NYSID
Preferred Source Solutions

Ronald P. Romano
President and Chief Executive Officer

CORPORATE OFFICES:
11 Columbia Circle Drive, Albany, NY 12203
Phone: (518) 463-9706 Fax: (518) 463-9708

NEW YORK CITY SALES OFFICE:
352 Seventh Avenue, Suite 201, New York, NY 10001
Phone: (212) 889-6618 Fax: (212) 545-1316

April 20, 2012

To: NYS OGS – PSG

From: NYSID

Re: White, Multi-purpose paper; 30% Recycled Post Consumer Content Copy Paper in Less Than Truckload Lots (Zones 2 and 3 Only)

NYSID is pleased to submit revised pricing, on behalf of the Association for Vision Rehabilitation and Employment, Inc. (A.V.R.E.), for the supply of 30% recycled post consumer copy paper in less than truckload lots to Zones 2 and 3 only. NYSID's pricing is less than 10% above the pricing of International Paper for the cumulative estimated volume of all sizes of paper included for Zones 2 and 3 and is also within the acceptable statutory thresholds for each paper item.

Once again, this opportunity to be the preferred source supplier of 30% recycled copy paper in less than truckload lots for Zones 2 and 3 will provide sixteen (16) full-time jobs to individuals with disabilities.

We are excited to embark upon this collaborative effort with IBNYS to provide meaningful employment to individuals with disabilities in New York State. Please feel free to contact NYSID should you have any questions regarding this application.

Sincerely,

Joseph Messina
Vice-President of Sales

Cc: Richard Healey (IBNYS)
Karen DiBella (NYSID)

E5530-E5541

White Multi-Purpose Copy Paper

30% Post Consumer Recycled Content

Item #	Size	Reams Per Case	Sheets Per Ream	Sheets Per Case	Proposed Price	Tier Pricing	Cartons per Tier	Zone	
E5530	8 1/2 x 11	10	500	5000	$ 35.58	1	10-39	2 & 3	
E5531	8 1/2 x 14	10	500	5000	$ 45.49	1	10-39	2 & 3	
E5532	11 x 17	5	500	2500	$ 36.27	1	10-39	2 & 3	
E5533	8 1/2 x 11	10	500	5000	$ 37.20	1	10-39	2 & 3	3 hole punch
E5534	8 1/2 x 11	10	500	5000	$ 33.21	2	40-199	2 & 3	
E5535	8 1/2 x 14	10	500	5000	$ 43.49	2	40-199	2 & 3	
E5536	11 x 17	5	500	2500	$ 33.90	2	40-199	2 & 3	
E5537	8 1/2 x 11	10	500	5000	$ 34.83	2	40-199	2 & 3	3 hole punch
E5538	8 1/2 x 11	10	500	5000	$ 32.96	3	200-600	2 & 3	
E5539	8 1/2 x 14	10	500	5000	$ 42.92	3	200-600	2 & 3	
E5540	11 x 17	5	500	2500	$ 33.65	3	200-600	2 & 3	
E5541	8 1/2 x 11	10	500	5000	$ 34.58	3	200-600	2 & 3	3 hole punch

Deductions for dock or sidewalk delivery - $ 0.40 per carton

New York State Industries for the Disabled, Inc.
Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail: kfernald@avreus.org
Purchasing Agency: New York State Zones 2 & 3
NYSID Item #: E5530 OGS Group #: _____

PRODUCT CATEGORY: _____ New Product X Product Line Extension
_____ Product Price Revision _____ Other

Product Description: White, Multi-purpose paper, 30% recycled post consumer content sizes - 8 1/2"x 11", 92 brightness, 20 lb. basis weight. 10 reams per case, 500 sheets per ream, 5000 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per	UNIT	X	# UNITS USED	=	COST / SELLING UNIT
30% PCW Copy Paper	$0.5001		lb.		50.00		$25.0050
Ream Wrap Paper	$0.0610		ft.		13.00		$0.7930
Glue	$5.0550		lb.		0.02		$0.1000
Shipping Carton	$0.6000		each		1.00		$0.6000
Poly Strapping	$0.0004		inch		84.00		$0.0342
Pallet	$3.9600		each		0.03		$0.1188

