

RFB# OCA-CP-204: Case File and Motion Jackets & Folders

Initial Period Q&A - Deadline June 11, 2015 at 4:00 PM

Q. 1. – Can you email me the bid specs for the case jackets?

A. – The bid specs are on-line and can be found on our public website: www.nycourts.gov/admin/bids under “Current Solicitations” and RFB# OCA/CP-204.

Q. 2. – Can I pick up samples from you tomorrow?

A. - No. As per the bid specs on page 7, **Mandatory Pre-Bid Conference and Examination of Custom Jackets & Folders:** Samples of custom jackets & folders required by UCS locations will be available for examination by potential bidders during this pre-bid conference only. No samples will be provided for bidding purposes at any other time.

Q. 3. – Do we include the cost of the negatives and plates into the printing prices or can we charge them separately? If we cannot charge these separately, do we have to allow for a change on every item for every year? How do we determine how many changes there will be annually?

A. – As indicated in the provision, “Pricing/Compensation” on page 8 of the Request for Bid, except as expressly provided for in the Bid Response Form, there shall be no other charge, cost, reimbursement or expense of any kind payable by UCS in connection with or arising from awarded contractor’s production and delivery of the items as specified in this RFP/RFB, including, but not limited to the manufacture, production, construction, **printing (including, but not limited to, all options and customization specified, pre-printing set up, artwork, annual date or information changes, plates, etc.),** color coding, printing and affixing labels to jackets and folders).

Q. 4. – In group 2 on the bid response form on page 38, the estimated quantity for the Tyvek tape reinforcement of 156000 does not reflect the quantities of jackets we have produced over the last 4 years. Is the quantity correct?

A. – The quantity reflects current estimates. Further, any quantities specified in this solicitation constitute estimates only and are based on a survey of future ordering estimates by UCS locations. Accordingly no commitment or guarantee to reach any specified volume of business is made or implied.

Q. 5. – Can I ask for a copy of the current award?

A. – Please see attached.

Q. 6. – I know that the last time I think only 4 or 5 companies were asked to bid this. Will this be the same for this contract or is it open to the masses?

A. – As is the policy of the NYS UCS, our Requests for Bid are open to any and all interested bidders and are published on both the UCS’s public website and in the New York State Contract Reporter. There is a mandatory pre-bid conference for this RFB. Attendance will be taken at it and only bidders who attend this mandatory conference will be permitted to submit bid responses.

Q. 7. – Do I have to do the Vendor Responsibility Questionnaire part of the bid again? It shows that I am certified and it is dated October 2014.

A.- See page 24 of the RFB (2. Attachment III - Vendor Responsibility Questionnaire): Online submissions must be certified and dated/updated not more than six (6) months prior to the bid opening date of this RFB/RFP.

Q. 8. May I have a copy of the winning bid for the current contract with is OCA/CP-185?. I thought that the pricing was public knowledge after the bid was awarded.

A. – See attached.

Q. 9. Wanted to let you know we received quote # OCA/CP-204 Case File & Motion Jackets & Folders and will submit a bid by 7/2. Is there any paperwork I have to fill out to confirm?

A. There is no paperwork to confirm, however, please be advised that if you want to submit a bid response for this RFB you must attend the pre-bid conference on 06/18 at 11:00 AM. For details, see “Mandatory Pre-Bid Conference and Examination of Custom Jackets & Folders on page 7 of the Request for Bid.

Q. 10. Our company did not receive a formal invitation from the Unified Court System. Are we allowed to submit a bid and can we attend the meeting scheduled for June 18?

A. As is the policy of the NYS UCS, our Requests for Bid are open to any and all interested bidders and are published on both the UCS’s public website and in the New York State Contract Reporter. There is a mandatory pre-bid conference for this RFB and if you will be attending please R.S.V.P. to gtanski@nycourts.gov by 06/17/2015. Attendance will be taken and only bidders who attend this mandatory conference will be permitted to submit bid responses.

Q. 11. In Group I Flat Jackets approximately 300,000 manila jackets are estimated to be used annually. We need to know approximately how many lots are between 100 and 1,000 since there is no place to put a minimum charge and we have to build the cost into our pricing.

A. All Unit Price estimated quantities are specified in 100 piece lots on the Bid Response Forms. The exact lot estimates for each item are specified in the Bid Response Forms.

Q. 12. What company currently holds this contract?

A. DER Graphics, Inc.

Q. 13. Is the bid for multiple counties and departments or just Kings County?

A. This RFB is for the provision of printed and unprinted custom case file and motion jackets and folders to UCS court locations throughout the State of New York. Please also see the RFB’s Exhibit B - Zip Codes for a listing of possible UCS ordering locations.

Q.14. Is there a way that I can be informed on which counties the nycourts.gov website posts bids for and which NY counties are not posted?

A. It is the policy of the NYS UCS to post our procurement opportunities on both the public website: www.nycourts.gov/admin/bids under “Current Solicitations” and in the New York State Contract Reporter (NYSCR). Each RFB is unique and will contain a “Purpose and Scope” outlining the area(s)/location(s) that sealed bids are being solicited for. The NYSCR will detail this under “Location” in their ads.

Q. 15. Are labels acceptable for all color ink numbering systems? Stated otherwise: are there any situations where color ink numbering systems must be printed directly on the folder tab? (Clarified by bidder - “Color ink” meaning colors other than black)

A. All sequential numbering and bar coding to be printed directly on folders and jackets shall be in black ink. Please refer to the Technical Specifications under B. Printing Specifications, Printing Options for Group I (P. 14-15) and Group II (p. 19) and B. Group III – Printing Specifications for Group III (p. 20).



NEW YORK STATE
Unified Court System

UCS

PA 06870

OFFICE OF COURT ADMINISTRATION
CONTRACT & PROCUREMENT ADMINISTRATION UNIT

RONALD P. YOUNKINS, ESQ.
EXECUTIVE DIRECTOR

EUGENE W. MYERS
CHIEF OF OPERATIONS

LAURA WEIGLEY ROSS
DIRECTOR, DIVISION OF ADMINISTRATIVE SERVICES

***** NOTICE OF AWARD *****

Amendment #1 - First Renewal Term

Contract/Award number **PA06870** must appear on all Purchase Orders.

Bid Number: OCA/CP-185

Commodity: Case File and Motion Jackets

Contract Term: July 11, 2014 - July 10, 2015

Renewal Term: One (1) one-year optional renewal period remains

Note: Orders placed by July 10th 2015 are guaranteed delivery by December 1st 2015.

