

Analysis of Printing and Imaging Services

July 2015

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Executive Summary

Topic Overview

Executive Summary

The purpose of the 2015 printing and imaging services review

Under [RCW 43.19.008](#), the state Office of Financial Management (OFM) is required to review the programs and services that are performed by the Department of Enterprise Services (DES) and select up to six services that may be performed by the private sector in a more cost-efficient and effective manner. In 2014, OFM directed DES to evaluate its printing and imaging services to determine if they could be provided by the private sector at a reduced cost or with greater efficiency. This report includes the following data and information that was compiled for the evaluation of printing and imaging services provided by DES:

- Overview of Printing and Imaging Services and Market
- Competitive Market Analyses
- Best Practices for Environmental and Fiscal Stewardship
- Customer Feedback
- Business Improvement Trends
- Potential Impacts of Contracting Out

DES printing and imaging services and market

DES offers a variety of printing and imaging services to more than 432 state and local government agencies, Native American tribes, and public benefit nonprofit organizations. DES staff consults with customers to determine the most cost-effective, efficient, and best value for their job. DES printing and imaging services include but are not limited to:

- Digital printing
- Traditional offset printing
- Print job consulting and procurement support for private sector services
- Fulfillment storage and distribution services
- Envelope manufacturing and printing
- Integrated/accountable print and mail services
- Quality control and integrity for sensitive data

Additional information on printing and imaging services provided by DES can be found within Tab 1 of this report.

The law creating DES, [RCW 43.19](#), changed long-standing state printing requirements in two ways:

- ¹ RCW [43.19.736](#) removed the requirement for state agencies to use the state printer and allowed flexibility for customers to seek bids from other entities while requiring that DES be included in the bid solicitation for bids that exceed direct buy limits.

2. RCW [43.19.739](#) added a requirement that “For every printing job and binding job ordered by a state agency, the agency shall consult with the department on how to choose more economic and efficient options to reduce costs.”

In 2013, agencies were authorized to purchase goods and services up to a cost of \$10,000 (excluding sales tax) directly from a vendor and without competition (a “direct buy” purchase). This threshold is increased to \$13,000 (excluding sales tax) for purchases made from a microbusiness, minibusiness, or small business as defined by RCW [39.26.010](#). The majority of state print jobs fall within direct buy thresholds.

These changes have placed DES printing and imaging services in a competitive market and set the expectation for delivering maximum value.

DES approach to printing and imaging services review

Printing is a customized manufacturing service, with many vendors specializing in providing select types of printing products and services. (This specialization was evident in the results of the bulk printing procurement in 2013.) Each state agency has diverse print requirements and not all jobs have the same specifications. Given vendor specialization, the unique nature of print job requests, and the fact that most print jobs fall within direct buy limits, DES and OFM determined that a traditional master contract procurement methodology would not be an applicable approach for this review.

Instead, the approach includes compiling information on a variety of topics necessary to consider in evaluating whether the state is better served by maintaining an optional printing and imaging service or by having state agencies seek printing services from the private sector market only. These topics include:

- Competitive market analyses [Tab 2]
- Environmental and economic stewardship [Tab 3]
- Customer satisfaction and feedback [Tab 4]
- Business improvement trends [Tab 5]
- Potential impact of contracting out [Tab 6]

Additional information on each of these topics can be found in this summary and within the tabs of the report.

Topic Overview

Competitive market analyses [Tab 2]

DES collected and analyzed data comparing its printing and imaging services with those provided by the private sector. The specific market data sets DES collected include:

- Customer-collected (*secret shopper*) bid comparisons
- DES-collected bid comparisons

Customer-collected (*secret shopper*) bid comparisons [Tab 2, Attachment 1]

DES conducted a customer-collected bid comparison process, referred to as *secret shopper*. DES reached out to more than 260 known agency purchasers of print related material to conduct market research. Participating customers were asked to gather bids from both private-sector vendors and DES when they had a print job. The idea was to obtain comparative data—both cost and qualitative data—on real-life print jobs. The *secret shopper* process involved a three-part survey which included:

1. A customer profile
2. A market price comparison
3. A post-order summary of product quality and customer satisfaction

Unfortunately, while this idea had great promise, DES did not receive the hoped-for response rate. Between January and May, only 14 customers of the 260 asked agreed to participate in this process. DES received completed surveys on only 10 print jobs. Follow-up calls revealed customers were not responding because they would normally rely on DES Printing and Imaging program staff to do the solicitation work to find the best price and did not have the time to collect bids (and the related work to ensure that the job requirements were understood) from multiple vendors.

Table 1					
Summary of Customer Collected (<i>Secret shopper</i>) Bid Comparisons					
# of jobs	Average # of vendors notified	Average # of bidders/job	# of jobs that DES is lowest bid	# of jobs that DES is lower than average bid	# of jobs awarded to DES
10	3	2	8	9	8

The customer collected (*secret shopper*) competitive market analysis showed:

- 10 written comparisons were received
- Eight out of 10 jobs were awarded to DES
 - Five out of 10 jobs were awarded to DES based on lowest price
 - In three out of 10 jobs, no outside vendors responded with a bid; these jobs were awarded to DES

Key themes from the post-order quality and customer satisfaction survey:

- Customers are concerned about having the time, workload and expertise necessary to place accurate print job orders and appreciate suppliers who offer assistance and lessen the burden.
- DES prices are competitive.
- DES provides excellent customer service.
- DES makes ordering print jobs easy.

DES-collected comparisons [Tab 2, Attachment 2]

DES supplemented the *secret shopper* activity data with a competitive market analysis. DES examined 31 jobs invoiced within the last year and sought competitive bids from private printing firms for price comparison. The analysis included a representative product mix of printing services provided by DES such as: traditional offset printing, digital printing, customized information, and envelope products.

Table 2 Summary of DES Competitive Market Analysis				
# of jobs	Average # of vendors notified	Average # of bidders/job	# of jobs that DES is lowest bid	# of jobs that DES is lower than average bid
31	33	4	18	25

The DES competitive market analysis showed:

- 1,010 requests for solicitations were sent to vendors (average of 33 per job)
- 123 bids were received from vendors (average of four per job)
- Three of the 31 jobs exceeded direct buy threshold and required a competitive solicitation
 - DES bids were the lowest on 67 percent of jobs that required a competitive solicitation
- DES bids were the lowest on 18 of 31 jobs
- Two out of 31 jobs were not bid on by any vendors
- DES bids were lower than the average bid on 25 of 31 jobs

Environmental and economic stewardship [Tab 3]

Governor Inslee's [Executive Order 14.04](#), as well as RCWs [43.19A.022](#), and [70.95.725](#), direct the state to use recycled materials and reduce greenhouse gas emissions whenever possible. DES is committed to conducting printing operations in a responsible, sustainable manner, and assists other state agencies in meeting this requirement. In comparison:

- 38 percent of the paper purchased by Printing and Imaging contains recycled content.
- 15 percent of paper purchased by the private sector in the state contains recycled content according to the two main paper distributors in Washington state (*Unisource Worldwide and WCP Solutions*).

These purchasing efforts of the program result in a carbon savings of 191,955 pounds of CO₂ per year over the private sector level. It is also important to note that recycled paper is more expensive to purchase than virgin paper.

Fiscal stewardship is also provided to state agencies and other eligible entities when it comes to purchasing paper. For example, by utilizing existing equipment, DES is able to convert larger mill rolls to customer specifications by perforating and hole punching tractor feed onto the rolls. This activity has saved customers an estimated \$286,000 fiscal year to date. This translates to a 33 percent savings for customer agencies who utilize this paper. The state of Oregon has been unsuccessful in private sector solicitations for this service and is currently in discussions with DES to provide this converting service.

Customer satisfaction and customer feedback [Tab 4]

Electronic survey [Tab 4, Attachment 5]

DES Printing and Imaging utilizes an electronic customer satisfaction survey to determine the level of customer satisfaction. This survey is sent to customers shortly after they receive their finished product.

During the evaluation period (April – mid June 2015), DES distributed 1,124 surveys and received 132 printing and imaging services customer responses (12 percent return rate). The survey responses show overall satisfaction with the value and efficiency of the DES Printing and Imaging program.

Using a scale of 1-5 with 5 being extremely satisfied, customers rated DES printing and imaging services overall:

- Quality at 4.2
- Customer Service at 3.9
- Turnaround Time at 4.2
- Overall Value at 4.0

Detailed survey results are included in Tab 4.

Customer feedback

DES also gathers customer feedback to identify areas for improvement. Overall, customers shared that they are satisfied with DES printing and imaging services. A collection of customer feedback is included in the report, and responses were arranged based on the following categories for comparison purposes.

- Quality
- Customer service
- Turnaround time
- Overall value
- Areas to improve
- Value added service

Business improvement trends [Tab 5]

DES implemented multiple changes over the past year to improve operations, reduce costs and enhance service. The business plan lays out numerous future improvement initiatives. Some key examples:

- Reinventing how print and mail work together inside state government operations and enabling agencies to leverage opportunities to achieve savings.
 - Relocated the mainframe/variable printing operation to be co-located with the printing and imaging business.
 - Consolidated insert and mailing activities
 - Automated workflow which allows agencies to leverage the benefits and savings associated with the mail guidelines and standards.
- Innovating ways to partner with pre-qualified private sector vendors. DES currently outsources an average of 30 percent of its revenue to commercial printers. Opportunities have been identified to capture diverse spend with these small and minority owned businesses.
- Planning for an improved customer ordering system interface and for invoice format changes that better meet customer needs.
- The state's printing and imaging operation entered DES with poor financial performance. The last fiscal year has seen a major improvement in net margin with a trend toward solid financial health. In addition to the improvements noted above, the business has made adjustments to staffing levels, operating costs and pricing.
- DES has implemented a major initiative on improving customer and partnering relationships.

Statewide diversity goals are considered when contracting work with the private sector. The DES Printing and Imaging program uses a prequalified vendor pool of 381 companies and outsources an average of 30 percent of its revenues to private commercial printers. Of these vendors, 257 are Washington state businesses, and 122 are registered in Washington's Electronic Business Solution (WEBS) with 32 percent of these vendors being registered as small and/or minority-owned businesses. More than 30 percent of the total revenue spent on work that is outsourced through the Printing and Imaging program's competitive process goes to Washington's small and minority-owned business community.

For these and other reasons, the DES Printing and Imaging program was [recognized for their positive change](#) by a regional trade publication, Marketing NW, in March of this year. [Tab 5]

Potential impacts of contracting out [Tab 6]

Contracting out all printing and imaging services could add certain costs and pose significant risk to the state. The fiscal and policy risk impact will be unique for each agency and customer and could include, but is not limited to:

- **Increased workload shifted to customer agencies**
A critical part of the printing and imaging services provided by DES is the consultation with customers on how their business need might be most affordably met, and performing the roles of procurement and interface with print service providers. The customer analysis work revealed the

extent to which agencies appreciate and rely on this expertise and time-saving work. This is similar to the lessons learned with the Web services contract—many customers need more than just the service, they need advice, translation and help in buying the service properly. If this function were eliminated, some agencies with print work might need to add new resources, or re-direct existing resources from core business activities, to:

- Write complex job specifications for printing and putting jobs out for bid.
- Prepare and track requests for estimates.
- Monitor performance of vendors providing services.

Agencies that purchase printed products will need to internally monitor and ensure vendor compliance with RCW requirements for use of recycled paper. Agencies that currently rely on DES for seamless print and mail services will need to arrange separately for mailing services. Agencies that print confidential data will need to establish contracts with vendors to ensure security, accountability and delivery requirements of materials that contain confidential data are met.

- **Potential cost impacts**

The following cost impacts have been identified:

- Print work performed without a solicitation may result in higher costs to the state. Over the course of a year, DES tests the market on at least 100 print jobs, including jobs that fall within the direct buy limits. DES has standard processes for this, fluency with printing specifications and job requirements, and knowledge about the specialization in the printing market. Customer analyses point to customer unease with performing this work themselves.

