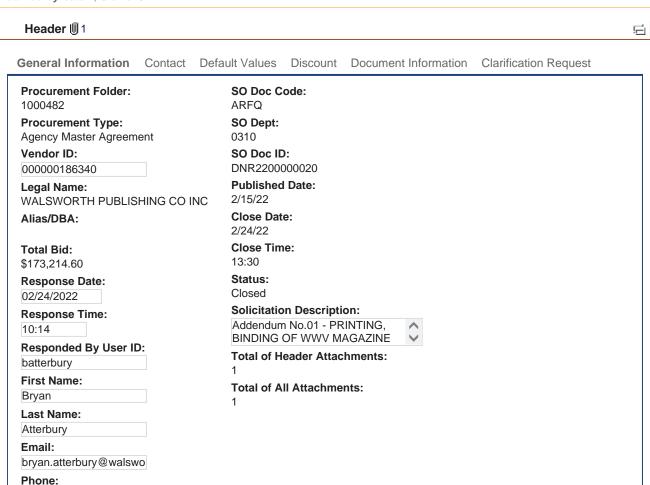
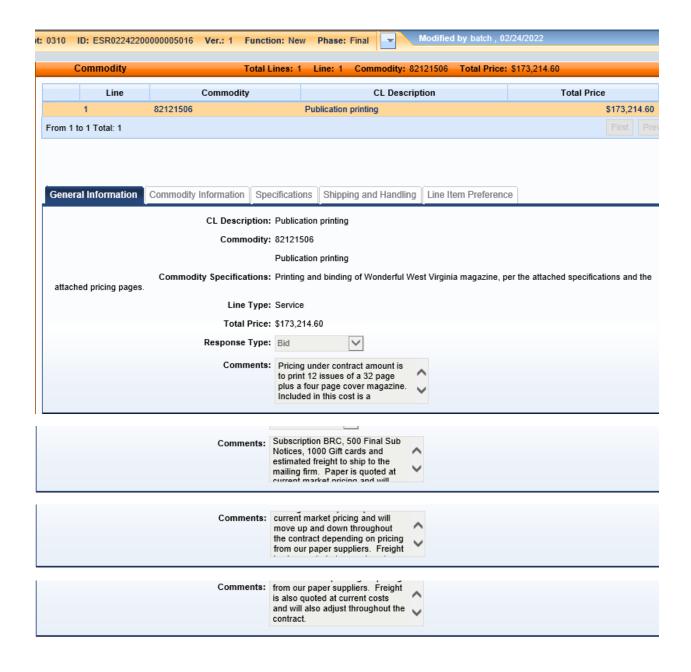
\*Mandatory samples not provided with bid.\*

Solicitation Response(SR) Dept: 0310 ID: ESR02242200000005016 Ver.: 1 Function: New Phase: Final

Modified by batch, 02/24/2022

660-456-4241







February 24, 2022

West Virginia Division of Natural Resources Property and Procurement Office 324 4<sup>th</sup> Avenue South Charleston, WV 25303

Dear Property and Procurement Office,

On behalf of all the employees at Walsworth, I want to thank you for proving Walsworth the opportunity to bid on the printing of Wonderful West Virginia Magazine. Enclosed as part of this PDF is:

- Completed Company Information Detail
- Exhibit A Pricing Pages
- Purchasing Affidavit
- Walsworth Formal Quotations for Wonderful West Virginia Magazine, Issue Reprint Pricing and Gift Card (Insert) Quotation.

I am available to answer any questions regarding our proposal.

Sincerely

Pete Gersonde

Sales Representative

Encl.



### State of West Virginia **Agency Request for Quote** Printing

Proc Folder:

1000482

Doc Description: PRINTING, BINDING OF WONDERFUL WV MAGAZINE

Reason for Modification:

Proc Type:

Agency Master Agreement

Version **Date Issued Solicitation Closes** Solicitation No 2022-02-03 2022-02-24 13:30 ARFQ 0310 DNR2200000020

### **BID RECEIVING LOCATION**

**BID RESPONSE** 

DIVISION OF NATURAL RESOURCES

PROPERTY & PROCUREMENT OFFICE

**324 4TH AVE** 

SOUTH CHARLESTON

WV 25303-1228

US

### VENDOR

Vendor Customer Code: 000000 156340

Vendor Name: Walsworth

Address: 2180 Maiden Lane

Street:

City: St Sosich

Principal Contact: Pete Gersonde

Country: (15A)

Vendor Contact Phone: Z69-985-8300

Extension:

