

<b>Contractor</b>	<b>Gunther International, Ltd.</b>	<b>Contract No. PC67335</b>
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SKU/Part Number	Item Description	List Price	Discount	Net Price
<b>Gunther Product Line</b>				
<i>Mail Finishing Equipment</i>				
Series III	Mail finishing system for folded mail.	\$599,000.00	15.50%	\$506,155.00
Basic On-Call Service for Series III	See description for Basic On-Call in the Service section of this pricing list.	\$83,860.00	15.50%	\$70,861.70
Series W	Mail finishing system for folded mail.	\$722,000.00	15.50%	\$610,090.00
Basic On-Call Service for Series W	See description for Basic On-Call in the Service section of this pricing list.	\$101,080.00	15.50%	\$85,412.60
MMS-Basic	Modular Mailing System for folded or flat mail applications.	\$602,000.00	15.50%	\$508,690.00
Basic On-Call Service for MMS-Basic	See description for Basic On-Call in the Service section of this pricing list.	\$84,280.00	15.50%	\$71,216.60
MMS-Modular Folder	Modular Mailing System with Modular Folders for folded or flat mail applications.	\$726,000.00	15.50%	\$613,470.00
Basic On-Call Service for MMS-Modular Folder	See description for Basic On-Call in the Service section of this pricing list.	\$101,640.00	15.50%	\$85,885.80
MMS-Flat with Binding	Modular Mailing System specializing in flat applications with binding.	\$685,000.00	15.50%	\$578,825.00
Basic On-Call Service for MMS-Flat with Binding	See description for Basic On-Call in the Service section of this pricing list.	\$95,900.00	15.50%	\$81,035.50
MMS-Summary Pro	Modular Mailing System specific to the financial markets for folded and flat applications.	\$1,015,000.00	15.50%	\$857,675.00
Basic On-Call Service for MMS-Summary Pro	See description for Basic On-Call in the Service section of this pricing list.	\$142,100.00	15.50%	\$120,074.50
Duet	Modular Mailing System able to do folded and flat applications requiring no change over between the flat and folded modules.	\$880,000.00	15.50%	\$743,600.00
Basic On-Call Service for Duet	See description for Basic On-Call in the Service section of this pricing list.	\$123,200.00	15.50%	\$104,104.00
<i>Software &amp; Utilities</i>				
Champion Software Fee	Annual licensing and maintenance fee for Champion Software. Required for all Gunther Systems utilizing Champion Software.	\$12,500.00	15.50%	\$10,562.50
Gunther Management Console License Fee	Enables Customers to deploy global updates across systems, as well as to retrieve data from multiple Champion systems which are connected to a Champion server. Includes a Champion Server and Client PC Console and licenses for up to five systems from the Gunther product line.	\$50,000.00	14.00%	\$43,000.00
Additional Gunther Management Console Licenses	Provides for up to five additional licenses for systems from the Gunther product line.	\$10,000.00	14.00%	\$8,600.00
Gunther Management Console Maintenance	Required for the Gunther Management Console. Pricing is per annum.	\$5,000.00	14.00%	\$4,300.00
<i>Service</i>				
Site Based	Technician will report to the Customer's facility daily. Technician will respond to service calls of other Gunther Customers providing the home Customer's facility is running at full operation. Service is provided on an On-Call basis with a four hour response time, Monday through Friday, 8 am to 5 pm, excluding Gunther Holidays. When Technician is on Personal Time Off, facility will be covered on an On-Call basis with a four response time during the covered hours. Rate quoted here is in addition to whatever the standard annual Basic On-Call rate is for any given system. Additional shifts can be obtained in eight hour increments. Price is per annum.	\$7,500.00	14.00%	\$6,450.00
On-Site	Standard On-Site annual maintenance for equipment, Monday through Friday, 8 am to 5 pm, excluding Gunther Holidays. Rate quoted here is in addition to the standard Basic On-Call rate for any given system. Price is per annum. Additional shifts can be obtained in eight hour increments.	\$15,000.00	14.00%	\$12,900.00