Order Instructions: Be sure to clearly communicate printing required for each style ordered. Include a current jacket sample or separate pre-printed sheet, as necessary

Vendor: DER Graphics, Inc.
5534 Ferrier Street
Mount Royal, Quebec
H4P1M2
Mr. Mike McNeil

Fed. ID #: 122366982
Phone: (514) 737-8786 or
1-800-467-0710
Fax: (514) 342-9148
Email: Mike@Dergraphics.com

Pricing: All costs presented on the attached price schedule include a 2.1% price increase for the first renewal term. These prices are net, and include full inside delivery to the exact location(s) noted on the purchase order(s).

All pricing, terms and conditions are as specified in the RFB # OCA/CP- 185 General and Detailed Specifications which are incorporated herein.

Questions: Direct administrative questions to: Gabrielle Tanski-Shaver at gtanski@nycourts.gov

For the Unified Court System:

Robert F. Lynch, Deputy Director of Administrative Services
Office of Court Administration

Date: 10/7/14

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DIRECTOR, DIVISION OF ADMINISTRATIVE SERVICES

August 26, 2014

George Sorger
President
Der Graphics, Inc.
5534 Ferrier Street
Mount Royal, Quebec
H4P 1M2

RE: First Renewal Period for Notice of Award# PA06870 – Case File and Motion Jackets

Dear Mr. Sorger,

Please accept this letter as notification that the NYS Unified Court System's Office of Court Administration (UCS/OCA) intends to renew Notice of Award # PA06870 for a period of one (1) year, for the period July 11, 2014 – July 10, 2015, at the same terms and conditions, excluding pricing, which shall be increased in the amount of two and one-tenth percent (2.1%) for all items listed in Group I, Group II and Group III of the attached pricing pages.

This renewal is subject to the approval of the Office of the State Comptroller (OSC). Upon OSC approval, you will receive an amendment to the original Notice of Award. If you agree to the above terms, please sign below and return this letter to me at the address indicated below.

If you have any questions, or require any further information, please contact me by email at gtanski@nycourts.gov.

Sincerely,

Gabrielle Tanski-Shaver
Senior Court Analyst
Office of Court Administration
Contract & Procurement Administration Unit

Signature: _____
Mr. George Sorger, President
Der Graphics, Inc.

Date: SEPTEMBER 3, 2014

CC: Mr. Mike McNeil

RECEIVED SEP 08 2014

Pricing - Amendment #1, First Renewal Term

Group I - Flat Jackets:

Item A: 9-1/2 x 15" Flat Jacket - 3/4" Full Top Tab Cut (Not Reinforced, No Thumb Cut), 150#, 11 Pt. Stock - Manila

Group I, Item A	
Printing Options	Unit Price/M
Blank - No Printing	\$ 148.05
1 Color, 1 Face	\$ 155.19
1 Color, 2 Faces	\$ 155.19
1 Color, 1 Face, and Top Rear Inside Edge	\$ 170.51
2 Colors, 1 Face	\$ 170.51
2 Colors, 2 Faces	\$ 159.28
2 Colors, 1 Face and Top Rear Inside Edge	\$ 170.51

Item A1: 9-1/2 x 15" Flat Jacket - 3/4" Full Top Tab Cut (Not Reinforced, No Thumb Cut), 150#, 11 Pt. Stock - Assorted Colors

Group I, Item A1	
Printing Options	Unit Price/M
Blank - No Printing	\$ 175.61
1 Color, 1 Face	\$ 178.68
1 Color, 2 Faces	\$ 182.76
1 Color, 1 Face, and Top Rear Inside Edge	\$ 193.99
2 Colors, 1 Face	\$ 193.99
2 Colors, 2 Faces	\$ 193.99
2 Colors, 1 Face and Top Rear Inside Edge	\$ 193.99

Item B: 9-1/2 x 15" Flat Jacket - 4" Flap (min.), 150#, 11 Pt. Stock - Manila

Group I, Item B	
Printing Options	Unit Price/M
Blank - No Printing	\$ 175.61
1 Color, 1 Face	\$ 182.76
1 Color, 2 Faces	\$ 182.76
1 Color, 1 Face, and Top Rear Inside Edge	\$ 193.99
2 Colors, 1 Face	\$ 193.99
2 Colors, 2 Faces	\$ 193.99
2 Colors, 1 Face and Top Rear Inside Edge	\$ 193.99

Item B1: 9-1/2 x 15" Flat Jacket - 4" Flap (min.), 150#, 11 Pt. Stock - Assorted Colors

Group I, Item B1	
Printing Options	Unit Price/M
Blank - No Printing	\$ 245.04
1 Color, 1 Face	\$ 255.25
1 Color, 2 Faces	\$ 255.25
1 Color, 1 Face, and Top Rear Inside Edge	\$ 275.67
2 Colors, 1 Face	\$ 275.67
2 Colors, 2 Faces	\$ 275.67
2 Colors, 1 Face and Top Rear Inside Edge	\$ 275.67

Item C: 9-1/2 x 15" Flat Jacket - 3/4" Full Top Tab Cut (Not Reinforced, No Thumb Cut), Sub. 40# Kraft

Group I, Item C	
Printing Options	Unit Price/M
Blank - No Printing	\$ 112.31
1 Color, 1 Face	\$ 127.63
1 Color, 2 Faces	\$ 127.63
1 Color, 1 Face, and Top Rear Inside Edge	\$ 127.63
2 Colors, 1 Face	\$ 148.05
2 Colors, 2 Faces	\$ 148.05
2 Colors, 1 Face and Top Rear Inside Edge	\$ 148.05

Item C1: 9-1/2 x 15" Flat Jacket - 3/4" Full Top Tab Cut (Not Reinforced, No Thumb Cut), Sub. 40# Kraft - Gray

Group I, Item C1	
Printing Options	Unit Price/M
Blank - No Printing	\$ 154.17
1 Color, 1 Face	\$ 164.38
1 Color, 2 Faces	\$ 164.38
1 Color, 1 Face, and Top Rear Inside Edge	\$ 184.80
2 Colors, 1 Face	\$ 184.80
2 Colors, 2 Faces	\$ 184.80
2 Colors, 1 Face and Top Rear Inside Edge	\$ 184.80

Item D: 9-1/2 x 14-3/4" Legal Size File Folder - 2/5 Cut, Left or Right Tab (Reinforced), 150#, 11 Pt. Stock - Manila & Assorted Colors, with One (1) 2" Bonded Fasteners (Inside - Back, Left Side)

Group I, Item D	
Printing Options	Unit Price/M
Blank - No Printing	\$ 255.25
1 Color, 1 Face	\$ 275.67
1 Color, 2 Faces	\$ 275.67
1 Color, 1 Face, and Top Rear Inside Edge	\$ 285.88
2 Colors, 1 Face	\$ 285.88
2 Colors, 2 Faces	\$ 285.88
2 Colors, 1 Face and Top Rear Inside Edge	\$ 285.88