FOR INFORMATION CONTACT THE BUYER

James H Adkins (304) 558-3397 jamie.h.adkins@wv.gov

Vendor

Signature X

All offers subject to all terms and conditions contained in this solicitation

Date Printed: Feb 3, 2022

Page 1

FORM ID: WV-PRC-ARFQ-002 2020/05

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Peter Gersonde Sales Representative
(Name, Title)
(Printed Name and Title)
2150 Majden Lany St Joseph, MI 49085
(Address)
269-985-8300
(Phone Number) / (Fax Number)
Dete Gensonne @ washorth. Com (ethail address))
(eman address))

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Walsworth	
(Company)	
Dome .	
(Authorized Signature) (Representative Name, Title)	
Peter Gersonde Sals Representative (Printed Name and Title of Authorized Representative)	-
2 23 22 (Date)	_
269-965-6300	
(Phone Number) (Fax Number)	

### Exhibit A Pricing Pages ARFO DNR22\*20

### Printing and Binding of "Wonderful West Virginia" Magazine

### Base bid

Base bid includes printing magazine, printing subscription gift post cards, printing subscription order form post card inserts, printing final subscription notices, binding, shipment to the Mailing Services Vendor, and everything else except the following additional charges:

<u>Lump Sum</u>: price of 19,000 copies of one issue. For purposes of base bid submission, each copy consists of thirty-two (32) pages plus cover with subscription order form post card inserts and 500 final subscription notices.

\$ 14434.55

Additional copies, per 1,000:	742.02/1000
Additional copies per 5,000:	+\$ 3710.10/5000
Decrease copies per 1,000:	742.02/1000
Decrease copies per 5,000:	-\$ 3710,10   5000

**Note:** Increase and decrease cost quoted is for additional/decrease copies is for copies ordered in advance and run at the same time as original order.

### Exhibit A Pricing Pages ARFO DNR22\*20

### Printing and Binding of "Wonderful West Virginia" Magazine

### Option for reprint of past issues:

Occasionally there may be a need to reprint past issues of the magazine. Vendor is to quote cost of reprinting from materials already in their possession during the life of this contract.

Per Issue

+\$ 7 -(10 - 0	
2,540.00	000
+\$ 5,710.00	5000
	+\$ 3,540.00   1 +\$ 5,710.00

### Cost defined as follows:

Number of Copies x per Issue Price (from above) = Price Paid

### Option for reprint of an article:

Occasionally there may be a need to reprint an article, of a few pages, from the magazine. Vendor is to quote cost for reprinting from materials already in their possession during the life of this contract:

Per Page

Reprint 1,000 copies	+\$ 1,000 to reprint 1000 copies of 4 2000
Reprint 5,000 copies	+\$ 1,310 to reprint 5000 copies of 4 70gs

### Cost Defined for reprinting is calculated as follows:

Number of copies x 4 pages x \$ per Page (from above) = Price Paid

## Exhibit A Pricing Pages ARFQ DNR22\*20 Printing and Binding of "Wonderful West Virginia" Magazine

### **Award Procedure**

### "Wonderful West Virginia" magazine Division of Natural Resources

The award of the printing and binding contract for "Wonderful West Virginia" magazine will be based on adherence to specifications and ability to deliver a high-quality product. The lowest overall bid will be determined by calculating the base bid minus the unit prices bid based on the following hypothetical issue which is typical of orders placed under the current contract.

### **Evaluation of bid prices**

When evaluating bid prices, all the charges itemized in the hypothetical issue which follows will be considered.

### Calculation of total bid price

One total bid figure will be calculated for each vendor based upon the sum of the breakdown of charges for printing the hypothetical of the magazine.

### HYPOTHETICAL ISSUE UPON WHICH TOTAL BID WILL BE CALCULATED AND AWARDED:

### Printing, binding, and shipping to Mail Services Vendor:

Number of copies ordered: 19,000

Charge for 19,000 copies (base bid)	\$ 1434365
Less 1,000 copies	-\$ 742 02
Total Bid	\$ 13,601,53
All Del	2/23/22
Vendor Signature	Date

### STATE OF WEST VIRGINIA Purchasing Division

### **PURCHASING AFFIDAVIT**

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes. fire service fees, or other fines or fees.

