

	Citywide Printing Services		
	RFP-RH-021-0020	Accuform Printing & Graphics, Inc.	Image Printing Inc.
		7231 Southfield Rd.	1902 Crooks Rd.
		Detroit, MI 48228	Royal Oak, MI 48073
		Proposed Price	Proposed Price
Section 1			
	Brochures & Inserts:		
a.	Van Hoosen Jones Stoney Creek Cemetery		
	Black plus four color, 2 sides		
	Lot 500	\$118.00	\$99.00
	Lot 1,000	\$189.00	\$158.00
	Lot 5,000	\$398.00	\$390.00
b.	Van Hoosen Jones Stoney Creek Cem. Insert		
	Black, 2 sides		
	Lot 500	\$39.00	\$42.00
	Lot 1,000	\$54.00	\$55.00
	Lot 5,000	\$179.00	\$175.00
c.	Rochester Hills Museum at Van Hoosen Farm		
	Black plus 4 colors, 2 sides		
	Lot 500	\$269.00	\$125.00
	Lot 1,000	\$398.00	\$235.00
	Lot 5,000	\$789.00	\$475.00
	Process used to create brochures	Offset	Offset
d.	Water and Sewer Billing Inserts		
	Acknowledge Attachment B	Yes	Yes
	1. Deer Survey Brochure		
	Lot 5,000	\$397.00	\$239.00
	Lot 10,000	\$569.00	\$441.00
	Lot 20,000	\$898.00	\$875.00
	2. Mailer		
	Lot 5,000	\$398.00	\$330.00
	Lot 10,000	\$579.00	\$550.00
	Lot 20,000	\$899.00	\$742.50
	3. Mailer with Magnet		
	Lot 5,000	\$2,470.00	\$1,320.00
	Lot 10,000	\$3,900.00	\$2,475.00
	Lot 20,000	\$6,400.00	\$4,400.00
Section 2			
	Newsletters and Booklets:		
a.	Hills Herald or Van Hoosen Jones Stoney Creek Cemetery	#60 lb paper:	#70 lb paper:
	Black plus four color, 2 sides		
	Lot 500	\$899.00	*see below
	Lot 1,000	\$1,198.00	*see below
	Lot 5,000	\$1,598.00	*see below
	Lot 500 (5 / 6 / 7 / 8 sheets)		\$320 / \$422 / \$489 / \$569
	Lot 1,000 (5 / 6 / 7 / 8 sheets)		\$615 / \$804 / \$938 / \$1038
	Lot 5,000 (5 / 6 / 7 / 8 sheets)		\$2900 / \$3180 / \$3310 / \$3480
	Black, 2 sides		
	Lot 500	\$298.00	*see below
	Lot 1,000	\$579.00	*see below
	Lot 5,000	\$1,898.00	*see below
	Lot 500 (5 / 6 / 7 / 8 sheets)		\$130 / \$150 / \$170 / \$180
	Lot 1,000 (5 / 6 / 7 / 8 sheets)		\$180 / \$190 / \$200 / \$210
	Lot 5,000 (5 / 6 / 7 / 8 sheets)		\$400 / \$410 / \$420 / \$430
b.	Museum Visitor Newsletter		
	Black plus 4 colors, 2 sides		
	Lot 500	\$369.00	\$290.00
	Lot 1,000	\$659.00	\$565.00
	Lot 5,000	\$1,139.00	\$1,380.00
c.	Annual Water Quality Report		
	Black plus 4 colors, 2 sides		
	Lot 500	\$198.00	\$148.00
	Lot 1,000	\$349.00	\$268.00
	Lot 5,000	\$599.00	\$572.00
d.	Sponsorship Opportunity Guide		
	Black plus 4 colors, 2 sides		
	Lot 500	\$598.00	\$260.00
	Lot 1,000	\$698.00	\$470.00
	Lot 5,000	\$1,398.00	\$1,380.00
e.	Annual Financial Summary Report		
	Black plus 4 colors, 2 sides		
	Lot 500	\$399.00	\$360.00
	Lot 1,000	\$499.00	\$640.00
	Lot 5,000	\$1,095.00	\$1,710.00
f.	School Tour Handout		
	Black plus 4 colors, 2 sides		
	Lot 500	\$189.00	\$140.00
	Lot 1,000	\$329.00	\$260.00
	Lot 5,000	\$498.00	\$532.00
	Process used to create newsletters:	Offset	Offset
Section 3			
	Forms:		
a.	2 Part NCR		
	Black, one side Printing		
	Lot 500	\$98.00	\$40.00
	Lot 1,000	\$149.00	\$60.00