Item D1: 9-1/2 x 14" File Folder - 2/5 Cut, Left or Right Tab (Reinforced), 150#, 11 Pt. Stock - Manila & Assorted Colors, with One (1) 2" Bonded Fasteners (Inside - Back, Left Side)

Group I, Item D1	
Printing Options	Unit Price/M
Blank - No Printing	\$ 255.25
1 Color, 1 Face	\$ 270.57
1 Color, 2 Faces	\$ 270.57
1 Color, 1 Face, and Top Rear Inside Edge	\$ 270.57
2 Colors, 1 Face	\$ 270.57
2 Colors, 2 Faces	\$ 270.57
2 Colors, 1 Face and Top Rear Inside Edge	\$ 270.57

Item D2: 9-1/2 x 15-1/4" File Folder - 2/5 Cut, Left or Right Tab (Reinforced), 150#, 11 Pt. Stock - Manila & Assorted Colors, with One (1) 2" Bonded Fasteners (Inside - Back, Left Side)

Group I, Item D2	
Printing Options	Unit Price/M
Blank - No Printing	\$ 296.09
1 Color, 1 Face	\$ 306.30
1 Color, 2 Faces	\$ 306.30
1 Color, 1 Face, and Top Rear Inside Edge	\$ 306.30
2 Colors, 1 Face	\$ 306.30
2 Colors, 2 Faces	\$ 306.30
2 Colors, 1 Face and Top Rear Inside Edge	\$ 306.30

Item E: 10 x 15" Flat Jacket - 4" Flap (min.), 150#, 11 Pt. Stock - Manila

Group I, Item E	
Printing Options	Unit Price/M
Blank - No Printing	\$ 178.68
1 Color, 1 Face	\$ 188.89
1 Color, 2 Faces	\$ 188.89
1 Color, 1 Face, and Top Rear Inside Edge	\$ 188.89
2 Colors, 1 Face	\$ 188.89
2 Colors, 2 Faces	\$ 188.89
2 Colors, 1 Face and Top Rear Inside Edge	\$ 188.89

Item F: 9-1/2 x 14-3/4" Legal Size File Folder - 2/5 Cut, Left or Right Tab (Reinforced), 150#, 11 Pt. Stock - Assorted Colors

Group I, Item F	
Printing Options	Unit Price/M
Blank - No Printing	\$ 255.25
1 Color, 1 Face	\$ 321.62
1 Color, 2 Faces	\$ 321.62
1 Color, 1 Face, and Top Rear Inside Edge	\$ 321.62
2 Colors, 1 Face	\$ 372.67
2 Colors, 2 Faces	\$ 372.67
2 Colors, 1 Face and Top Rear Inside Edge	\$ 372.67

Item H: 9-1/2 x 15-1/2" Flat Jacket (Overall Dimensions) - 14-3/4" Full Top Tab Cut (Not Reinforced, No Thumb Cut), 3/4 x 8-1/2" Vertical Tab (reinforced by over-lapping seam), 150#, 11 Pt. Stock - Manila

Group I, Item H	
Printing Options	Unit Price/M
Blank - No Printing	\$ 168.47
1 Color, 1 Face	\$ 178.68
1 Color, 2 Faces	\$ 178.68
1 Color, 1 Face, and Top Rear Inside Edge	\$ 188.89
2 Colors, 1 Face	\$ 188.89
2 Colors, 2 Faces	\$ 188.89
2 Colors, 1 Face and Top Rear Inside Edge	\$ 188.89

Item H1: 9-1/2 x 15-1/2" Flat Jacket (Overall Dimensions) - 14-3/4" Full Top Tab Cut (Not Reinforced, No Thumb Cut), 3/4 x 8-1/2" Vertical Tab (reinforced by over-lapping seam), 150#, 11 Pt. Stock - Assorted Colors

Group I, Item H1	
Printing Options	Unit Price/M
Blank - No Printing	\$ 206.24
1 Color, 1 Face	\$ 206.24
1 Color, 2 Faces	\$ 206.24
1 Color, 1 Face, and Top Rear Inside Edge	\$ 206.24
2 Colors, 1 Face	\$ 275.67
2 Colors, 2 Faces	\$ 275.67
2 Colors, 1 Face and Top Rear Inside Edge	\$ 275.67

Additional Options for Group I	
Item	Unit Price/M
Sequential Numbering	\$ 25.53
Cloth/Tyvck Tape Reinforcement	\$ 102.10
Tie String w/ Circular Tabs or Elastic Ties	\$ 102.10
Bar Coding	\$ 102.10
Strip Labels with Bar Coding	\$ 81.68
Strip Labels without Bar Coding	\$ 81.68

Additional Production Fees	
Item	Unit Price/M
Charge for Changes to Proof after Final Approval/ Post Production	\$ 102.10
New Plate Charge	\$ 280.78

Group II - Expansion Jackets:

Item I: 10 x 15 x 2" Expansion Jacket - Full Top Tab Cut (Not Reinforced, No Thumb Cut), 200#, 15 Pt. Stock - Manila, 2" Exp. Reinforced w/ Eyelets, Fully Closed & Sealed Corners

Group II, Item I	
Printing Options	Unit Price/M
Blank - No Printing	\$ 541.13
1 Color, 1 Face	\$ 592.18
1 Color, 2 Faces	\$ 592.18
1 Color, 2 Faces and Sides	\$ 592.18
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 643.23
1 Color, 2 Faces, Sides and Top of Flap	\$ 694.28
1 Color, 1 Face, and Top Rear Inside Edge	\$ 694.28
2 Colors, 1 Face	\$ 694.28
2 Colors, 2 Faces	\$ 694.28
2 Colors, 2 Faces and Sides	\$ 653.44
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 663.65
2 Colors, 2 Faces, Sides and Top of Flap	\$ 694.28
2 Colors, 1 Face and Top Rear Inside Edge	\$ 694.28

Item J: 10 x 15 x 2" Expansion Jacket - 4" Flap (min.), 200#, 15 Pt. Stock - Manila, 2" Exp. Reinforced w/ Eyelets, Fully Closed & Sealed Corners

Group II, Item J	
Printing Options	Unit Price/M
Blank - No Printing	\$ 694.28
1 Color, 1 Face	\$ 745.33
1 Color, 2 Faces	\$ 745.33
1 Color, 2 Faces and Sides	\$ 745.33
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 796.38
1 Color, 2 Faces, Sides and Top of Flap	\$ 796.38
1 Color, 1 Face, and Top Rear Inside Edge	\$ 796.38
2 Colors, 1 Face	\$ 796.38
2 Colors, 2 Faces	\$ 796.38
2 Colors, 2 Faces and Sides	\$ 796.38
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 796.38
2 Colors, 2 Faces, Sides and Top of Flap	\$ 745.33
2 Colors, 1 Face and Top Rear Inside Edge	\$ 796.38