ALL CONTRACTS: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

### **DEFINITIONS:**

WITNESS THE FOLLOWING SIGNATURE:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited flability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

# Authorized Signature: Date: 2 12 - 22 State of 1 CHIGAN County of BENNEN, to-wit: Taken, subscribed, and sworn to before me this 2 2 day of Ebourary , 20 27 My Commission expires 1 or 10 27, 20 22 AFFIX SEAL HERE GRAHAM BRYAN Notary Public - State of Michigan Berrien County My Commission Expires May 4, 2022

or of days - 2 min

Acting in the County of

### REQUEST FOR QUOTATION ARFO DNR22\*20

### Printing and Binding of "Wonderful West Virginia" Magazine

### 8 MISCELLANEOUS:

- **8.1 No Substitutions:** Vendor shall supply only Contract Items submitted in response to the RFQ unless a contract modification is approved in accordance with the provisions contained in this contract.
- 8.2 Contract Manager: During its performance of this contract, Vendor must designate and maintain a primary contract manager responsible for overseeing the vendor's responsibilities under this contract. The contract manager must be available during normal business hours to address any customer service or other issues related to this contract. Vendor should list its contract manager and his or her contact information below.

Contract Manager: Peter Gersonde
Telephone Number: 269-985-6300 (cell)
Fax Number:
Email Address: peter gersonde Cwasworth Com



February 22, 2022

State of West Virginia
Jamie Adkins
324 4th Ave
DNR Wildlife Resources
South Charleston, WV 25303

Quote Number: 60471

Title: WONDERFUL WEST VIRGINIA (12X/YR)

Number of Pages: 32 pages plus cover plus 4 page insert

Size: 8 1/2 x 10 7/8; Insert is 12 x 10 (flat), 8 x 10 (folded)

Paper - Cover: 80# gloss cover #3
Paper - Text: 70# gloss text #3
Paper - Insert: 110# Index

Ink - Cover: 4/4 plus gloss aqueous

Ink - Text: 4/4

Ink - Insert: 1/1 plus perfs

Composition: PDF files, two sets of contract proofs

Binding: Saddle stitch

Packing/Distribution: Skid pack, FOB St. Joseph, MI

Quantity: 19,000

Mfg & Paper: See attached

Optional Pricing: Estimated freight to Charleston, WV 25303 - see attached

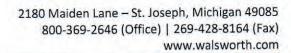
Add'l for cover wrap, 2/2 plus perfs on 110# index - see attached Note: All inserts and cards will bill in full at the time they print

Add'l for 4 page article reprint - see attached

Est: MP

Sincerely

Sales Representative





Estimate #60471 WONDERFUL WEST VIRGINIA (12X/YR)

February 23, 2022

Terms are to be determined.

All Walsworth quotations are subject to credit approval. However, this quotation, unless exceptions are previously approved or subsequently required by the Walsworth Credit Department, reflects standard credit terms of "Net 30 days" and an embedded 3% cash payment discount. Customers who make credit card payments without prior approval agree to forfeit this embedded 3% cash discount.

Note: Pricing based on no overs and unders.

Note: Our manufacturing pricing is guaranteed for 90 days from the date of this quote. The paper, other raw materials & freight prices are based on current costs & availability.

A copy of trade customs can be downloaded from https://www.walsworth.com/terms-and-conditions

Customer hereby accepts the foregoing, subject to the herein specifications and Terms and Conditions
Customer: State of West Virginia
By(Signature):
Printed Name:
Title:
Date:

This document constitutes an offer to print in accordance with the specifications and terms stated herein. Written acceptance of this offer, evidenced by the signature in the place provided above, of a duly authorized representative of Customer within ninety (90) days from the date this offer was submitted by Printer shall, subject to (i) approval by a duly authorized representative of Printer (ii) paper and press availability at the time Customer's order is received by Printer, and (iii) approval by Printer of Customer's credit, constitute a binding agreement between Customer and Printer.

Thank You for giving Walsworth this opportunity to serve you.

N/A

N/A

N/A

N/A

N/A

N/A



### LAUNDRY LIST PRICING

February 22, 2022 Quote No: 60471

Saddle-Stitch 1-4 pockets

Saddle-Stitch 5-6 pockets

Saddle-Stitch 7-8 pockets

BRIGE COLLEGE

Customer: State of West Virginia

Publication: Wonderful West Virginia (12X/YR.)

