipments</i> -- Packing and sealing shipping containers... per container-----	3197	1.25	3,996.25	1.25	3,996.25	1.50	4,795.50	1.00	3,197.00		
2.	<i>Mailed Shipments</i> --											
(a)	Addressing single copies (self-mailers)... per 100 labels-----	14	4.00	56.00	10.00	140.00	6.00	84.00	2.50	35.00		
(b)	Single/multiple copies in kraft envelope (up to 200 leaves).....per envelope-----	12232	0.30	3,669.60	0.25	3,058.00	0.30	3,669.60	0.50	6,116.00		
(c)	Single/multiple copies, over 200 leaves, up to 36-lbs. (max. 40-lbs).....per container-	105	1.25	131.25	1.75	183.75	2.00	210.00	2.00	210.00		
	CONTRACTOR TOTALS			\$423,279.53		\$318,738.62		\$334,713.95		\$350,204.98		
	DISCOUNT		1.00%	\$4,232.80	1.00%	\$3,187.39	1.00%	\$3,347.14	1.00%	\$3,502.05		
	DISCOUNTED TOTALS			\$419,046.73		\$315,551.23		\$331,366.81		\$346,702.93		
						AWARDED						