Item K: 9 x 15 x 2" Expansion Jackets - Full Top Tab Cut (Not Reinforced, No Thumb Cut), 200#, 15 Pt. Stock - Manila, 2" Exp. Reinforced w/ Eyelets, Fully Closed & Sealed Corners (For Specially-Sized File Cabinets)

Group II, Item K	
Printing Options	Unit Price/M
Blank - No Printing	\$ 541.13
1 Color, 1 Face	\$ 592.18
1 Color, 2 Faces	\$ 592.18
1 Color, 2 Faces and Sides	\$ 592.18
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 694.28
1 Color, 2 Faces, Sides and Top of Flap	\$ 694.28
1 Color, 1 Face, and Top Rear Inside Edge	\$ 694.28
2 Colors, 1 Face	\$ 694.28
2 Colors, 2 Faces	\$ 694.28
2 Colors, 2 Faces and Sides	\$ 694.28
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 694.28
2 Colors, 2 Faces, Sides and Top of Flap	\$ 694.28
2 Colors, 1 Face and Top Rear Inside Edge	\$ 694.28

Item L: 9-1/2 x 15 x 2" Expansion Jacket - No Back Cut (Even with Front, No Thumb Cut), 200#, 15 Pt. Stock - Manila, 2" Exp. Reinforced w/ Eyelets, Fully Closed & Sealed Corners

Group II, Item L	
Printing Options	Unit Price/M
Blank - No Printing	\$ 541.13
1 Color, 1 Face	\$ 643.23
1 Color, 2 Faces	\$ 643.23
1 Color, 2 Faces and Sides	\$ 643.23
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 694.28
1 Color, 2 Faces, Sides and Top of Flap	\$ 694.28
1 Color, 1 Face, and Top Rear Inside Edge	\$ 694.28
2 Colors, 1 Face	\$ 612.60
2 Colors, 2 Faces	\$ 694.28
2 Colors, 2 Faces and Sides	\$ 612.60
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 694.28
2 Colors, 2 Faces, Sides and Top of Flap	\$ 694.28
2 Colors, 1 Face and Top Rear Inside Edge	\$ 694.28

Item M: 9-1/2 x 14-3/4 x 2" Legal Size Expansion Jacket - 1/2" Full Back Cut with 1/2" Extended Side Tab (Upper Right or Left Corner), Red Rope (Manila-Lined with Gusset), 2" Exp., Fully Closed and Sealed Corners

Group II, Item M	
Printing Options	Unit Price/M
Blank - No Printing	\$ 1,378.35
1 Color, 1 Face	\$ 1,516.19
1 Color, 2 Faces	\$ 1,516.19
1 Color, 2 Faces and Sides	\$ 1,516.19
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 1,516.19
1 Color, 2 Faces, Sides and Top of Flap	\$ 1,516.19
1 Color, 1 Face, and Top Rear Inside Edge	\$ 1,516.19
2 Colors, 1 Face	\$ 1,516.19
2 Colors, 2 Faces	\$ 1,516.19
2 Colors, 2 Faces and Sides	\$ 1,516.19
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 1,516.19
2 Colors, 2 Faces, Sides and Top of Flap	\$ 1,516.19
2 Colors, 1 Face and Top Rear Inside Edge	\$ 1,516.19

Item N: Type 3 Pressboard Legal Size, 1-Partition Folder - Overall dimensions 10 x 15-1/4" including 1/2" Extended Side Tab (Upper Right Corner/Side), 2" Expansion w/ Tyvek Tape Reinforcement, Two (2) 2" Bonded Fasteners (Inside Folder - Front & Back, Left Side), Partition - 18 Pt. Kraft w/ One (1) 1" Duo Fastener

Group II, Item N	
Printing Options	Unit Price/M
Blank - No Printing	\$ 1,633.60
1 Color, 1 Face	\$ 1,684.65
1 Color, 2 Faces	\$ 1,684.65
1 Color, 2 Faces and Sides	\$ 1,684.65
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 1,684.65
1 Color, 2 Faces, Sides and Top of Flap	\$ 1,684.65
1 Color, 1 Face, and Top Rear Inside Edge	\$ 1,684.65
2 Colors, 1 Face	\$ 1,684.65
2 Colors, 2 Faces	\$ 1,684.65
2 Colors, 2 Faces and Sides	\$ 1,684.65
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 1,684.65
2 Colors, 2 Faces, Sides and Top of Flap	\$ 1,684.65
2 Colors, 1 Face and Top Rear Inside Edge	\$ 1,684.65

Item O: 10 x 15 x 5-1/4" Expanding Jacket - 8" Flap, 200#, 15 Pt. Stock - Manila, 5-1/4" Exp. with Tyvek Reinforced Double Gusset, Two (2) Dividers, Fully Closed and Sealed Corners, Grommet Secured Center Elastic Rope/Tie

Group II, Item O	
Printing Options	Unit Price/M
Blank - No Printing	\$ 2,246.20
1 Color, 1 Face	\$ 2,246.20
1 Color, 2 Faces	\$ 2,246.20
1 Color, 2 Faces and Sides	\$ 2,246.20
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 2,246.20
1 Color, 2 Faces, Sides and Top of Flap	\$ 2,246.20
1 Color, 1 Face, and Top Rear Inside Edge	\$ 2,246.20
2 Colors, 1 Face	\$ 2,246.20
2 Colors, 2 Faces	\$ 2,246.20
2 Colors, 2 Faces and Sides	\$ 2,246.20
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 2,246.20
2 Colors, 2 Faces, Sides and Top of Flap	\$ 2,246.20
2 Colors, 1 Face and Top Rear Inside Edge	\$ 2,246.20

Item P: 9-1/2 x 11-3/4" x 2" Expanding Folder - Overall dimensions 9-1/2 x 12-1/4" including 3/4" Extended Side Tab (8-1/2", Reinforced, Right Side), 150#, 11 Pt. Stock - Manila, Open-sided with Tyvek or Cloth 2" Exp., Center Divider - 11-1/4" x 9-1/4" with a 1/3 Center Cut Tab, Two (2) 2" Bonded Fasteners Inside Folder (Front & Back, Left Side), One Duo Fastener on Center Divider

Group II, Item P	
Printing Options	Unit Price/M
Blank - No Printing	\$ 1,010.79
1 Color, 1 Face	\$ 1,021.00
1 Color, 2 Faces	\$ 1,021.00
1 Color, 2 Faces and Sides	\$ 1,021.00
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 1,021.00
1 Color, 2 Faces, Sides and Top of Flap	\$ 1,021.00
1 Color, 1 Face, and Top Rear Inside Edge	\$ 1,021.00
2 Colors, 1 Face	\$ 1,021.00
2 Colors, 2 Faces	\$ 1,021.00
2 Colors, 2 Faces and Sides	\$ 1,021.00
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 1,021.00
2 Colors, 2 Faces, Sides and Top of Flap	\$ 1,021.00
2 Colors, 1 Face and Top Rear Inside Edge	\$ 1,021.00

Additional Options for Group II	
Item	Unit Price/M
Sequential Numbering	\$ 73.51
Cloth/Tyvek Tape Reinforcement	\$ 204.20
Tie String w/ Circular Tabs or Elastic Ties	\$ 204.20
Bar Coding	\$ 51.05
Strip Labels with Bar Coding	\$ 112.31
Strip Labels without Bar Coding	\$ 112.31

Additional Production Fees	
Item	Unit Price/M
Charge for Changes to Proof after Final Approval/ Post Production	\$ 102.10
New Plate Charge	\$ 280.78

Pricing - Group III

Item descriptions appear on the following pages.