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Total Responsibility	Premium On-Site coverage including one Operator-Technician. The Operator-Technician will operate the equipment and provide all maintenance on the system, Monday through Friday, 8 am to 5 pm, excluding Gunther Holidays. Rate quoted here is in addition to the standard Basic On-Call rate for any given system. Price is per annum. Additional shifts can be obtained in eight hour increments.	\$30,000.00	14.00%	\$25,800.00
<i>Optional Modules - All Systems</i>				
Gunther Vision for 2D, 3 of 9 and OMR	Gunther Vision for 2D, 3 of 9 and OMR	\$22,500.00	15.50%	\$19,012.50
Gunther Vision for 2D, 3 of 9 and OMR Maintenance	Adding this feature increases base maintenance	\$2,475.00	14.00%	\$2,128.50
Camera for Matched Feeder	Camera for Matched Feeder	\$6,000.00	15.50%	\$5,070.00
Camera for Matched Feeder Maintenance	Adding this feature increases base maintenance	\$660.00	14.00%	\$567.60
Remote Monitor with Touchscreen and Keyboard	Remote Monitor with Touchscreen and Keyboard	\$3,000.00	15.50%	\$2,535.00
Remote Monitor with Touchscreen and Keyboard Maintenance	Adding this feature increases base maintenance	\$330.00	14.00%	\$283.80
Friction Feeder Mounted Laser Reader	Friction Feeder Mounted Laser Reader	\$8,000.00	15.50%	\$6,760.00
Friction Feeder Mounted Laser Reader Maintenance	Adding this feature increases base maintenance	\$880.00	14.00%	\$756.80
Vertical Stacker	Vertical Stacker	\$39,000.00	15.50%	\$32,955.00
Vertical Stacker Maintenance	Adding this feature increases base maintenance	\$4,290.00	14.00%	\$3,689.40
Continuous Forms	Continuous Forms	\$153,000.00	15.50%	\$129,285.00
Continuous Forms Maintenance	Adding this feature increases base maintenance	\$16,830.00	14.00%	\$14,473.80
Waste Removal for Continous Forms	Waste Removal for Continous Forms	\$17,000.00	15.50%	\$14,365.00
Waste Removal for Continous Forms Maintenance	Adding this feature increases base maintenance	\$1,870.00	14.00%	\$1,608.20
<i>Optional Modules - MMS Systems</i>				
Dynamic Corner Stitcher	Dynamic Corner Stitcher	\$35,000.00	15.50%	\$29,575.00
Dynamic Corner Stitcher Maintenance	Adding this feature increases base maintenance	\$3,850.00	14.00%	\$3,311.00
Corner Stapler	Corner Stapler	\$13,000.00	15.50%	\$10,985.00
Corner Stapler Maintenance	Adding this feature increases base maintenance	\$1,430.00	14.00%	\$1,229.80
Thin Booklet Friction Feeder	Thin Booklet Friction Feeder	\$20,000.00	15.50%	\$16,900.00
Thin Booklet Friction Feeder Maintenance	Adding this feature increases base maintenance	\$2,200.00	14.00%	\$1,892.00
Cabinets	Cabinets	\$22,000.00	15.50%	\$18,590.00
Cabinets Maintenance	Adding this feature increases base maintenance	\$2,420.00	14.00%	\$2,081.20
Convertible Flat Mail Enveloper	Convertible Flat Mail Enveloper	\$107,000.00	15.50%	\$90,415.00
Convertible Flat Mail Enveloper Maintenance	Adding this feature increases base maintenance	\$11,770.00	14.00%	\$10,122.20
Folded Mail Inserter with Folder	Folded Mail Inserter with Folder	\$202,000.00	15.50%	\$170,690.00
Folded Mail Inserter with Folder Maintenance	Adding this feature increases base maintenance	\$22,220.00	14.00%	\$19,109.20
Folded Mail Inserter without Folder	Folded Mail Inserter without Folder	\$146,000.00	15.50%	\$123,370.00
Folded Mail Inserter without Folder Maintenance	Adding this feature increases base maintenance	\$16,060.00	14.00%	\$13,811.60
Modular Folder	Modular Folder	\$80,000.00	15.50%	\$67,600.00

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Modular Folder Maintenance	Adding this feature increases base maintenance	\$8,800.00	14.00%	\$7,568.00
<b>Folded Divert Bin</b>				
3-Bin Divert	3-Bin Divert	\$14,000.00	15.50%	\$11,830.00
3-Bin Divert Maintenance	Adding this feature increases base maintenance	\$1,540.00	14.00%	\$1,324.40
