

Program No 0067-S Term 06/28/13 To 06/30/14										
TITLE: VETERANS AFFAIRS MAILERS										
			GATEWAY PRESS		GRAY GRAPHICS		NPC, INC.		PINNACLE DATA	
			Louisville, KY		Capitol Heights, MD		Claysburg, PA		Norcross, GA	
ITEMS NO.	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I. PROOFS AND PRIOR TO PRODUCTION SAMPLES:										
(a)	PDF soft proof.....per proof.....	38	\$34.00	\$1,292.00	\$25.00	\$950.00	NC	\$0.00	NC	\$0.00
(b)	Prior to production samples.....per order.....	6	\$5,775.00	\$34,650.00	\$500.00	\$3,000.00	NC	\$0.00	\$500.00	\$3,000.00
II. PRINTING, VARIABLE IMAGING, BINDING, AND CONSTRUCTION:										
(a)	Letters: Printing in black, including variable imaging in black.....per page.....									
	1 Makeready and/or Setup	270	\$105.00	\$28,350.00	\$100.00	\$27,000.00	\$45.00	\$12,150.00	NC	\$0.00
	2 Running Per 1,000 Copies	25380	\$19.53	\$495,671.40	\$50.00	\$1,269,000.00	\$6.88	\$174,614.40	\$7.00	\$177,660.00
(b)	Inserts (8-1/2 x 11"): Printing in black ink only.....per page.....									
	1 Makeready and/or Setup	58	\$281.00	\$16,298.00	\$50.00	\$2,900.00	\$89.00	\$5,162.00	NC	\$0.00
	2 Running Per 1,000 Copies	4380	\$8.89	\$38,938.20	\$8.00	\$35,040.00	\$1.95	\$8,541.00	\$7.00	\$30,660.00
(c)	Inserts (17 x 11"): Printing in black ink only, including folding to 8-1/2 x 11".....per insert.....									
	1 Makeready and/or Setup	6	\$495.00	\$2,970.00	\$75.00	\$450.00	\$89.00	\$534.00	NC	\$0.00
	2 Running Per 1,000 Copies	540	\$18.55	\$10,017.00	\$20.00	\$10,800.00	\$5.05	\$2,727.00	\$18.00	\$9,720.00
(d)	Inserts (25-1/2 x 11"): Printing in black ink only, including folding to 8-1/2 x 11".....per insert.....									
	1 Makeready and/or Setup	6	\$505.00	\$3,030.00	\$100.00	\$600.00	\$95.00	\$570.00	NC	\$0.00
	2 Running Per 1,000 Copies	360	\$31.24	\$11,246.40	\$30.00	\$10,800.00	\$5.70	\$2,052.00	\$40.00	\$14,400.00
(e)	Brochure: Printing in four-color process.....per brochure.....									
	1 Makeready and/or Setup	16	\$929.00	\$14,864.00	\$650.00	\$10,400.00	\$129.00	\$2,064.00	NC	\$0.00
	2 Running Per 1,000 Copies	1730	\$17.70	\$30,621.00	\$10.00	\$17,300.00	\$10.86	\$18,787.80	\$60.00	\$103,800.00
(f)	Booklet (5-1/2 x 8-1/2"): 1 Text: Printing text in four-color process, including binding.....per page.....									
	1 Makeready and/or Setup	784	\$143.00	\$112,112.00	\$15.00	\$11,760.00	\$10.80	\$8,467.20	NC	\$0.00
	2 Running Per 1,000 Copies	137800	\$1.22	\$168,116.00	\$2.00	\$275,600.00	\$1.29	\$177,762.00	\$16.00	\$2,204,800.00
	2 Complete Cover: Printing Covers 1 through 4 in four-color process, including binding.....per complete cover									
	1 Makeready and/or Setup	48	\$1,130.00	\$54,240.00	\$650.00	\$31,200.00	\$87.50	\$4,200.00	NC	\$0.00
	2 Running Per 1,000 Copies	8600	\$30.95	\$266,170.00	\$16.25	\$139,750.00	\$6.67	\$57,362.00	\$16.00	\$137,600.00
(g)	Booklet (8-1/2 x 11"): 1 Text: Printing text in four-color process, including binding.....per page.....									
