

CITY of NOVI CITY COUNCIL

**Agenda Item 3
July 6, 2009**

SUBJECT: Approval of contract award to University Lithoprinters, Inc., the second low bidder, for design and printing of the Annual Calendar in the amount of \$21,100 and approval of a contract award to Accuform, the second low bidder, for design and printing of Engage! and Enhance in the amount of \$83,681 for a total of \$104,781 for one year with the option for two renewals.

SUBMITTING DEPARTMENT: Neighborhood and Business Relations

CITY MANAGER APPROVAL: 

EXPENDITURE REQUIRED	\$ 104,781
AMOUNT BUDGETED	\$ 9,000, \$26,000, \$100,000 respectively
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	208-695.00-900.000 (\$6,596) 101-295.00-888.000 (\$21,100) 101-295.00-888.500 (\$77,085)

BACKGROUND INFORMATION:

In May, a comprehensive Printing Bid Services request for proposals was placed on BidNet for specialty publications (Annual Calendar, Engage!, and Enhance). Twenty-four qualified proposals were received. When analyzing the bids, it became apparent a few of the vendors were more competitively priced on certain publications than their peers and it was financially advantageous to split the contract award.

The first contract award consists of the printing and design of the Annual Calendar. University Lithoprinters, Inc. is the second low bidder of this item in the amount of \$21,100. The low bidder, Progressive Printing, did not include comparative sample printed calendar materials and needed an additional two days to print. Given Novi's past satisfaction with University Lithoprinters, Inc., it is recommended they be awarded a contract for printing and design services of the Annual Calendar.

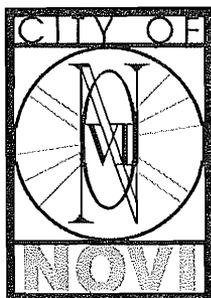
The second contract award package consists of the printing of Engage! and Enhance. Accuform is the second low bidder of these items in the amount of \$83,681. The low bidder, Dearborn Lithograph, has produced printed items for the City in the past and has had a hard time getting items on press and has not met established timelines. Additionally, Dearborn Lithograph is requesting five more days to produce Engage! than Accuform. After a tour of Accuform facilities and a meeting with their representatives to discuss project deadlines and timeframes, we are confident they can meet requirements.

RECOMMENDED ACTION: Approval of contract award to University Lithoprinters, Inc., the second low bidder, for design and printing of the Annual Calendar in the amount of \$21,100 and approval of a contract award to Accuform, the second low bidder, for design and printing of Engage! and Enhance in the amount of \$83,681 for a total of \$104,781 for one year with the option for two renewals.

	1	2	Y	N
Mayor Landry				
Mayor Pro Tem Gatt				
Council Member Burke				
Council Member Crawford				

	1	2	Y	N
Council Member Margolis				
Council Member Mutch				
Council Member Staudt				

MEMORANDUM



cityofnovi.org

TO: SUE MORIANTI, PURCHASING MANAGER
FROM: SHERYL WALSH, DIRECTOR OF COMMUNICATIONS
TRACIE RINGLE, COMMUNICATIONS SPECIALIST
SUBJECT: PRINTING SERVICES/SPECIALTY PUBLICATIONS
DATE: JUNE 30, 2009

In May, a comprehensive Printing Bid Services request for proposals was placed on BidNet for all specialty publications (Annual Calendar, Engage!, and Enhance).

Twenty-four qualified proposals (for all or part of the printing services) were received. A complete tabulation sheet is attached.

When analyzing the bids, it became apparent a few of the vendors were more competitively priced in certain areas than their peers and it was financially advantageous to split the contract award into two packages.

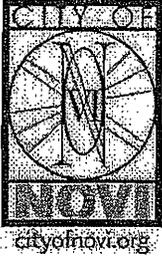
The first contract award consists of the printing and design of the Annual Calendar. University Lithographers, Inc. is the second low bidder of this item in the amount of \$21,100. The low bidder, Progressive Printing, did not include comparative sample printed calendar materials and needed an additional two days to print. Given Novi's past satisfaction with University Lithographers, Inc., discussing project deadlines and timeframes, it is recommended they be awarded a contract for printing and design services the Annual Calendar.

The second contract award package consists of the printing of Engage! and Enhance. Accuform is the second low bidder of these items in the amount of \$83,681. The low bidder, Dearborn Lithograph, has produced printed items for the City in the past and has had a hard time getting items on press and not met established timelines. Additionally, Dearborn Lithograph is requesting five more days to produce Engage! than Accuform. After a tour of Accuform facilities and a meeting with their representatives to discuss project deadlines and timeframes, we are confident they can meet requirements.

Both contracts are recommended to be awarded for one year with an option for two renewals.

If you have any questions, please let either of us know.

Company name University Lithoprinters



CITY OF NOVI
REVISED PROPOSAL FORM

We the undersigned as bidder, propose to furnish to the City of Novi, according to the conditions and instructions attached hereto and made a part thereof according to the attached terms and conditions.

