

Program No 3994-S Term 06/01/2016 To 05/31/2017 plus four option years										
TITLE: Tabloid Periodicals (The Challenge)										
				(Contr #1 - E4)		(Contr #2 - G4)		(Contr #3 - I4)		(Contr #4 - K4)
				Folger Graphics		Production Press		Current Contractor		
				Hayward, CA		Jacksonville, IL		Folger Graphics		
ITEM NO	DESCRIPTION	AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
<b>CATEGORY 1</b>										
<b>I. COMPLETE PRODUCT:</b>										
<i>The Challenge:</i>										
(a)	8-pg issue: 4/c process on pages 1, 8.....									
(1)	Makeready and/or Setup.....	1	400.00	400.00	400.00	400.00	400.00	400.00		
(2)	Running Per 1,000 Copies.....	1	175.00	175.00	529.00	529.00	175.00	175.00		
(b)	8-pg issue: 4/c process on pages 1, 4, 5, 8.....									
(1)	Makeready and/or Setup.....	5	400.00	2,000.00	447.00	2,235.00	400.00	2,000.00		
(2)	Running Per 1,000 Copies.....	5	175.00	875.00	537.00	2,685.00	175.00	875.00		
(c)	12-pg issue: 4/c process on pages 1, 8.....									
(1)	Makeready and/or Setup.....	2	600.00	1,200.00	600.00	1,200.00	600.00	1,200.00		
(2)	Running Per 1,000 Copies.....	2	250.00	500.00	742.00	1,484.00	250.00	500.00		
(d)	12-pg issue: 4/c process on pages 1, 6, 7, 12.....									
(1)	Makeready and/or Setup.....	4	600.00	2,400.00	648.00	2,592.00	600.00	2,400.00		
(2)	Running Per 1,000 Copies.....	4	250.00	1,000.00	767.00	3,068.00	250.00	1,000.00		
<b>II. ADDITIONAL OPERATIONS:</b>										
(a)	Author's alterations (includes any imagesetting charges).....per page.....	5	25.00	125.00	20.00	100.00	25.00	125.00		
<b>CONTRACTOR TOTALS</b>				<b>\$8,675.00</b>		<b>\$14,293.00</b>		<b>\$8,675.00</b>		
<b>DISCOUNT</b>					5.00%	<b>\$714.65</b>				
<b>DISCOUNTED TOTALS</b>				<b>\$8,675.00</b>		<b>\$13,578.35</b>		<b>\$8,675.00</b>		
				<b>AWARDED</b>						

U.S. GOVERNMENT PUBLISHING OFFICE  
San Francisco, California

GENERAL TERMS, CONDITIONS, AND SPECIFICATIONS  
For the Procurement of

**Tabloid Periodical (The Challenge)**

as requisitioned from the U.S. Government Publishing Office (GPO) by  
Department of Defense (DLA)

Single Award

**From June 1, 2016 to May 31, 2017**

**BID OPENING:** Quotes shall be publicly opened at 11:00AM, prevailing San Francisco, CA time on April 15, 2016.

For information of a technical nature call Ms. Scoti Cox at (707) 748-1970, ext. 2. (No collect calls.)

**SPECIAL ATTENTION IS DIRECTED TO THE FOLLOWING ITEMS:**

The term of this contract is for one year, beginning June 1, 2016 and ending May 31, 2017 (base year), plus four optional 12-month extension period that may be added in accordance with the "Option to Extend the Contract Term," clause in this contract.

An abstract of the previous contract prices are included herewith. Bidders to note changes to contract scattered throughout.

Quotes may be submitted via fax machine: The GPO Fax number is (707) 748-1981.

To submit a quote, contractors must execute and submit the applicable 'Schedule of Prices' (pages 15 through 17, included within).