One possible outcome from contracting out would be a decreased likelihood of testing the market for best pricing by agencies faced with the complex market and a small size job that does not require competition. This could result in increased costs to the state.

Vendors who bid on the bulk printing RFQQ were added to printing and imaging's pool of pre-qualified vendors in lieu of DES awarding a master contract. Current solicitations have shown that pricing submitted by vendors for categories of jobs evaluated under the bulk printing review are higher than what was bid in 2013. It is important to note that vendors who bid on the bulk print RFQQ are not always submitting bids for current work. If customers opt for the ease of combined print and mail services, they may incur higher mailing costs than can be provided by Consolidated Mail Services (CMS).

- The state mail service processes mail at a significant discount.

- Postage savings achieved by the state as a whole would be jeopardized as volumes decline.
- Vendor failure to meet deadlines for sensitive data could result in a financial liability to the state.
- DES also provides fulfillment solutions for the state. In 2014 the agency did an evaluation of these services and determined that having a centralized service was more efficient and cost effective for the state:
 - On average DES manages 18 million pieces of product per year with two FTEs.
 - Agencies can save between 11-27 percent on printing costs when ordering larger quantities.
 - If DES printing and imaging services are eliminated, agencies would need to identify solutions to meet their fulfillment needs. This may include establishing agency owned and managed storage and fulfillment centers which would require agencies to obtain warehouse storage space, additional FTEs and in some cases point of sale systems to manage public payment transactions or establishing contracts with private sector fulfillment operations to meet this need.
- The Printing and Imaging Program bears a share of DES and statewide allocated costs. Some of these costs will not be reduced completely if the business is contracted out. These costs will be shifted to other parts of DES and/or directly to state agencies.
- We anticipate the state will incur short-term unemployment-related costs for laid-off staff.

We are available to discuss the process and any information related to this procurement. If you need additional information or have any other questions or concerns, please contact Bob Covington, DES Deputy Director, at (360) 407-9203 or bob.covington@des.wa.gov, or Farrell Presnell, Assistant Director, DES Contracts, Procurement & Risk Management, (360) 407-8820 or Farrell.presnell@des.wa.gov.

Overview of Services

Overview of Printing and Imaging Services and Market

Introduction

This section will provide information about the printing and imaging program within the Washington State Department of Enterprise Services (DES), who its customers are and the services it provides.

Long standing tradition of science, art and craftsmanship of printing

The State Printer was established in 1854, six years before the U.S. Government Printing Office and 35 years before Washington gained statehood. For more than 161 years, printing services for Washington’s public entities have continually adapted to ever-evolving technologies and businesses. DES printing and imaging employees have maintained a long-standing tradition of science, art and craftsmanship in delivering services to state agencies, local and tribal governments and other public sector customers.

Historically, state agencies were required to use the state’s printing agency. In 2011, lawmakers merged the state Department of Printing with all or parts of four other state agencies to form DES.

The law creating DES, [RCW 43.19](#), changed state printing requirements in two ways. [RCW 43.19.736](#) removed the requirement for state agencies to use the state printer and allowed for the flexibility for customers to seek bids from other entities while requiring that DES be included in the bid solicitation for bids that exceed direct buy limits (more than \$10,000 or \$13,000 for small businesses). Also, [RCW 43.19.739](#) added a requirement that “For every printing job and binding job ordered by a state agency, the agency shall consult with the department on how to choose more economic and efficient options to reduce costs”.

These changes placed DES printing and imaging services in a competitive market and set the expectation for delivering maximum value.

DES printing and imaging services

DES offers a variety of printing and imaging services to more than 432 state and local government agencies, Native American tribes and public nonprofit organizations. Knowledgeable employees consult with customers to determine the most cost-effective, efficient and best value for their job. A large scale operation, DES offers a wide assortment of printing and imaging services through one point of contact. Examples of services provided include:

Digital printing

DES digital printing places and updates unique personal information on each document. Through customer coordination and consultation DES streamlines data for statements, invoices, customized letters, and targeted mailings using variable-data printing, automated workflow, and mailing services. This process transforms electronic files into a “print ready” format for digital printing or printing plates used in the offset printing process.

DES digital print copy centers provide multiple copies of static, or non-variable, information, as well as output for variable information, at two locations in Thurston County. Products range from customized stationery, letterhead, and business cards, postcards, notecards, invitations, to thank you and informational cards.

Traditional offset printing

DES produces high quality color products with its multiple large presses that allow for one- to six-color configurations for multi- and full-color printing on products such as brochures, booklets, certificates, decals, folders, forms, flyers, labels, newsletters, notepads, posters, and reports. Specialty services include oversize posters, large format printing, lamination and foam core mounting for custom print jobs. DES prepress staff provides quality control as well as customization of print files, saving customers time and additional design time.

The bindery team at DES provides finishing options such as cutting, folding, collating, padding, and stapling printed products. Numbering, perforating, and scoring can also be provided. In addition to its finishing services, DES also provides inkjet inserting and mailing services.

Print procurement

DES contracts with about 380 pre-qualified print vendors who bid on specific jobs that DES has determined would be more cost-effective and efficient for the customer if done in the private sector.

Online ordering or one-on-one consultations

DES's "myPRINT" online ordering system allows orders to be placed electronically and manages order history for an easy reorder process. Professional staff consults with customers on more complex jobs, sharing knowledge and advice, troubleshooting issues, and tracking the production cycle to manage deadlines. With a labor force averaging 15 years of print expertise, DES consultations help customers find ways to lower production costs, meet quality expectations, and ensure the most cost-effective mailing regulations are met.

Whether an in-house job or an order sent to an outside vendor, expert print buyers at DES help customers develop economical product specifications and manage the competitive bidding process to find the best price for the highest quality job.

Fulfillment storage and distribution services

The DES Printing and Imaging Fulfillment Center offers a one-stop solution for printing, storage and distribution services, and an integrated storefront, order placement and payment processing service. On average DES manages 18 million pieces of product per year, saving state agencies between 11-27 percent on printing costs from large order print quantities.

The DES-managed storage and fulfillment center helps agencies avoid the cost of renting warehouse space and hiring staff with expertise in fulfillment services. For many customers, DES also administers the point of sale systems that manage public payment transactions for agency maps and publications.

Envelope manufacturing and printing

DES maintains specialized equipment and expertise to produce a variety of envelopes. Its Printing and Imaging program standardized envelopes from 400 different styles to nine types, saving the departments of Employment Security and Labor and Industries \$137,000 annually. State agencies are encouraged to use the state standard envelopes, however, special envelopes can be ordered. Nonstandard envelope production was contracted out in 2014 based on OFM's recommendation to privatize "bulk printing" services.

Integrated/accountable print & mail services

Complete mailing and distribution services, including distribution list cleansing, boxing and shrink-wrapping, are provided to reduce postage, shipping and handling costs. Trained staff know postal regulations and methods for saving customers time and money.

Many of the products that the Printing and Imaging program mail to customers are processed through Consolidated Mail Services (CMS) which results in major postage discounts being passed on to agencies. The creation of DES created the opportunity for more integration between these functions, which are reducing operating costs and improving end-to-end processes.

Quality control and integrity for sensitive data

DES routinely handles secure and confidential data and products with a seamless connection to accountable mail services on a daily, weekly, monthly, quarterly, and annual basis for several state agencies. Staff understands state and municipality customer needs, adhering to diverse agency rules.

Competitive Market Analyses

Summary of Competitive Market Analyses

This section will provide information on the current procurement environment, the approaches used by DES to evaluate cost competitiveness as well as the results of the competitive market analyses.

Environment

Currently agencies are authorized to purchase goods and services up to a cost of \$10,000 (excluding sales tax) directly from a vendor without competition. This threshold is increased to \$13,000 (excluding sales tax) for purchases made from a microbusiness, mini-business, or small business as defined by RCW [39.26.010](#). Agencies are required under RCW [43.19.739](#) to consult with DES on every print and binding job ordered to ensure that they are choosing the most economic and efficient options to reduce costs.

Ninety eight percent of the 12,904 jobs performed by DES Printing and Imaging over the last twelve months fell below the \$10,000 direct buy threshold. For purposes of this evaluation, we used this data as our baseline in evaluating the volume of work that would not require competition.

Printing is a customized manufacturing service, with many vendors specializing in providing select types of printing products and services. Each agency has diverse print requirements and not all jobs have the same specifications. Given vendor specialization, the unique nature of print job requests, and the fact that most print jobs fall within direct buy limits, DES and the Office of Financial Management (OFM) determined that a traditional procurement methodology would not be an applicable market evaluation approach for this review.

The Department of Enterprise Services (DES) collected and analyzed data comparing its printing and imaging services with those provided by the private sector. The specific market data sets DES collected include:

- Customer collected (*secret shopper*) bid comparisons
- DES-collected bid comparisons

Customer collected (*secret shopper*) bid comparisons

DES conducted a customer-collected bid comparison process, referred to as *secret shopper*. DES reached out to more than 260 known agency purchasers of print related material to conduct market research. Participating customers were asked to gather bids from both private-sector vendors and DES when they had a print job. The idea was to obtain comparative data—both cost and qualitative data—on real-life print jobs. The *secret shopper* process involved a three-part survey which included:

1. A customer profile
2. A market price comparison
3. A post-order summary of product quality and customer satisfaction

Unfortunately, while this idea had great promise, DES did not receive the hoped-for response rate. Between January and May, only 14 customers of the 260 asked, agreed to participate in this process. DES received completed surveys on only 10 print jobs. Follow-up calls revealed customers were not responding because they would normally rely on DES printing and imaging services staff to do the solicitation work to find the best price and did not have the time to collect bids (and the related work to ensure that the job requirements were understood) from multiple vendors.

Table 1 below summarizes the results of the customer collected (*secret shopper*) bid comparisons. While DES received a total of 10 written comparisons, only seven of these were bid on by vendors. The first five columns include data from all 10 bids, the last four only include data from the seven jobs were private-sector vendors bid.

Table 1
Customer collected (*secret shopper*) bid comparison summary

					Customer Collected (<i>secret shopper</i>) Bid Comparison Summary (7/10 Jobs)			
# of jobs	Average # of vendors notified	Average # of bidders/job	# that DES is lowest bid	# of jobs that DES is lower than average bid	Total of DES bids	Total of DES bids (using adjusted price)*	Total of average price vendor bids	Total of lowest price vendor bids
10	3	2	8	9	\$8,439	\$7,959	\$8,952	\$8,654

The customer collected (*secret shopper*) competitive market analysis showed:

- Ten written comparisons were received
 - Seven out of 10 jobs were able to be evaluated for cost effectiveness
 - Three out of 10 jobs were not bid on by the vendor community
- DES bids were lowest on five of the seven jobs bid on by vendors.
- Eight out of 10 jobs were awarded to DES
 - Five out of 10 jobs were awarded to DES based on lowest price
 - Three out of 10 jobs were not bid on by vendors, these jobs were awarded to DES

Additional detail on each job evaluated in the customer collected (*secret shopper*) bid comparison, and summarized in Table 1, can be found in Attachment 1.

DES competitive market analysis

DES supplemented the *secret shopper* activity data with a competitive market analysis. DES examined 31 jobs invoiced within the last year and sought competitive bids from private printing firms for price comparison. Ninety percent of the jobs evaluated fell below direct buy limits and did not require a competitive solicitation. The analysis included a representative product mix of printing services provided by DES and included:

- Traditional offset print
- Digital print
- Customized information
- Envelope products

The DES price was compared against each vendor bid price, as well as the average vendor price per job. The vendor with the lowest bid varied across the 31 jobs, consistent with the results of the bulk print procurement, and in line with the specialization in the print vendor market.