	Lot 5,000	\$559.00	\$180.00
	Black, two side printing		
	Lot 500	\$139.00	\$50.00
	Lot 1,000	\$189.00	\$70.00
	Lot 5,000	\$679.00	\$200.00
b.	3 Part NCR		
1	Size 8.5"x11" White, yellow, pink		
	Black, one side Printing		
	Lot 500	\$129.00	\$42.00
	Lot 1,000	\$199.00	\$72.00
	Lot 5,000	\$859.00	\$170.00
	Black, two side Printing		
	Lot 500	\$149.00	\$60.00
	Lot 1,000	\$249.00	\$70.00
	Lot 5,000	\$959.00	\$200.00
2	Size 5.5" x 8.5" White, yellow, pink		
	Black, one side Printing		
	Lot 500	\$89.00	\$45.00

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	Lot 1,000	\$139.00	\$65.00
	Lot 5,000	\$459.00	\$170.00
	Black, two side Printing		
	Lot 500	\$99.00	\$49.00
	Lot 1,000	\$189.00	\$71.00
	Lot 5,000	\$759.00	\$195.00
3	Size 4.25" x 11: White, yellow, pink		
	Black, one side Printing		
	Lot 500	\$79.00	\$50.00
	Lot 1,000	\$129.00	\$65.00
	Lot 5,000	\$449.00	\$170.00
	Black, two side Printing		
	Lot 500	\$129.00	\$59.00
	Lot 1,000	\$179.00	\$71.00
	Lot 5,000	\$549.00	\$195.00
c.	4 Part NCR:		
1	Size 8.5" x 11" White, yellow, pink, goldenrod		
	Black, one side Printing		
	Lot 500	\$169.00	\$59.00
	Lot 1,000	\$279.00	\$79.00
	Lot 5,000	\$1,249.00	\$330.00
	Black, two side Printing		
	Lot 500	\$198.00	\$65.00
	Lot 1,000	\$349.00	\$81.00
	Lot 5,000	\$1,349.00	\$299.00
2	Size 5.5" x 8.5" White, pink, yellow, blue		
	Black, one side Printing		
	Lot 500	\$89.00	\$60.00
	Lot 1,000	\$149.00	\$78.00
	Lot 5,000	\$498.00	\$279.00
	Black, two side Printing		
	Lot 500	\$139.00	\$69.00
	Lot 1,000	\$189.00	\$85.00
	Lot 5,000	\$598.00	\$249.00
	Section 4		
	"First Class Mail" Labels":		
	Lot 1,000	\$98.00	\$52.00
	Section 5		
	Property Tags:		
	Lot 250	\$21.00	\$35.00
	Lot 500	\$29.00	\$60.00
	Lot 1,000	\$49.00	\$110.00
	Section 6		
	Reflective Property Labels for Fire Dept.:		
	Roll 100	\$199.00	\$131.00
	Roll 300	\$249.00	\$150.00
	Roll 500	\$289.00	\$168.90
	Section 7		
	Bounded Books:		
	AFSCME, Local 2494		
	Lot 100	\$218.00	\$150.00
	Lot 200	\$259.00	\$260.00
	AFSCME, Local 1917.28		
	Lot 100	\$189.00	\$260.00
	Lot 200	\$329.00	\$560.00
	Section 8		
	Tabs:		
	13 tab total (7 bank)		
	Lot 100	\$399.00	\$120.00
	Lot 500	\$1,179.00	\$500.00
	13 tab total (6 bank)		
	Lot 100	\$349.00	\$135.00
	Lot 500	\$1,090.00	\$515.00
	Section 9		
	Door Hangers:		
	Lot 500	\$89.00	\$34.00
	Lot 1,000	\$129.00	\$44.00
	Lot 2,500	\$189.00	\$106.00
	Section 10		
	Letterhead:		
	City Hall Version		
	Lot 15,000	\$549.00	\$47.00
	Lot 25,000	\$759.00	\$41.00
	Lot 50,000	\$1,298.00	\$38.00
	Fire Department Version		
	Lot 5,000	\$329.00	\$67.00
	Lot 10,000	\$429.00	\$52.00
	Lot 20,000	\$659.00	\$45.00
	Section 11		
	Letterhead:		
	Museum		
	Lot 10,000	\$259.00	\$40.00
	Lot 20,000	\$439.00	\$37.00
	Section 12		
	Envelopes - Matching item 10:		
	City Hall Version		
	Lot 20,000	\$1,198.00	\$47.10
	Lot 35,000	\$1,998.00	\$44.00
	Fire Department Version		