## SECTION 1. - GENERAL TERMS AND CONDITIONS

**GPO CONTRACT TERMS:** Any contract which results from this Invitation for Bid will be subject to the applicable provisions, clauses, and supplemental specifications of GPO Contract Terms (GPO Publication 310.2, effective December 1, 1987 (Rev. 6-01)) and GPO Contract Terms, Quality Assurance Through Attributes Program for Printing and Binding (GPO Publication 310.1, effective May 1979 (Rev. August 2002)). A copy of these publications, as well as other supplemental GPO contract documents, can be obtained at: <http://www.gpo.gov/vendors/gaocab.htm>

**CONTRACTING METHOD:** This contract is being advertised as, and shall be awarded as, a Small Purchase contract, in accordance with the U. S. Government Printing Office Printing Procurement Regulation (PPR: GPO Publication 305.3), Chapter VII, Section 4. The sealed bidding terminology as used throughout these specifications is synonymous with their negotiated procurement counterparts unless specifically stated otherwise. Negotiated pursuant to 41 U.S.C. 5(1).

**DISPUTES:** GPO Publication 310.2, GPO Contract Terms, Contract Clause 5. Disputes, is hereby replaced with the June 2008 clause found at <http://www.gpo.gov/pdfs/vendors/contractdisputes.pdf>. This June 2008 clause also cancels and supersedes any other disputes language currently included in existing contractual actions.

**DOING BUSINESS WITH THE GPO:** Contractors wishing to do business with the GPO are referred to the GPO web site ( <http://www.gpo.gov/vendors/index.htm> ) where one can register as a GPO contractor using the ‘**GPO Contractor Connection**’ link in accordance with the furnished instructions on that page.

NOTE: Prospective as well as existing GPO contractors are to note that, as of 1/1/08, all contractors seeking to do business with the GPO must first complete and thereafter maintain the accuracy of its GPO Contractor Connection registration with the following mandatory taxpayer information boxes: “EIN/TIN #” (Employer Identification Number or Taxpayer Identification Number); “Subject to Backup Withholding” (See Form W-9, Request for Taxpayer Identification Number and Certification); and, “Current W-9 Request” (See Form W-9). The GPO will withhold payment of any invoices for work completed by any contractor who fails to provide these tax data in GPO Contractor Connection. Such invoices will be declared ineligible for payment until all requirements for payment, including providing these tax data in GPO Contractor Connection, have been satisfied.

**FACSIMILE QUOTES:** Facsimile quotes are permitted.

- (a) Definition. "Facsimile quote," as used in this solicitation, means a quote, modification of a quote, or withdrawal of a quote that is transmitted to and received by the Government via electronic equipment that communicates and reproduces both printed and handwritten material.
- (b) Bidders may submit facsimile quotes as responses to this solicitation. These responses must arrive at the place and by the time specified in the solicitation.
- (c) Facsimile quotes that fail to furnish required representations or information or that reject any of the terms, conditions, and provisions of the solicitation will be excluded from consideration.

- (d) Facsimile quotes must contain the required signatures.
- (e) The Government reserves the right to make award solely on the facsimile quote. However, bidders agree to promptly submit the complete original signed quote.
- (f) Submit facsimile quote to GPO fax number: (707) 748-1981, one quote per facsimile.
- (g) If the bidder chooses to transmit a facsimile quote, the Government will not be responsible for any failure attributable to the transmission or receipt of the facsimile quote including, but not limited to, the following:
  - (1) Receipt of garbled or incomplete quote.
  - (2) Availability or condition of the receiving facsimile equipment.
  - (3) Incompatibility between the sending and receiving equipment.
  - (4) Delay in transmission or receipt of quote.
  - (5) Failure of the bidder to properly identify the quote.
  - (6) Illegibility of quote.
  - (7) Security of quote data.

**QUALITY ASSURANCE LEVELS AND STANDARDS:** The following levels and standards shall apply to these specifications:

Product Quality Levels:

- (a) Printing Attributes — Level III
- (b) Finishing Attributes — Level III

Inspection Levels from ANSI/ASQC Z1.4:

- (a) Non-destructive Tests — General Inspection Level I.
- (b) Destructive Tests — Special Inspection Level S-2.