Table 2 below summarizes the results of the DES competitive market analysis.

Table 2
DES Collected Market Analysis Summary

					DES Competitive Market Analysis Summary (29/31 Jobs)			
# of jobs	Average # of vendors notified	Average # of bidders/job	# that DES is lowest bid	# of jobs that DES is lower than average bid	Total of DES bids	Total of DES bids (using adjusted price)*	Total of average price vendor bids	Total of lowest price bids
31	33	4	18	25	\$220,161	\$207,623	\$270,295	\$222,902

The DES competitive market analysis showed:

- 1,010 requests for solicitations were sent to vendors for the 31 jobs analyzed (average of 33 per job)
- 123 bids were received by vendors (average of four per job)
- Three of the 31 jobs exceeded the direct buy threshold and required a competitive solicitation
 - DES bids were the lowest on 67 percent of jobs that required a competitive solicitation
- DES bids were the lowest on 18 of the 31 jobs
 - DES overall pricing was \$15,000 lower than the total of all of the lowest vendor bids
- DES bids were lower than the average bid on 25 of 31 jobs
- DES bids were lower than the total average of all vendor bids by \$62,700.
- Two out of 31 jobs were not bid on by vendors

Additional detail on each job evaluated in the DES-collected market analysis survey, and summarized in Table 2, can be found in Attachment 2.

***A note on pricing adjustments made to ensure a comparable analysis**

With the unique nature of this contracting out analysis, DES identified two adjustments that needed to be made to DES pricing to allow an appropriate comparison with vendor prices.

Adjustment to reflect portion of price that covers costs that would be transferred, not eliminated

- DES programs, including Printing and Imaging, pay for internal shared services — such as human resources, finance and technology support — as well as service costs that are allocated to all agencies like archives, auditor, etc. If Printing and Imaging were contracted out, many of these costs would not be eliminated but would be shifted elsewhere in DES or to other state agencies. To illustrate the costs that would be transferred elsewhere, a factor was developed to show the relative portion of each print job that goes toward paying these transferred costs. On average, these transferred costs are about 8.3 percent of DES’s price per job.

Methodology

1. We identified the total annual costs that would not be eliminated if Printing and Imaging services were to be contracted out, but instead shifted to other parts of government.
2. This amount was divided by the total annual expenses and Cost of Goods Sold to determine the proportion of these “to-be transferred costs” to total Printing and Imaging costs.

3. This percent adjustment is deducted from Printing and Imaging's bid price for each job in order to arrive at the portion that would truly go away if Printing and Imaging were contracted out.

Cost recovery adjustment

- Printing and Imaging has had a negative net income in recent years. Many business and price adjustments are underway to rectify this (noted in Tab 5), but were not fully in place over the course of data gathering for this analysis. Therefore, DES developed a factor to increase the DES study bid price so that it better reflects the future pricing that will result in full cost-recovery for the program—2.6 percent per job.

Methodology

1. We identified the projected Net Loss for FY 15.
2. This amount was divided total Printing and Imaging costs to arrive at the % increase in revenue that would have been needed to close the gap. [Note: we are conservatively assuming for this analysis that the gap is closed solely through price adjustments. We actually expect much of the gap to actually be closed through increased volume and other business changes.]
3. This percent adjustment is added to Printing and Imaging's bid price for each job in order to conservatively reflect the future price level.

The combined adjustment to DES to reflect these two factors is a 5.7 percent reduction to the price of each job to allow a true comparison with the private sector bids. The effect of these adjustments is included in both the customer collected (*secret shopper*) bid comparisons and the DES-collected bid comparisons in Tables 1 and 2 above. Additional information on these adjustments can be found in Attachment 3.

Attachment #1 Customer collected (*secret shopper*) bid comparison summary (10/10 Jobs)

This attachment includes the detail for all 10 jobs evaluated in the Customer Collected (*secret shopper*) Bid Comparison. This information was obtained in order to evaluate printing and imaging's cost effectiveness.

#	P&I Job Number	Job Description	Category	Quantity	# of Bidders Notified	# of Quoted Received	Average Price	P&I Sales Price	Adjustment for Transferred Costs	Adjustment for Cost Recovery	Net Adjustments	Total Adjusted Price	Bidder A (Lowest)	Bidder B	Job Awarded to DES
1		one page, color certificate	Digital		3	3	\$289	\$219	(\$18)	\$5.66	(\$12)	\$206	\$293	\$353	Yes
2		32 page booklet for Summary of DNR Fire Duty Color cover and B&W guts	Offset		3	3	\$2,071	\$1,489	(\$123)	\$39	(\$85)	\$1,404	\$2,051	\$2,673	Yes
3		DNR State Lands Chart 11x28.7" B & W chart. Flat.	Digital		4	1	\$210	\$210	(\$17)	\$5	(\$12)	\$198	No bids received	No bids received	Yes
4		Copied full color, two-sided on 11x17 white 60# text stock, folded in half, collated and saddle-stapled with two staples.	Digital		3	3	\$1,906	\$2,257	(\$187)	\$58	(\$129)	\$2,128	\$1,727	\$1,734	No
5		10,000 tri-fold brochures	Offset		3	3	\$1,142	\$1,105	(\$92)	\$29	(\$63)	\$1,043	\$1,087	\$1,235	Yes
6		12 page booklet	Offset		3	3	\$3,143	\$3,055	(\$253)	\$79	(\$174)	\$2,881	\$3,123	\$3,250	Yes
7		Print 5 different poster; 50 copies each; 65 # Dull Cover, CYMK, bleeds	Digital		3	3	\$267	\$232	(\$19)	\$6	(\$13)	\$219	\$219	\$350	No
8		300+ award certificates re SR 530 Oso, 2 color on cardstock 8.5x11	Digital		3	3	\$134	\$81	(\$7)	\$2	(\$5)	\$77	\$154	\$168	Yes
9		Boomtime booklet. 8.5x11 B&W 46pgs plus covers. Quantity 20., saddlestitch	Digital		2	1	\$53	\$53	(\$4)	\$1	(\$3)	\$50	No bids received	No bids received	Yes
10		color peel off 3x5 mailing labels, 500 to roll, perforated between labels. Ordered 5000			3	1	\$734	\$734	(\$61)	\$19	(\$42)	\$692	No bids received	No bids received	Yes
				Total (10/10 Jobs)			\$9,950	\$9,437	(\$781)	\$244	(\$537)	\$8,899	\$8,654	\$9,763	
				Total (7/10 Jobs)			\$8,952	\$8,439	(\$699)	\$218	(\$481)	\$7,959	\$8,654	\$9,763	
				Average	3	2									

Attachment #2

Competitive Market Analysis (31/31 Jobs)

This attachment includes the detail for all 31 jobs evaluated in the DES competitive market analysis. This information was obtained to supplement the Customer Collected (*secret shopper*) Bid Comparison Summary in order to evaluate printing and imaging's cost effectiveness.

#	P&I Job Number	Job Description	Category	Quantity	# of Bidder Notified of RFQ	# of Quoted Received	Average Price	P&I Sales Price	Adjustment for Transferred Costs	Adjustment for Cost Recovery	Net Adjustments	Total Adjusted Price	Bidder A (Lowest)	Bidder B	Bidder C	Bidder D	Bidder E	Bidder F	Bidder G	Bidder H	
1	235762	8.5x11 Blk+1pms/same on 50# White	Digital	50	28	0		\$107.70	(\$8.92)	\$2.78	(\$6.13)	\$101.57	No bids received								
2	238788	8.5x11 4cp/same on 80# gloss book cut and box	Digital	2,000	44	7	\$572.99	\$639.53	(\$52.96)	\$16.53	(\$36.42)	\$603.11	\$250.01	\$466.19	\$470.67	\$532.63	\$625.03	\$698.94	\$967.43		
3	238808	44x34 4cp/0 on satin paper laminated 3mil matte	Digital	1	8	1	\$75.48	\$48.67	(\$4.03)	\$1.26	(\$2.77)	\$45.90	\$75.48								
4	242385	8.5x11 printed black + 1 color 1 sided on 60# recycled white text with 9 variable input fields letter fold and insert into a supplied #10 window envelope and mails presort standard A	Digital	1,900	49	6	\$652.55	\$811.67	(\$67.21)	\$20.98	(\$46.22)	\$765.45	\$326.10	\$378.28	\$527.20	\$736.88	\$888.08	\$1,058.74			
5	246135	5.5x8.5 4cp/0 on 100# Uncoated Cover	Digital	300	28	0		\$198.56	(\$16.44)	\$5.13	(\$11.31)	\$187.25	No bids received								
6	247980	10 1/2 x 13 certificate printed with 5 variable input fields in black ink 1 sided on 60# Astroparche natural paper	Digital	256	42	1	\$38.08	\$229.27	(\$18.98)	\$5.93	(\$13.06)	\$216.21	\$38.08								
7	248411	8.5x11 printed black ink 2 sided on 70# recycled white text letter fold tab and mail presort standard A	Digital	1,920	49	3	\$329.49	\$332.92	(\$27.57)	\$8.61	(\$18.96)	\$313.96	\$278.27	\$326.10	\$384.10						
8	230077	4x8.75 Envelope 1pms/0 on 24# White Wove	Envelope	185,000	27	3	\$8,582.37	\$4,334.55	(\$358.92)	\$112.07	(\$246.85)	\$4,087.70	\$4,161.58	\$5,125.91	\$16,459.63						
9	241497	6 x 9 1/2 window envelope printed on 24# white recycled wove with 1 color on face only with a 1 3/8 x 3 3/4 window that is located 5 1/4 from the left and 1 1/2 from the bottom	Envelope	22,500	20	4	\$2,052.81	\$1,184.03	(\$98.04)	\$30.61	(\$67.43)	\$1,116.60	\$1,726.46	\$2,034.24	\$2,131.97	\$2,318.57					
10	243448	#10 envelope on 24# White Recycled Paper, diagonal seam with a 1 1/2 x 4 1/2 window that is 7/8 from the left and 5/8 from the bottom.	Envelope	150,000	19	7	\$5,258.24	\$3,737.00	(\$309.44)	\$96.62	(\$212.82)	\$3,524.18	\$3,738.19	\$4,164.55	\$4,712.15	\$5,475.22	\$5,649.68	\$6,345.91	\$6,722.01		
11	230622	4x8.5 blk/blk die cut mirror hanger on 80# Astrobright Solar Yellow Cover box in 300's	Offset	1,000,000	49	7	\$46,883.01	\$33,984.30	(\$2,814.01)	\$878.63	(\$1,935.38)	\$32,048.92	\$23,859.65	\$31,824.10	\$41,849.50	\$43,848.49	\$44,458.30	\$49,947.65	\$92,393.37		
12	230778	23x35 Poster Blk/0 on 60# Cream text. Slip sheet in 50's and box in 500's	Offset	5,000	49	5	\$1,723.68	\$1,187.01	(\$98.29)	\$30.69	(\$67.60)	\$1,119.41	\$1,195.70	\$1,563.11	\$1,652.24	\$1,841.08	\$2,366.26				
13	231314	11 x 8 1/2 printed black + 1 color 2 sided on 60# recycled white paper letter fold	Offset	5,000	48	8	\$563.75	\$566.88	(\$46.94)	\$14.66	(\$32.28)	\$534.60	\$369.58	\$479.37	\$517.96	\$529.59	\$540.59	\$579.81	\$659.33	\$833.73	
14	238752	8.5x11 4pg 2pms/same on 70# white text fold, inkjet and mail presort std (62 copies without indicia)	Offset	20,400	44	6	\$3,193.64	\$2,479.52	(\$205.31)	\$64.11	(\$141.21)	\$2,338.31	\$2,837.28	\$2,968.60	\$3,034.90	\$3,038.17	\$3,478.40	\$3,804.50			
15	238760	8.5x11 4cp/same on 70# white text fold, inkjet and mail presort std	Offset	12,428	50	7	\$3,225.62	\$2,075.92	(\$171.89)	\$53.67	(\$118.22)	\$1,957.70	\$2,353.36	\$2,708.80	\$3,006.64	\$3,340.50	\$3,647.97	\$3,717.54	\$3,804.50		
16	238821	8.5x11 Blk+1pms/same on 60# White fold and box	Offset	5,000	50	6	\$465.60	\$517.49	(\$42.85)	\$13.38	(\$29.47)	\$488.02	\$179.04	\$397.52	\$515.24	\$489.04	\$522.85	\$689.93			
17	238822	8.5x11 Blk/0 on 60# White fold, insert into #10 Reg. and mail presort std	Offset	8,500	50	6	\$2,065.33	\$968.18	(\$80.17)	\$25.03	(\$55.14)	\$913.04	\$1,351.14	\$1,443.54	\$1,495.71	\$1,695.72	\$1,857.85	\$4,548.01			

Competitive Market Analysis (31/31 Jobs)

This attachment includes the detail for all 31 jobs evaluated in the DES competitive market analysis. This information was obtained to supplement the Customer Collected (*secret shopper*) Bid Comparison Summary in order to evaluate printing and imaging's cost effectiveness.