PRINTING SERVICES – SPECIALTY PUBLICATIONS

1. **Annual Report Calendar**

Quantity: 30,000 (once annually) + 1000 extra pull out maps

Design and printing \$ 21,100 total

Postage (28,000) \$.320 to .337 per piece \$ 8960⁰⁰ to 9436⁰⁰ total

Production/delivery time 10 DAYS

2. **Enhance Senior Newsletter**

Quantity: 10,000 (four issues annually)

* Design and printing \$ 2620.00 total

Postage (9,400) \$.346 to .496 per piece \$ 3252.00 to 4662.00 total

Production/delivery time 5 to 7 DAYS

→ option for glue binding # 2365.00

4. **Engage! Community Program/Recreation Guide**

Quantity: 30,000 (three issues annually)

Design and printing \$ 28,910.00 total

Postage (28,000) \$.393 per piece \$ 10,990.00 total

Production/delivery time 10 to 12 DAYS

Printing Rush Charges

\$ 65.00 per hour to

250.00 per hour.

See comments

Company name University Lithoprinters

Are your samples included? Yes No

We acknowledge receipt of the following Addendums:
(please indicate numbers below)

Revised Proposal Form.

Comments: Rush charges vary due to which department
the project would be in for over time. An
estimate would be provided prior to work
for the City to approve.



L I T H O

Quotation

City of Novi

May 27, 2009
Est. # 76125

DESCRIPTION: Annual Calendar

NO. OF PAGES: 4 page cover, 32 pages plus 8 pages of ad's
4 page reply card, map has 8 pages

STOCK: 80# gloss cover, 80# matte text 70# offset reply card, map 80# text gloss

PREPARATION: Electronic files designed by University Lithoprinters
Dylux & PDF proofs included. Color contract proofs additional at \$365.00.

PRESSWORK: Calendar and map 4/4
Ad's 2/2
Reply card 1/1
¼" hole

BINDERY: Saddlestitch, perf reply card
Zip code carrier route walk mail prep included

FINISH SIZE: 8 ½" x 11" for calendar. Map is 17" X 22" and folds to 8 ½" X 11". Reply card is 10" X 4" perforated at 5" folds and stitches into the calendar.

SHIPPING: Local included

REMARKS: This quotation based on University Lithoprinters receiving properly prepared electronic files ready for output.

QUANTITY & PRICE: 30,000 calendars with maps plus 1,000 additional maps - \$20,050.00
Design - \$ 1,050.00
Total - \$21,100.00

**Postage is additional and must be prepaid. Estimate @ \$8,960 to \$9,436.00.
Actual cost for postage will be billed based on final weight and quantity at the time of mailing.

These figures represent our proposal on your requirements. You may rely on our strict adherence to your specifications. These prices are for immediate acceptance and all transactions are subject to the conditions on reverse side hereof which are made a part of this quotation.

Terms shall be net 30 days unless otherwise stated. Interest shall accrue at 18% per annum on any outstanding invoices after 30 days or the maximum rate allowed by applicable law. In the event that ULitho is required to undertake efforts to collect any outstanding balances, customer agrees to pay all legal fees and costs incurred.

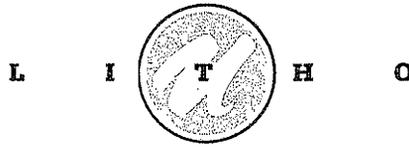
Paper is subject to prices at time of shipment from mill.
When applicable, this quotation is subject to federal, state, and local taxes at time of delivery.

TERMS: NET 30 DAYS

BY: Marilyn Bealafeld

Respectfully submitted
University Lithoprinters
www.ulitho.com

UNIVERSITY LITHOPRINTERS | 734.973.9414 | ANN ARBOR
4150 VARSITY DRIVE | 800.652.9414 | ANYWHERE
ANN ARBOR MI 48108 | 734.973.2884 | FAX
WWW.ULITHO.COM



Quotation

City of Novi

May 27, 2009

Est. # 75847

DESCRIPTION: Senior Newsletter

NO. OF PAGES: 8

STOCK: 80# text 30% PCW Rolland Environment

PREPARATION: Electronic files designed by ULitho
Dylux proof & PDF proofs included
Color contract proofs additional at \$75.00

PRESSWORK: 2/2

BINDERY: Saddlestitch or glue bind (sample provided)
Ink jet from furnished list for 9,400

FINISH SIZE: 11" x 17" folds to 8 1/2" x 11"

SHIPPING: Local included

REMARKS: Postage is additional & must be prepaid. Estimate for one issue = \$3,252 - \$4,662
Actual cost for postage will be billed based on final weight, quantity & presort at time of mailing.

QUANTITY &

PRICE: Print & mail prep for 10,000 saddlestitched = \$2,320.00
Design = \$300.00
Total per issue = \$2,620.00

Print & mail prep for 10,000 glue bindery = \$2,065.00
Design = \$300.00
Total per issue = \$2,365.00

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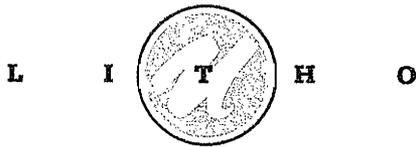
When applicable, this quotation is subject to federal, state, and local taxes at time of delivery.