Specified Standards: The specified standards for the attributes requiring them shall be:

<u>Attribute</u>	<u>Specified Standard</u>
P-7. Type Quality and Uniformity	Furnished Copy (as applicable)
P-8. Halftone Match (Single, Double Impression)	Furnished Copy (as applicable)
P-9. Solid and Screen Tint Color Match	Pantone Color Match
P-10. Process Color Match	Furnished Copy (as applicable)

**OPTION TO EXTEND THE TERM OF THE CONTRACT:** The Government has the option to extend the term of this contract for a period of 12 months by written notice to the contractor before expiration of the current contract term. If the Government exercises this option, the extended contract shall be considered to include this clause, except, the total duration of the contract may not exceed five (5) years as a result of, and including, any extension(s) added under this clause. Further extension may

be negotiated under the "Extension of Contract Term" clause. See also "Economic Price Adjustment" for periodic pricing revision.

**EXTENSION OF CONTRACT TERM:** At the request of the Government, the term of any contract resulting from this solicitation may be extended for such period of time as may be mutually agreeable to the GPO and the contractor.

**RECOVERED MATERIALS PROGRAM:** The Government Printing Office is promoting the use of recovered materials in its contracts to the maximum extent practicable, provided all specification requirements are met. Offerors are encouraged to supply paper and paper products that contain recovered materials even in the absence of a specific solicitation provision or contract clause requiring such materials.

Recovered materials shall mean "recovered fiber" or "postconsumer recovered fiber" as defined in "Government Paper Specification Standards No. 12", published by the Joint Committee on Printing. However, when used in conjunction with the cotton/linen content of paper, "recovered fiber" means a postconsumer fiber and "recovered material" means a preconsumer fiber.

By submission of a bid or offer, or by substantial performance on a small purchase, the offeror certifies that the paper to be supplied contains at least the minimum percentage of recovered materials in the paper products as specified. This certification concerns a matter within the jurisdiction of an agency of the United States, and the making of a false, fictitious or fraudulent certification may render the maker subject to prosecution under Title 18, United States Code, Section 1001. The Government reserves the right to require proof of such certification prior to first delivery and thereafter as may be otherwise provided for under the provisions of the contract.

When the use of recovered materials is specified, the contractor shall maintain manufacturer/mill accounting and record summaries on the fiber weight content used as feed stock, for the purposes of Government audit, that will verify (a) the contractor's certification of the minimum percentage of recovered materials used in the performance of the contract, (b) that the paper and paper products are in compliance with the specification requirements, and (c) the paper is manufactured in accordance with the Environmental Protection Agency (EPA) Paper Products Recovered Materials Advisory Notice (61 FR 26985, May 29, 1996) whether the products are manufactured by the contractor or another paper mill. The contractor, if not the manufacturer, shall obtain this information from the paper manufacturer. The contractor shall maintain, and make available to the Government, these documents for one year after the expiration of the contract. Nothing in this clause shall excuse the contractor from furnishing the specified paper.

**PAYMENT:** Contractors are required to submit all vouchers through the FAX Gateway. Each invoice submitted to GPO for payment must be for only one job and it must contain a copy of the print order and proof of delivery. If a delivery receipt contains proof of delivery for more than one job, the receipt must be duplicated and a copy submitted with each invoice. To get instructions, go to:  
<http://www.gpo.gov/vendors/payment.htm>

*Note: The contractor shall itemize each billing voucher in accordance with the contract 'Schedule of Prices.'*

**ORDERING:** Items to be furnished under the contract shall be ordered by the issuance of print orders by the Government. Orders may be issued under the contract from June 1, 2016 to May 31, 2017 plus for such additional period(s) as the contract is extended. All print orders issued hereunder are subject to the terms and conditions of the contract. The contract shall control in the event of conflict with any print order. A print order shall be "issued" for purposes of the contract, when it is either deposited in the U.S. Postal Service mail or otherwise furnished to the contractor in conformance with the schedule.

**REQUIREMENTS:** This is a requirements contract for the items and for the period specified herein. Shipment/delivery of items or performance of work shall be made only as authorized by orders issued in accordance with the clause entitled "Ordering". The quantities of items specified herein are estimates only, and are not purchased hereby. Except as may be otherwise provided in this contract, if the Government's requirements for the items set forth herein do not result in orders in the amounts or quantities described as "estimated", it shall not constitute the basis for an equitable price adjustment under this contract.

Except as otherwise provided in this contract, the Government shall order from the contractor all the items set forth which are required to be purchased by the Government activity identified on Page 1.