MATERIAL SUBTOTAL: $26.6510
2.5000% % MANUFACTURING WASTE (if applicable) $0.6663
TOTAL MATERIALS $27.3173

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Sheeting Machine Operator	$0.3319
Ream Wrap Machine Operator	$0.3148
Packaging/Strapping/Palletizing	$0.3148

TOTAL LABOR COST $0.9615
SUBTOTAL PAGE 1 $28.2787

SUBTOTAL PAGE 1	$28.2787
III. ADMINISTRATIVE OVERHEAD	$0.9615
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$4.5900
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$34.5402
VI. NYSID FEE	$1.0362
TOTAL COST OF DELIVERED PRODUCT	**$35.5800**

COMMENTS:

Tier 1 Pricing 10 -39 Cartons, Zone 2 & 3

Submit this signed cost analysis via E-mail, mail or fax along with the Commodity Application and Revision Form to:
(If sent via e-mail, please fax or mail a signed copy)

Mail: New York State Industries for the Disabled, Inc.
ATTN:Karen DiBella
155 Washington Avenue, Suite 400
Albany, NY 12210

E-mail:admin@nysid.org

Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature:

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc.

Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail: kfernald@avreus.org
Purchasing Agency: New York State Zones 2 & 3
NYSID Item #: E5531 OGS Group #: _____

PRODUCT CATEGORY: _____ New Product X Product Line Extension
_____ Product Price Revision _____ Other

Product Description: White, Multi-purpose paper, 30% recycled post consumer content sizes - 8 1/2"x 14", 92 brightness, 20 lb. basis weight. 10 reams per case, 500 sheets per ream, 5000 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per UNIT	X # UNITS USED	= COST / SELLING UNIT
30% PCW Copy Paper	$0.5001	lb.	65.00	$32.5065
Ream Wrap Paper	$0.0610	ft.	18.00	$1.0980
Glue	$5.0550	lb.	0.02	$0.1000
Shipping Carton	$0.7000	each	1.00	$0.7000
Poly Strapping	$0.0004	inch	102.00	$0.0415
Pallet	$5.2760	each	0.03	$0.1583

MATERIAL SUBTOTAL: $34.6043
2.5000% % MANUFACTURING WASTE (if applicable) $0.8651
TOTAL MATERIALS **$35.4694**

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Sheeting Machine Operator	$0.4480
Ream Wrap Machine Operator	$0.4250
Packaging/Strapping/Palletizing	$0.4250

TOTAL LABOR COST **$1.2980**
SUBTOTAL PAGE 1 **$36.7674**

SUBTOTAL PAGE 1	$36.7674
III. ADMINISTRATIVE OVERHEAD	$1.2980
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$5.3900
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$44.1654
VI. NYSID FEE	$1.3250
TOTAL COST OF DELIVERED PRODUCT	**$45.4900**

COMMENTS:

Tier 1 Pricing 10 -39 Cartons, Zone 2 & 3

Submit this signed cost analysis via E-mail, mail or fax along with the Commodity Application and Revision Form to:
(If sent via e-mail, please fax or mail a signed copy)

Mail: New York State Industries for the Disabled, Inc.
ATTN:Karen DiBella
155 Washington Avenue, Suite 400
Albany, NY 12210

E-mail:admin@nysid.org

Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature:

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc.
Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail: kfernald@avreus.org
Purchasing Agency: New York State Zones 2 & 3
NYSID Item #: E5532 OGS Group #: _____

PRODUCT CATEGORY: _____ New Product X Product Line Extension
_____ Product Price Revision _____ Other