PRICE SCHEDULE				
Quantity: 19,000				
	INITIAL	INITIAL	SUBSEQUENT	SUBSEQUENT
PAPER	MAKEREADY \$\$	\$\$ PER M	MAKEREADY \$\$	\$\$ PER M
Cover - 4/4+aqu on 80# gloss cover #3	\$129.00	\$107.00	N/A	N/A
4/4 32 page signature on 70# gloss text #3	\$547.00	\$160.00	\$398.00	\$160.00
4/4 16 page signature on 70# gloss text #3	\$547.00	\$80.00	\$398.00	\$80.00
4/4 8 page signature on 70# gloss text #3	\$273.00	\$40.00	\$199.00	\$40.00
4/4 4 page signature on 70# gloss text #3	\$47.00	\$41.00	\$47.00	\$41.00
BRC - 1/1+perf on 110# index	\$171.00	\$129.00	N/A	N/A
	INITIAL	INITIAL	SUBSEQUENT	SUBSEQUENT
PREP, PRESS AND FOLD	MAKEREADY \$\$	\$\$ PER M	MAKEREADY \$\$	\$\$ PER M
Cover - 4/4+aqu	\$505.00	\$27.00	N/A	N/A
4/4 32 page signature delv'd as 2-16's	\$1,189.00	\$23.00	\$992.00	\$23.00
4/4 16 page signature	\$930.00	\$12.00	\$733.00	\$12.00
4/4 8 page signature	\$465.00	\$12.00	\$367.00	\$12.00
4/4 4 page signature	\$324.00	\$29.00	\$324.00	\$29.00
BRC - 1/1+perf	\$455.00	\$26.00	N/A	N/A
Process ink @ \$0.080/Page/Color/M				
BINDING	MAKEREADY \$\$	\$\$ PER M	MAKEREADY \$\$	\$\$ PER M

\$96.00

\$180.00

\$288.00

\$22.00

\$34.00

\$65.00

There will be a 25% increase in binding costs for Walsworth approved components less than 8 pages or saddle stitch covers on 60# or less text paper. This applies to furnished or Walsworth printed materials. Note: BRC's, inserts & covers are counted as pockets in the binding range as well. If components are outside of Walsworth specifications the increase will be 50% of the binding costs. Walsworth specifications are available upon request.

PREPRESS COSTS	Setup	Run
Electronic alterations		\$78.55 /hour
Additional for Walsworth to postscript application files		\$1.85 /page
Merge/Pickup 1/C digitized ad		\$7.30 E
Merge/Pickup 2/C digitized ad		\$7.30 E
Merge/Pickup 3/C digitized ad		\$7.30 E
Merge/Pickup 4/C digitized ad		\$8.30 E
Content Proof Options:		4.222.2
Add'l B/W Digital Content Proof (for CTP)		\$1.25 /page
Add'l Color Digital Content Proof (for CTP)		\$1.95 /page
Contract Color Proof Options:		42122 / Page
Add'l Color Digital Contract Proof (for CTP)		\$8.20 /page
LAUNDRY LIST OPTIONS:	Setup	Run
Dedupe Lists	\$20.00	\$5.20 /M
Merge/Purge Lists		\$5.20 /M
Merge Lists		\$2.65 /M
Purge Lists		\$2.65 /M
Run Error/Bad Out Report		\$7.15 E
NCOA correction		\$1.95 /M
ACE (Address Standardization, CASS, ZIP4 Encoding & Presort)	\$99.00	\$5.00 /M
Add'l ACE setup	\$99.00	43.00 /111
Mailing disk alterations	\$78.50	/hour
Prepare ink jet graphics	\$100.00	E
Walsworth generated labels		\$10.50 /M
Ink Jet and mail for perfect bound	\$120.00	\$17.75 /M
Ink Jet and mail for saddle-stitch	\$120.00	\$10.20 /M
Wafer seal (2x), ink jet and mail	\$120.00	\$25.00 /M
2/23/2022	1 of 5	

### Walsworth<sup>®</sup>

### LAUNDRY LIST PRICING

February 22, 2022 Quote No: 60471

Customer: State of West Virginia

Publication: Wonderful West Virginia (12X/YR.)

