Prog:	**408-S**															
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Term:	**Beginning date of award and ending 04.30.1**															
			CARLETON COMM., INC.		**DIGITAL RIO**		**GRAY GRAPHICS**		**NPC, INC.**		**THE P.A. HUTCHISON CO.**		**WBC INC. d/b/a LITHEXCEL**		**CURRENT CONTRACTOR**	
			Mechanicsburg, PA		**Kennesaw, GA**		**Capitol Heights, MD**		**Claysburg, PA**		**Mayfield, PA**		**Albuquerque, NM**		**THE P.A. HUTCHISON CO.**	
ITEM NO	DESCRIPTION	BASIS OF AWARD	UNIT RATE	**COST**	UNIT RATE	**COST**	UNIT RATE	**COST**	UNIT RATE	**COST**	UNIT RATE	**COST**	UNIT RATE	**COST**	**COMPARISON UNAVAILABLE DUE TO THE ADDITION OF VARIOUS NEW LINE ITEMS**	
I.	**ELECTRONIC PREPRESS:**															
(a)	Trim/Page-size unit produced from camera copy..	300	2.50	**$750.00**	$2.70	**$810.00**	$3.00	**$900.00**	$2.00	**$600.00**	$2.00	**$600.00**	3.50	**$1,050.00**		
(b)	Trim/Page-size unit produced from electronic file..	4300	2.90	**$12,470.00**	$2.70	**$11,610.00**	$3.00	**$12,900.00**	$2.25	**$9,675.00**	$1.80	**$7,740.00**	N/C			
(c.)	Digital content proof……	4000	35.00	**$140,000.00**	$1.00	**$4,000.00**	$3.00	**$12,000.00**	$1.00	**$4,000.00**	$0.40	**$1,600.00**	3.00	**$12,000.00**		
(d)	Digital one-piece composite laminated/Inkjet															
	(high-resolution) proof……	600	100.00	**$60,000.00**	$7.20	**$4,320.00**	$8.00	**$4,800.00**	$10.00	**$6,000.00**	$5.00	**$3,000.00**	20.00	**$12,000.00**		
(e)	System Timework……..per hour…	10	60.00	**$600.00**	$55.00	**$550.00**	$65.00	**$650.00**	$150.00	**$1,500.00**	$54.00	**$540.00**	80.00	**$800.00**		
II.	**PRINTING, BINDING, AND DISTRIBUTION:**															
TEXT:																
(a)	Saddle-stitched: Printing text in black ink,															
	including binding……per page……															
(1)	**Makeready and/or Setup**	100	7.95	**$795.00**	$5.40	**$540.00**	$6.00	**$600.00**	$7.00	**$700.00**	$10.00	**$1,000.00**	6.00	**$600.00**		
(2)	**Running Per 100 Copies**	8800	0.70	**$6,160.00**	$0.27	**$2,376.00**	$0.30	**$2,640.00**	$0.43	**$3,784.00**	$0.25	**$2,200.00**	0.60	**$5,280.00**		
(b)	Perfect-bound: Printing text in black, including															
	binding……..per page……															
(1)	**Makeready and/or Setup**	1090	6.40	**$6,976.00**	$4.50	**$4,905.00**	$5.00	**$5,450.00**	$8.00	**$8,720.00**	$6.40	**$6,976.00**	7.00	**$7,630.00**		
(2)	**Running Per 100 Copies**	55000	0.60	**$33,000.00**	$0.20	**$11,000.00**	$0.30	**$16,500.00**	$0.46	**$25,300.00**	$0.15	**$8,250.00**	0.80	**$44,000.00**		
(c)	Saddle-stitched: Printing text in 4-color process,															
	including binding……per page……															
(1)	**Makeready and/or Setup**	48	85.00	**$4,080.00**	$25.00	**$1,200.00**	$40.00	**$1,920.00**	$15.00	**$720.00**	$36.75	**$1,764.00**	80.00	**$3,840.00**		
(2)	**Running Per 100 Copies**	1800	30.00	**$54,000.00**	$0.45	**$810.00**	$0.50	**$900.00**	$0.70	**$1,260.00**	$0.97	**$1,746.00**	1.00	**$1,800.00**		
(d)	Perfect-bound: Printing text in 4-color process,															
	including binding……per page……															
(1)	**Makeready and/or Setup**	384	175.00	**$67,200.00**	$25.00	**$9,600.00**	$30.00	**$11,520.00**	$17.00	**$6,528.00**	$35.55	**$13,651.20**	82.00	**$31,488.00**		
(2)	**Running Per 100 Copies**	3000	95.00	**$285,000.00**	$0.40	**$1,200.00**	$0.40	**$1,200.00**	$0.70	**$2,100.00**	$0.93	**$2,790.00**	1.20	**$3,600.00**		
(e)	Side-wire stitch: Printing text in black ink,															
	including binding……per page……															
(1)	**Makeready and/or Setup**	148	60.00	**$8,880.00**	$5.40	**$799.20**	$6.00	**$888.00**	$7.00	**$1,036.00**	$6.25	**$925.00**	6.00	**$888.00**		
(2)	**Running Per 100 Copies**	75	xxxxx	----------	xxxxx	----------	$0.35		$3.75	**$281.25**	$0.27	**$20.25**	xxxxx	----------		
(f)	Side-wire stitch: Printing text in 4-color process,															
	including binding……per page……															