Group III	
Item	Unit Price/M
CCI	\$ 296.09
CCI-U	\$ 321.62
CC2	\$ 321.62
CC2-U	\$ 321.62
CC3	\$ 321.62
CC3-U	\$ 321.62
CC4	\$ 1,010.79
CC4-U	\$ 1,010.79
CC4A	\$ 1,010.79
CC4A-U	\$ 908.69
CC5	\$ 1,123.10
CC5-U	\$ 1,123.10
CC5A	\$ 1,123.10
CC5A-U	\$ 1,123.10

Additional Production Fees	
Item	Unit Price/M
Charge for Changes to Proof after Final Approval/ Post Production	\$ 102.10
New Plate Charge	\$ 280.78

Bid Response Form - Group I

Group I, Item A:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>145.00</u>	x	5,000	\$ <u>725.00</u>
1 Color, 1 Face	\$ <u>152.00</u>	x	79,000	\$ <u>12008.00</u>
1 Color, 2 Faces	\$ <u>152.00</u>	x	215,000	\$ <u>32680.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>167.00</u>	x	2,000	\$ <u>334.00</u>
2 Colors, 1 Face	\$ <u>167.00</u>	x	2,000	\$ <u>334.00</u>
2 Colors, 2 Faces	\$ <u>156.00</u>	x	171,000	\$ <u>26676.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>167.00</u>	x	1,000	\$ <u>167.00</u>
	Total Estimated	Annual Cost	Item A =	\$ <u>72924.00</u>

Group I, Item A1:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>172.00</u>	x	1,000	\$ <u>172.00</u>
1 Color, 1 Face	\$ <u>175.00</u>	x	61,000	\$ <u>10675.00</u>
1 Color, 2 Faces	\$ <u>179.00</u>	x	1,000	\$ <u>179.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>190.00</u>	x	1,000	\$ <u>190.00</u>
2 Colors, 1 Face	\$ <u>190.00</u>	x	1,000	\$ <u>190.00</u>
2 Colors, 2 Faces	\$ <u>190.00</u>	x	1,000	\$ <u>190.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>190.00</u>	x	1,000	\$ <u>190.00</u>
	Total Estimated	Annual Cost	Item A1 =	\$ <u>11786.00</u>

Group I, Item B:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>172.00</u>	x	3,000	\$ <u>516.00</u>
1 Color, 1 Face	\$ <u>179.00</u>	x	110,000	\$ <u>19690.00</u>
1 Color, 2 Faces	\$ <u>179.00</u>	x	1,000	\$ <u>179.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>190.00</u>	x	1,000	\$ <u>190.00</u>
2 Colors, 1 Face	\$ <u>190.00</u>	x	80,000	\$ <u>15200.00</u>
2 Colors, 2 Faces	\$ <u>190.00</u>	x	1,000	\$ <u>190.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>190.00</u>	x	1,000	\$ <u>190.00</u>
	Total Estimated	Annual Cost	Item B =	\$ <u>36155.00</u>

Bid Response Form - Group I

Group I, Item B1:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>240.00</u>	x	1,000	\$ <u>240.00</u>
1 Color, 1 Face	\$ <u>250.00</u>	x	21,000	\$ <u>5250.00</u>
1 Color, 2 Faces	\$ <u>250.00</u>	x	1,000	\$ <u>250.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>270.00</u>	x	1,000	\$ <u>270.00</u>
2 Colors, 1 Face	\$ <u>270.00</u>	x	1,000	\$ <u>270.00</u>
2 Colors, 2 Faces	\$ <u>270.00</u>	x	1,000	\$ <u>270.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>270.00</u>	x	1,000	\$ <u>270.00</u>
Total Estimated			Annual Cost	Item B1 = \$ <u>6820.00</u>

Group I, Item C:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>110.00</u>	x	15,000	\$ <u>1650.00</u>
1 Color, 1 Face	\$ <u>125.00</u>	x	43,000	\$ <u>5375.00</u>
1 Color, 2 Faces	\$ <u>125.00</u>	x	1,000	\$ <u>125.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>125.00</u>	x	1,000	\$ <u>125.00</u>
2 Colors, 1 Face	\$ <u>145.00</u>	x	1,000	\$ <u>145.00</u>
2 Colors, 2 Faces	\$ <u>145.00</u>	x	1,000	\$ <u>145.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>145.00</u>	x	1,000	\$ <u>145.00</u>
Total Estimated			Annual Cost	Item C = \$ <u>7710.00</u>

Group I, Item C1:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>151.00</u>	x	1,000	\$ <u>151.00</u>
1 Color, 1 Face	\$ <u>161.00</u>	x	3,000	\$ <u>161.00</u>
1 Color, 2 Faces	\$ <u>161.00</u>	x	1,000	\$ <u>161.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>181.00</u>	x	1,000	\$ <u>181.00</u>
2 Colors, 1 Face	\$ <u>181.00</u>	x	1,000	\$ <u>181.00</u>
2 Colors, 2 Faces	\$ <u>181.00</u>	x	1,000	\$ <u>181.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>181.00</u>	x	1,000	\$ <u>181.00</u>
Total Estimated			Annual Cost	Item C 1 = \$ <u>1519.00</u>

Bid Response Form - Group I

Group I, Item D:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>250.00</u>	x	16,000	\$ <u>4000.00</u>
1 Color, 1 Face	\$ <u>270.00</u>	x	1,000	\$ <u>270.00</u>
1 Color, 2 Faces	\$ <u>270.00</u>	x	1,000	\$ <u>270.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>280.00</u>	x	1,000	\$ <u>280.00</u>
2 Colors, 1 Face	\$ <u>280.00</u>	x	1,000	\$ <u>280.00</u>
2 Colors, 2 Faces	\$ <u>280.00</u>	x	1,000	\$ <u>280.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>280.00</u>	x	1,000	\$ <u>280.00</u>
Total Estimated Annual Cost			Item D =	\$ <u>5660.00</u>