	Lot 5,000	\$385.00	\$71.00
	Lot 10,000	\$675.00	\$61.00
	Oakland County Sheriff's Office Version		
	Lot 5,000	\$385.00	\$71.00
	Lot 10,000	\$675.00	\$61.00
	Section 13		
	Envelopes - Matching item 11:		
	Museum Version		
	Lot 5,000	\$289.00	\$45.00
	Lot 10,000	\$559.00	\$42.00
	Section 14		

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	Envelopes Window:		
	Lot 5,000	\$249.00	\$39.00
	Lot 10,000	\$449.00	\$40.00
	Section 15		
	Routing Slips:		
	Lot 500	\$389.00	\$340.00
	Section 16		
	Business Cards:		
	Box of 500	\$19.00	\$42.00
	Box of 75	\$24.00	\$39.00
	Section 17		
	Folded Info Card:		
	Lot 5,000	\$279.00	\$47.00
	Section 18		
	Mayor's Card:		
	Lot 1,000	\$118.00	\$150.00
	Lot 2,500	\$229.00	\$119.00
	Section 19		
	Mayor's Envelopes:		
	Lot 1,000	\$198.00	\$190.00 quoted w/bleeds
	Lot 2,500	\$389.00	\$105.00 quoted w/bleeds
	Section 20		
	Museum's Donation Envelopes:		
	Lot 1,000	\$129.00	\$57.00
	Lot 2,500	\$298.00	\$50.00
	Section 21		
	Two Pocket Presentation Folder:		
	Lot 1,000	\$599.00	\$860.00
	Lot 5,000	\$1,699.00	\$500.00
	Section 22		
	Candy Bar Wrappers:		
	Lot 1,000	\$79.00	\$31.00
	Lot 5,000	\$279.00	\$28.00
	Section 23		
	City Logo Stickers:		
	Lot 1,000	\$199.00	\$289.00
	Lot 5,000	\$529.00	\$92.80
	Section 24		
	Copying & Binding Budget Book:	Add't information needed to quote	\$33.90
	Each book (approx. 25-30 per year)		
	Section 25		
	Full Color Copying:		
	70# Cardstock Letter - per page cost	\$0.25	\$0.20
	80# Cardstock Letter - per page cost	\$0.27	\$0.24
	100# Cardstock Letter - per page cost	\$0.28	\$0.27
	EXTRA COSTS:		
	Stapling (per staple)	\$0.03	n/c
	Padding (per _____)	\$5.00 per 100	\$0.01 per pad
	Collating (per sheet)	\$0.05	n/c
	Drilling (per _____)	\$0.05 per 100	.01 per 100
	Cut & Trim (per _____)	\$1.00 per 100	.01 per 1000
	Folding (per fold)	\$0.060	n/c
	Shrink Wrap (per wrap)	\$0.35	\$0.01
	Scoring/Perforation (per 100 sheets)	\$15.00	n/c
	Plastic Comb Binding -1" (per comb)	\$1.50	\$0.05
	Color Ink, Change (per change)	\$35.00	n/c
	Premium chrg for emergency jobs (per job)	\$0.00	\$10.00
	Graphic Design Services (per hour)	\$35.00	\$45.00
	Delivery of finished project:		
	To various City Bldg Locat. (per delivery)	\$0.00	n/c
	To other locations (per delivery)	\$0.00	n/c
	Firm Established/years in business	1969	1998
	Type of Organization	Did not Specify	Corporation
	How many employees	17 full-time and 4 part-time	10 full-time and 5 part-time
	How many yrs. proving printing svcs?	50+	23
	Name of customer service rep:	Gail Johnson 313-271-5600 gailjohnson@accuform.net	Rod Prisbe 586-242-9399 rod@aioffice.com
	List personnel responsible:	John D'Angelo Jeff Gatt Gail Johnson Paul Johnson	Rod Prisbe Kat Tufts Tammy Crook
	How many current clients:	48 online demand & 14,800 client total.	65
	References provided?	References Provided.	References Provided.