Flat Mail Turnover Module	Flat Mail Turnover Module	\$64,000.00	15.50%	\$54,080.00
Flat Mail Turnover Module Maintenance	Adding this feature increases base maintenance	\$7,040.00	14.00%	\$6,054.40
Postage Meter Table (Dynamic Meter Customer Supplied)	Postage Meter Table (Dynamic Meter Customer Supplied)	\$24,000.00	15.50%	\$20,280.00
Postage Meter Table (Dynamic Meter Customer Supplied) Maintenance	Adding this feature increases base maintenance	\$2,640.00	14.00%	\$2,270.40
<b>Flat Divert Bins (with Flat Metering)</b>				
2-Bin Divert	2-Bin Divert	\$40,000.00	15.50%	\$33,800.00
2-Bin Divert Maintenance	Adding this feature increases base maintenance	\$4,400.00	14.00%	\$3,784.00
4-Bin Divert	4-Bin Divert	\$58,000.00	15.50%	\$49,010.00
4-Bin Divert Maintenance	Adding this feature increases base maintenance	\$6,380.00	14.00%	\$5,486.80
<b>inc.jet Imager</b>				
Folded Mail	Folded Mail	\$85,000.00	15.50%	\$71,825.00
Folded Mail Maintenance	Adding this feature increases base maintenance	\$9,350.00	14.00%	\$8,041.00
10 x 13 Portrait inc.jet	10 x 13 Portrait inc.jet	\$188,000.00	15.50%	\$158,860.00
10 x 13 Portrait inc.jet Maintenance	Adding this feature increases base maintenance	\$20,680.00	14.00%	\$17,784.80
10 x 13 Landscape inc.jet	10 x 13 Landscape inc.jet	\$154,000.00	15.50%	\$130,130.00
10 x 13 Landscape inc.jet Maintenance	Adding this feature increases base maintenance	\$16,940.00	14.00%	\$14,568.40
<b>Additional Options</b>				
High Capacity Sheet Feeder	High Capacity Sheet Feeder	\$30,000.00	15.50%	\$25,350.00
High Capacity Sheet Feeder Maintenance	Adding this feature increases base maintenance	\$3,300.00	14.00%	\$2,838.00
Landscape Flat Inserter without diverts	Landscape Flat Inserter without diverts	\$189,000.00	15.50%	\$159,705.00
Landscape Flat Inserter without diverts Maintenance	Adding this feature increases base maintenance	\$20,790.00	14.00%	\$17,879.40
Landscape Flat Inserter with diverts	Landscape Flat Inserter with diverts	\$239,000.00	15.50%	\$201,955.00
Landscape Flat Inserter with diverts Maintenance	Adding this feature increases base maintenance	\$26,290.00	14.00%	\$22,609.40
F400H14 Primary Feeder	F400H14 Primary Feeder	\$113,000.00	15.50%	\$95,485.00
F400H14 Primary Feeder Maintenance	Adding this feature increases base maintenance	\$12,430.00	14.00%	\$10,689.80
F300 Vertical Primary Feeder	F300 Vertical Primary Feeder	\$76,000.00	15.50%	\$64,220.00
F300 Vertical Primary Feeder Maintenance	Adding this feature increases base maintenance	\$8,360.00	14.00%	\$7,189.60
Covers	Covers	\$3,000.00	15.50%	\$2,535.00
Covers Maintenance	Adding this feature increases base maintenance	\$330.00	14.00%	\$283.80
<b>Series 3 &amp; Series W Options</b>				
Series 3 Additional Cabinet	Series 3 Additional Cabinet	\$20,000.00	15.50%	\$16,900.00
Series 3 Additional Cabinet Maintenance	Adding this feature increases base maintenance	\$2,200.00	14.00%	\$1,892.00
Series W Additional Cabinet	Series W Additional Cabinet	\$37,000.00	15.50%	\$31,265.00
Series W Additional Cabinet Maintenance	Adding this feature increases base maintenance	\$4,070.00	14.00%	\$3,500.20
Series W Additional FF3 Feede	Series W Additional FF3 Feede	\$21,000.00	15.50%	\$17,745.00
Series W Additional FF3 Feede Maintenance	Adding this feature increases base maintenance	\$2,310.00	14.00%	\$1,986.60
F2 Side Insert Feeder	F2 Side Insert Feeder	\$25,000.00	15.50%	\$21,125.00

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F2 Side Insert Feeder Maintenance	Adding this feature increases base maintenance	\$2,750.00	14.00%	\$2,365.00
F2 Insert Feeder	F2 Insert Feeder	\$20,000.00	15.50%	\$16,900.00
F2 Insert Feeder Maintenance	Adding this feature increases base maintenance	\$2,200.00	14.00%	\$1,892.00
<b>Training</b>				
Bronze Operator Training	Beginning level training that provides Operators with the knowledge base of how to safely and efficiently operate Gunther mail finishing systems.			