	1 Makeready and/or Setup	56	\$256.00	\$14,336.00	\$30.00	\$1,680.00	\$5.70	\$319.20	NC	\$0.00
	2 Running Per 1,000 Copies	5600	\$5.00	\$28,000.00	\$4.00	\$22,400.00	\$2.25	\$12,600.00	\$30.00	\$168,000.00
	2 Complete Cover: Printing Covers 1 through 4 in four-color process, including binding.....per complete cover									
	1 Makeready and/or Setup	4	\$1,235.00	\$4,940.00	\$850.00	\$3,400.00	\$87.50	\$350.00	NC	\$0.00
	2 Running Per 1,000 Copies	400	\$55.37	\$22,148.00	\$32.00	\$12,800.00	\$24.10	\$9,640.00	\$30.00	\$12,000.00
(h)	Return Envelope: Printing face only in black ink only, including construction.....per envelope.....									
	1 Makeready and/or Setup	36	\$150.00	\$5,400.00	\$200.00	\$7,200.00	\$67.50	\$2,430.00	NC	\$0.00
	2 Running Per 1,000 Copies	3130	\$10.82	\$33,866.60	\$11.95	\$37,403.50	\$9.40	\$29,422.00	NC	\$0.00
(i)	Return Envelope: Printing face and back in black ink only, including construction.....per envelope.....									
	1 Makeready and/or Setup	4	\$150.00	\$600.00	\$300.00	\$1,200.00	\$67.50	\$270.00	NC	\$0.00
	2 Running Per 1,000 Copies	340	\$13.52	\$4,596.80	\$12.50	\$4,250.00	\$9.40	\$3,196.00	NC	\$0.00
(j)	Mail-out Envelope (No 10): Printing face only in a single ink color, including construction.....									
	1 Without Window (including imaging).....per envelope.....									
	1 Makeready and/or Setup	8	\$150.00	\$1,200.00	\$200.00	\$1,600.00	\$67.50	\$540.00	NC	\$0.00
	2 Running Per 1,000 Copies	330	\$15.14	\$4,996.20	\$13.90	\$4,587.00	\$25.60	\$8,448.00	NC	\$0.00
	2 Standard Window.....per envelope.....									
	1 Makeready and/or Setup	52	\$150.00	\$7,800.00	\$250.00	\$13,000.00	\$67.50	\$3,510.00	NC	\$0.00
	2 Running Per 1,000 Copies	4650	\$12.98	\$60,357.00	\$13.00	\$60,450.00	\$10.55	\$49,057.50	NC	\$0.00
	3 Custom Window.....per envelope.....									
	1 Makeready and/or Setup	20	\$150.00	\$3,000.00	\$400.00	\$8,000.00	\$67.50	\$1,350.00	NC	\$0.00
	2 Running Per 1,000 Copies	850	\$20.55	\$17,467.50	\$13.40	\$11,390.00	\$14.70	\$12,495.00	\$3.00	\$2,550.00

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ITEMS NO.	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
(k)	Mail-out Envelope (6 x 9"): Printing face only in a single ink color, including construction.....									
1	Standard Window.....per envelope.....									
	1 Makeready and/or Setup.....	36	\$150.00	\$5,400.00	\$200.00	\$7,200.00	\$53.75	\$1,935.00	NC	\$0.00
	2 Running Per 1,000 Copies.....	6600	\$6.39	\$42,174.00	\$24.85	\$164,010.00	\$9.80	\$64,680.00	NC	\$0.00
2	Custom Window.....per envelope.....									
	1 Makeready and/or Setup.....	12	\$150.00	\$1,800.00	\$300.00	\$3,600.00	\$53.75	\$645.00	NC	\$0.00
	2 Running Per 1,000 Copies.....	2000	\$6.49	\$12,980.00	\$25.20	\$50,400.00	\$11.30	\$22,600.00	\$3.00	\$6,000.00
(l)	Mail-out Envelope (9 x 12"): Printing face only in a single ink color, including construction and die-cut window.....									
per envelope.....									