#	P&I Job Number	Job Description	Category	Quantity	# of Bidder Notified of RFQ	# of Quoted Received	Average Price	P&I Sales Price	Adjustment for Transferred Costs	Adjustment for Cost Recovery	Net Adjustments	Total Adjusted Price	Bidder A (Lowest)	Bidder B	Bidder C	Bidder D	Bidder E	Bidder F	Bidder G	Bidder H
18	239952	5 x 3 card Printed black ink 1 sided on 110# recycled white index paper.	Offset	15,000	48	8	\$356.60	\$356.13	(\$29.49)	\$9.21	(\$20.28)	\$335.85	\$171.75	\$233.71	\$305.45	\$315.23	\$331.54	\$435.89	\$496.94	\$562.26
19	240339	9x12 4cp/same on 100# gloss book fold and box (union bug and recycled logo required)	Offset	5,000	5	2	\$1,311.85	\$1,020.54	(\$84.50)	\$26.38	(\$58.12)	\$962.42	\$1,087.00	\$1,536.69						
20	242025	8.5 x 11 20 page saddle stitch book on 60# recycled white text. Cover page prints black + 1 color and text prints black only 2 sided.	Offset	1,800	46	8	\$1,824.94	\$1,196.46	(\$99.07)	\$30.93	(\$68.14)	\$1,128.32	\$1,082.46	\$1,455.49	\$1,510.93	\$1,678.33	\$1,701.16	\$1,970.90	\$2,228.35	\$2,971.91
21	243939	8.5x14.687 Black/same on 70# recycled white perf and re-moistenable glue to convert to a unit 1 mailer and fold to 3.625x8.5	Offset	5,000	29	1	\$410.34	\$973.20	(\$80.58)	\$25.16	(\$55.42)	\$917.78	\$410.34							
22	244366	23 x 35 poster black ink 1 sided on 60# recycled cream text boxed on quantities of 500	Offset	7,000	19	1	\$1,070.70	\$1,532.52	(\$126.90)	\$39.62	(\$87.28)	\$1,445.24	\$1,070.70							
23	244593	8.5 x 11 printed 1 color on front and black on the back on 60# recycled paper	Offset	4,000,000	23	3	\$74,772.76	\$67,732.81	(\$5,608.50)	\$1,751.16	(\$3,857.34)	\$63,875.47	\$68,920.15	\$70,409.88	\$84,988.24					
24	244698	8.5 x 7 1/3 printed 1 color on front and black on the back on 70# recycled paper	Offset	4,000,000	23	2	\$57,293.31	\$53,435.93	(\$4,424.67)	\$1,381.53	(\$3,043.14)	\$50,392.79	\$51,527.06	\$63,059.55						
25	245224	3 5/8 x 8 1/2 32 page self-cover saddle stitch book printed on 60# white recycled text black + 1 color 2 sided	Offset	4,500	49	7	\$2,427.70	\$1,818.10	(\$150.54)	\$47.01	(\$103.54)	\$1,714.56	\$1,553.32	\$1,572.89	\$1,961.42	\$2,896.86	\$2,918.60	\$2,930.55	\$3,160.29	
26	245411	12 x 9 printed in full color both sides with bleeds on 100% Titan Gloss white book letter fold	Offset	4,000	49	6	\$1,129.61	\$864.55	(\$71.59)	\$22.35	(\$49.24)	\$815.31	\$864.17	\$880.47	\$951.13	\$1,030.65	\$1,252.71	\$1,798.52		
27	248723	9.5x11 form on 20# Boise Cascade virgin white bond rewound into 50" rolls with 6 inch cores containing a minimum of 45,000 usable forms per roll	Offset	2,970,000	1	1	\$43,744.68	\$30,863.41	(\$2,555.59)	\$797.94	(\$1,757.65)	\$29,105.76	\$43,744.68							
28	248743	9x12 4cp/same on 100# gloss book fold and box (union bug and recycled logo required)	Offset	5,250	5	1	\$2,174.00	\$1,050.00	(\$86.94)	\$27.15	(\$59.80)	\$990.20	\$2,174.00							
29	248917	22x17 black+1pms/0 on 60# recycled white fold to 8.5x11 half to half (union bug and recycle logo required)	Offset	35,000	5	1	\$4,130.60	\$3,248.59	(\$268.99)	\$83.99	(\$185.01)	\$3,063.58	\$4,130.60							
30	250434	8.5x11 24pg self cover saddle stitch book blk+1pms/0 on 60# recycled paper (Union and Recycle bug required)	Offset	2,500	5	1	\$2,445.75	\$1,808.16	(\$149.72)	\$46.75	(\$102.97)	\$1,705.19	\$2,445.75							
31	250513	8.5x11 8 page self cover saddle stich book on 70# Recycled white. Letter fold and mail presort standard A	Offset	2,908	49	4	\$1,519.81	\$1,164.06	(\$96.39)	\$30.10	(\$66.29)	\$1,097.77	\$980.47	\$1,454.31	\$1,665.01	\$1,979.43				

Total (31/31 Jobs)							\$270,295	\$220,468	(\$18,255)	\$5,700	(\$12,555)	\$207,912	\$222,902	\$194,483	\$168,140	\$71,746	\$70,239	\$78,527	\$110,432	\$4,368
Total (29/31 Jobs)							\$270,295	\$220,161	(\$18,230)	\$5,692	(\$12,538)	\$207,623	\$222,902							
Average					33	4														

Attachment #3 DES Pricing Adjustment Detail

In order to accurately evaluate printing and imaging's prices to vendor bid pricing DES reviewed printing and imaging's current financial position. This review identified two adjustments that needed to be made in order to illustrate the true costs to the state if DES printing & imaging were to be discontinued. These two adjustments and the methodology used in evaluating DES's prices to vendor bid prices is outlined below.

	Actual FY15 Expenditures YTD thru April	FY15 Estimate	<i>Shared Services Costs that would likely be eliminated, if service contracted</i>	<i>Numerator for the adjustment</i>	<i>% Adjustment to P&I Price</i>
Total Cost Of Goods Sold (COGS)	10,463,370	12,556,000			
Total Expenses	3,686,334	4,424,000			
Total Expenses + COGS	14,149,704	16,980,000			
Estimated Costs that would be Transferred		1,561,000	155,000	1,406,000	-8.3%
Estimated Net Loss (Cost Recovery Adjustment)	(556,517)	(439,000)	-	(439,000)	2.6%
Net Adjustments					-5.7%

Notes:

Estimated costst that would be transferred: This number represents the costs of Central Services charges, as well as DES Internal Shared Services. The DES Internal Shared Services has been reduced by the cost of 3 FTE's (Salary and Benefits = \$155,000) to reflect the workload reduction impact on the Finance Division if P&I would be discontinued. We do not think there would be material reductions in other shared services costs that would result.

Cost Recovery Adjustment: P&I has had a negative net income in recent years. Many business and price adjustments are underway to rectify this , but were not fully in place over the course of data gathering for this analysis. DES has calculated an adjustment to illustrate the increase in bid price that would be necessary to reach full cost recovery for the program. The estimated FY 15 Fiscal year loss is lower than the YTD loss to reflect the fact that June is historically a busy (i.e. profitable) month for Printing & Imaging.

Net Adjustments: Taken together, this results in a -5.7% adjustment to P&I bid prices.

Environmental and Economic Stewardship

Environmental and Economic Stewardship

The purpose of this section is to discuss how the DES Printing and Imaging program incorporates the Governor’s green initiatives and laws related to paper usage which positively impact agency expenditures.

The DES Printing and Imaging program is committed to conducting printing operations in a sustainable manner, both from an environmental and fiscal perspective through its day to day actions and by passing along savings to customers. Governor Inslee’s [Executive Order 14.04](#), as well as RCWs [43.19A.022](#), and [70.95.725](#), directs the state to reduce greenhouse emissions and use recycled materials whenever possible. DES printing and imaging services assist other state agencies in meeting this requirement. When we compare Printing and Imaging’s paper usage with the private sector:

- 38 percent of the paper purchased by Printing and Imaging contains recycled content.
- 15 percent of paper purchased by the private sector in the state contains recycled content, according to the two main paper distributors in Washington state, Unisource Worldwide and WCP Solutions.

On average, recycled content paper costs fifteen percent more than virgin paper. That DES has been able to remain competitive on pricing with the private sector while using more than double the percentage of recycled paper demonstrates the DES commitment to stewardship of resources.

	Virgin paper CO2 equivalent	30 percent recycled CO2 equivalent	Private Sector 30 percent Recycle Content Mix	100 percent recycled CO2 equivalent	Total
DES	3,657,605	1,698,415	N/A	130,712	5,486,732
Private Sector	4,906,680	N/A	772,007	N/A	5,678,687

Table 1 compares the greenhouse Gas Emissions savings (CO2 equivalents) between Printing and Imaging and the private sector paper purchases.

The table distributes greenhouse gas carbon emissions between virgin paper, mixed paper (15 percent recycled), 30 percent recycled content and 100 percent recycled content. The highest levels of CO2 equivalents are made through virgin paper purchases while the lowest levels are attained by 100 percent recycled content.

Printing and Imaging purchases virgin paper, 30 percent recycled content paper and 100 percent recycled content paper. The private sector sales to state government agencies consist of virgin paper and, on average, 30 percent recycled content.



- Printing and Imaging's virgin paper, 30 percent recycled paper and 100 percent recycled paper CO2 equivalents total 5,486,732 pounds.
- The private sector's virgin paper and 30 percent recycled paper CO2 equivalents total 5,678,687 pounds.
- The CO2 equivalent savings that Printing and Imaging enjoys over the private sector is 191,955 pounds based on Environmental Paper Network Calculator.

According to the Environmental Paper Network Paper Calculator, an average car emits 11,013 pounds of CO2 per year. When we compare this to the carbon savings of DES recycled paper this equates to an estimated 17 fewer cars per year.

Printing and imaging also supports stewardship goals with rework rates at less than ½ percent in comparison to a three percent industry standard as demonstrated in Attachment 4.