(1)	**Makeready and/or Setup**	160	85.00	**$13,600.00**	$25.00	**$4,000.00**	$30.00	**$4,800.00**	$15.00	**$2,400.00**	$36.25	**$5,800.00**	80.00	**$12,800.00**		
(2)	**Running Per 100 Copies**	80	xxxxx	----------	xxxxx	----------	$0.40		$6.73	**$538.40**	$0.95	**$76.00**	xxxxx	----------		
COVER:																
(g)	Complete Cover: Printing covers one, four and															
	spine in two colors, and covers two and three in															
	one color…….per complete cover……															
(1)	**Makeready and/or Setup**	7	250.00	**$1,750.00**	$110.00	**$770.00**	$300.00	**$2,100.00**	$150.00	**$1,050.00**	$220.00	**$1,540.00**	230.00	**$1,610.00**		
(2)	**Running Per 100 Copies**	90	8.50	**$765.00**	$30.50	**$2,745.00**	$8.00	**$720.00**	$105.00	**$9,450.00**	$5.75	**$517.50**	3.00	**$270.00**		
(h)	Complete Cover: Printing covers in 4-color															
	process……per complete cover……															
(1)	**Makeready and/or Setup**	6	350.00	**$2,100.00**	$140.00	**$840.00**	$500.00	**$3,000.00**	$200.00	**$1,200.00**	$454.00	**$2,724.00**	480.00	**$2,880.00**		
(2)	**Running Per 100 Copies**	75	10.50	**$787.50**	$22.50	**$1,687.50**	$10.00	**$750.00**	$115.00	**$8,625.00**	$7.47	**$560.25**	5.00	**$375.00**		

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			Mechanicsburg, PA		**Kennesaw, GA**		**Capitol Heights, MD**		**Claysburg, PA**		**Mayfield, PA**		**Albuquerque, NM**		**THE P.A. HUTCHISON CO.**	
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III.	**PAPER:**															
(a)	White Heat-Set Web Offset Machine Finish Book															
	(35-lb.)……															
	Per 100 leaves	4000	1.25	**$5,000.00**	$1.05	**$4,200.00**	$0.78	**$3,120.00**	$0.82	**$3,280.00**	$0.88	**$3,520.00**	1.20	**$4,800.00**		
(b)	White No. 1 Offset Book, Smooth-Finish (60-lb.)…															
	Per 100 leaves	850	1.50	**$1,275.00**	$1.41	**$1,198.50**	$0.85	**$722.50**	$1.16	**$986.00**	$0.92	**$782.00**	1.60	**$1,360.00**		
(c)	White No. 1 Coated Cover, Gloss-Finish (100 lb.).															
	Per 100 leaves	180	7.00	**$1,260.00**	$5.50	**$990.00**	$6.00	**$1,080.00**	$4.00	**$720.00**	$6.90	**$1,242.00**	7.80	**$1,404.00**		
(d)	White No. 1 Coated Cover, Dull-Finish (60-lb.)…..															
	Per 100 leaves	150	7.25	**$1,087.50**	$6.45	**$967.50**	$5.00	**$750.00**	$6.00	**$900.00**	$7.72	**$1,158.00**	6.50	**$975.00**		
IV.	**PACKING:**															
1.	Bulk shipments (other than by mail):															
(a)	Packing and sealing shipping containers……															
	…….per container……..	1300	2.50	**$3,250.00**	$1.00	**$1,300.00**	$1.50	**$1,950.00**	$1.10	**$1,430.00**	$1.75	**$2,275.00**	1.00	**$1,300.00**		
2.	Copies Prepared for Mailing: (Includes the cost of															
	affixing address labels)															
(a)	Single or multiple copies in kraft envelope (up to															
	200 leaves)……per envelope……..	15	1.25	**$18.75**	$1.00	**$15.00**	$1.00	**$15.00**	$1.00	**$15.00**	$1.05	**$15.75**	1.50	**$22.50**		
(b)	Single or multiple copies in mailable shrink wrap.															
	……..per unit……..	100	2.25	**$225.00**	$0.50	**$50.00**	$1.50	**$150.00**	$1.50	**$150.00**	$2.00	**$200.00**	0.50	**$50.00**		
(c)	Single or multiple copies over 200 leaves, up to															
	12 lbs., in cushioned shipping bags, or wrapped															
	in shipping bundles (maximum gross weight 14															
	lbs.)……..per bag or bundle……..	35	2.25	**$78.75**	$1.00	**$35.00**	$2.00	**$70.00**	$2.00	**$70.00**	$1.00	**$35.00**	1.50	**$52.50**		
	CONTRACTOR TOTALS:			**TOTALS UNAVAILABLE DUE TO INCOMPLETE PRICING**		**TOTALS UNAVAILABLE DUE TO INCOMPLETE PRICING**		**$92,095.50**		**$103,018.65**		**$73,247.95**		**TOTALS UNAVAILABLE DUE TO INCOMPLETE PRICING**	**COMPARISON UNAVAILABLE DUE TO THE ADDITION OF VARIOUS NEW LINE ITEMS**	
	DISCOUNT:						2.00%	**$1,841.91**	0.25%	**$257.55**	5.00%	**$3,662.40**	1.00%			
	DISCOUNTED TOTALS:							**$90,253.59**		**$102,761.10**		**$69,585.55**				
												AWARDED				