Nafer seal (3x), ink jet and mail	\$120.00	\$27.00 /M
efold	\$50.00	\$10.00 /M
k Jet on standard labels and mail (Includes 1.5" x 4.5" label)	\$167.00	\$20.80 /M
ound Printed Matter (BPM) books over .75" requires IMpb barcode		
k jet address and IMpb on 4 x 6 labels (includes label)	\$163.00	\$55.00 /M
lachine apply IMpb label (under 1" spine width)	\$50.00	\$49.00 /M
and apply IMpb label (over 1" spine width)	\$100.00	\$104.00 /M
Netering offline	\$26.00	\$125.00 /M
and labeling	\$100.00	\$104.00 /M
olybag (1.5 Mil) - clear or milkstrip (1-24,999)	\$100.00	\$89.00 /M
olybag (1.5 Mil) - clear of milkstrip (1-24,999)	\$100.00	\$68.00 /M
	\$100.00	\$99.00 /M
olybag (1.5 Mil) and inkjet - clear or milkstrip (1-24,999)		
olybag (1.5 Mil) and inkjet - clear or milkstrip (25,000 plus)	\$100.00	\$78.00 /M
dd'l piece into polybag		\$10.40 /M
Aiscellaneous handwork	115.10	\$37.00 /hour
repare postal forms - first form	\$15.60	
repare postal forms - additional forms	\$7.85	
Mail service - Snail Works - Mail Tracking	\$150.00	\$2.00 /M
acking options:		
Aultiple piece packages		\$1.60 /package
Cartons		\$2.00 /carton
Skid packing (<10 skids)		\$79.00 /skid
skid packing (10 or more skids)		\$57.00 /skid
Arpac (heavy gauge shrinkwrap)	\$94.00	\$0.46 /package
hrinkwrap	\$54.00	\$0.26 /package
Plastic mail strapping - single strap	¢c0.00	
	\$60.00	\$0.15 /package
Plastic mail strapping - double strap	\$60.00	\$0.15 /package
Orop shipment order processing charge (up to 25 addresses)		\$5.20 E
Orop shipment order processing charge (more than 25 addresses)		\$2.35 E
nternational shipments:		
Destination fee		\$11.00 /destination
Carton fee		\$0.55 /carton
nternational Mail processing charges:		
1-300 lbs.		Access to the contract of the
		\$0.79 /pound
301-500 lbs.		\$0.62 /pound
501 lbs. Plus		\$0.42 /pound
MISCELLANEOUS COSTS:		
pg cover wrap - 2/2 plus perf on 110# index, 8 1/2 x 10 7/8	\$764.00	\$231.00 /M
Cost to reprint 4 page article - 1,000 qty	100 T 100 T	\$1,000.00 lot
Cost to reprint 4 page article - 5,000 qty		\$1,310.00 lot
		The second secon
itorage per month per skid:		200000000000000000000000000000000000000
In charge		\$12.00 /skid
Storage charge		\$15.00 /skid/month
Out charge		\$12.00 /skid
Pallet drops		\$8.00 E
Pallets - regular		\$19.00 E
Pallets - heat treated		\$27.00 E
allets - 4 way		\$25.00 E
Blow in card (random) - (must meet Walsworth specs)	\$84.00	\$3.00 /M
nsert card in specific location or out-of-spec cards	We 3122	\$110.00 /M
nsert card (item) into envelopes		\$80.00 /M
nsert card (item) into envelopes - each add'l item		\$40.00 /M
nsert card (item) random placement		\$30.00 /M
nsert card (item) next to cover		
CHARLE CONTRACTOR WITH THE TRACTOR		\$60.00 /M



### LAUNDRY LIST PRICING

February 22, 2022 Quote No: 60471

Customer: State of West Virginia

Publication: Wonderful West Virginia (12X/YR.)

One-time permit fee (1st Class / Standard / Bound Printed Matter) \$225.00
Annual mailing fee (1st Class / Standard) \$225.00
Destination entry fee (Bound Printed Matter only) \$225.00

If Walsworth fronts any money for postage for scheduled mail shipments, there will be a 8% service charge

added to these costs and will show as a separate line item on the invoice.



SAMPLE INVOICE SUMMARY

2180 Maiden Lane - St. Joseph, Michigan 49085 800-369-2646 (Office) | 269-428-8164 (Fax)

www.walsworth.com

November 18, 2021

Quote No.
Customer:
Publication:
Description:
Quantity:

24,000 60471
State of West Virginia
Wonderful West Virginia (12X/YR.)
Spages plus cover plus H page insert, saddle stitch and trim to 8 1/2 x 10 7/8
19,000 18,000 21,000