Fiscal stewardship is also provided to state agencies and other eligible entities when it comes to purchasing paper. Examples include:

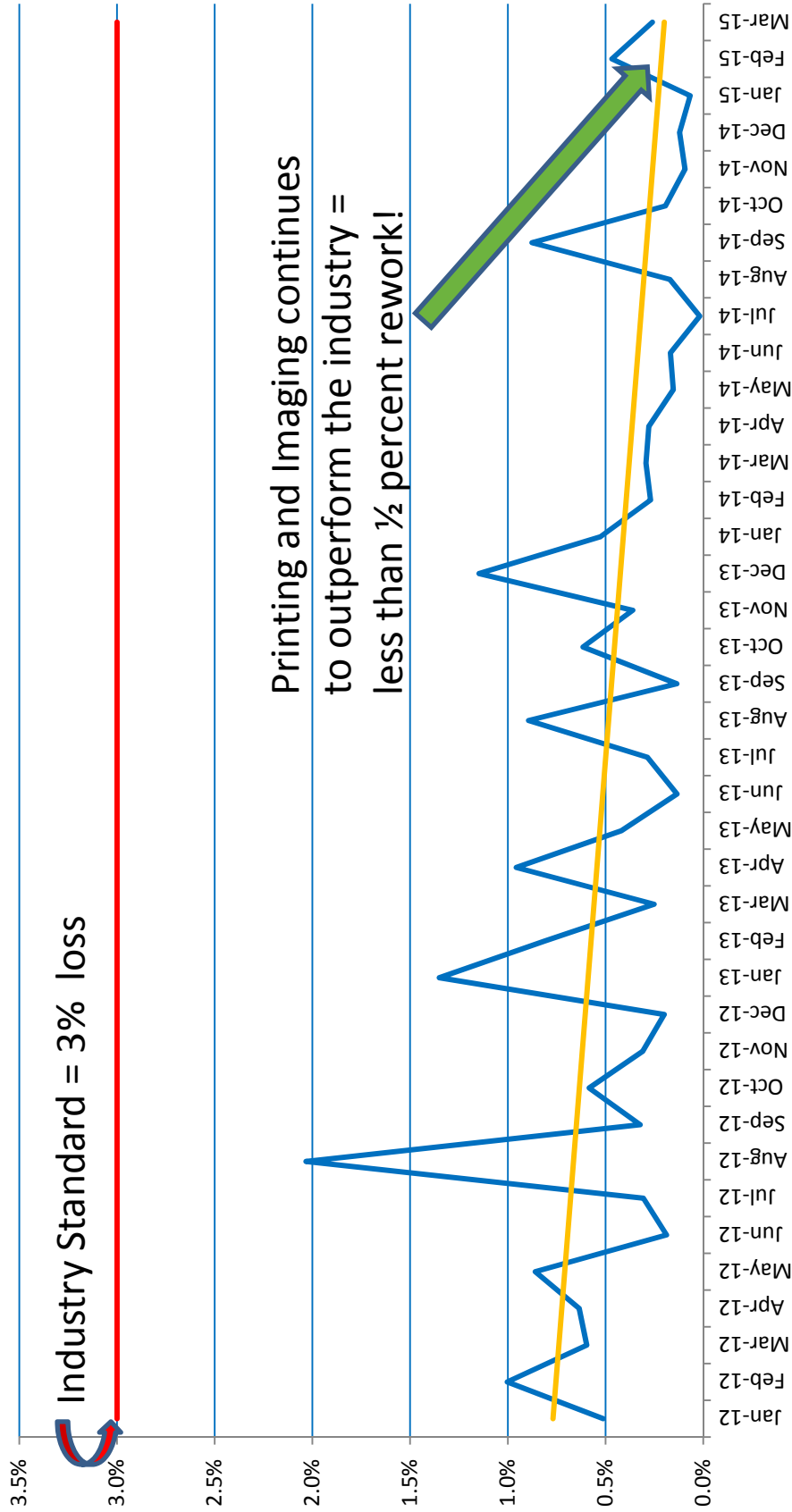
- Utilizing existing equipment, printing and imaging is able to convert larger mill rolls to customer specifications.
 - Customers can achieve a 33 percent savings utilizing this service as documented in job 27 of the competitive market analysis. This has saved the state an estimated \$286,000 fiscal year to date.
 - The State of Oregon has been unsuccessful in private sector solicitations for this service and is currently in discussions with DES to provide them with paper prepared for use in their large state presses.

Printing and Imaging continually explores and implements new technologies in offset printing that produce more sustainable processes, less waste and lower costs. An example of an improvement currently underway is the transition from the use of a Sword plate to a Sonora plate. This change, when fully implemented, will allow the program to remove chemicals from the pre-press department and conserve water by:

- Eliminating a chemical processing that is currently required after the laser engraves the image on the printable area of the Sword plate.
 - Plate processing time will be reduced by approximately 140 hours per year.
 - Water savings of an estimated 55,800 gallons per year.

Attachment 4

Percent of revenue lost to rework



Printing Industries of America 04-05 Productivity Benchmark Report

Customer Satisfaction and Feedback

Customer Feedback

The purpose of this section is to provide information about DES Printing and Imaging program’s efficiency through a customer satisfaction lens. The program solicits input from customers two main ways:

- Electronic customer satisfaction surveys
- Collecting customer feedback to identify areas for improvement

This section will provide information on the overall satisfaction level of customers who utilize Printing and Imaging and the value that the program provides.

Electronic survey

DES Printing and Imaging utilizes an electronic customer satisfaction survey to determine the overall level of customer satisfaction. This survey is sent to customers shortly after they receive their finished product.

Table 1 below demonstrates Printing and Imaging’s customer satisfaction ratings related to quality, customer service, turnaround time and overall value. This survey used a 1-5 scale where a rating of “1” indicated not at all satisfied while a rating of “5” indicates extremely satisfied.

Satisfaction level	Extremely 5	Very 4	Satisfied 3	Somewhat 2	Not at all 1
Quality	65%	29%	4%	1%	1%
Customer Service	64%	27%	8%	2%	0
Turnaround Time	66%	25%	7%	2%	0
Overall Value	61%	28%	11%	0	0

During the evaluation period April – mid June 2015 DES:

- Distributed 1,124 surveys
- Received 132 customer responses
- Realized a 12 percent return rate

Customers rated DES printing and imaging’s services:

- Quality at 4.2
- Customer Service at 3.9
- Turnaround Time at 4.2
- Overall Value at 4.0

Additional detail on the electronic survey can be found in Attachment 5.

Customer feedback

DES also gathers customer feedback received in the normal course of business to identify areas for improvement. Overall, customers have shared that they are satisfied with DES printing and imaging services. A collection of customer feedback is included below, with responses grouped into the following categories*:

- Quality
- Customer Service
- Turnaround Time
- Overall Value
- Areas to Improve
- Value Added Service

*A complete collection of customer feedback can be provided upon request.

Quality

We received everything on time, had a few extras, which ended up nice to have, and the booklets looked fantastic. We actually had multiple people come up and say how professional they were and liked the fold and not the binding that people usually do on projects like this.

~Paige Beck, Administrative Services, Department of Agriculture

Thanks again to all for the support and great work on putting together the DSHS 15-17 Budget proposal. Things went well and now we get to turn our heads to the 2015 Supplemental proposal.

~ Dan Winkley, Budget Manager, Department of Social and Health Services

The book had to be printed from scanned version in a pdf. Print job looked great especially considering how many generations of copies it had to be printed from. Copy of a copy of a copy etc.

~ Nancy Charbonneau, Graphic Designer, Department of Natural Resources

Customer service

I just wanted to let you know how great it is to work with Kathy Paterson. Kathy is always helpful and very respectful. She manages to understand what we need and helps us get the most cost effective way of achieving this... and she has caught several discrepancies that would have cost us additional monies.

Simply stated, she knows more about our jobs than we do!

~Bobbie Mostyn, Forms and Records Analyst, Department of Licensing

Very helpful and quick service, appreciate the willingness to help submit order.

~Julia Hutchins, Department of Social and Health Services

Customer service at DES is what makes the difference. Our customer service representative cares about our jobs!

~Connie Nabors, Health Care Authority

I do appreciate the services DES print provides to its clients. From the print services to Fulfillment services and customer service – working with DES print makes my job a lot easier. I have an excellent working relationship with my CSR Debbie. She is always professional, friendly and helpful to get me my jobs processed in an efficient and cost-effective manner.

I decided to decline becoming a secret shopper when I discovered how much time it would take. I appreciate that your agency already provides and manages the bidding for me on certain jobs. Thank you!

~Donna Wells, Washington State Office of the Insurance Commissioner

Turnaround time

Product was completed earlier than scheduled.

~Visual Communications, Department of Social and Health Services

Received the job ahead of time, as a result was ready for employees travelling on a deadline.

~Julia Hutchins, Department of Social and Health Services

Thank you for completing my jobs so quickly and for dropping them off! Much appreciated.

~Dana Mock, Environmental Specialist, Department of Ecology

I received my tabs TODAY, a day sooner than expected!!! Thank you for the awesome customer service, Andy. You guys made it happen for me and I appreciate the effort.

~Desiree Day Robinson, Department of Health

Overall value

The cost was far below taking the job to a commercial business.

~Julia Hutchins, Department of Social and Health Services

I wanted to drop a line to let you know how much I appreciated the extra mile that Kathy and Paul went regarding a printing order I recently submitted for a customer of ours here at ATG. It became a complicated order where they had to coordinate with the Post Office. There were important obstacles that they needed to resolve in order for our client's order to be processed. I really appreciate how Kathy and Paul persisted and made sure everyone was on the same page.

~Johanna Flynn, Office Support Supervisor, Office of the Attorney General

We do not have the time to do all of the work DES P & I performs for us. These services are very valuable to us, like putting jobs out to bid, printing expertise fulfillment etc.

~Nancy Charbonneau, Graphic Designer, Department of Natural Resources

David is a fantastic resource. His knowledge of the different types of prints and willingness to explain them has been tremendously helpful for us. We're trying to ease up on the usage of our print machines because they're breaking down and the wear on them is clearly showing, and now that we know he's there and expedites requests at superman-like speed, he's definitely going to be seeing much more of us. We here at the Division of Vocational Resources truly appreciate David's services.

~Melissa Ayala, Department of Social and Health Services

Areas to improve

I preferred when there were actual price quotes given on the Web ordering service because I was trying to keep track of my program's printing costs.

~Patrick Ferguson, Department of Natural Resources

Services normally are great. This last order was of poor quality, the customer service was fair as the rep didn't seem to believe my claim. She did look into the issue once I sent her copies of the print job and an older job from the past to compare with. She was pleasant and courteous.

~Arleen Baldwin, Sound Transit

I thought the web/ordering site was hard to navigate and confusing, I called instead.

~Stacia Speck, WSDA

There was an issue with the estimate from DES so the job had to be re-estimated. That estimate was considerably more money. DES P&I CSR honored my request to stick with the cheaper bid because of the mistake. This saved my client's program and agency money which was much appreciated.

~Nancy Charbonneau, Graphic Designer, Department of Natural Resources

Value added

I have found Kathy Paterson and all the staff at DES to be incredibly helpful. They often catch things that will affect the printing that I don't know about or see, making my finished products cheaper and better. I can't image doing a print job without their wise counsel. I have been doing print jobs with the department for more than 20 years, everything from simple brochures to complex reports, to unusual items, and I have never been disappointed in the customer service or quality of the print job.

~Susan Zemek, Communications Manager, Recreation and Conservation Office

My fellow designer and myself would be very unhappy if DES P & I did not exist. They have so much expertise that we rely upon and do a lot of valuable leg work for us. Work that we do not have time to do ourselves and still get our jobs done. They are not only very valuable to us in our profession, but to all of state government whether the rest of state government realizes it or not.

~Nancy Charbonneau, Graphic Designer, Department of Natural Resources

P & I adds value to every job we send them!

~Connie Nabors, WA State Health Care Authority

I still think you are doing a very valuable service for us. The consistency of jobs has definitely improved since you took over as our rep. I used to be pulling my hair out, so to speak, with the botched jobs during the transitional years from the copy centers going away and the introduction of myPrint. I was just thinking, I can't even remember the last time we had any issues with DES – Printing.