BY: Marilyn Bealafeld

TERMS: NET 30 DAYS

Respectfully submitted
University Lithoprinters
www.ulitho.com

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ANN ARBOR MI 48108 | 734.973.2884 FAX
WWW.ULITHO.COM



Quotation

City of Novi

May 27, 2009
Est. # 76109

DESCRIPTION: Engage

NO. OF PAGES: 64 pages plus cover plus reply card

STOCK: 100# cover gloss
70# text gloss
9pt. reply card

PREPARATION: Electronic files designed by ULitho
Dylux proof & PDF proofs included
Color contract proofs additional at \$215.00

PRESSWORK: 4/4
Card 1/1

BINDERY: Perfect bind with Pur glue, perf reply card & bind into Engage
Zip code carrier route walk mail prep for 28,000

FINISH SIZE: 8 1/2" x 11"

SHIPPING: Local included

REMARKS: Postage is additional & must be prepaid. Estimate for one issue = \$10,990.00
Actual cost for postage will be billed based on final weight & quantity at time of mailing.

QUANTITY & PRICE: Print & mail preparation 30,000 one issue = \$27,465.00
Design = \$1,445.00
Total = \$28,910.00

These figures represent our proposal on your requirements. You may rely on our strict adherence to your specifications. These prices are for immediate acceptance and all transactions are subject to the conditions on reverse side hereof which are made a part of this quotation.

Terms shall be net 30 days unless otherwise stated. Interest shall accrue at 18% per annum on any outstanding invoices after 30 days or the maximum rate allowed by applicable law. In the event that ULitho is required to undertake efforts to collect any outstanding balances, customer agrees to pay all legal fees and costs incurred.

Paper is subject to prices at time of shipment from mill.

When applicable, this quotation is subject to federal, state, and local taxes at time of delivery.

BY: Marilyn Bealafeld

TERMS: NET 30 DAYS

Respectfully submitted
University Lithoprinters
www.ulitho.com

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cityofnovi.org

CITY OF NOVI VENDOR QUESTIONNAIRE

PRINTING SERVICES – SPECIALTY PUBLICATIONS

Please fill in all information:

Date: 5/27/09

Firm Name: University Lithoprinters

Address: 4150 Varsity Dr.

City/State/ZipCode: Ann Arbor, MI 48108

Phone Number: 734-973-9414 Fax Number: 734-973-2884

Agents name (please print) Marilyn Bealafeld

Agent's signature: Marilyn Bealafeld

E-mail Address: mbealafeld@ulitho.com

Years firm has been in business: 75

Type of Organization: (Circle One)

- a. Individual
- b. Partnership
- c. Corporation
- d. Joint Venture
- e. Other

How many staff members does your company employ?

Full-time employees: 43 Part-time employees: 0

1. How many years has your company been providing printing services for specialty publications such as those in our specifications? _____ Provide historical narrative.

See attached

4. Submit profiles of staff to be assigned to these projects and examples of similar work performed by each staff member.

See attached

5. Describe methods of communication with your clients.

See attached

6. Describe in detail your work plan or methodology for these projects.

See attached

City of Novi Vendor Questionnaire Responses

(5/27/09)

1. How many years has your company been providing printing services for specialty publications such as those in our specifications?

University Lithoprinters (ULitho) has been in business since 1934. In the beginning ULitho produced books for Universities across the country. In the 1970's the owners took the company in a different direction and became a commercial sheet fed printer and has been producing work for specialty publications for the past 39 years. The current ownership is made up of three individuals who have been with ULitho since 1987 and in partnership since 1999.

2. How many clients does your company currently serve with the type of services described?

ULitho has a current customer listing of approximately 200 customers. Of those customers approximately half of them come to us for printing and mailing services such as the pieces included in this bid. Those services are for design, printing and mailing.

3. Please provide a list of three (3) client references.

- City of Dearborn
Mary Laundroche
13615 Michigan
Dearborn, MI 48126
Phone: (313) 943-2322
Email: mlaundroche@ci.dearbon.mi.us
- City of Troy
Cindy Stewart
500 West Big Beaver Road
Troy, MI 48084
Phone: (248) 524-1147
Email: cindy.stewart@ci.troymi.gov
- City of Westland
Craig Welkenbach
33455 W. Warren
Westland, MI 48185
Phone: (734) 467-3198
Email: craigwelk@comcast.net

All three of these references are customers we have worked with for many years. They all have very similar projects to the projects the City of Novi is asking us to produce in this bid packet from City Calendars/Annual Reports to Newsletters and brochures.

4. Submit profiles of staff to be assigned to these projects and examples of similar work performed by each staff member.

Marilyn Bealafeld is University Lithoprinters account executive assigned to the City of Novi. Marilyn has a B.F.A. from Washington University in St. Louis, MO. Her degree is in fine arts Printmaking with a minor in Art History. Marilyn has been selling print and mail with ULitho for 12 years. Many of her clients rely on her to press check their projects. Marilyn is the liaison between the graphic designer and the end client for many projects.