Process color all pages: 36 PMS text pages: 0 Total text pages: 32

				di de constante de la constant		1000		000 07	24 000	2000
			Initial	Subsequent		19,000	14,000	18,000	ZT'000	74,000
Paper	Ouantity		MR \$\$	MR \$\$		Total \$\$	Total \$\$	Total \$\$	Total \$5	Total \$5
Cover - 4/4+agil on 80# gloss cover #3	•		\$129.00	\$0.00		\$2,162.00	\$1,627.00	\$2,055.00	\$2,376.00	\$2,697.00
4/4 32 page signature on 70# ploss text #3	1 5-		\$547.00	\$0.00		\$3,587.00	\$2,787.00	\$3,427.00	\$3,907.00	\$4,387.00
BRC - 1/1+perf on 110# index	4 -		\$171.00	\$0.00		\$2,622.00	\$1,977.00	\$2,493.00	\$2,880.00	\$3,267.00
Sub-Total text Paper:	1		\$847.00	\$0.00	\$396.00	\$8,371.00	\$6,391.00	\$7,975.00	\$9,163.00	\$10,351.00
				Initial		19,000	14,000	18,000	21,000	24,000
PREP AND PLATES	Quantity	Prep \$\$	Plates \$\$	MR \$\$	Run/M \$\$	Total \$\$	Total \$\$	Total \$\$	Total \$\$	Total \$\$
Output/impose from PDF files - included in presswork	1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Sub-Total Prep and Plates:		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
		Initia	ll Sub	sequent						100
PRESS AND FOLD	Quantity		MR \$\$	MR \$\$	Run/M \$\$	Total \$\$	Total \$\$	Total \$\$	Total \$\$	Total \$\$
Cover - 4/4+agu			\$505.00	\$0.00	\$27.00	\$1,018.00	\$883.00	\$991.00	\$1,072.00	\$1,153.00
4/4 32 page signature delv'd as 2-16's			1.189.00	\$0.00	\$23.00	\$1,626.00	\$1,511.00	\$1,603.00	\$1,672.00	\$1,741.00
BRC - 1/1+perf			\$455.00	\$0.00	\$26.00	\$949.00	\$819.00	\$923.00	\$1,001.00	\$1,079.00
Ink @ \$.08/color/page/M			\$0.00	\$0.00	\$11.52	\$218.88	\$161.28	\$207.36	\$241.92	\$276.48
Sub-Total Press and Fold:			\$2,149.00	\$0.00	\$87.52	\$3,811.88	\$3,374.28	\$3,724.36	\$3,986.92	\$4,249.48
				Control of the last of the las	The second second					

1014   55   1014   55   55   55   55   55   55   55	100 S558.00 S58.00 S6.370.50 S6.370.50 S5.00 S5.00 S5.00 S5.00 S6.370.50 S6.370.50 S6.370.50 S6.370.50 S5.00 S6.370.50 S5.00 S6.370.50 S5.00 S6.370.50 S5.00 S6.370.50 S5.00 S6.370.50 S5.00 S5.00 S6.370.50 S5.00 S5.00 S6.370.50 S5.00 S5.00 S6.370.50 S5.00 S6.370.50 S5.00 S5.00 S6.370.50 S6.370.50 S5.00 S6.370.50 S6.370.
Total \$5 \$991.00 \$1,603.00 \$923.00 \$207.36 \$3,724.36	Total \$\$ \$492.00 \$123.00 \$4,922.00 \$58.00
Total \$5 \$883.00 \$1,511.00 \$819.00 \$161.28 \$3,374.28	Total \$\$ \$404.00 \$101.00 \$3,998.00 \$58.00 \$4,561.00
Total \$\$ \$1,018.00 \$1,626.00 \$949.00 \$218.88 \$3,811.88	Total \$\$ \$514.00 \$128.50 \$5,153.00 \$58.00 \$5,853.50
\$27.00 \$23.00 \$26.00 \$11.52 \$87.52	Run/M \$\$ \$22.00 \$5.50 \$231.00 \$258.50
MR \$5 \$0.00 \$0.00 \$0.00 \$0.00	MR \$\$ \$96.00 \$24.00 \$764.00
MR \$\$ \$505.00 \$1,189.00 \$455.00 \$0.00 \$2,149.00	24,000
	21,000
	18,000
	14,000
Quantity 1 1 1	Quantity 1 1 19,000
	\$ 231.00
	764.00 \$ 231.00
	w
PRESS AND FOLD Cover - 4/4+aqu 4/4 .22 page signature delv/d as 2-16's BRC - 1/1+apge Ink @ 5.08/color/page/M Sub-Total Press and Fold:	BINDERY Saddle-Stitch 1-4 pockets  Saddle-Stitch 1-4 pockets Upcharge for components less than 8 pages @ 25% of binding total: 4 pg cover wrap - 2/2 plus perf on 110# index, 8 1/2 x 10 7/8 Version Changes on stitcher @ \$58.00/version Sub-Indal Bindery:

				Quantity					MR \$\$
dle-Stitch 1-4 pockets				1					\$96.00
components less than 8 pages @ 25% of binding total:				1					\$24.00
sp - 2/2 plus perf on 110# index, 8 1/2 x 10 7/8	S	764.00	\$ 231.00	19,000	14,000	18,000	21,000	24,000	\$764.00
anges on stitcher @ \$58.00/version				1					
otal Bindery:									\$884.00

Total \$5 \$624.00 \$156.00 \$6,308.00 \$58.00 \$7,146.00

\$742.02 \$18,036.38 \$14,326.28 \$17,294.36 \$19,520.42 \$21,746.48

\$3,880.00

# SUB-TOTAL MANUFACTURING (prep, paper, press and bind)

PACKING/DISTRIBUTION					ð	lantity1	Quantity2	Quantity3	Quantity4	Quantity5	MR \$\$	Run/M \$\$	Total \$\$	Total \$\$	Total \$\$	Total \$\$	Total \$\$
Skid packing (<10 skids) Sub-Total Packing/Distribution:	Qty/skid:	8900	seti \$	dr S	79.00 1	000'6	14,000	18,000	21,000	24,000	\$0.00	\$0.00		\$158.00 <b>\$158.00</b>	\$237.00	\$237.00	\$0.00
TOTAL MANITEACTURING AND DIS	TRIBITION										\$3.880.00	\$742.02	\$18.273.38	14,484.28	17,531.36	\$19,757.42 \$	\$21,746.48

\$918.00 \$1,074.00 \$1,222.00

\$714.00

\$968.00

# TOTAL MANUFACTURING AND DISTRIBUTION

FREIGHT Estimated freight to Charleston, WV 25303

The above prices are based on certain assumptions which may be different than the actual billing invoice. See laundry list for additional charges.





### **BRC and Insert Specifications**

### **Perfect Bound Books**

### **BRCs**

- The height must be equal to or greater than the width. (Square in nature) If the height is less than the width, down to a minimum of 3 ½" X 5", an additional charge will apply.
- It is strongly recommended that the height be greater than the width (the height is measured head to foot).
- · All tear out BRCs attached to bind in cards will jog to the head, unless otherwise specified. The piece must have a minimum of 1/8" head trim, or coordinated head trim as specified by Walsworth. Allow for a minimum of 1/8" grind off at the spine edge
- Full size 4 page BRCs and inserts that have perforations and scores need to be planned so that no perforation comes within 3/8" of any score line that the piece will be folded on. Also, add a minimum of 1/8" to the BRC for grind off.
- It is not desirable to have the BRC on the first or last page of the book block. If the BRC binds as the first or last page of the book block and is less than full size, an additional charge will apply.

#### Inserts

- · Please allow 1/8" head trim, or the coordinated head and foot trim as specified by Walsworth, and 1/8" for grind-off. No lap is required for any insert that is included in perfect bound products.
- If the insert is a single two (2) page, its untrimmed size must be equal to or less than the signature size of the piece being produced while still allowing for the head or foot trims as specified by Walsworth.
- · If the insert is 2 or 4 pages on less than 80# text, an additional charge will apply.

### Saddle Stitch Books

### BRCs

- All BRCs for saddle stitch books need a folded flap for hanging on the saddle chain. The minimum size of a BRC is 3  $\frac{1}{2}$ " high X 5" wide, not including the folded flap. To calculate the flap, add half of the width, with a minimum of 3  $\frac{1}{2}$ ", and up
- Full size 4 page BRCs and inserts that have perforations and scores need to be planned so that no perforation comes within 3/8" of any score line that the piece will be folded on. We can fold on perforations for tear out type insert for SS books
- The above minimum size 3  $\frac{1}{2}$ " X 5" BRC can be 'floated' between stitches. (This option must stitch with only 2 stitches if the piece is to be pulled from the book without tearing.) All stitches are placed at a minimum of 3  $\frac{1}{2}$ " on center which allow
- It is not desirable to stitch the BRC between the cover and the text. An additional charge may apply.

### Inserts

- · Please allow 1/8" head trim, or the coordinated head and foot trim, as specified by Walsworth. A high folio lap is required if the insert is four (4) or more pages.
- If the insert is a single two (2) page, it will require a minimum 3  $\frac{1}{2}$ " flap, and a maximum equal to the size of the two page insert.