Group I, Item D1:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>250.00</u>	x	1,000	\$ <u>250.00</u>
1 Color, 1 Face	\$ <u>265.00</u>	x	10,000	\$ <u>2650.00</u>
1 Color, 2 Faces	\$ <u>265.00</u>	x	1,000	\$ <u>265.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>265.00</u>	x	1,000	\$ <u>265.00</u>
2 Colors, 1 Face	\$ <u>265.00</u>	x	1,000	\$ <u>265.00</u>
2 Colors, 2 Faces	\$ <u>265.00</u>	x	1,000	\$ <u>265.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>265.00</u>	x	1,000	\$ <u>265.00</u>
Total Estimated Annual Cost			Item D1 =	\$ <u>4225.00</u>

Group I, Item D2:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>290.00</u>	x	1,000	\$ <u>290.00</u>
1 Color, 1 Face	\$ <u>300.00</u>	x	1,000	\$ <u>300.00</u>
1 Color, 2 Faces	\$ <u>300.00</u>	x	1,000	\$ <u>300.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>300.00</u>	x	1,000	\$ <u>300.00</u>
2 Colors, 1 Face	\$ <u>300.00</u>	x	1,000	\$ <u>300.00</u>
2 Colors, 2 Faces	\$ <u>300.00</u>	x	1,000	\$ <u>300.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>300.00</u>	x	1,000	\$ <u>300.00</u>
Total Estimated Annual Cost			Item D2 =	\$

Bid Response Form - Group I

Group I, Item E:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>175.00</u>	x	1,000	\$ <u>175.00</u>
1 Color, 1 Face	\$ <u>185.00</u>	x	19,000	\$ <u>3515.00</u>
1 Color, 2 Faces	\$ <u>185.00</u>	x	1,000	\$ <u>185.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>185.00</u>	x	1,000	\$ <u>185.00</u>
2 Colors, 1 Face	\$ <u>185.00</u>	x	1,000	\$ <u>185.00</u>
2 Colors, 2 Faces	\$ <u>185.00</u>	x	1,000	\$ <u>185.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>185.00</u>	x	22,000	\$ <u>4070.00</u>
	Total Estimated	Annual Cost	Item E =	\$ <u>8500.00</u>

Group I, Item F:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>250.00</u>	x	1,000	\$ <u>250.00</u>
1 Color, 1 Face	\$ <u>315.00</u>	x	1,000	\$ <u>315.00</u>
1 Color, 2 Faces	\$ <u>315.00</u>	x	1,000	\$ <u>315.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>315.00</u>	x	1,000	\$ <u>315.00</u>
2 Colors, 1 Face	\$ <u>365.00</u>	x	1,000	\$ <u>365.00</u>
2 Colors, 2 Faces	\$ <u>365.00</u>	x	1,000	\$ <u>365.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>365.00</u>	x	1,000	\$ <u>365.00</u>
	Total Estimated	Annual Cost	Item F =	\$ <u>2290.00</u>

Group I, Item H:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>165.00</u>	x	1,000	\$ <u>165.00</u>
1 Color, 1 Face	\$ <u>175.00</u>	x	28,000	\$ <u>4900.00</u>
1 Color, 2 Faces	\$ <u>175.00</u>	x	1,000	\$ <u>175.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>185.00</u>	x	1,000	\$ <u>185.00</u>
2 Colors, 1 Face	\$ <u>185.00</u>	x	1,000	\$ <u>185.00</u>
2 Colors, 2 Faces	\$ <u>185.00</u>	x	1,000	\$ <u>185.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>185.00</u>	x	1,000	\$ <u>185.00</u>
	Total Estimated	Annual Cost	Item H =	\$ <u>5980.00</u>

Bid Response Form - Group I

Group I, Item H1:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>202.00</u>	x	1,000	\$ <u>202.00</u>
1 Color, 1 Face	\$ <u>202.00</u>	x	28,000	\$ <u>5656.00</u>
1 Color, 2 Faces	\$ <u>202.00</u>	x	1,000	\$ <u>202.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>202.00</u>	x	1,000	\$ <u>202.00</u>
2 Colors, 1 Face	\$ <u>270.00</u>	x	1,000	\$ <u>270.00</u>
2 Colors, 2 Faces	\$ <u>270.00</u>	x	1,000	\$ <u>270.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>270.00</u>	x	1,000	\$ <u>270.00</u>
	Total Estimated	Annual Cost	Item H1 =	\$ <u>7072.00</u>

Additional Options for Group I

Item	Unit Price / M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Sequential Numbering	\$ <u>25.00</u>	x	208,000	\$ <u>5200.00</u>
Cloth/Tyvek Tape Reinforcement	\$ <u>100.00</u>	x	1,000	\$ <u>100.00</u>
Tie String w/ Circular Tabs or Elastic Ties	\$ <u>100.00</u>	x	1,000	\$ <u>100.00</u>
Bar Coding	\$ <u>100.00</u>	x	1,000	\$ <u>100.00</u>
Strip Labels with Bar Coding	\$ <u>80.00</u>	x	176,000	\$ <u>14080.00</u>
Strip Labels without Bar Coding	\$ <u>80.00</u>	x	28,000	\$ <u>2240.00</u>
	Total Estimated	Annual Cost	of Options =	\$ <u>21820.00</u>

Additional Production Fees

Item	Unit Price / M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Charge for Changes to Proof after Final Approval/Post Production	\$ <u>100.00</u>	x	2	\$ <u>200.00</u>
New Plate Charge	\$ <u>275.00</u>	x	2	\$ <u>550.00</u>

Total Estimated Annual Cost for Group I:

\$ 172731.00 (Total Estimated Annual Cost of Item A - Item H1)
 + \$ 21820.00 (Total Estimated Annual Cost of Options)
 + \$ 750.00 (Total Estimated Annual Cost of Additional Production Fees)
 = \$ 195301.00 (Total Estimated Annual Cost of Group I)
 x 3 (Multiplied by 3 - years in Initial Term)
 = \$ 585903.00 **Grand Total Estimated Cost of Group I**

DER GRAPHICS INC.
Name of Company

MIKE McNEIL - MANAGER
Print Name and Title

JUNE 3, 2011
Date

Bid Response Form - Group II

Group II, Item I:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>530.00</u>	x	6,000	\$ <u>3180.00</u>
1 Color, 1 Face	\$ <u>580.00</u>	x	12,000	\$ <u>6960.00</u>
1 Color, 2 Faces	\$ <u>580.00</u>	x	6,000	\$ <u>3480.00</u>
1 Color, 2 Faces and Sides	\$ <u>580.00</u>	x	1,000	\$ <u>580.00</u>
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ <u>630.00</u>	x	6,000	\$ <u>3780.00</u>
1 Color, 2 Faces, Sides and Top of Flap	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 1 Face	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 2 Faces	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 2 Faces and Sides	\$ <u>640.00</u>	x	81,000	\$ <u>51840.00</u>
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ <u>650.00</u>	x	6,000	\$ <u>3900.00</u>
2 Colors, 2 Faces, Sides and Top of Flap	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
	Total Estimated	Annual Cost	Item I =	\$ <u>77800.00</u>