~David Bramwell, Communications Consultant, Department of Fish and Wildlife

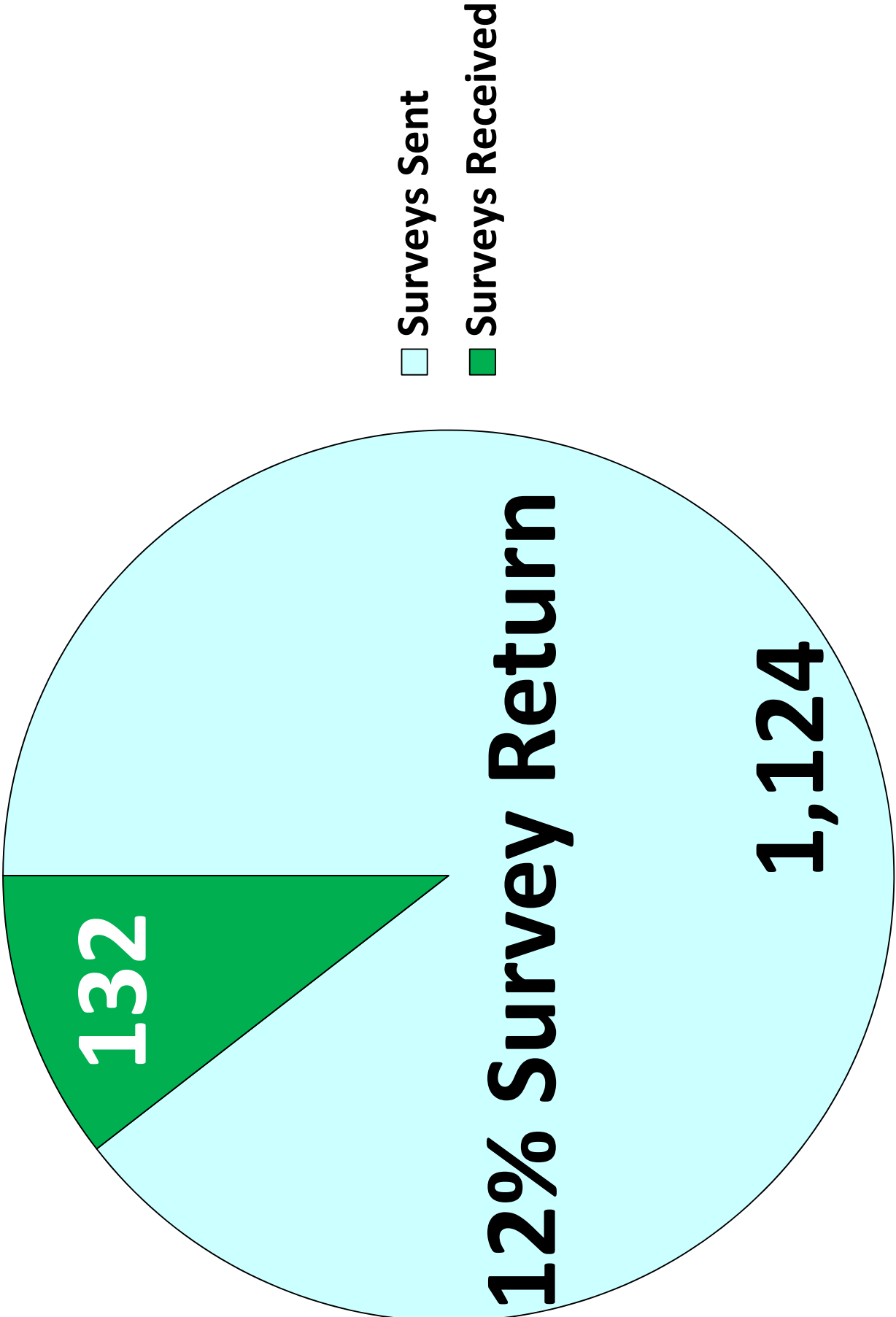
Attachment 5

Customer Satisfaction Survey

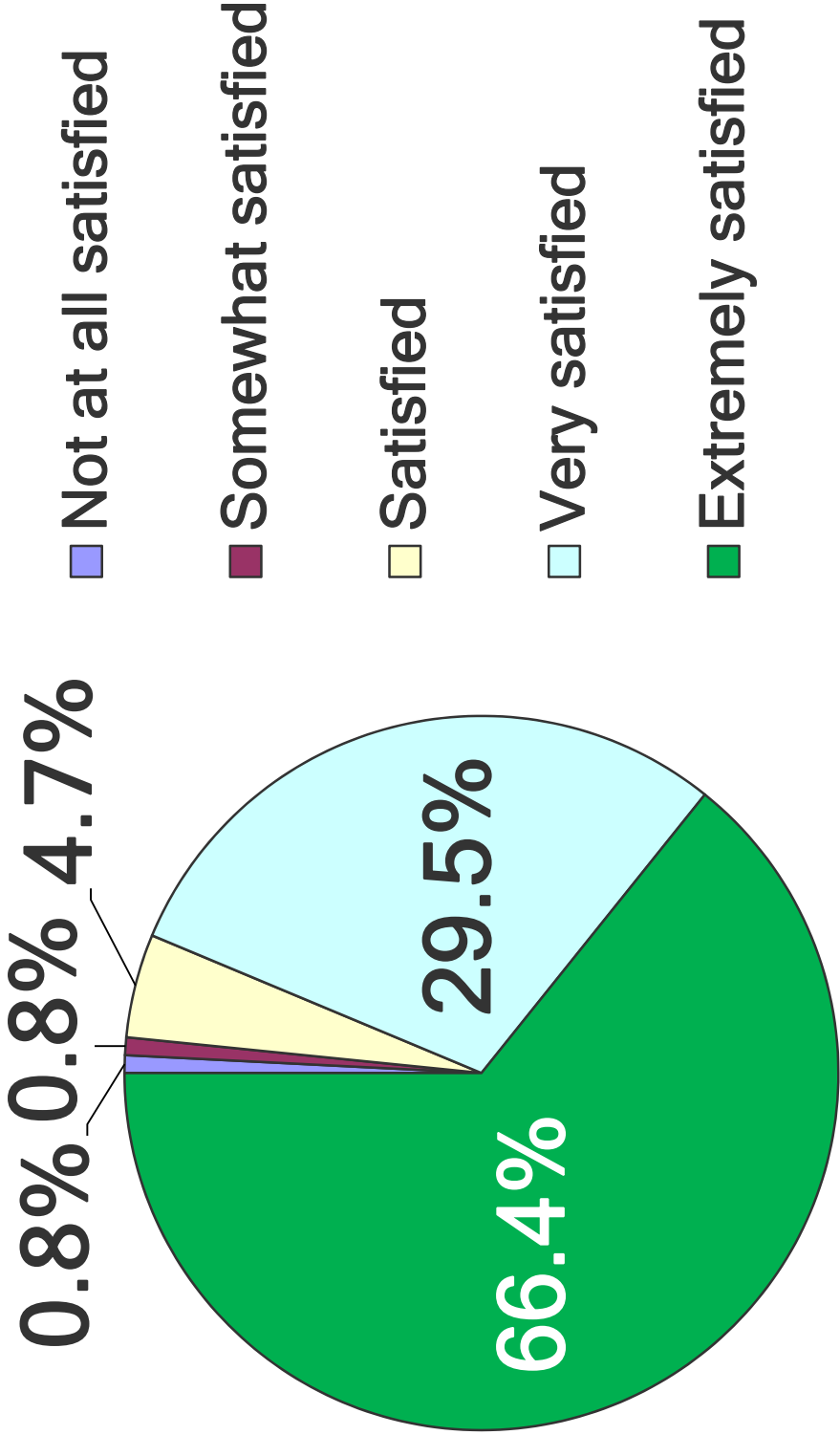
Beginning in April 2015, DES began conducting an electronic customer satisfaction survey as a best-practice. The survey is sent to customers shortly after they receive their finished product. As of June 8, 2015, DES received 132 customer responses with the majority of customers either very or extremely satisfied with the printing and imaging services at DES.



Customer Satisfaction Survey Responses

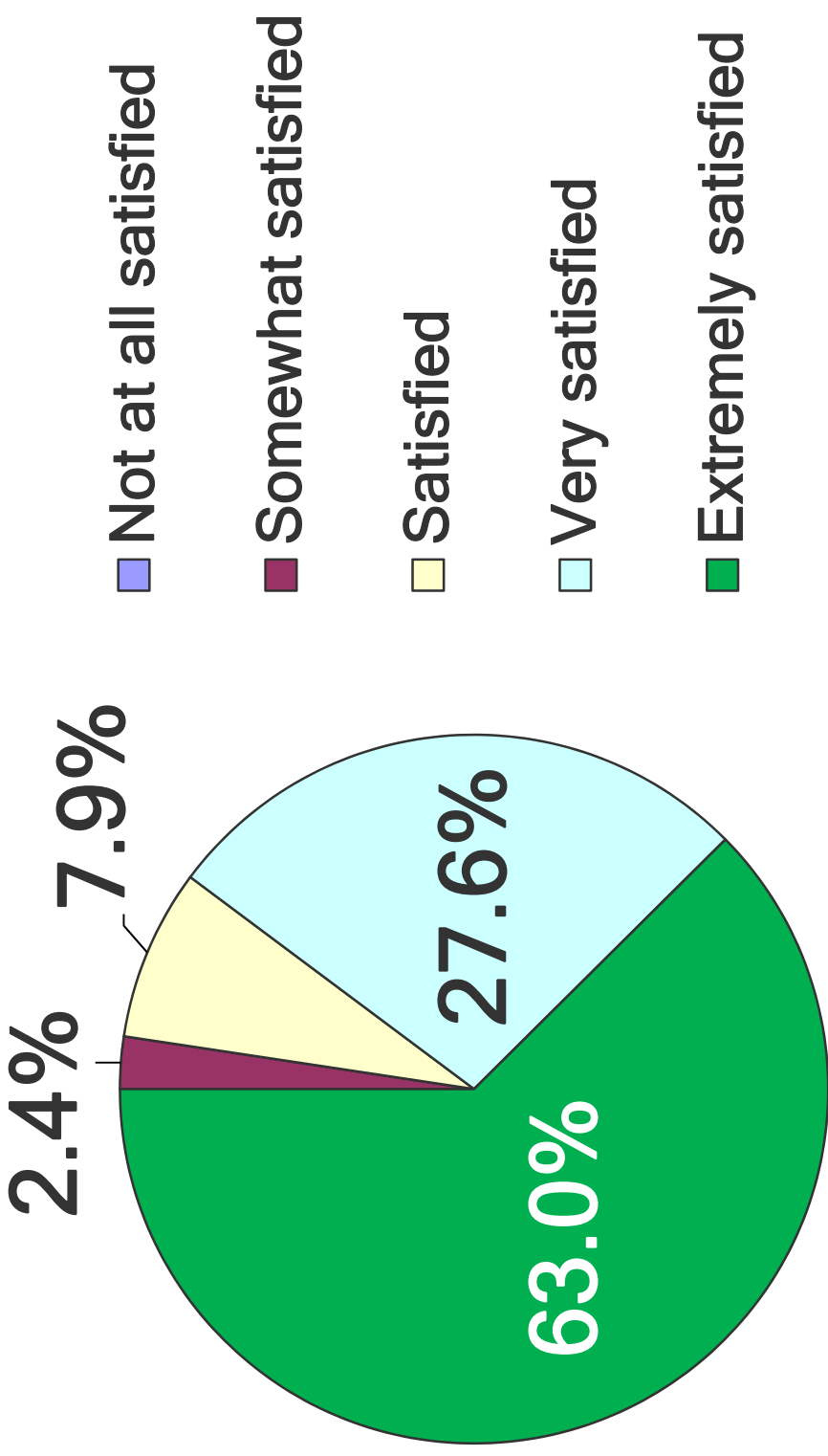


How satisfied are you with the quality of the finished product you recently received?