Product Description: White, Multi-purpose paper, 30% recycled post consumer content sizes - 11"x 17", 92 brightness, 20 lb. basis weight. 5 reams per case, 500 sheets per ream, 2500 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per UNIT	X # UNITS USED	= COST / SELLING UNIT
30% PCW Copy Paper	$0.5001	lb.	50.00	$25.0050
Ream Wrap Paper	$0.0610	ft.	13.00	$0.7930
Glue	$5.0550	lb.	0.02	$0.1000
Shipping Carton	$0.6000	each	1.00	$0.6000
Poly Strapping	$0.0004	inch	84.00	$0.0342
Pallet	$3.9600	each	0.03	$0.1188

MATERIAL SUBTOTAL: $26.6510
2.5000% % MANUFACTURING WASTE (if applicable) $0.6663
TOTAL MATERIALS $27.3173

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Sheeting Machine Operator	$0.4480
Ream Wrap Machine Operator	$0.4250
Packaging/Strapping/Palletizing	$0.4250

TOTAL LABOR COST $1.2980
SUBTOTAL PAGE 1 $28.6153

SUBTOTAL PAGE 1	$28.6153
III. ADMINISTRATIVE OVERHEAD	$1.2980
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$4.5900
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$35.2133
VI. NYSID FEE	$1.0564
TOTAL COST OF DELIVERED PRODUCT	**$36.2700**

COMMENTS:

Tier 1 Pricing 10 -39 Cartons, Zone 2 & 3

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Mail: New York State Industries for the Disabled, Inc.
ATTN:Karen DiBella
155 Washington Avenue, Suite 400
Albany, NY 12210

E-mail:admin@nysid.org

Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature: _____

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc.
Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail:
Purchasing Agency: New York State Zones 2 &3
NYSID Item #: E5533 OGS Group #:

PRODUCT CATEGORY: ___ New Product X Product Line Extension
___ Product Price Revision ___ Other

Product Description: 3 - hole punch, white, multi-purpose paper, 30% recycled post consumer content sizes - 8 1/2"x 11", 92 brightness, 20 lb. basis weight. 10 reams per case, 500 sheets per ream, 5000 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per	UNIT	X	# UNITS USED	=	COST / SELLING UNIT
30% PCW Copy Paper 3HP	$30.2500		carton		1.00		$30.2500
Poly Strapping	$0.0005		inch		84.00		$0.0420
Box Lid	$0.2400		each		1.00		$0.2400
Pallet	$0.0000		each		0.03		$0.0000

MATERIAL SUBTOTAL: $30.5320
0.0000% % MANUFACTURING WASTE (if applicable) $0.0000
TOTAL MATERIALS **$30.5320**

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Packaging/Strapping/Palletizing	$0.1417

TOTAL LABOR COST **$0.1417**
SUBTOTAL PAGE 1 **$30.6737**

SUBTOTAL PAGE 1	$30.6737
III. ADMINISTRATIVE OVERHEAD	$0.1417
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$4.5900
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$36.1153
VI. NYSID FEE	$1.0835
TOTAL COST OF DELIVERED PRODUCT	$37.2000

COMMENTS:

Tier 1 Pricing 10 -39 Cartons, Zone 2 & 3

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ATTN:Karen DiBella
155 Washington Avenue, Suite 400
Albany, NY 12210

E-mail:admin@nysid.org

Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature:

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc.

Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail: kfernald@avreus.org
Purchasing Agency: New York State Zones 2 & 3
NYSID Item #: E5534 OGS Group #: _____

PRODUCT CATEGORY: _____ New Product X Product Line Extension
_____ Product Price Revision _____ Other

Product Description: White, Multi-purpose paper, 30% recycled post consumer content sizes - 8 1/2"x 11", 92 brightness, 20 lb. basis weight. 10 reams per case, 500 sheets per ream, 5000 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per	UNIT	X	# UNITS USED	=	COST / SELLING UNIT
30% PCW Copy Paper	$0.5001		lb.		50.00		$25.0050
Ream Wrap Paper	$0.0610		ft.		13.00		$0.7930
Glue	$5.0550		lb.		0.02		$0.1000
Shipping Carton	$0.6000		each		1.00		$0.6000
Poly Strapping	$0.0004		inch		84.00		$0.0342
Pallet	$3.9600		each		0.03		$0.1188