Jamie Racklyeft is the graphic designer contracted by ULitho to design the City of Novi projects. His company profile and references are enclosed on a separate page.

5. Describe methods of communication with your clients.

ULitho provides many methods of communication based upon the customer's needs and desires. We can communicate via telephone, cell phone, email, fax, face to face meetings with our Sales Representative and pick ups and deliveries through our drivers.

6. Describe in detail your work plan or methodology for these projects.

Once ULitho is awarded the project there will be an initial meeting between the City of Novi, Jamie Racklyeft, the Designer, and Marilyn Bealafeld, Sales Representative for ULitho, to discuss the design direction. Layouts will be created and PDF files presented of the concept. Once the final concept is approved, PDF files will be shown as final proofs prior to final preparation of the files for printing.

The files will then be proofed supplying the City of Novi with a digital dylux and a hi res ESPON color contract proof for approval. If there are corrections, a second proof will be created for approval. ULitho will then proceed with making plates and begin printing. The City of Novi is welcome to come and press check any of the pieces they feel necessary. Then the pieces will move on to bindery for folding, stitching or perfect binding. Once we have the final piece we will weigh and provide the actual postage amount to the City of Novi so they can be sure there is enough postage in their account. We will then ink jet or carrier route sort and drop the mailing pieces at the Post Office and deliver the balance to the City of Novi.

7. Provide a list of all of your firms printing equipment.

See attached equipment list.



Company Profile

The Knockout Design Company has been helping organizations succeed by connecting and engaging key stakeholders since 1989.

Owner Jamie Racklyeft and Art Director Jennifer Farina are experts in all aspects of communication, specializing in print. Newsletters, brochures, annual reports, and calendars are just some of the many designs we have produced.

Over the years we have done design work for a select group of clients, including City of Novi, City of Dearborn, Children's Leukemia Foundation, National Multiple Sclerosis Society, University of Michigan, Eastern Michigan University, Borders Books, Oakwood Healthcare System, Aetna, and many more.

We have worked with University Litho for more than ten years, and enjoyed working with Sheryl Walsh on the 2005 and 2008 Novi Calendars, and would certainly love to work with her again.

References

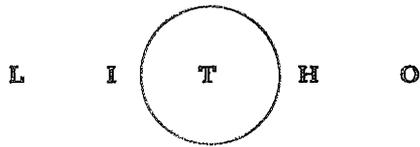
Sheryl Walsh, City of Novi, swalsh@cityofnovi.org

Karen Mulligan, Children's Leukemia Foundation, jmulli8416@aol.com

Melissa Motschall, Eastern Michigan University, mmmotschall@hotmail.com

Contact Info

Knockout Design Company
P.O. Box 122
Dexter, MI 48130
734/358-8982
knockoutdc@aol.com
www.linkedin.com/in/jracklye



REFERENCE LIST

Savitski Design

Mike Savitski
102 Nickels Arcade
Ann Arbor, MI 48104-2261
Phone: 734-662-3905
Fax: 734-662-0485

Creative Solutions

Angela Loudermilk
Dexter, MI
800-607-5100 x3407
angela.loudermilk@thomsonreuters.com

Domino's Pizza

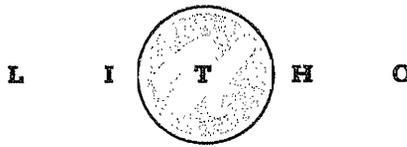
Lynda Heppler
Ann Arbor, MI
734-930-3404
hepplel@dominos.com

Detroit Institute of Art

Judith Ruskin
Detroit, MI
313-833-7961
jruskin@dia.org

City of Troy

Cindy Stewart
500 West Big Beaver
Troy, MI 48084
248-524-1147
stewartca@cityoftroy.org



Equipment and Capability List

2/09

University Lithoprinters, Inc. is a full service, high quality color sheetfed & digital printing company located in Ann Arbor, MI

We offer:

- State of the art printing plant completed in the spring of 1991
- Professional, well equipped, efficient
- Convenient to major freeways serving Southeast Michigan
- All employees trained in SPC quality control
- Staffed to operate 7 days, 24 hours
- FSC and SFI Certified
- Certified Michigan Great Printer (A commitment to environmental stewardship and the principles of pollution prevention in the printing industry)

ELECTRONIC PREPRESS

We offer a full line of electronic prepress services. We support both IBM and Macintosh platforms and all major software packages. Our equipment includes:

- 1 Kodak Prinergy – Ripping, imposing, trapping workstation
- 1 Scitex Eversmart Supreme Scanner – For scanning 4/C, halftones, linework, maximum input size 12" x 17"
- 1 Lotem 800V – Computer driven platesetter
- 4 Mac Pro Workstations
- 2 Power Mac G5 Work Stations
- 1 Dell Xeon PC
- 1 FTP Site

Software supported: (Macintosh OSX and Windows XP Platforms)

- Adobe Acrobat
- Adobe Illustrator
- Adobe InDesign
- Adobe Photoshop
- Quark Xpress
- Pitstop Professional
- Macromedia Freehand

PROOFING

- 1 Large format ink jet proofing
- 1 Ink jet digital contract proofing – 17" wide
- 1 Ink jet digital contract proofing – 44" wide

