## TITLE: "IMA UPDATE NEWSLETTER" / PROGRAM 2858-SP NOVEMBER 1, 2001 to OCTOBER 31, 2002 W/OPTIONS

|          |  | Basis  | GOWDY PRINTCRAFT PAPER CH |             |           | CHASE                   | HASE FREDERIC PRINTING |             |  |
|----------|--|--------|---------------------------|-------------|-----------|-------------------------|------------------------|-------------|--|
| Item No. | DESCRIPTION  | of     | State 050                 | Code 37708  | State 050 | Code 66806              | State 050              | Code 34310  |  |
|          |  | Award  | UNIT RATE                 | COST        | UNIT RATE | COST                    | UNIT RATE              | COST        |  |
| I.       | COMPLETE PRODUCT (Except those covered under Item II):             | I      |                           |             |           |                         |                        |             |  |
| (a)      | Per page   |        |                           |             |           |                         |                        |             |  |
| (1)      | Make-ready and Setup Charges                                       | 72 x   | 48.00                     | 3,456.00    | 25.00     | 1,800.00                | 7.90                   | 568.80      |  |
| (2)      | Running Charge per 1,000 Copies                                    | 1404 x | 15.12                     | 21,228.48   | 12.71     | 17,844.84               | 14.68                  | 20,610.72   |  |
| II.      | PACKING AND SEALING FOR DISTRIBUTION:                              |        |                           |             |           |                         |                        |             |  |
|          | Mailing, includes affixing labels and delivery to a post office:   |        |                           |             |           |                         |                        |             |  |
| (a)      | Affixing furnished labels on single copies (self-mailer)           |        |                           |             |           |                         |                        |             |  |
|          | per 1000 labels  | 84 x   | 80.00                     | 6,720.00    | 29.00     | 2,436.00                | 69.07                  | 5,801.88    |  |
| (b)      | Multiple copies in Kraft envelope (up to 200 leaves)each envelope  | 320 x  | 0.75                      | 240.00      | 3.00      | 960.00                  | 0.46                   | 147.20      |  |
| (c)      | Multiple copies over 200 leaves up to 16 kg (36 lbs.) in cushioned |        |                           |             |           |                         |                        |             |  |
|          | shipping bags, shipping bundles, or shipping containers            |        |                           |             |           |                         |                        |             |  |
|          | (maximum gross weight 18 kg (40 lbs.))each bag/bundle/container    | 395    | 2.00                      | 790.00      | 5.00      | 1,975.00                | 1.76                   | 695.20      |  |
| (d)      | Addressing additional labels for more than one parcel              |        |                           |             |           |                         |                        |             |  |
|          | per destinationeach label  | 35 x   | 0.75                      | 26.25       | 1.00      | 35.00                   | No Charge              |             |  |
|          | CONTRACTOR TOTALS<br>DISCOUNT if any                               |        | NET                       | \$32,460.73 | 2.000%    | \$25,050.84<br>\$501.02 | NET                    | \$27,823.80 |  |
|          | DISCOUNTED TOTALS  |        |                           | \$32,460.73 |           | \$24,549.82             |                        | \$27,823.80 |  |

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AWARDED