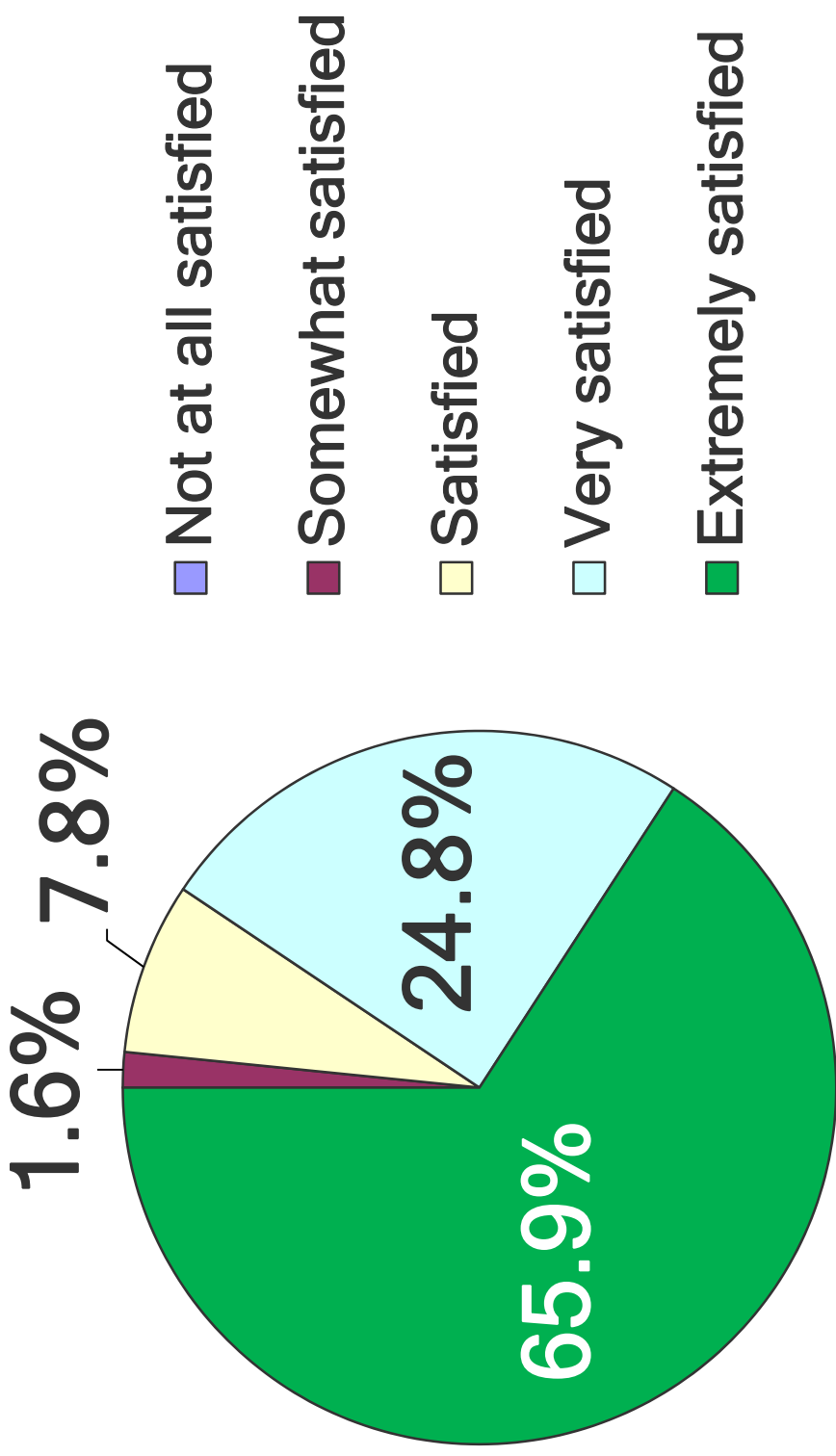
Average Rating is 4.2

How satisfied are you with the customer service you received when placing this order?



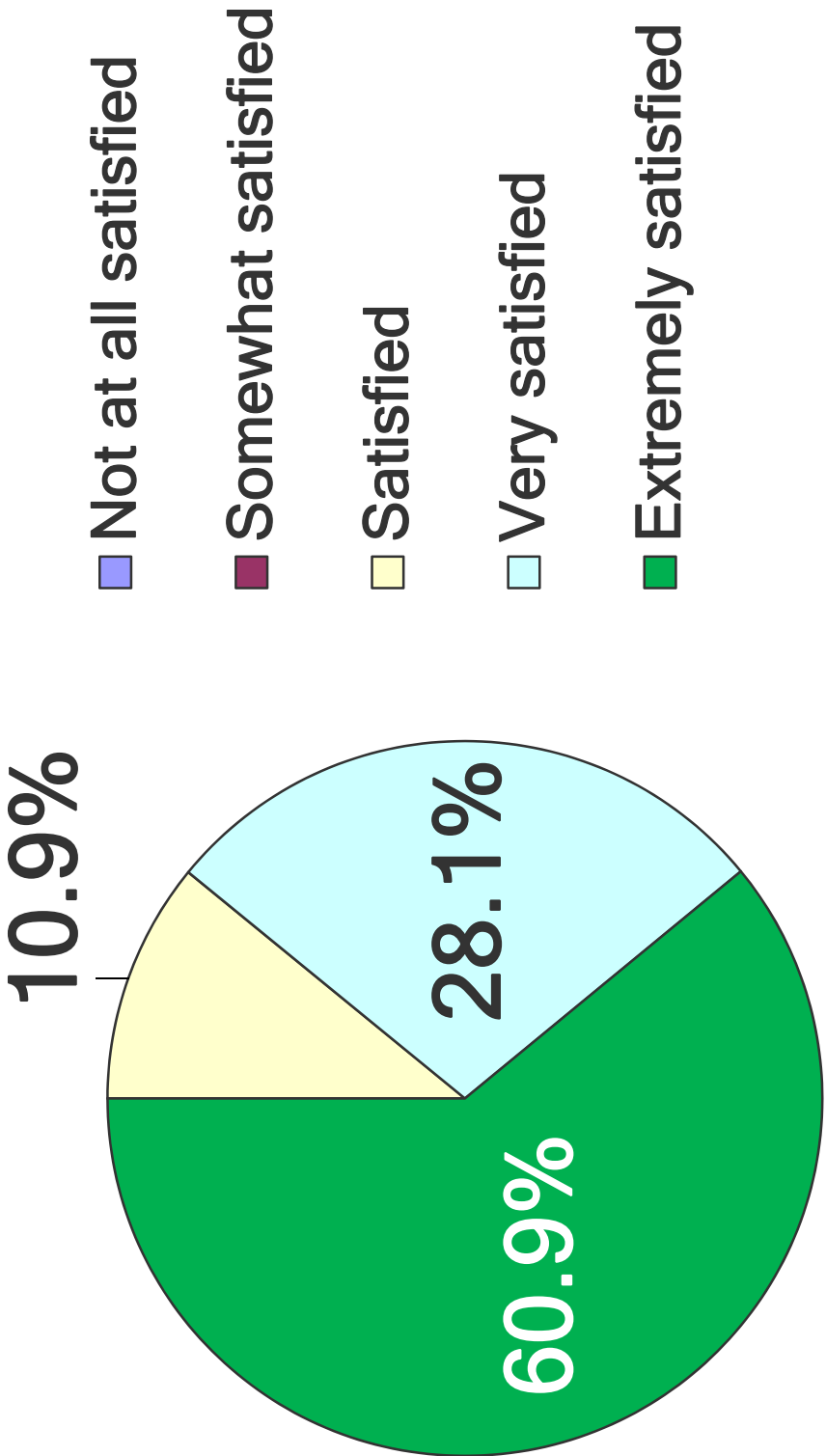
Average rating is 3.9

How satisfied are you with the product shipment date meeting your requested delivery time?



Average rating is 4.2

How satisfied are you with the overall value of Printing & Imaging services?



Average rating is 4.0

Business Improvement Trends

Business Improvement Trends

The purpose of this section is to lay out the improvements that have been implemented or are in the process of being implemented by the program as well as future improvement opportunities that have been identified for implementation at a later date.

The state printing and imaging operation entered DES with poor financial performance. DES implemented multiple changes over the past year to improve operations, reduce costs, refine prices and enhance service. The business plan lays out numerous future improvement initiatives. The last fiscal year has seen a major improvement in the net margin with a trend toward solid financial health. Examples of current and in-progress improvements include:

- Insert consolidation
- Co-location of print operations
- Innovating ways to partner with pre-qualified private sector vendors to identify diverse spend with the small and minority owned businesses within the state.
- Align print and mail activities which will enable agencies to leverage benefits of the established mail guidelines and standards.
- Automation of workflow will allow agencies to save time and money while reducing risks associated with incorrect mailings.
- Improving the customer ordering system interface to better meet customer needs.

Insert consolidation

Shortly after creation, DES evaluated the inserting and mailing activities that were being performed by both the Printing and Imaging program and Consolidated Mail Services (CMS), and decided to consolidate the function at CMS. This allows process standardization, eliminates redundant equipment and reduces operating costs.

Co-location of print operations

DES is currently in the process of relocating the mainframe/variable printing operation to be co-located with printing and imaging services in its Tumwater plant. This co-location is expected to result in efficiencies by maximizing the equipment and resources that the state needs to provide printing services while ensuring that confidential materials with sensitive information, such as Social Security numbers, medical information, or personally identifiable information are protected.

Increasing diverse spend

The printing and imaging program currently outsources an average 30 percent of its revenue to private commercial printers. The current practice uses a prequalified vendor pool currently at 381 companies. Out of those companies 257 are Washington state businesses. Based in part on a sample surveyed, DES believes many of these businesses would classify as small or minority-owned businesses. Feedback from the vendors indicated that they did not know that the state has goals to increase purchasing opportunities to them.

DES is in the process of developing an outreach plan that will target the current Washington businesses included in the Printing and Imaging program's prequalified vendor pool, confirm the subset of small or minority business, and share this information with customer agencies to increase awareness and opportunity.

Print and mail alignment

DES completes mass mailings for various state agencies by first printing the content, envelopes, and then metering, sorting, and mailing the correspondence. DES is evaluating opportunities for further integration of these functions and improving linked print and mail services that are provided on daily, weekly, monthly, and quarterly schedules. Reinventing how print and mail functions align inside state government operations can better enable agencies to leverage the benefits of following the mail [guidelines](#) and [standards](#) developed as a result of the mail performance audit.

Automated workflow and print re-engineering services

In addition to printing customer-generated digital print files such as PDFs or legacy system output, DES offers variable data printing services. For variable data print jobs, many of which are mailings, customers provide DES with their data and a sample layout of the final product. Having access to the data behind a mailing allows DES to use our specialized tools to customize or the output and take full advantage of available services, from pre-print postal processing to barcodes that control intelligent inserting equipment at CMS.

Not all customers are able to utilize DES's variable data printing services. Customers frequently generate e-files (PDFs) of their communications for electronic access, and prefer to use those same files for printing and mailing. This can present challenges when customers are faced with the need for advanced services, such as building barcodes to control CMS envelope inserters for finished mail pieces. To meet our customers' specialized needs while recognizing the trend towards using PDFs as an efficient format, DES recently invested in print re-engineering software.

With the DES print re-engineering service, the Printing and Imaging program builds automated workflows that can read specific incoming PDFs, extract relevant data, take actions based upon the values of that data, and modify the PDFs to produce production-ready output. In most cases, customers do not have to change their incoming files, so print re-engineering service provides the benefits of upgraded inserter control barcodes and other enhancements that can save time and money while reducing their risk associated with incorrect mailings. In particular, confidential data needs to be handled precisely to avoid administrative and even legal consequences should the recipient not receive adequate notice of adverse actions, or should someone receive protected health information meant for another recipient. Print re-engineering allows DES to apply our expertise in mailings for customer-generated print as well.