1 Operator		\$3,300.00	15.50%	\$2,788.50
2 Operator		\$4,900.00	15.50%	\$4,140.50
3 Operator		\$6,500.00	15.50%	\$5,492.50
4 Operator		\$8,100.00	15.50%	\$6,844.50
Additional Operators for over 4 Operators		\$1,500.00	15.50%	\$1,267.50
Silver Operator Training	Provides Operators a better understanding of all system and job setup aspects of Gunther mail finishing systems. Requires a minimum of four months experience as a Bronze level Operator.			
1 Operator		\$2,900.00	15.50%	\$2,450.50
2 Operator		\$4,400.00	15.50%	\$3,718.00
3 Operator		\$5,900.00	15.50%	\$4,985.50
4 Operator		\$7,400.00	15.50%	\$6,253.00
Additional Operators for over 4 Operators		\$1,400.00	15.50%	\$1,183.00
Gold Operator Training	Provides Operators with the highest level of understanding of system and job set on Gunther mail finishing systems. Requires a minimum of three months experience as a Silver level Operator.			\$0.00
1 Operator		\$2,900.00	15.50%	\$2,450.50
2 Operator		\$4,400.00	15.50%	\$3,718.00
3 Operator		\$5,900.00	15.50%	\$4,985.50
4 Operator		\$7,400.00	15.50%	\$6,253.00
Additional Operators for over 4 Operators		\$1,400.00	15.50%	\$1,183.00
<b>Extended Coverage Options</b>	Coverage options for when Customers require service outside of the contracted service terms for one of Gunther's service programs. Customer must have a service program in place to utilize any of these options. Coverage is on a per technician basis with a minimum of five days written notice. Coverage is not to be used as a permanent solution to extended coverage. All coverage outside of the contracted service is subject to availability of manpower. These fees apply to both Gunther and MB Bäuerle product lines.			
Standby	Standby provides extended coverage for your special one time or emergency projects. It is sold in eight hour increments. This program is great for Customers that want the assurance a technician will be available to respond to a need, but do not expect to have to have the technician called frequently. Perfect for Customer's with three systems or less.			
Standby Fee	Eight hours of on-call coverage. If a technician is called to the facility, the Call in Fee and Phone Fix Fees will be charged in addition.	\$150.00	15.50%	\$126.75
Call in Fee	Call in fee from standby. A minimum two hour fee applies for each time a technician is called to the facility. Fee is on a per hour basis.	\$230.00	15.50%	\$194.35
Phone Fix Fee	Any issues resolved through a phone fix are charged as a service call with a minimum fifteen minute charge. Fee is stated on a per hour basis.	\$145.00	15.50%	\$122.53
On-Call	Flat fee for on-call coverage for one eight hour shift. There are no additional fees if a technician is called to the facility or if a phone fix is utilized.	\$1,000.00	15.50%	\$845.00

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On-Site	Flat fee for on-site coverage for one eight hour shift.	\$2,000.00	15.50%	\$1,690.00
<i>Rates for Service Outside Covered Hours</i>	Rates for service provided outside of covered hours and when Extended Coverage options are not prearranged. These fees apply to both Gunther and MB Bäuerle product lines.			
Monday through Friday	Rates are stated on a per hour basis and are portal to portal.	\$175.00	15.50%	\$147.88
Saturdays	Rates are stated on a per hour basis and are portal to portal.	\$248.00	15.50%	\$209.56
Sundays and Holidays	Rates are stated on a per hour basis and are portal to portal.	\$320.00	15.50%	\$270.40
Software Technician	Rates are stated on a per hour basis and are portal to portal.	\$200.00	7.00%	\$186.00
<b>MB Bäuerle Product Line</b>				
<i>autoSET Inserters</i>				
Inserters, autoSET 18-6 with divert, laydown, meter stand & shingling conveyor with offset device	Inserters, autoSET 18-6 with divert, laydown, meter stand & shingling conveyor with offset device	\$347,000.00	15.50%	\$293,215.00