The Government shall not be required to purchase from the contractor, requirements in excess of the limit on total orders under this contract, if any.

Orders issued during the effective period of this contract and not completed within that time shall be completed by the contractor within the time specified in the order, and the rights and obligations of the contractor and the Government respecting those orders shall be governed by the terms of this contract to the same extent as if completed during the effective period of this contract.

If shipment/delivery of any quantity of an item covered by the contract is required by reason of urgency prior to the earliest date that shipment/delivery may be specified under this contract, and if the contractor will not accept an order providing for the accelerated shipment/delivery, the Government may procure this requirement from another source.

The Government may issue orders which provide for shipment/delivery to or performance at multiple destinations.

Subject to any limitations elsewhere in this contract, the contractor shall furnish to the Government all items set forth herein which are called for by print orders issued in accordance with the "Ordering" clause of this contract.

**ECONOMIC PRICE ADJUSTMENT:** The prices set forth in this contract shall be adjusted in accordance with the provisions of this clause, provided that in no event will any pricing adjustment be made that would exceed the maximum permissible under any law in effect at the time of the adjustment. There will be no adjustment for orders placed during the first period below. Pricing will thereafter be eligible for adjustment during the second and any succeeding period(s). For each performance period after the first, a percentage figure will be calculated as described below and that figure will be the economic price adjustment for that entire next period. Pricing adjustments under this clause are not applicable to reimbursable postage or transportation costs, or to paper, if paper prices are subject to adjustment by separate clause herein.

For the purpose of this clause, the contract shall be divided into successive periods. The first period shall extend from June 1, 2016 to May 31, 2017. The second and any succeeding period(s) will extend for 12 months from the end of the last preceding period, except that the length of the final period may vary. The first day of the second and any succeeding period(s) will be the effective date of the economic price adjustment for that period.

Price adjustments in accordance with this clause will be based on the changes in the seasonally adjusted "Consumer Price Index For All Urban Consumers - Commodities Less Food" published monthly in the CPI Detailed Report by the U.S. Department of Labor, Bureau of Labor Statistics.

The Economic price adjustment will be the percentage difference between the Index averages as specified in this paragraph. An index called the variable index will be calculated by averaging the monthly Indexes from the 12-month interval ending three months prior to the beginning of the period being considered for adjustment. This average is then compared to the average of the monthly Indexes for the 12-month interval, February 29, 2016 called the base index. The percentage change (plus or minus) of the variable index from the base index will be the economic price adjustment for the period being considered for adjustment.

The Government will notify the contractor by contract modification specifying the percentage increase or decrease to be applied to invoices for orders placed during the period indicated. The contractor shall apply the percentage increase or decrease against the total price of the invoice less reimbursable postage or transportation costs and separately adjusted paper prices. Payment discounts shall be applied after the invoice price is adjusted.

**NOTIFICATION:** The contractor will be notified in writing of availability or nonavailability of funds and of the Contracting Officer's decision to exercise or not to exercise the option to extend performance for an additional one-year period. This notification will occur no later than the expiration date of the current contract term: Failure to do so will effect cancellation of the contract.

## SECTION 2. - SPECIFICATIONS

**SCOPE:** These specifications for the production of tabloid periodical requiring such operations as File Transfer Protocol (FTP: or similar digital acceptance means) receipt/retrieval of furnished digital copy, output from furnished digital files, emailed Adobe Acrobat PDF proofs, Quality Level 3 printing, folding, binding, labeling, packing and delivery.

**TITLE:** The Challenge.

**FREQUENCY OF ORDERS:** Monthly

**APPROXIMATE QUANTITY PER ISSUE:** 1,000

**NUMBER OF PAGES:** 8 Pages or 12 Pages

**PAGE SIZE:** 11-3/8 x 15"

**GOVERNMENT TO FURNISH:** The Army will furnish digital copy consisting of Windows XP, or newer, compatible Adobe Acrobat PDFs with furnished fonts and a GPO Form 952.

The Army will upload the furnished digital copy onto the contractor's File Transfer Protocol (FTP) or digital acceptance site, from which the contractor will be required to retrieve the furnished digital job contents.

Identification markings, except GPO imprint, carried on copy or films must not print on finished product.