MATERIAL SUBTOTAL: $26.6510
2.5000% % MANUFACTURING WASTE (if applicable) $0.6663
TOTAL MATERIALS $27.3173

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Sheeting Machine Operator	$0.3319
Ream Wrap Machine Operator	$0.3148
Packaging/Strapping/Palletizing	$0.3148

TOTAL LABOR COST $0.9615
SUBTOTAL PAGE 1 $28.2787

SUBTOTAL PAGE 1	$28.2787
III. ADMINISTRATIVE OVERHEAD	$0.9615
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$2.2900
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$32.2402
VI. NYSID FEE	$0.9672
TOTAL COST OF DELIVERED PRODUCT	**$33.2100**

COMMENTS:

Tier 2 Pricing 40 -199 Cartons, Zone 2 & 3

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Mail: New York State Industries for the Disabled, Inc.
ATTN:Karen DiBella
155 Washington Avenue, Suite 400
Albany, NY 12210

E-mail:admin@nysid.org

Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature:

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc.
Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail: kfernald@avreus.org
Purchasing Agency: New York State Zones 2 & 3
NYSID Item #: E5535 OGS Group #: _____

PRODUCT CATEGORY: _____ New Product X Product Line Extension
_____ Product Price Revision _____ Other

Product Description: White, Multi-purpose paper, 30% recycled post consumer content sizes - 8 1/2"x 14", 92 brightness, 20 lb. basis weight. 10 reams per case, 500 sheets per ream, 5000 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per	UNIT	X	# UNITS USED	=	COST / SELLING UNIT
30% PCW Copy Paper	$0.5001		lb.		65.00		$32.5065
Ream Wrap Paper	$0.0610		ft.		18.00		$1.0980
Glue	$5.0550		lb.		0.02		$0.1000
Shipping Carton	$0.7000		each		1.00		$0.7000
Poly Strapping	$0.0004		inch		102.00		$0.0415
Pallet	$5.2760		each		0.03		$0.1583

MATERIAL SUBTOTAL: $34.6043
2.5000% % MANUFACTURING WASTE (if applicable) $0.8651
TOTAL MATERIALS **$35.4694**

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Sheeting Machine Operator	$0.4480
Ream Wrap Machine Operator	$0.4250
Packaging/Strapping/Palletizing	$0.4250

TOTAL LABOR COST **$1.2980**
SUBTOTAL PAGE 1 **$36.7674**

SUBTOTAL PAGE 1	$36.7674
III. ADMINISTRATIVE OVERHEAD	$1.2980
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$3.4500
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$42.2254
VI. NYSID FEE	$1.2668
TOTAL COST OF DELIVERED PRODUCT	**$43.4900**

COMMENTS:

Tier 2 Pricing 40 -199 Cartons, Zone 2 & 3

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Mail: New York State Industries for the Disabled, Inc.
ATTN:Karen DiBella
155 Washington Avenue, Suite 400
Albany, NY 12210

E-mail:admin@nysid.org Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature:

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc.
Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail: kfernald@avreus.org
Purchasing Agency: New York State Zones 2 & 3
NYSID Item #: E5536 OGS Group #: _____

PRODUCT CATEGORY: _____ New Product X Product Line Extension
_____ Product Price Revision _____ Other

Product Description: White, Multi-purpose paper, 30% recycled post consumer content sizes - 11"x 17", 92 brightness, 20 lb. basis weight. 5 reams per case, 500 sheets per ream, 2500 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per	UNIT	X	# UNITS USED	=	COST / SELLING UNIT
30% PCW Copy Paper	$0.5001		lb.		50.00		$25.0050
Ream Wrap Paper	$0.0610		ft.		13.00		$0.7930
Glue	$5.0550		lb.		0.02		$0.1000
Shipping Carton	$0.6000		each		1.00		$0.6000
Poly Strapping	$0.0004		inch		84.00		$0.0342
Pallet	$3.9600		each		0.03		$0.1188