	Describe how the printing services of your firm address the needs of the City of RH	From graphic to print to finishing to delivery. Just-in-time, on-demand, customer online ordering system offered to the City of Rochester Hills at no charge.	They are a local business that is capable of fast turnaround with high quality and very fair pricing. They understand the needs of the City.
	Any subcontractors?	N/A	No
	If yes, identify		
	Experience w/other customers for same type of services	Accuform has small to Fortune 500 companies. Current municipalities: DDOT, City of Detroit, City of Novi, City of Romulus and soon City of Taylor.	Has 41 years of printing knowledge. From pre-press to press work. They have over 20 years of cost control/containment.
	Detail on invoice	Full Description, Quantity, Investment, P.O., Release	
	Has a sample invoice been attached?	Yes	Yes
	Equipment list:	List provided	List provided

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	Typical turnover time? Can a 24-hour turnaround time be met?	Most projects are 24-72 hours, 24 hour turn around is usually available after production approval.	They can handle 24 and 48 hour turnaround.
	Format preferred to receive projects:	Phone, Fax, email, Accuform Website, on-line custom web-to-print store front.	Preferred method for artwork files is email/EDS, Jpeg or PDF. They also accept artwork on discs.
	Process to delivery/pick-up:	Has their own logistics department, their own delivery rucks. John D'Angelo will advise City when pickups and deliveries are to be made.	Their truck delivers all jobs. They also pickup same day for all rush orders.
	List of other services	Signage, mailing, ballot printing, Tax & Water bill printing.	Copy paper, toners, banners, signs and promotional products.
	How are Vendor errors handled	The order will be replaced immediately.	No charge to the City, and 24 hour turnaround time.
	How are City errors handled	Order will be replaced at Accuform's cost investment.	Errors would be reprinted at their paper cost only.
	Will files be maintained to allow jobs to be reproduced as necessary: If yes, how long?	Yes, 24/7, you will have access to track orders, reference history of orders.	All files will be maintained for 36 months.
	Stock samples provided upon request?	Yes	Yes, next business day.
	Will written quotes be provided for each job submitted? What information provided in quote?	Yes	Yes, with delivery times, proofs, paper stock, ink colors and pricing.
	? printing process(sheet feed or web press)	Sheet fed mostly. Also to be used Web & Digital.	Sheet feed, offset, web and digital.
	Sample of each item listed provided?	Yes	Yes
	Meet City Insurance requirements?	Yes	Yes
	Provided completed W-9?	No	Yes
	Acknowledge all freight resp of Vendor:	Yes	Yes
	Willing to extend to MITN Cooperative:	Yes	Yes
	Additional information:	Please see attached list.	N/A