(Contract proofers use Oris Color Tuner and Oris Certified Proof Software)

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	WWW.ULITHO.COM	

OFFSET PRESS

- 1 Komori 640 IIC Fully automated 28" x 40" 6 color plus aqueous coater with computer console
- 1 Komori 628NL Fully automated 20" x 28" 6 color plus aqueous coater with computer console
 - (QPC) Quality Print Control
 - (APC) Auto Plate Changer
 - (AMR) Auto Make Ready
 - (KMS) Komori Management Systems stores & retrieves jobs for exact reprint
 - (KHS) Komori Hyper Ink System for exact reprint capability which gives the press a closed loop system from pre-press to press
- 1 Heidelberg 28" x 40" 2 color 102ZP
- 1 X-Rite Sheet Scanner to assure consistent color throughout press run
- Experience in spot coating, soy based inks and recycled stocks
- All presses are connected to a spray powder recovery system. This system removes spray powder from the environment, keeping the plant clean.

DIGITAL PRESS

- 1 Kodak NexPress 2100 Plus with fifth imaging unit used for color and coating solutions
- 1 Kodak NexPress Glosser

BINDERY

- 2 Computerized Polar EMC Cutting Machines with power lift and jogging
- 1 Computerized Polar 66 Cutter
- 2 MBO belt drive folders with gate-fold capability (up to 32 page signatures) one equipped with an HHS cold gluing system
- 1 Stahl Folder (16 page) with pressing unit
- 1 Heidelberg Easy Folder
- 1 Crease Master Plus - TS
- 1 Stahl ST 90 Automatic Saddlestitcher equipped with 6 continuous feed pockets, auto-coverfeed, 2 head stitching station and 3 knife trimmer
- 2 5 head auto drill
- 5 36" Rolling machines (capable of rolling and tubing posters)
- 2 Shrink-wrappers
- 1 Paper bander

MAIL SERVICES

- 1 Kirk Rudy Rite Jet Mailing System
- 1 Kirk Rudy 535 Tab Master with wafer and post-it note capability
- 1 Mosca high speed bundler
- 1 Bell & Howell Six Station Inserting Machine
- BCC Mail Manager 2010 Cass Certification Software updated quarterly

SPECIAL SERVICES

- Warehousing
- Drop shipping
- Fulfillment
- Special coordination and packing of unique print programs



cityofnovi.org

CITY OF NOVI
VENDOR QUESTIONNAIRE

PRINTING SERVICES – SPECIALTY PUBLICATIONS

Please fill in all information:

Date: 5/26/09

Firm Name: Accuform Printing + Graphics

Address: 7231 Southfield

City/State/Zip Code: Detroit, MI 48228

Phone Number: 313-271-5600 Fax Number: 313-271-4579

Agents name (please print) Paul D Johnson

Agent's signature: [Signature]

E-mail Address: Paul.johnson@accuform.net

Years firm has been in business: 40 years

- Type of Organization: (Circle One)
- a. Individual
 - b. Partnership
 - c. Corporation
 - d. Joint Venture
 - e. Other

How many staff members does your company employ?

Full-time employees: 14 Part-time employees: _____

How many years has your company been providing printing services for specialty publications such as those in our specifications? 15 Provide historical narrative.

How many clients does your company currently serve with the type of services described. > 5 Explain the capacity of the services being provided.

Please provide a list of three (3) client references. Include name, address, phone number, contact person and briefly described scope of services performed.

City of Detroit Election - George Azzouz
W. Grand Blvd. 313-443-1028

List Attached

Submit profiles of staff to be assigned to these projects and examples of similar work performed by each staff member.

Describe methods of communication with your clients.

voice + email

Describe in detail your work plan or methodology for these projects.

Accuform References

Company	Contact	Phone
Capuchin Soup Kitchen	Brother Vincent	313-579-2107
City of Detroit	Iva Patterson	313-224-4600
DDOT	Natalie Stark	313-833-0161
Detroit Fire Department	Captain Katrina Butler	313-359-2956
Midwest Health Plan	Lee Majewski	313-581-2600
Pontiac Osteopathic Hospital	Teresa Rodges	248-240-5394
The Bing Group	Rose Weeks	313-867-3700
Wayne County Sheriff	John Roach	313-224-0616
Soloman Friedman Advertising	Linda Palmer	248-548-0660
Charles H. Wright African-American History Museum	Robert Smith	313-443-6097
S.M.A.R.T. Bus Systems	Veronica Caston-Frost	248-362-4455
Renaissance Center	Tina Pappas	313-586-5676
City of Detroit - Water & Sewage Department	Margaret Moultrie	313-267-7436
All Star Wireless Corporate	John Kuza	248-723-1177