MATERIAL SUBTOTAL: $26.6510
2.5000% % MANUFACTURING WASTE (if applicable) $0.6663
TOTAL MATERIALS $27.3173

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Sheeting Machine Operator	$0.4480
Ream Wrap Machine Operator	$0.4250
Packaging/Strapping/Palletizing	$0.4250

TOTAL LABOR COST $1.2980
SUBTOTAL PAGE 1 $28.6153

SUBTOTAL PAGE 1	$28.6153
III. ADMINISTRATIVE OVERHEAD	$1.2980
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$2.2900
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$32.9133
VI. NYSID FEE	$0.9874
TOTAL COST OF DELIVERED PRODUCT	$33.9000

COMMENTS:

Tier 2 Pricing 40 -199 Cartons, Zone 2 & 3

Submit this signed cost analysis via E-mail, mail or fax along with the Commodity Application and Revision Form to:
(If sent via e-mail, please fax or mail a signed copy)

Mail: New York State Industries for the Disabled, Inc.
ATTN:Karen DiBella
155 Washington Avenue, Suite 400
Albany, NY 12210

E-mail:admin@nysid.org Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature:

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc.

Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail:
Purchasing Agency: New York State Zones 2 &3
NYSID Item #: E 5537 OGS Group #:

PRODUCT CATEGORY: ____ New Product X Product Line Extension
____ Product Price Revision ____ Other

Product Description: 3 - hole punch, white, multi-purpose paper, 30% recycled post consumer content sizes - 8 1/2"x 11", 92 brightness, 20 lb. basis weight. 10 reams per case, 500 sheets per ream, 5000 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per	UNIT	X	# UNITS USED	=	COST / SELLING UNIT
30% PCW Copy Paper 3HP	$30.2500		carton		1.00		$30.2500
Poly Strapping	$0.0005		inch		84.00		$0.0420
Box Lid	$0.2400		each		1.00		$0.2400
Pallet	$0.0000		each		0.03		$0.0000

MATERIAL SUBTOTAL: $30.5320
0.0000% % MANUFACTURING WASTE (if applicable) $0.0000
TOTAL MATERIALS **$30.5320**

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Packaging/Strapping/Palletizing	$0.1417

TOTAL LABOR COST **$0.1417**
SUBTOTAL PAGE 1 **$30.6737**

SUBTOTAL PAGE 1	$30.6737
III. ADMINISTRATIVE OVERHEAD	$0.1417
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$2.2900
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$33.8153
VI. NYSID FEE	$1.0145
TOTAL COST OF DELIVERED PRODUCT	**$34.8300**

COMMENTS:

Tier 2 Pricing 40 -199 Cartons, Zone 2 & 3

Submit this signed cost analysis via E-mail, mail or fax along with the Commodity Application and Revision Form to:
(If sent via e-mail, please fax or mail a signed copy)

Mail: New York State Industries for the Disabled, Inc.
ATTN:Karen DiBella
155 Washington Avenue, Suite 400
Albany, NY 12210

E-mail:admin@nysid.org

Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature:

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc.

Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail: kfernald@avreus.org
Purchasing Agency: New York State Zones 2 & 3
NYSID Item #: E 5538 OGS Group #: _____

PRODUCT CATEGORY: _____ New Product X Product Line Extension
_____ Product Price Revision _____ Other

Product Description: White, Multi-purpose paper, 30% recycled post consumer content sizes - 8 1/2"x 11", 92 brightness, 20 lb. basis weight. 10 reams per case, 500 sheets per ream, 5000 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per UNIT	X # UNITS USED	= COST / SELLING UNIT
30% PCW Copy Paper	$0.5001	lb.	50.00	$25.0050
Ream Wrap Paper	$0.0610	ft.	13.00	$0.7930
Glue	$5.0550	lb.	0.02	$0.1000
Shipping Carton	$0.6000	each	1.00	$0.6000
Poly Strapping	$0.0004	inch	84.00	$0.0342
Pallet	$3.9600	each	0.03	$0.1188

MATERIAL SUBTOTAL: $26.6510
2.5000% % MANUFACTURING WASTE (if applicable) $0.6663
TOTAL MATERIALS $27.3173

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Sheeting Machine Operator	$0.3319
Ream Wrap Machine Operator	$0.3148
Packaging/Strapping/Palletizing	$0.3148

TOTAL LABOR COST $0.9615
SUBTOTAL PAGE 1 $28.2787

SUBTOTAL PAGE 1	$28.2787
III. ADMINISTRATIVE OVERHEAD	$0.9615
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$2.0500
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$32.0002
VI. NYSID FEE	$0.9600
TOTAL COST OF DELIVERED PRODUCT	**$32.9600**

COMMENTS:

Tier 3 Pricing 200 -600 Cartons, Zone 2 & 3

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ATTN:Karen DiBella
155 Washington Avenue, Suite 400
Albany, NY 12210

E-mail:admin@nysid.org

Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature:

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc.

Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail: kfernald@avreus.org
Purchasing Agency: New York State Zones 2 & 3
NYSID Item #: E5539 OGS Group #: _____

PRODUCT CATEGORY: _____ New Product X Product Line Extension
_____ Product Price Revision _____ Other

Product Description: White, Multi-purpose paper, 30% recycled post consumer content sizes - 8 1/2"x 14", 92 brightness, 20 lb. basis weight. 10 reams per case, 500 sheets per ream, 5000 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per	UNIT	X	# UNITS USED	=	COST / SELLING UNIT
30% PCW Copy Paper	$0.5001		lb.		65.00		$32.5065
Ream Wrap Paper	$0.0610		ft.		18.00		$1.0980
Glue	$5.0550		lb.		0.02		$0.1000
Shipping Carton	$0.7000		each		1.00		$0.7000
Poly Strapping	$0.0004		inch		102.00		$0.0415
Pallet	$5.2760		each		0.03		$0.1583

MATERIAL SUBTOTAL: $34.6043
2.5000% % MANUFACTURING WASTE (if applicable) $0.8651
TOTAL MATERIALS $35.4694

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Sheeting Machine Operator	$0.4480
Ream Wrap Machine Operator	$0.4250
Packaging/Strapping/Palletizing	$0.4250

TOTAL LABOR COST $1.2980
SUBTOTAL PAGE 1 $36.7674

SUBTOTAL PAGE 1	$36.7674
III. ADMINISTRATIVE OVERHEAD	$1.2980
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$2.8900
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$41.6654
VI. NYSID FEE	$1.2500
TOTAL COST OF DELIVERED PRODUCT	**$42.9200**

COMMENTS:

Tier 3 Pricing 200 -600 Cartons, Zone 2 & 3

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Albany, NY 12210

E-mail:admin@nysid.org

Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature:

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc.

Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail: kfernald@avreus.org
Purchasing Agency: New York State Zones 2 & 3
NYSID Item #: E5540 OGS Group #: _____

PRODUCT CATEGORY: _____ New Product X Product Line Extension
_____ Product Price Revision _____ Other

Product Description: White, Multi-purpose paper, 30% recycled post consumer content sizes - 11"x 17", 92 brightness, 20 lb. basis weight. 5 reams per case, 500 sheets per ream, 2500 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per	UNIT	X	# UNITS USED	=	COST / SELLING UNIT
30% PCW Copy Paper	$0.5001		lb.		50.00		$25.0050
Ream Wrap Paper	$0.0610		ft.		13.00		$0.7930
Glue	$5.0550		lb.		0.02		$0.1000
Shipping Carton	$0.6000		each		1.00		$0.6000
Poly Strapping	$0.0004		inch		84.00		$0.0342
Pallet	$3.9600		each		0.03		$0.1188