**CONTRACTOR TO FURNISH:** All materials and operations, other than those listed under "Government to Furnish," necessary to produce the product(s) in accordance with these specifications.

The contractor must be able provide digital means, methods and software necessary for the operation and support of the aforementioned professional publishing software (up to and including the most recent version).

Immediately upon receipt and prior to image processing, the contractor shall be responsible for reviewing files on the furnished digital medium to insure that such features as bleeds, register marks and file output settings have been provided to correctly generate the required output media. These prepress responsibilities, as well as the provision of necessary trapping, are to be provided at no additional cost to the Government.

**GENERATION OF PRINTING MEDIA:** Contract products may be printed via use of conventional lithographic films and plates or by lithographic Computer-to-Plate (CTP) means and methods.

Contractor to provide traps and digitally output furnished digital copy at min. 1600 dpi (min. 150-line screen). The contractor will be responsible for converting any furnished RGB elements to CMYK and providing any bleed margins, if omitted by the ordering agency.

**PROOFS:** The contractor will be required to electronically submit an Adobe Acrobat PDF “soft” proof for evaluation. Contractor shall email the PDF proof to Ms. Lori McDonald at: [lori.mcdonald@sierra.army.mil](mailto:lori.mcdonald@sierra.army.mil) .

The proof will be evaluated within two work hours upon receipt.

The contractor must not print prior to receipt of an "Okay to Print."

**STOCK:** The specifications of all stock furnished must be in accordance with those listed herein or listed for the corresponding JCP Code numbers in the "Government Paper Specification Standards No. 12" dated February, 2008, and any subsequent amendments thereto.

White Offset Book, 25 x 38", 60 lbs. per 500 sheets, equal to JCP Code A60, with a minimum content of 30% postconsumer recovered fiber content.

**PRINTING:** The contractor may use conventional films and plates or may utilize Computer-to-Plate means and methods to produce issues of *The Challenge*.

The first and last pages of each issue will print four-color process imagery, with the interior pages printing head-to-head in black and four-color process on the two centerfold pages. Occasionally issues will print black only on all interior pages.

Ink used in the performance of this contract shall contain not less than the following percentages of vegetable oil: (a) news ink, 40 percent; sheet-fed and forms ink, 20 percent; and (c) heat-set ink, 10 percent.

**MARGINS:** Adequate gripper margins; follow trim marks on/in furnished medium.

**BINDING:** Fold first to page size of 11-3/8 x 15". Signature(s) are to be inset; no stitching required. Fold to final size of 11-3/8 x 7-1/2".

**PACKING:** *Tie in units of 250, with turns of 50. Pack in shipping containers, not to exceed 45 lbs per carton.*

**INSPECTION SAMPLES:** Two copies of each issue of each periodical described in this contract must be sent, as soon as completed, for inspection to the U.S. Government Publishing Office, Regional Procurement Office, 536 Stone Road, Suite I, Benicia, CA 94510, Attn: Inspection Samples.

These copies shall be considered as sample copies, and cannot be deducted from the total quantity ordered. The package or envelope containing these samples must be identified by the GPO jacket number, program number, print order number, title, and include a facsimile of the print order on which these samples were ordered. The contractor must comply with the shipping schedule regardless of this requirement for inspection samples. The contractor will be notified of the test results only if there are deficiencies.

**DEPARTMENTAL QUALITY COPIES:** All orders must be divided into equal sublots in accordance with the chart shown below. A random sample must be selected from each subplot. Do not choose copies from the same general area in each subplot.

Quantity <u>Ordered</u>	Number of <u>Sublots</u>
500 - 3,200	50
3,201 - 10,000	80
10,001 - 35,000	125
35,001 and over	200

These randomly selected samples must be packed separately and must be identified by a special government-furnished blue label, which is to be affixed to each affected container. These random sample copies must be recorded separately on all shipping documents and sent in accordance with the distribution list. The random inspection samples constitute a part of the total quantity ordered, and no additional charge will be allowed.

In addition, a copy of the PRINT ORDER/SPECIFICATION along with the signed selection certificate, which will be furnished, must be included with the samples.

A copy of the Government-furnished certificate must accompany the voucher sent to the GPO, Financial Management Service, for payment. Failure to furnish the certificate may result in delay of processing the voucher.