ACCUFORM

PRINTING & GRAPHICS

Professional Graphics & Prepress

- Agency Graphic Design & Typesetting
- Power Mac Workstations (1 Intel Based Mac Pro and 3 G5 Workstations)
- Online Storage for backup (2 Tera-bytes)
- Dell Pentium 4 2.2 GHZ Windows XP Workstations
- Windows NT-Based Server - 144 GB On-Line Storage
- Umax PowerLook III High End 10,000 dpi Transparency Scanner
- Umax Astra 4000U Scanner with Vistascan Pro
- Konica Minolta BizHub Pro 6500 Digital Printer and Copier, with Booklet Finishing Capabilities
- GCC Technologies Elite XL 1200 (1200 dpi - 11" x 17" Full Bleed)
- 3M Color Film Proofing System (Matchprint) and 3M Color Key
- Support for all Industry Standard Software
- Disc Formats (DVD, DVD-RAM, & CD-ROM)
- HP5500 Large format Proofer & Printer
- State of the art Heidelberg Direct to Metal Plate Prosetter
- 2 - Batcher 30" x 40" Stripping Tables
- High Resolution Image Scanning
- HP Contact Color Proofing
- Color Correction & Image Retouching

Bindery

- 76 ED Polar Cutting System
- Stahl 20" x 26" Folder with Gatefold Attachment and Inline Perforating and Numbering
- Collator, Stitcher, Trimmer and Paper Drill
- Automated In-Line Shrink Wrapping
- Pegboard Punches
- Laminator • Die Cutting • Round Corner • Mylar Reinforcement
- Tabbing • Wire O Binding • GBC Binding

Pressroom

- MOV-P-H 25" x 19" 4-Color Perfector with CPC-TRONICS, and INFRARED Dryers
- MOV-P-H 25" x 19" 2-Color Perfector with CPC-TRONICS, and INFRARED Dryers
- Heidelberg Printmaster 2 Color
- 2 Heidelberg Quickmaster, 2 Color
- GTO with Inline Perforating and Numbering
- Heidelberg Windmill
- Meihle Verticle

Extra Services Available

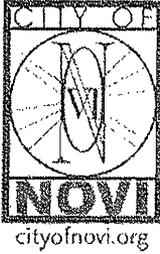
- Mailing Facility Services
- Variable Imaging Services
- 24-Hour Production Facility
- Pick-Up and Delivery Service
- Daily U.P.S. Service for Out-Of-Town Deliveries
- Warehousing for any Printing Procurement Projects
- Fullfillment Programs
- Ford Delivery Trucks
- Hyster 3,000 lb. Hi-Lo's

Environmental Services

- We Print with Vegetable-Based Inks
- We Recycle Paper Waste: Printed and Non-Printed, Coated and Uncoated
- We Recycle All Manufacturing Products
- Environmentally Controlled Compliance

Detroit Chamber of Commerce Member
Small Business Association of Michigan
Western Business Association
National Association of Woman Owned Business
Female-Owned Corporation
WBE Certified





Company name Accusoft Printing & Graphics

**CITY OF NOVI
REVISED PROPOSAL FORM**

We the undersigned as bidder, propose to furnish to the City of Novi, according to the conditions and instructions attached hereto and made a part thereof according to the attached terms and conditions.

PRINTING SERVICES – SPECIALTY PUBLICATIONS

1. Annual Report Calendar

Quantity: 30,000 (once annually) + 1000 extra pull out maps

Design and printing \$27,980.00 total

.068 saturation + .356 per lb.
Postage (28,000) \$0.2215 per piece \$6,202.70 total
@ 9.1oz

Production/delivery time 12 Days

2. Enhance Senior Newsletter

Quantity: 10,000 (four issues annually)

Design and printing \$1,649.00 total

Postage (9,400) \$0.1422 per piece \$1,334.80 total
DDU saturation under 3.3oz

Production/delivery time 10 Days

4. Engage! Community Program/Recreation Guide

Quantity: 30,000 (three issues annually)

Design and printing \$25,695.00 total

Postage (28,000) \$0.27715 per piece \$7,760.20 total
@ 9.1oz

Production/delivery time 10 Days

.068 saturation + .356 per lb = mail/postage cost.

Printing Rush Charges

\$ 0

Company name Academy Realty + Graphics

Are your samples included? Yes No

We acknowledge receipt of the following Addendums:
(please indicate numbers below)

Comments: _____

**CITY OF NOVI
PRINTING SERVICES - SPECIALTY PUBLICATIONS BID TAB**

MAY 27, 2009

	Qty	Dearborn Lithograph	Dearborn Total	Accuform	Accuform Total	Johnston Litho	Johnston Litho	Select Graphics	Select Gr. Total	University Litho	University Litho Total	Grand River Printing	Grand River Total	Progressive Printing	Progressive Total	Graphics East	Graphics East Total
Calendar																	
Design/print	1	21,755	21,755	24,980	24,980	21,714	21,714	21,896	21,896	21,100	21,100	23,601.95	23,601.95	20,520	20,520	25,366	25,366
TOTAL CALENDAR			21,755		24,980		21,714		21,896		21,100		23,601.95		20,520		25,366
Total Postage (28,000)	1	6,300		6,202.70		approx.\$7,900		6,473.60		8,960 - 9,436		3,976		7,371 (mail service + postage)		4,760	
Postage per pc		0.210		.2215 (6.9 oz)				0.2312		.320-.337		0.142		.263 *		0.160	
Delivery time		15 days after proof approval		12 days		7-10 work days		15-20 w days		10 days		10-15 b.days		10-12 work days		5-7 w. days	