Group II, Item J:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>680.00</u>	x	3,000	\$ <u>2040.00</u>
1 Color, 1 Face	\$ <u>730.00</u>	x	12,000	\$ <u>8760.00</u>
1 Color, 2 Faces	\$ <u>730.00</u>	x	1,000	\$ <u>730.00</u>
1 Color, 2 Faces and Sides	\$ <u>730.00</u>	x	1,000	\$ <u>730.00</u>
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ <u>780.00</u>	x	1,000	\$ <u>780.00</u>
1 Color, 2 Faces, Sides and Top of Flap	\$ <u>780.00</u>	x	1,000	\$ <u>780.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>780.00</u>	x	1,000	\$ <u>780.00</u>
2 Colors, 1 Face	\$ <u>780.00</u>	x	1,000	\$ <u>780.00</u>
2 Colors, 2 Faces	\$ <u>780.00</u>	x	1,000	\$ <u>780.00</u>
2 Colors, 2 Faces and Sides	\$ <u>780.00</u>	x	1,000	\$ <u>780.00</u>
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ <u>780.00</u>	x	1,000	\$ <u>780.00</u>
2 Colors, 2 Faces, Sides and Top of Flap	\$ <u>730.00</u>	x	16,000	\$ <u>11680.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>780.00</u>	x	1,000	\$ <u>780.00</u>
	Total Estimated	Annual Cost	Item J =	\$ <u>30180.00</u>

Bid Response Form - Group II

Group II, Item K:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>530.00</u>	x	1,000	\$ <u>530.00</u>
1 Color, 1 Face	\$ <u>580.00</u>	x	1,000	\$ <u>580.00</u>
1 Color, 2 Faces	\$ <u>580.00</u>	x	1,000	\$ <u>580.00</u>
1 Color, 2 Faces and Sides	\$ <u>580.00</u>	x	1,000	\$ <u>580.00</u>
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
1 Color, 2 Faces, Sides and Top of Flap	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 1 Face	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 2 Faces	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 2 Faces and Sides	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 2 Faces, Sides and Top of Flap	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
	Total Estimated	Annual Cost	Item K =	\$ <u>8390.00</u>

Group II, Item L:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ <u>530.00</u>	x	4,000	\$ <u>2120.00</u>
1 Color, 1 Face	\$ <u>630.00</u>	x	1,000	\$ <u>630.00</u>
1 Color, 2 Faces	\$ <u>630.00</u>	x	1,000	\$ <u>630.00</u>
1 Color, 2 Faces and Sides	\$ <u>630.00</u>	x	2,000	\$ <u>1260.00</u>
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ <u>680.00</u>	x	3,000	\$ <u>2040.00</u>
1 Color, 2 Faces, Sides and Top of Flap	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
1 Color, 1 Face and Top Rear Inside Edge	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 1 Face	\$ <u>600.00</u>	x	7,000	\$ <u>4200.00</u>
2 Colors, 2 Faces	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 2 Faces and Sides	\$ <u>600.00</u>	x	17,000	\$ <u>10200.00</u>
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 2 Faces, Sides and Top of Flap	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
2 Colors, 1 Face and Top Rear Inside Edge	\$ <u>680.00</u>	x	1,000	\$ <u>680.00</u>
	Total Estimated	Annual Cost	Item L =	\$ <u>25160.00</u>

Bid Response Form - Group II

Group II, Item M:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ 1350.00	x	1,000	\$ 1350.00
1 Color, 1 Face	\$ 1485.00	x	11,000	\$ 16335.00
1 Color, 2 Faces	\$ 1485.00	x	1,000	\$ 1485.00
1 Color, 2 Faces and Sides	\$ 1485.00	x	1,000	\$ 1485.00
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 1485.00	x	1,000	\$ 1485.00
1 Color, 2 Faces, Sides and Top of Flap	\$ 1485.00	x	1,000	\$ 1485.00
1 Color, 1 Face and Top Rear Inside Edge	\$ 1485.00	x	1,000	\$ 1485.00
2 Colors, 1 Face	\$ 1485.00	x	1,000	\$ 1485.00
2 Colors, 2 Faces	\$ 1485.00	x	1,000	\$ 1485.00
2 Colors, 2 Faces and Sides	\$ 1485.00	x	1,000	\$ 1485.00
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 1485.00	x	1,000	\$ 1485.00
2 Colors, 2 Faces, Sides and Top of Flap	\$ 1485.00	x	1,000	\$ 1485.00
2 Colors, 1 Face and Top Rear Inside Edge	\$ 1485.00	x	1,000	\$ 1485.00
	Total Estimated	Annual Cost	Item M =	\$ 34020.00

Group II, Item N:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ 1600.00	x	14,000	\$ 22400.00
1 Color, 1 Face	\$ 1650.00	x	1,000	\$ 1650.00
1 Color, 2 Faces	\$ 1650.00	x	1,000	\$ 1650.00
1 Color, 2 Faces and Sides	\$ 1650.00	x	1,000	\$ 1650.00
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 1650.00	x	1,000	\$ 1650.00
1 Color, 2 Faces, Sides and Top of Flap	\$ 1650.00	x	1,000	\$ 1650.00
1 Color, 1 Face and Top Rear Inside Edge	\$ 1650.00	x	1,000	\$ 1650.00
2 Colors, 1 Face	\$ 1650.00	x	10,000	\$ 16500.00
2 Colors, 2 Faces	\$ 1650.00	x	1,000	\$ 1650.00
2 Colors, 2 Faces and Sides	\$ 1650.00	x	1,000	\$ 1650.00
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 1650.00	x	1,000	\$ 1650.00
2 Colors, 2 Faces, Sides and Top of Flap	\$ 1650.00	x	1,000	\$ 1650.00
2 Colors, 1 Face and Top Rear Inside Edge	\$ 1650.00	x	1,000	\$ 1650.00
	Total Estimated	Annual Cost	Item N =	\$ 57050.00