60471.xlsx 2/23/2022

### Walsworth<sup>®</sup>

February 23, 2022

State of West Virginia
Jamie Adkins
324 4th Ave
Dnr Wildlife Resources
South Charleston, WV 25303

Quote Number: 60488

Title: WONDERFUL WEST VIRGINIA - REPEAT

Number of Pages: 32 pages plus cover plus 4 page insert

Size: 8 1/2 x 10 7/8; Insert is 12 x 10 (flat), 8 x 10 (folded)

Paper - Cover: 80# gloss cover #3
Paper - Text: 70# gloss text #3
Paper - Insert: 110# Index

Ink - Cover: 4/4 plus gloss aqueous

Ink - Text: 4/4

Ink - Insert: 1/1 plus perfs

Composition: Exact repeat, no proofs required

Binding: Saddle stitch

Packing/Distribution: Skid pack, FOB St. Joseph, MI

Quantity: 1,000 5,000

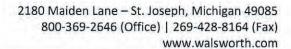
Mfg & Paper: 1,000 @ \$3.540 each = \$3,540.00

5,000 @ \$1.142each = \$5,710.00

Est: MP

14

Pete Gersonde Sales Representative





Estimate #60488 WONDERFUL WEST VIRGINIA - REPEAT

February 23, 2022

Terms are to be determined.

All Walsworth quotations are subject to credit approval. However, this quotation, unless exceptions are previously approved or subsequently required by the Walsworth Credit Department, reflects standard credit terms of "Net 30 days" and an embedded 3% cash payment discount. Customers who make credit card payments without prior approval agree to forfeit this embedded 3% cash discount.

Note: Pricing based on 10% overs and unders.

Note: Our manufacturing pricing is guaranteed for 90 days from the date of this quote. The paper, other raw materials & freight prices are based on current costs & availability.

A copy of trade customs can be downloaded from https://www.walsworth.com/terms-and-conditions

Customer hereby accepts the foregoing, subject to the herein specifications and Terms and Conditions
Customer: State of West Virginia
By(Signature):
Printed Name:
Title:
Date:

This document constitutes an offer to print in accordance with the specifications and terms stated herein. Written acceptance of this offer, evidenced by the signature in the place provided above, of a duly authorized representative of Customer within ninety (90) days from the date this offer was submitted by Printer shall, subject to (i) approval by a duly authorized representative of Printer (ii) paper and press availability at the time Customer's order is received by Printer, and (iii) approval by Printer of Customer's credit, constitute a binding agreement between Customer and Printer.

Thank You for giving Walsworth this opportunity to serve you.



February 23, 2022

State of West Virginia
Jamie Adkins
324 4th Ave
Dnr Wildlife Resources
South Charleston, WV 25303

Quote Number: 60489

Title: INSERT

Number of Pages: 2 pages Size: 4 x 6 Paper - Insert: 110# Index

Ink: Insert 4/1

Composition: PDF files, soft proof

Binding: Trim to size

Packing/Distribution: Carton pack, FOB St. Joseph, MI

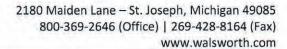
Quantity: 200 1,000

Mfg & Paper: 200 @ \$3.029 each = \$605.80

1,000 @ \$ .639 each = \$639.00

Est: MP

Pete Gersonde Sales Representative





Estimate #60489 INSERT February 23, 2022

Terms are to be determined.

All Walsworth quotations are subject to credit approval. However, this quotation, unless exceptions are previously approved or subsequently required by the Walsworth Credit Department, reflects standard credit terms of "Net 30 days" and an embedded 3% cash payment discount. Customers who make credit card payments without prior approval agree to forfeit this embedded 3% cash discount.

Note: Pricing based on 10% overs and unders.

Note: Our manufacturing pricing is guaranteed for 90 days from the date of this quote. The paper, other raw materials & freight prices are based on current costs & availability.

A copy of trade customs can be downloaded from https://www.walsworth.com/terms-and-conditions

Customer hereby accepts the foregoing, subject to the herein specifications and Terms and Conditions	
Customer: State of West Virginia	
By(Signature):	
Printed Name:	
Title:	
Date	

This document constitutes an offer to print in accordance with the specifications and terms stated herein. Written acceptance of this offer, evidenced by the signature in the place provided above, of a duly authorized representative of Customer within ninety (90) days from the date this offer was submitted by Printer shall, subject to (i) approval by a duly authorized representative of Printer (ii) paper and press availability at the time Customer's order is received by Printer, and (iii) approval by Printer of Customer's credit, constitute a binding agreement between Customer and Printer.

Thank You for giving Walsworth this opportunity to serve you.