Enhance																	
	Qty	Dearborn Lithograph	Dearborn Total	Accuform	Accuform Total	Johnston Litho	Johnston Litho	Select Graphics	Select Gr. Total	University Litho	University Litho Total	Grand River Printing	Grand River Total	Progressive Printing	Progressive Total	Graphics East	Graphics East Total
Design/print	4	1,917	7,668	1,649	6,596	1,956	7,824	2,065	8,260	2,620	10,480	4,255.68	17,022.72	2,077	8,308	2,327	9,308
TOTAL ENHANCE (4 Issues)			7,668		6,596		7,824		8,260		10,480		17,022.72		8,308		9,308
Postage (9,400)	4	1,786		1,334.60		approx. \$3,200		874.20		3,252 - 4,662		3,525		5,219 (mail service + postage)		1,504	
Postage per pc		0.190		0.142				0.093		.346 - .496		0.375		0.555*		0.160	
Delivery Time		5-7 days after proof approval		10 days		7-10 work days		6-7 w. days		5-7 days		10-15 b. days		5-7 work days		5 w. days	

Engage!																	
	Qty	Dearborn Lithograph	Dearborn Total	Accuform	Accuform Total	Johnston Litho	Johnston Litho	Select Graphics	Select Gr. Total	University Litho	University Litho Total	Grand River Printing	Grand River Total	Progressive Printing	Progressive Total	Graphics East	Graphics East Total
Design/print	3	22,000	66,000	25,695	77,085	27,239	81,717	28,881	86,643	28,910	86,730	28,990.79	86,972.37	33,161	99,483	33,109	99,327
TOTAL ENGAGE! (3 Issues)			66,000		77,085		81,717		86,643		86,730		86,972.37		99,483		99,327
Postage (28,000)	3	5,880		7,760.20		approx. \$13,000		7,560		10,990		3,696		9,471 (mail service + postage)		4,760	
Postage per pc		0.210		0.27715				0.270		0.393		0.132		.338 *		0.170	
Delivery Time		15 days after proof approval		10 days		10-15 work days		15-20 w. days		10-12 days		10-15 b. days		12-15 work days		5-10 w. days	
TOTAL ALL THREE			95,423		108,661		111,255		116,799		118,310		127,597.04		128,311		134,001
Rush Charges		10%		0.00		70/hour		50/hr Prep. 85/hr Press. 50/hr Bindery		65/hr - 250/hr (see comments)		NA		---		0.00	
Quest. Included?		yes		yes		yes		yes		yes		yes		yes		yes	
Add #1 acknow.		yes		yes		no		yes		yes		yes		yes		yes	
Comments		postage based on rates as of 5/27/09 subject to increase by Fed Gov.		postage unit prices based on saturation and cost per lb.						option for glue binding of Enhance \$2,365				mail service included with postage		Inkjet & mail: \$690 each Ealendar & Engage	

CITY OF NOVI
PRINTING SERVICES - SPECIALTY PUBLICATIONS BID TAB

MAY 27, 2009

	Qty	Hour Media	Hour Media Total	Premier Communications	Premier Total	Echo Publications	Echo Pub Total	Standard Register	Std. Reg. Total	Spectrum Printers	Spectrum Total	Axiom	Axiom Total	EGT Group	EGT Total	360 Design	360 Design Total
Calendar																	
Design/print	1	29,750	29,750	30,536.00	30,536	29,576	29,576	31,500	31,500	28,319	28,319	30,461.00	30,461.00	29,424.47	29,424.47	35,021.30	35,021.30
TOTAL CALENDAR			29,750		30,536		29,576		31,500		28,319		30,461.00		29,424.47		35,021.30
Total Postage (28,000)	1	5,891		5,891.20				7,840		8,148 (profit)		6,160		5,572		5,891.20	
Postage per pc		0.2104		.068/pc + 0.356/lb				0.280		.291(profit)		.22 postal patron		0.199		0.2104	
Delivery time		29 b. days		20 days		design: 10 b. days, printing: 8 b. days		10 days after proof approval		10-15 days + proofing, 7 days after proof approval		25 working days		10 days print/10 days design		15 w. days	

Enhance																	
Design/print	4	4,835.00	19,340	3,753.00	15,012	4,806.00	19,224	2,100	8,400	2,845.00	11,380	3,696.25	14,785.00	3,269.64	13,078.56	3,950.15	15,800.60
TOTAL ENHANCE (4 Issues)			19,340		15,012		19,224		8,400		11,380		14,785.00		13,078.56		15,800.60
Postage (9,400)	4	2,936		2,848.20				4,662.40		3,929.20 (profit)		3,196		3,252.40		2,256	
Postage per pc		0.3123		0.303				0.496		.418 (profit), .284 (nonprofit)		.34 provided list		0.346		0.240	
Delivery Time		15 b. days		10-12 days		design: 7 b. days, printing: 5 b. days		10 days after proof approval		10-15 days + proofing, 5 days after proof approval		10 working days		8 days print/8 days design		15 w. days	