	1 Makeready and/or Setup.....	4	\$150.00	\$600.00	\$300.00	\$1,200.00	\$53.75	\$215.00	NC	\$0.00
	2 Running Per 1,000 Copies.....	400	\$17.30	\$6,920.00	\$66.00	\$26,400.00	\$24.85	\$9,940.00	NC	\$0.00
III.	PAPER:									
	Computation of the net number of leaves will be base on the following:									
(a)	White 25% Bond (20-lb.).....per 1,000 Leaves	17930	\$9.50	\$170,335.00	\$40.00	\$717,200.00	\$18.00	\$322,740.00	\$8.00	\$143,440.00
(b)	White Writing (20-lb.).....per 1,000 Leaves	5890	\$8.76	\$51,596.40	\$15.00	\$88,350.00	\$8.50	\$50,065.00	\$8.00	\$47,120.00
(c)	Colored Writing (20-lb.).....per 1,000 Leaves	650	\$9.00	\$5,850.00	\$20.00	\$13,000.00	\$9.82	\$6,383.00	\$16.00	\$10,400.00
(d)	White Litho (Gloss) Book (70-lb.):									
	1 5-1/2 x 8-1/2".....per 1,000 Leaves	68900	\$4.18	\$288,002.00	\$10.00	\$689,000.00	\$3.62	\$249,418.00	\$6.50	\$447,850.00
	2 8-1/2 x 11".....per 1,000 Leaves	4530	\$9.44	\$42,763.20	\$16.00	\$72,480.00	\$8.80	\$39,864.00	\$13.00	\$58,890.00
(e)	White Litho (Gloss) Cover (80-lb.):									
	1 5-1/2 x 8-1/2".....per 1,000 Leaves	17200	\$10.83	\$186,276.00	\$22.00	\$378,400.00	\$10.00	\$172,000.00	\$13.00	\$223,600.00
	2 8-1/2 x 11".....per 1,000 Leaves	800	\$21.78	\$17,424.00	\$40.00	\$32,000.00	\$19.95	\$15,960.00	\$26.00	\$20,800.00
(f)	Return Envelope: White Writing Envelope (24-lb.).....per 1,000 Leaves	3470	\$6.76	\$23,457.20	\$12.00	\$41,640.00	\$9.40	\$32,618.00	\$12.00	\$41,640.00
(g)	Mail-out Envelope (No.10): White Writing Envelope (24-lb.).....per 1,000 Leaves	5830	\$7.90	\$46,057.00	\$17.00	\$99,110.00	\$12.00	\$69,960.00	\$14.00	\$81,620.00
(h)	Mail-out Envelope (6 x9"): Light Brown (Kraft Shade) Envelope (28-lb.).....per 1,000 Leaves	8600	\$12.99	\$111,714.00	\$25.00	\$215,000.00	\$10.15	\$87,290.00	\$26.00	\$223,600.00
(i)	Mail-out Envelope (9 x 12"): Light Brown (Kraft Shade) Envelope (32-lb.).....per 1,000 Leaves	400	\$53.00	\$21,200.00	\$65.00	\$26,000.00	\$24.75	\$9,900.00	\$115.00	\$46,000.00
IV.	INSERTING AND MAILING:									
(a)	Inserting 1 to 3 items into a No. 10 mail-out envelope.....per 1,000 mailers	4110	\$27.83	\$114,381.30	\$40.00	\$164,400.00	\$19.49	\$80,103.90	\$10.00	\$41,100.00
(b)	Inserting 4 to 6 items into a No. 10 mail-out envelope.....per 1,000 mailers	1720	\$42.00	\$72,240.00	\$50.00	\$86,000.00	\$32.00	\$55,040.00	\$10.00	\$17,200.00
(c)	Inserting letter and 5-1/2 x 8-1/2" booklet into 6 x 9" mail-out envelope.....per 1,000 mailers	8600	\$36.75	\$316,050.00	\$40.00	\$344,000.00	\$14.87	\$127,882.00	\$15.00	\$129,000.00
(d)	Inserting letter and 8-1/2 x 11" booklet into a 9 x 12" mail-out envelope.....per 1,000 mailers	400	\$47.25	\$18,900.00	\$50.00	\$20,000.00	\$56.00	\$22,400.00	\$30.00	\$12,000.00
(e)	NCOA Certification.....per 1,000 addresses	650	\$1.15	\$747.50	\$30.00	\$19,500.00	\$1.69	\$1,098.50	\$2.00	\$1,300.00
	CONTRACTOR TOTALS			\$3,054,161.70		\$5,294,800.50		\$2,051,358.50		\$4,415,750.00
	DISCOUNT		2.00%	\$61,083.23	2.00%	\$105,896.01	0.25%	\$5,128.40	1.00%	\$44,157.50
	DISCOUNTED TOTALS			\$2,993,078.47		\$5,188,904.49		\$2,046,230.10		\$4,371,592.50
							AWARDED			