Inserters, autoSET XT-6 with divert, laydown, meter stand & shingling conveyor with offset device	Inserters, autoSET XT-6 with divert, laydown, meter stand & shingling conveyor with offset device	\$383,700.00	15.50%	\$324,226.50
Inserters, autoSET B4 with divert, turnover with meter stand & shingling conveyor with offset device	Inserters, autoSET B4 with divert, turnover with meter stand & shingling conveyor with offset device	\$448,100.00	15.50%	\$378,644.50
Inserters, autoSET HF with divert, turnover with meter stand & shingling conveyor with offset device	Inserters, autoSET HF with divert, turnover with meter stand & shingling conveyor with offset device	\$497,500.00	15.50%	\$420,387.50
<i>autoSET Options</i>				
434 Cut sheet feeder/folder with subsetting collector (autoSET 18/XT only)	434 Cut sheet feeder/folder with subsetting collector (autoSET 18/XT only)	\$96,500.00	15.50%	\$81,542.50
450 Cut sheet feeder/folder with subsetting collector (autoSET B4/HF only)	450 Cut sheet feeder/folder with subsetting collector (autoSET B4/HF only)	\$110,400.00	15.50%	\$93,288.00
<i>CAS 38 &amp; CAS 52 Offline Folders</i>				
CAS 38/4 15" Folder with PBA Vacuum Bottom Feeder & AM-52 Delivery	CAS 38/4 15" Folder with PBA Vacuum Bottom Feeder & AM-52 Delivery	\$37,400.00	15.50%	\$31,603.00
CAS 52A/4 20.5" Folder with FSA Pile Feeder & AM-52 Delivery	CAS 52A/4 20.5" Folder with FSA Pile Feeder & AM-52 Delivery	\$51,200.00	15.50%	\$43,264.00
<i>CAS 52 Online Folders (requires cutter or printer input)</i>				
CAS 52/4 ART 24 (24" straight alignment table) 20.5" Folder & AM-52 Delivery	CAS 52/4 ART 24 (24" straight alignment table) 20.5" Folder & AM-52 Delivery	\$37,700.00	15.50%	\$31,856.50
Optional folder inputs include 90 degree entrance left or right exit & 17" x 17" accumulator (quote separately)	Optional folder inputs include 90 degree entrance left or right exit & 17" x 17" accumulator (quote separately)	\$36,200.00	15.50%	\$30,589.00
<i>NET 38 &amp; NET 52 Offline Folders (CIP4/JDF Compliant)</i>				
NET 38/6 15" Folder with PBA Vacuum Bottom Feeder & AM-52 Delivery	NET 38/6 15" Folder with PBA Vacuum Bottom Feeder & AM-52 Delivery	\$51,700.00	15.50%	\$43,686.50
NET 52/6 20.5" Folder with FSA Pile Feeder & AM-52 Delivery	NET 52/6 20.5" Folder with FSA Pile Feeder & AM-52 Delivery	\$65,200.00	15.50%	\$55,094.00
<i>NET 52 &amp; NET 66 Online Folders (CIP4/JDF Compliant)</i>				
NET 52/6 ART 52 (straight-in input) 20.5" Folder & AM-52 Delivery (requires cutter or cut sheet printer interface)	NET 52/6 ART 52 (straight-in input) 20.5" Folder & AM-52 Delivery (requires cutter or cut sheet printer interface)	\$54,000.00	15.50%	\$45,630.00
NET 66/6 ART 52 (straight-in input) 26" Folder & AM-52 Delivery (requires cutter or cut sheet printer interface)	NET 66/6 ART 52 (straight-in input) 26" Folder & AM-52 Delivery (requires cutter or cut sheet printer interface)	\$73,800.00	15.50%	\$62,361.00
<i>Standard Downstream Modules for CAS &amp; NET Folders</i>				
Shingling loader for CAS 38 PBA (11" & 14" sheets only, 1,000 11" forms capacity)	Shingling loader for CAS 38 PBA (11" & 14" sheets only, 1,000 11" forms capacity)	\$6,000.00	15.50%	\$5,070.00
SKM 36 small format vertical stacker (1, 2-up with optional offset device)	SKM 36 small format vertical stacker (1, 2-up with optional offset device)	\$7,600.00	15.50%	\$6,422.00
MS 45 mobile knife folder	MS 45 mobile knife folder	\$17,500.00	15.50%	\$14,787.50
IF 52 20.5" wide height adjustable interface table (continuous form and cut sheet printer interface)	IF 52 20.5" wide height adjustable interface table (continuous form and cut sheet printer interface)	\$10,400.00	15.50%	\$8,788.00
<i>smartFOLD Folder</i>				
smartFOLD Folder, 230V	smartFOLD Folder, 230V	\$6,300.00	15.50%	\$5,323.50
smartFOLD Folder, 120V	smartFOLD Folder, 120V	\$6,300.00	15.50%	\$5,323.50
MB Bäuerle Operator Training	Training on the operation and operator maintenance for MB Bäuerle equipment. Rate is per day.	\$1,000.00	7.00%	\$930.00