Engage!																	
Design/print	3	30,975.00	92,925	35,841	107,523	35,276	105,828	39,600	118,800	40,257.00	120,771	39,615.00	118,845.00	40,737.10	122,211.30	38,849.95	116,549.85
TOTAL ENGAGE! (3 Issues)			92,925		107,523		105,828		118,800		120,771		118,845.00		122,211.30		116,549.85
Postage (28,000)	3	6,950		6,950.30				8,120		11,270 (profit)		7,280		7,504.00		7,823	
Postage per pc		0.2482		.068/pc + 0.356/lb				0.290		.4025 (profit)		.26 postal patron		0.268		0.2793	
Delivery Time		29 b. days		27 days		design: 15 b. days, printing: 10 b. days		10 days after proof approval		15-20 days + proofing, 10 days after proof approval		25 working days		10 days print/15 days design		15 w. days	
TOTAL ALL THREE			142,015		153,071		154,628		158,700		160,470		164,091		164,714		167,372
Rush Charges		\$1.900 calendar or engage!. \$0 for enhance		newsletter \$1600 Sat/\$2400 Sun, Engage \$2600		Only in extreme circumstances and with City prior approval		TBD		10%		N/C based on above delivery schedule		\$1,600 Sat, \$2,400 Sun		NA	
Quest. Included?		yes		yes		yes		yes		yes		not on our form		yes		yes	
Add #1 acknow.		yes		yes		no		yes		yes		yes		yes		yes	
Comments		delivery may be mutually agreed upon by Hour and client		Alternate proposed for Enhance			includes postage					printing costs include mailing service		offers option for Enhance. See proposal.			

**CITY OF NOVI
PRINTING SERVICES - SPECIALTY PUBLICATIONS BID TAB**

MAY 27, 2009

	Qty	Stage 3 Productions	Stage 3 Total	Northwest Group	NW Total	Riegle Press	Riegle Total	Greystone	Greystone Total	BPI Comm.	BPI Total	Printwell	Printwell Total	First Impression	First Imp. Total	Caldwell Printing	Caldwell Total
Calendar																	
Design/print	1	29,514	29,514	36,725	36,725	40,440	40,440	39,129	39,129	60,000	60,000	29,026	29,026	55,665	55,665	no bid	no bid
TOTAL CALENDAR			29,514		36,725		40,440		39,129		60,000		29,026		55,665		0
Total Postage (28.000)	1			6,540				6,160		10.080							
Postage per pc				0.2336				0.22 (based on 6.97 oz)		0.360							
Delivery time		10-17 days		3-4 wks		4 weeks		est. 5 wks		8-10 weeks		10 days		3-4 weeks			

Enhance																	
	Qty	Stage 3 Productions	Stage 3 Total	Northwest Group	NW Total	Riegle Press	Riegle Total	Greystone	Greystone Total	BPI Comm.	BPI Total	Printwell	Printwell Total	First Impression	First Imp. Total	Caldwell Printing	Caldwell Total
Design/print	4	4,917	19,668	3,883.50	15,534	4,433.00	17,732	3,257	13,028	11,250	45,000	45,961	183,844	10,288.00	41,152	3,785.05	3,785.05
TOTAL ENHANCE (4 Issues)			19,668		15,534		17,732		13,028		45,000		183,844		41,152		3,785.05
Postage (9,400)	4			2,500				2,848.20		3,384							
Postage per pc				0.2659				.303 (city) based on 1.01 oz		0.360							
Delivery Time		11 days		3-4 wks		3-4 weeks		est. 3 wks		4-5 weeks		7 days		2-3 weeks			

Engage!																	
	Qty	Stage 3 Productions	Stage 3 Total	Northwest Group	NW Total	Riegle Press	Riegle Total	Greystone	Greystone Total	BPI Comm.	BPI Total	Printwell	Printwell Total	First Impression	First Imp. Total	Caldwell Printing	Caldwell Total
Design/print	3	45,179	135,537	45,165.00	135,495	44,061	132,183	56,793	170,379	50,000	150,000	34,905	104,715	86,800.00	260,400	no bid	no bid
TOTAL ENGAGE! (3 Issues)			135,537		135,495		132,183		170,379		150,000		104,715		260,400		0.00
Postage (28,000)	3			22,148				7,000		10,640							
Postage per pc				0.791				0.25 (based on 8.2 oz)		0.380							
Delivery Time		17-22 days		4-6 weeks		4-5 weeks		est. 5 wks		8-10 weeks		14 days		3-4 weeks			
TOTAL ALL THREE			184,719		187,754		190,355		222,536		255,000		317,585		357,217		3,785.05
Rush Charges		none		TBD		negotiable		N/A		250/day		blank		\$100 10% plus or minus			
Quest. Included?		yes		yes		yes		only first page		yes		yes		yes		no	no
Add #1 acknow.		no		yes		yes		no		yes		no		yes		no	no
Comments			includes postage	rates dependent on current rates at time of printing			includes postage						pricing includes postage		pricing includes postage		