**DISTRIBUTION:** Deliver f.o.b. destination to: Public Affairs Officer, Sierra Army Depot, Bldg. P-150, Herlong, CA 96113; or to the address otherwise indicated on the print order.

**SCHEDULE:** Adherence to this schedule must be maintained. Contractor must not start production of any job prior to receipt of the individual print order (GPO Form 2511).

The following schedule begins upon notification of the receipt of the furnished materials at the contractor's FTP site. The figures below represent the number of workdays allowed to perform that requirement, beginning upon completion of preceding scheduled requirement.

Submission of page proofs or bluelines:	1
Emailed proofs withheld:	2 hrs
Complete delivery:	2*

\* Furnished material ready for pickup no later than 10:00 AM on the Monday prior to the last Thursday of the month. Complete production and delivery is to be made no later than 9:00 AM the following Thursday.

### SECTION 3. - DETERMINATION OF AWARD

The Government will determine the lowest quote by applying the prices offered in the "Schedule of Prices" to the following units of production which are the estimated requirements to produce one year's orders under this contract. These units do not constitute, nor are they to be construed as, a guarantee of the volume of work which may be ordered under this contract.

The following item designations correspond to those listed in the "Schedule of Prices".

- |            |     |     |
|------------|-----|-----|
| <b>I.</b>  | (1) | (2) |
| (a)        | 1   | 1   |
| (b)        | 5   | 5   |
| (c)        | 2   | 2   |
| (d)        | 4   | 4   |
| <b>II.</b> |     |     |
| (a)        | 5   |     |

**SECTION 4. - SCHEDULE OF PRICES**

Quotes offered are f.o.b. destination.

Prices must include the cost of all required materials and operations for each item listed in accordance with these specifications.

Bidder must make an entry in each of the spaces provided, in the category or categories, for which the bids are submitted. Bids submitted with any obliteration, revision, or alteration of the order and manner of submitting bids may be declared nonresponsive.

An entry of NC (No Charge) shall be entered if bidder intends to furnish individual items at no charge to the Government.

Quotes submitted with NB (No Bid) or blank spaces for an item may be declared nonresponsive.

The Contracting Officer reserves the right to reject any offer that contains prices for individual items of production (whether or not such items are included in the Determination of Award) that are inconsistent or unrealistic in regard to other prices in the same offer or to GPO prices for the same operation if such action would be in the best interest of the Government.

All vouchers submitted to the GPO shall be based on the most economical method of production.

Fractional parts of 1,000 will be prorated at the "Per 100" or 'Per 1,000' rate, as applicable.

**I. COMPLETE PRODUCT:** Prices quoted shall include the cost of all required materials and operations (excepting those listed under Item II) necessary for the complete production and distribution of the product listed in accordance with these specifications.

<u>The Challenge:</u>	<u>Makeready and/or Setup</u> (1)	<u>Running Per 1,000 Copies</u> (2)
(a) 8-pg issue: 4/c process on pages 1, 8.....	\$ _____	\$ _____
(b) 8-pg issue: 4/c process on pages 1, 4, 5, 8.....	\$ _____	\$ _____
(c) 12-pg issue: 4/c process on pages 1, 8.....	\$ _____	\$ _____
(d) 12-pg issue: 4/c process on pages 1, 6, 7, 12.....	\$ _____	\$ _____

\_\_\_\_\_  
Initials

**II. ADDITIONAL OPERATIONS:**

(a) Author's alterations (includes any  
image setting charges).....per page ....\$ \_\_\_\_\_

Discounts are offered for payment as follows: \_\_ percent, \_\_ calendar days. See Article 9 "Discounts" of Solicitation Provisions in GPO Contract Terms (Pub. 310.2).

**CONTRACTOR'S NAME AND SIGNATURE:** Fill out and submit all relevant pages in "Section 4.- Schedule of Prices", initialing or signing each in the space provided.