MATERIAL SUBTOTAL: $26.6510
2.5000% % MANUFACTURING WASTE (if applicable) $0.6663
TOTAL MATERIALS **$27.3173**

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Sheeting Machine Operator	$0.4480
Ream Wrap Machine Operator	$0.4250
Packaging/Strapping/Palletizing	$0.4250

TOTAL LABOR COST **$1.2980**
SUBTOTAL PAGE 1 **$28.6153**

SUBTOTAL PAGE 1	$28.6153
III. ADMINISTRATIVE OVERHEAD	$1.2980
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$2.0500
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$32.6733
VI. NYSID FEE	$0.9802
TOTAL COST OF DELIVERED PRODUCT	$33.6500

COMMENTS:

Tier 3 Pricing 200 -600 Cartons, Zone 2 & 3

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155 Washington Avenue, Suite 400
Albany, NY 12210

E-mail:admin@nysid.org Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature:

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

New York State Industries for the Disabled, Inc.
Commodity Cost Analysis

Date Prepared: April 18, 2012
Member Agency: Association for Vision Rehabilitation and Employment, Inc.
Contact Person: Ken Fernald
Telephone #: 607-724-2428 Fax: 607-372-4093 E-mail:
Purchasing Agency: New York State Zones 2 &3
NYSID Item #: E 5541 OGS Group #:

PRODUCT CATEGORY: ____ New Product X Product Line Extension
____ Product Price Revision ____ Other

Product Description: 3 - hole punch, white, multi-purpose paper, 30% recycled post consumer content sizes - 8 1/2"x 11", 92 brightness, 20 lb. basis weight. 10 reams per case, 500 sheets per ream, 5000 sheets per case.

I. MATERIAL COST Total cost of all raw material needed to produce one complete packaged product unit ready for shipping; i.e., each, dozen, carton, lb., case, etc.

Raw Material Description	COST	per	UNIT	X	# UNITS USED	=	COST / SELLING UNIT
30% PCW Copy Paper 3HP	$30.2500		carton		1.00		$30.2500
Poly Strapping	$0.0005		inch		84.00		$0.0420
Box Lid	$0.2400		each		1.00		$0.2400
Pallet	$0.0000		each		0.03		$0.0000

MATERIAL SUBTOTAL: $30.5320
0.0000% % MANUFACTURING WASTE (if applicable) $0.0000
TOTAL MATERIALS **$30.5320**

II. LABOR Direct labor: Actual work performed to the product unit by workers with disabilities, non-disabled workers, and first-line working supervisors in the preparation, processing and packaging of the item.
Indirect labor: First line supervision only.

Description of Labor Steps

Packaging/Strapping/Palletizing	$0.1417

TOTAL LABOR COST **$0.1417**
SUBTOTAL PAGE 1 **$30.6737**

SUBTOTAL PAGE 1	$30.6737
III. ADMINISTRATIVE OVERHEAD	$0.1417
IV. EQUIPMENT AMORTIZATION	$0.0000
V. COST OF FREIGHT FROM MEMBER TO NYSID WAREHOUSE	$0.7100
COST OF FREIGHT FROM NYSID WAREHOUSE TO CUSTOMER	$2.0500
TOTAL MATERIAL, LABOR, OVERHEAD EQUIPMENT AMORTIZATION AND FREIGHT	$33.5753
VI. NYSID FEE	$1.0073
TOTAL COST OF DELIVERED PRODUCT	**$34.5800**

COMMENTS:

Tier 3 Pricing 200 -600 Cartons, Zone 2 & 3

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Fax: 518-455-0320
Phone: 518-463-9706

Authorized Signature:

Printed Name: Ken Fernald

Job Title: Vice President of Operations

Date: 4/4/2012

Reviewed and Submitted by: NYSID Representative

Zone 2 Central, NY	Item 10 - 30% Post Consumer Fiber Estimated Qty's Carton	4/10/12 Bid Results - International Paper	AVRE/NYSID Proposed Pricing	Difference Between 4/10 Bid Price and Proposed Pricing	IP Total Dollar Value	AVRE/NYSID Total Dollar Value	
10-39 Cartons							
8 1/2" x 11	2,800	$31.80	$35.58	11.88%	$89,040.00	$99,624.00	
8 1/2" x 14	400	$43.30	$45.49	5.06%	$17,320.00	$18,196.00	
11" x 17"	212	$34.05	$36.27	6.52%	$7,218.60	$7,689.24	
8 1/2" x 11" 3 HP	30	$34.05	$37.20	9.25%	$1,021.50	$1,116.00	
40-199 Cartons							
8 1/2" x 11	9,000	$30.25	$33.21	9.78%	$272,250.00	$298,890.00	
8 1/2" x 14	170	$41.20	$43.49	5.56%	$7,004.00	$7,393.30	
11" x 17"	340	$32.40	$33.90	4.63%	$11,016.00	$11,526.00	
8 1/2" x 11" 3 HP	6	$32.40	$34.83	7.50%	$194.40	$208.98	
200-600 Cartons							
8 1/2" x 11	5,000	$30.10	$32.96	9.50%	$150,500.00	$164,800.00	
8 1/2" x 14	200	$40.10	$42.92	7.02%	$8,020.00	$8,584.00	
11" x 17"	40	$31.53	$33.65	6.75%	$1,261.20	$1,346.00	
8 1/2" x 11" 3 HP	6	$31.55	$34.58	9.61%	$189.30	$207.48	
Deduction for dock or sidewalk delivery	15,625	$0.10	$0.40	$0.30	$1,562.50	$6,250.00	
					$565,035.00	$619,581.00	9.65%

Zone 3 Northeast, NY	Item 11 - 30% Post Consumer Fiber Estimated Qty's Carton	4/10/12 - Bid Results International Paper	AVRE/NYSID Proposed Pricing	Difference Between 4/10 Bid Price and Proposed Pricing	IP Total Dollar Value	AVRE/NYSID Total Dollar Value	
10-39 Cartons							
8 1/2" x 11	18,000	$31.45	$35.58	13.13%	$566,100.00	$640,440.00	
8 1/2" x 14	1,250	$42.85	$45.49	6.16%	$53,562.50	$56,862.50	
11" x 17"	304	$33.68	$36.27	7.70%	$10,238.72	$11,026.08	
8 1/2" x 11" 3 HP	240	$33.70	$37.20	10.38%	$8,088.00	$8,928.00	
40-199 Cartons							
8 1/2" x 11	41,000	$30.10	$33.21	10.33%	$1,234,100.00	$1,361,610.00	
8 1/2" x 14	1,400	$41.00	$43.49	6.07%	$57,400.00	$60,886.00	
11" x 17"	600	$32.25	$33.90	5.12%	$19,350.00	$20,340.00	
8 1/2" x 11" 3 HP	6	$32.25	$34.83	8.00%	$193.50	$208.98	
200-600 Cartons							
8 1/2" x 11	60,000	$29.95	$32.96	10.05%	$1,797,000.00	$1,977,600.00	
8 1/2" x 14	1,100	$40.80	$42.92	5.20%	$44,880.00	$47,212.00	
11" x 17"	40	$31.60	$33.65	6.50%	$1,264.00	$1,346.00	
8 1/2" x 11" 3 HP	3,000	$32.00	$34.58	8.06%	$96,000.00	$103,740.00	
Deduction for dock or sidewalk delivery	37,500	$0.10	$0.40	$0.30	$3,750.00	$15,000.00	
					$3,888,176.72	$4,290,199.56	10.34%