<table>
<thead>
<tr>
<th>Item</th>
<th>Qty</th>
<th>Description</th>
<th>The Challenge Machinery Company</th>
<th>Xerox</th>
<th>Introprint Technologies</th>
<th>Whitaker Brother Business Machines, Inc.</th>
<th>Independent Graphic Services, LLC</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>per bid</td>
<td>per bid</td>
<td>per bid</td>
<td>Duplo Model 800PA Hydraulic cutter</td>
<td>Alternate per bid</td>
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<tr>
<td>1</td>
<td>1</td>
<td>Challenge Model 305 XG Paper Cutter 208 Volt Three Phase 20 Amp</td>
<td>$28,995.00</td>
<td>$34,404.00</td>
<td>$27,545.25</td>
<td>$22,146.00</td>
<td>$28,945.00</td>
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<tr>
<td>2</td>
<td>1</td>
<td>Large side Tables standard</td>
<td>$525.00</td>
<td>Included</td>
<td>$700.00</td>
<td>Included</td>
<td>$700.00</td>
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<tr>
<td></td>
<td></td>
<td>* 1130.00 With air</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>3</td>
<td>1</td>
<td>0.5” minimum cut</td>
<td>$700.00</td>
<td>Included</td>
<td>$600.00</td>
<td>Included</td>
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<tr>
<td>4</td>
<td>1</td>
<td>Delivery and installation</td>
<td>$1,500.00</td>
<td>Included</td>
<td>$1,100.00</td>
<td>Included</td>
<td>NA</td>
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<tr>
<td>5</td>
<td>1</td>
<td>Training</td>
<td>$900.00</td>
<td>Included</td>
<td>$0</td>
<td>Included</td>
<td>NA</td>
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<tr>
<td>6</td>
<td>2</td>
<td>Blades</td>
<td>$792.00</td>
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<td>$0</td>
<td>Included</td>
<td>Included in cutterprice</td>
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<tr>
<td>7</td>
<td>1</td>
<td>Plastic Cutting Sticks</td>
<td>$36.60</td>
<td>Included</td>
<td>40.92 per pack of 12</td>
<td>Included</td>
<td>40.92 per pack of 12</td>
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<td>8</td>
<td>1</td>
<td>Paper Jogging Aid</td>
<td>$96.00</td>
<td>Included</td>
<td>$0</td>
<td>Included</td>
<td>Included in cutterprice</td>
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<td>Total Price</td>
<td>$33,544.60</td>
<td>$34,404.00</td>
<td>$29,370.25</td>
<td>$22,146.00</td>
<td>$30,170.00</td>
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</tbody>
</table>

**BID BOND**
- Yes

**FOB POINT**
- UA Huntsville

**TERMS**
- 1%/15 days - net 30
- Net 10
- Net 30
- Net 30 days

**WARRANTY**
- 2 years
- 2 year parts/90 day Labor
- 2 years
- 2 yr

**ESTIMATED DELIVERY**
- 2 weeks from order date
- TBD - Timeframe of 2/3 weeks
- 2 weeks
- 5-10 day ARO
- 7-10 days after ROPO

**YOUR REFERENCE NO.**
- 20120509-JB
- N/A

**QUOTATION EFFECTIVE UNTIL**
- 6/10/2012
- 6/10/2012
- 30 days
- Sept 1, 2012
- 12/5/2012

**BUSINESS CLASSIFICATION**
- SB
- SB/VS
- SB

**COMMENTS:**
- Duplo Model 800PA Hydraulic cutter does not meet specs.

- Bid specs require a 5000 pound clamp pressure and table height of standard 36.5". Whitaker Brother Business Machines, Inc. quoted a 2500 pounds clamp and 34.65" Air cushion table, which does not meet specifications. Therefore the bid is awarded to Introprint Technologies as the apparent lowest responsible bidder, meeting specifications.

PKH 5/11/2012