Contractor \_\_\_\_\_ GPO Contractor Code No. \_\_\_\_\_

\_\_\_\_\_  
(City - State)

By \_\_\_\_\_  
(Signature and title of person authorized to sign this bid)

\_\_\_\_\_  
(Person to be contacted) (Telephone Number)

Program No 3994-S Term 11/01/2012 To 10/31/2013 plus two option years											
TITLE: Tabloid Periodicals											
			(Contr #1 - E4) Folger Graphics Hayward, CA		(Contr #2 - G4) Grafikshop Corp Houston, TX		(Contr #3 - I4) Eagle Web Press Salem, OR		(Contr #4 - K4) Current Contractor Eagle Web Press		
ITEM NC	DESCRIPTION	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
<b>CATEGORY 1</b>											
<b>I. COMPLETE PRODUCT:</b>											
<i>The Challenge:</i>											
(a)	8-pg issue: 4/c process on pages 1, 8.....										
(1)	Makeready and/or Setup.....	1	400.00	400.00			402.63	402.63	377.42	377.42	
(2)	Running Per 1,000 Copies.....	1	175.00	175.00			357.54	357.54	324.26	324.26	
(b)	8-pg issue: 4/c process on pages 1, 4, 5, 8.....										
(1)	Makeready and/or Setup.....	5	400.00	2,000.00			402.63	2,013.15	377.42	1,887.10	
(2)	Running Per 1,000 Copies.....	5	175.00	875.00			357.54	1,787.70	324.26	1,621.30	
(c)	12-pg issue: 4/c process on pages 1, 12.....										
(1)	Makeready and/or Setup.....	2	600.00	1,200.00			456.32	912.64	457.16	914.32	
(2)	Running Per 1,000 Copies.....	2	250.00	500.00			429.47	858.94	407.19	814.38	
(d)	12-pg issue: 4/c process on pages 1, 6, 7, 12.....										
(1)	Makeready and/or Setup.....	4	600.00	2,400.00			595.89	2,383.56	574.11	2,296.44	
(2)	Running Per 1,000 Copies.....	4	250.00	1,000.00			493.89	1,975.56	483.74	1,934.96	
<b>II. ADDITIONAL OPERATIONS:</b>											
(a)	Author's alterations (includes any imagesetting charges).....per page.....	5	25.00	125.00			26.84	134.20	26.58	132.90	
<b>CONTRACTOR TOTALS</b>				<b>\$8,675.00</b>				<b>\$10,825.92</b>		<b>\$10,303.08</b>	
<b>DISCOUNT</b>							5.00%	<b>\$541.30</b>	5.00%	<b>\$515.15</b>	
<b>DISCOUNTED TOTALS</b>				<b>\$8,675.00</b>				<b>\$10,284.62</b>		<b>\$9,787.93</b>	
<b>CATEGORY 2</b>											
<b>I. COMPLETE PRODUCT:</b>											
<i>Maritime News:</i>											
(a)	4-page issue, printing 4/c process on one side and black ink only on the reverse side.....										
(1)	Makeready and/or Setup.....	1	450.00	450.00	380.00	380.00	502.48	502.48	479.48	479.48	
(2)	Running Per 1,000 Copies.....	9	30.00	270.00	70.00	630.00	32.21	289.89	36.31	326.79	
(b)	4-page issue, printing 4/c process on both sides..										
(1)	Makeready and/or Setup.....	3	600.00	1,800.00	560.00	1,680.00	648.51	1,945.53	616.63	1,849.89	
(2)	Running Per 1,000 Copies.....	27	35.00	945.00	100.00	2,700.00	34.36	927.72	41.88	1,130.76	
<b>II. ADDITIONAL OPERATIONS:</b>											
(a)	Author's alterations (includes any imagesetting charges).....per page.....	5	25.00	125.00	50.00	250.00	26.84	134.20	26.58	132.90	
<b>CONTRACTOR TOTALS</b>				<b>\$3,590.00</b>		<b>\$5,640.00</b>		<b>\$3,799.82</b>		<b>\$3,919.82</b>	
<b>DISCOUNT</b>						1.00%	<b>\$56.40</b>	5.00%	<b>\$189.99</b>	5.00%	<b>\$195.99</b>
<b>DISCOUNTED TOTALS</b>				<b>\$3,590.00</b>		<b>\$5,583.60</b>		<b>\$3,609.83</b>		<b>\$3,723.83</b>	