Bid Response Form - Group II

Group II, Item O:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ 2200.00	x	1,000	\$ 2200.00
1 Color, 1 Face	\$ 2200.00	x	1,000	\$ 2200.00
1 Color, 2 Faces	\$ 2200.00	x	1,000	\$ 2200.00
1 Color, 2 Faces and Sides	\$ 2200.00	x	1,000	\$ 2200.00
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 2200.00	x	1,000	\$ 2200.00
1 Color, 2 Faces, Sides and Top of Flap	\$ 2200.00	x	1,000	\$ 2200.00
1 Color, 1 Face and Top Rear Inside Edge	\$ 2200.00	x	1,000	\$ 2200.00
2 Colors, 1 Face	\$ 2200.00	x	1,000	\$ 2200.00
2 Colors, 2 Faces	\$ 2200.00	x	1,000	\$ 2200.00
2 Colors, 2 Faces and Sides	\$ 2200.00	x	1,000	\$ 2200.00
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 2200.00	x	1,000	\$ 2200.00
2 Colors, 2 Faces, Sides and Top of Flap	\$ 2200.00	x	1,000	\$ 2200.00
2 Colors, 1 Face and Top Rear Inside Edge	\$ 2200.00	x	1,000	\$ 2200.00
	Total Estimated	Annual Cost	Item O =	\$ 28600.00

Group II, Item P:				
Printing Options	Unit Price/M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Blank - No Printing Requested	\$ 990.00	x	31,000	\$ 30690.00
1 Color, 1 Face	\$ 1000.00	x	1,000	\$ 1000.00
1 Color, 2 Faces	\$ 1000.00	x	1,000	\$ 1000.00
1 Color, 2 Faces and Sides	\$ 1000.00	x	1,000	\$ 1000.00
1 Color, 2 Faces, Sides and Top Rear Inside Edge	\$ 1000.00	x	1,000	\$ 1000.00
1 Color, 2 Faces, Sides and Top of Flap	\$ 1000.00	x	1,000	\$ 1000.00
1 Color, 1 Face and Top Rear Inside Edge	\$ 1000.00	x	1,000	\$ 1000.00
2 Colors, 1 Face	\$ 1000.00	x	1,000	\$ 1000.00
2 Colors, 2 Faces	\$ 1000.00	x	1,000	\$ 1000.00
2 Colors, 2 Faces and Sides	\$ 1000.00	x	1,000	\$ 1000.00
2 Colors, 2 Faces, Sides and Top Rear Inside Edge	\$ 1000.00	x	1,000	\$ 1000.00
2 Colors, 2 Faces, Sides and Top of Flap	\$ 1000.00	x	1,000	\$ 1000.00
2 Colors, 1 Face and Top Rear Inside Edge	\$ 1000.00	x	1,000	\$ 1000.00
	Total Estimated	Annual Cost	Item P =	\$ 42690.00

Additional Options for Group II

Item	Unit Price / M	Multiplied By	Est. Annual Qty	Est. Annual Cost
Sequential Numbering	\$ <u>72.00</u>	x	116,000	\$ <u>8,352.00</u>
Cloth/Tyvek Tape Reinforcement	\$ <u>200.00</u>	x	14,000	\$ <u>2,800.00</u>
Tie String w/ Circular Tabs or Elastic Ties	\$ <u>200.00</u>	x	1,000	\$ <u>200.00</u>
Bar Coding	\$ <u>50.00</u>	x	1,000	\$ <u>50.00</u>
Strip Labels with Bar Coding	\$ <u>110.00</u>	x	19,000	\$ <u>2,090.00</u>
Strip Labels without Bar Coding	\$ <u>110.00</u>	x	97,000	\$ <u>10,670.00</u>
Total Estimated			Annual Cost	of Options = \$ <u>24,162.00</u>

Additional Production Fees

Item	Unit Price / M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Charge for Changes to Proof after Final Approval/Post Production	\$ <u>100.00</u>	x	2	\$ <u>200.00</u>
New Plate Charge	\$ <u>275.00</u>	x	2	\$ <u>550.00</u>

Total Estimated Annual Cost for Group II:

\$ 303,890.00 (Total Estimated Annual Cost of Item I - Item P)
 + \$ 24,162.00 (Total Estimated Annual Cost of Options)
 + \$ 750.00 (Total Estimated Annual Cost of Additional Production Fees)
 = \$ 328,802.00 (Total Estimated Annual Cost of Group II)
 x 3 (Multiplied by 3 - years in Initial Term)
 = \$ 986,406.00 **Grand Total Estimated Cost of Group II**

DER GRAPHICS INC.
Name of Company

MIKE MCNEIL - MANAGER
Print Name and Title

JUNE 3, 2011
Date

Group III				
Item	Unit Price / M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
CC1	\$ <u>290.00</u>	x	326,000	\$ <u>94540.00</u>
CC1-U	\$ <u>315.00</u>	x	400	\$ <u>126.00</u>
CC2	\$ <u>315.00</u>	x	520,000	\$ <u>163800.00</u>
CC2-U	\$ <u>315.00</u>	x	50	\$ <u>15.75</u>
CC3	\$ <u>315.00</u>	x	7,000	\$ <u>2205.00</u>
CC3-U	\$ <u>315.00</u>	x	1,000	\$ <u>315.00</u>
CC4	\$ <u>990.00</u>	x	1,000	\$ <u>990.00</u>
CC4-U	\$ <u>990.00</u>	x	1,000	\$ <u>990.00</u>
CC4A	\$ <u>990.00</u>	x	5,000	\$ <u>4950.00</u>
CC4A-U	\$ <u>890.00</u>	x	1,000	\$ <u>890.00</u>
CC5	\$ <u>1100.00</u>	x	1,000	\$ <u>1100.00</u>
CC5-U	\$ <u>1100.00</u>	x	1,000	\$ <u>1100.00</u>
CC5A	\$ <u>1100.00</u>	x	1,000	\$ <u>1100.00</u>
CC5A-U	\$ <u>1100.00</u>	x	1,000	\$ <u>1100.00</u>
Total Annual Cost			of Group III =	\$ <u>273221.75</u>

Additional Production Fees

Item	Unit Price / M	Multiplied By	Est. Annual Qty.	Est. Annual Cost
Charge for Changes to Proof after Final Approval/Post Production	\$ <u>100.00</u>	x	2	\$ <u>200.00</u>
New Plate Charge	\$ <u>275.00</u>	x	2	\$ <u>550.00</u>

Total Estimated Annual Cost for Group III:

\$ 273221.75 (Total Estimated Annual Cost of Item CC1 - Item CC5A-U)
 + \$ N/A (Total Estimated Annual Cost of Options)
 + \$ 750.00 (Total Estimated Annual Cost of Additional Production Fees)
 = \$ 273971.75 (Total Estimated Annual Cost of Group III)
 x 3 (Multiplied by 3 - years in Initial Term)
 = \$ 821915.25 Grand Total Estimated Cost of Group III

DER GRAPHICS INC MIKE McNEEL - MANAGER JUNE 3, 2011
 Name of Company Print Name and Title Date