An example of an opportunity currently under consideration includes the Department of Transportation's (DOT) Good-To-Go Tolling program. Utilization of DES's print re-engineering services would allow the state to take advantage of enhancements (such as upgraded inserter control barcodes) that will improve the integrity of the documents being mailed. This improvement would result in DOT having access to job detail such as when a specific document was printed and mailed. In addition, DES's processes are integrated with the United States Postal Service National Change of Address system and allow the program to update where a document is mailed to at the time of processing. These processes and efficiencies may provide an opportunity to the state to avoid future litigation resulting from tolling bills.

Current customers that benefit from our print re-engineering service include the Employment Security Department's Next Generation Tax System (NGTS) and Department of Licensing's Copy of Records (COR). Projects currently underway and/or being developed include:

- Labor & Industry's electronic correspondence (Ecorr) output
- State Board of Community and Technical Colleges' annual tax mailings
- Washington State Department of Transportation's Good-To-Go Tolling program.

DES is also in consultation with the Department of Revenue for print re-engineering opportunities.



STATE PRINTER UNDERGOING A TRANSITION

<http://marketingnw.com/state-printer-undergoing-a-transition/>

The Washington State Printing & Imaging (P&I) program (aka, the state printer) is implementing a new business model that the region's premier printing association believes will be better for...

StatePrinterCar

By Webmaster March 3, 2015

The Washington State Printing & Imaging (P&I) program (aka, the state printer) is implementing a new business model that the region's premier printing association believes will be better for all concerned.

Pacific Printing Industries (PPI) Association has been working with the P&I program and the parent Department of Enterprise Services (DES) to increase P&I transparency and efficiency and its alliances with commercial printers.

Jules VanSant, PPI executive director, cited the "renewed energy" of the P&I program under DES director Chris Liu. DES was created by the Washington Legislature in 2011 by merging all or part of five state agencies, including P&I, in an effort to deliver services more efficiently and effectively.

Washington began providing printing services for government agencies in 1854, 35 years before statehood. In recent years, the ever-increasing digital age led most agencies to begin posting statutory and other reports on their websites, while shrinking budgets reduced the need for other printed materials.

As with overall industry trends, P&I's number of employees has shrunk from 127 in 2001 to 68 today. The latest reduction came in January 2014, when continued revenue declines forced DES to lay off 15 P&I staffers and eliminate two other positions, but the basic business model did not change.

When those latest layoffs occurred, Liu challenged the P&I staff to not give up, but instead forge a new business model, based on a well-trained customer service staff and aggressive marketing.

"The staff began making customer calls and using their daily 30-minute meetings—or 'huddles'—to establish target goals for increasing revenues and decreasing operating costs," Liu said. "They also began pinpointing areas and processes where they could effect savings through quick, targeted improvements."

VanSant said that, in the past, many commercial printers viewed P&I as an unfair competitor that often would not give the opportunity to provide printing more cost-effectively on behalf of taxpayers. But PPI members say that perception is changing.

“After implementing its Lean Principles initiative and adopting a competitive model that is supported by PPI, P&I is looking to work with the private sector, rather than competing with it,” said John Madden of AAA Printing and a PPI Board member.

Public agencies, such as cities and counties, ports and utility districts, can choose to consult with the state printer on print-production projects. P&I is seeking to create alliances with as many commercial printers as possible and currently has a list of 380 preferred providers. And Washington printers will continue to be given preferred consideration over out-of-state firms.

“With the new business model, the playing field is more level and the state printer is essentially competing on an equal basis with commercial printers, not as a go-between on printing for public entities, as in the past,” VanSant said.

See des.wa.gov for further information.

Potential Impacts of Contracting Out

Potential Impacts of Contracting Out

The purpose of this section is to review the potential impacts of contracting out print and imaging services.

Contracting out all printing and imaging services could add certain costs and pose significant risk to the state. The fiscal and policy risk impact will be unique for each agency and customer and could include, but is not limited to the following:

Increased workload shifted to customer agencies

A critical part of the printing and imaging services provided by DES is the consultation with customers on how their business need might be most affordably met, and performing the roles of procurement and interface with print service providers. The customer analysis work revealed the extent to which agencies appreciate and rely on this expertise and time-saving work. This is similar to the lessons learned with the Web services contract—many customers need more than just the service, they need advice, translation and help in buying the service properly. If this function were eliminated, some agencies with print work might need to add new resources, or re-direct existing resources from core business activities, to:

- Write complex job specifications for printing and putting jobs out for bid.
- Prepare and track requests for estimates.
- Monitor performance of vendors providing services.

Agencies that purchase printed products will need to internally monitor and ensure vendor compliance with RCW requirements for use of recycled paper. Agencies that currently rely on DES for seamless print and mail services will need to arrange separately for mailing services. Agencies that print confidential data will need to establish contracts with vendors to ensure security, accountability and delivery requirements of materials that contain confidential data are met.

Fulfillment services

In addition to bid solicitation services, the DES Printing and Imaging program manages a centralized fulfillment center with two FTEs who manage 118 million pages of product per year. Agencies are able to save between 11-27 percent on printing costs when ordering larger quantities. In December 2014, DES completed an analysis of the Printing and Imaging program's fulfillment services. This review compared DES service offerings and rates to the published Amazon Fulfillment service offerings and rates. Amazon was not able to provide the same breadth of service in a more timely or cost effective manner.

Approximately 88 percent of DES's fulfillment products are distributed to citizens free of charge, and the agency covers all costs associated with printing, storage, packing and shipping. Examples of these types of products include informational brochures about immunizations that outline all immunizations and when they are due; a Traffic Safety Commission Child Passenger Safety Quick Reference Card which outlines the type of car seat in which your child should be seated, and a Parks and Recreation Mandatory Boating Safety Education Brochure that outlines safety on the water.

The remaining 12 percent of fulfillment products managed by DES are distributed to customers at a cost defined by the agency and include items such as maps for the Department of Fish and Wildlife and the Department of Natural Resources; DOT Standard Specifications for Road Bridge, and Municipal Construction for distribution and use by contractors; Department of Early Learning Development Guidelines for use by child care centers, and Family Home Child Care Licensing Guide for individuals who provide in-home daycare. The revenue from these products is received by DES who manages the distribution of sales tax to the Department of Revenue and returns proceeds from sales to agencies on a quarterly basis.

The comparison of the cost effectiveness and efficiency of DES printing and imaging fulfillment services to Amazon Fulfillment found that:

- DES storage rates are static throughout the year while Amazon Fulfillment's rates increase during the holiday season by 34 percent.
- DES handling charges are based on an hourly rate while Amazon Fulfillment's rates are based on the size and category of the product.
- DES does not have any additional surcharges for services while Amazon Fulfillment has additional surcharges that can be applied to customer accounts and include:
 - Labeling of unit(s) if barcode labels are missing
 - Enclosing unit(s) in poly bag(s) if required
 - Bubble wrapping of unit(s) if required
 - Enclosing units in opaque bag(s) if required
 - Taping unit(s) if required
 - Applying suffocation warning label if required
 - Long term storage
- Amazon is unable to restrict shipping of items outside of the state, and thus there is an increased risk of these items being sent inappropriately to non-Washington residents which would result in added costs to the state.
- Because agencies pay for the printing, storage, handling and shipping of these products, DES has worked with agencies to restrict distribution of these materials to Washington residents.
- Amazon Fulfillment determines which facility/facilities would be used for product distribution. Printed products would need to be shipped to these location(s) which would be an added cost to the state.
 - Additional service fees would apply if the state wanted to ensure that products were assigned to a single fulfillment center.
 - In order to take advantage of this service, all products must be replenished at the same time in order to combine them into a single shipment.
- Amazon Fulfillment would initially restrict inventory volumes to 5,000 units. Printing and imaging currently has an equivalent of 18,000,000 units in inventory.
- Amazon Fulfillment determines expectations for product turnover. Products that do not meet these expectations may be pulled and returned to the agency.

- DES inventory has an average turn rate of 33 percent with 264 items that have not had any turn in the last 12 months. While these products have not moved the material is not outdated and can be used by the agency.
- Agencies would no longer be able to drop in to pick up products for last minute trainings/meetings.

The DES Printing and Imaging program has been successful at consolidating statewide fulfillment services into a centralized operation. If DES printing and imaging services are eliminated, agencies would need to identify solutions to meet their fulfillment needs. This may include establishing agency owned and managed storage and fulfillment centers which would require agencies to obtain warehouse storage space, additional FTEs and in some cases point of sale systems to manage public payment transactions or establishing contracts with private sector fulfillment operations to meet this need.

Potential Fiscal impacts

The following cost impacts have been identified:

- Print work performed without a solicitation may result in higher costs to the state. Over the course of a year, DES tests the market on at least 100 print jobs, including jobs that fall within the direct buy limits. DES has standard processes for this, fluency with printing specifications and job requirements, and knowledge about the specialization in the printing market. Customer analyses point to customer unease with performing this work themselves.

One possible outcome from contracting out would be a decreased likelihood of testing the market for best pricing by agencies faced with the complex market and a small size job that does not require competition. This could result in increased costs to the state. Printing and Imaging has found vendors that bid on the bulk printing RFQQ are charging more than their quoted prices submitted in that report; or have not submitted any subsequent pricing or bids. (See Table 1)

- If customers opt for the ease of combined print and mail services, they may incur higher mailing costs than can be provided by Consolidated Mail Services (CMS).
 - The state mail service processes mail at a significant discount.
 - Postage savings achieved by the state as a whole would be jeopardized as volumes decline.
 - Vendor failure to meet deadlines for sensitive data could result in a financial liability to the state.
- The Printing and Imaging program bears a share of DES and statewide allocated costs. Some of these costs will not be reduced completely if the business is contracted out. These costs will be shifted to other parts of DES and/or directly to state agencies.
- We anticipate the state will incur short-term unemployment-related costs for laid-off staff.

- DES would not have a mechanism to recover prior period losses. An appropriation would be needed to fill this gap.

Lessons learned from 2013 “Bulk Printing” study

In 2014, OFM determined that “bulk printing” services could be provided by the private sector in a more cost effective and efficient manner than DES. DES determined that the increase in the direct buy threshold limits, the diverse print requirements of agencies, and vendor specialization that a master contract would not be in the best interest of the state.

In an effort to meet the privatization recommendation from OFM, DES added the eight vendors who bid on the RFQQ for “bulk print” to printing and imaging’s list of pre-qualified vendors. This increased the vendor pool to around 380 private sector companies.

As of June 2015, DES has submitted the first report to the Joint Legislative Audit & Review Committee which included data for the third quarter 2014 [See Attachment 6]. This report covered a total of 827 agency reported orders for an estimated value of \$1,012,000. Agencies also reported a total of five major and five minor problems with vendors. Examples of reported problems include:

- Late deliveries
- Delivered to wrong address
- Invoicing issues

Throughout this process, DES has identified discrepancies between pricing submitted by vendors during the “bulk print” RFQQ for evaluation and what customers are currently paying for these products in two out of eleven categories as demonstrated in Table 1 below. In many cases, these increases far exceed the market change documented by the Bureau of Labor Statistics Producer Price Index.

Category	Quantity	RFQQ Lowest Bidder	DES RFQQ Bid	PPI Percent Increase	Anticipated Vendor Price (RFQQ bid + PPI Price Increase)	Current Price Provided by Vendors	Estimated Current DES Price (RFQQ Bid + PPI Increase)	Variance of Current Vendor Price to DES Bid Price + PPI Increase
Letterhead	500	\$35	\$64	-1%	\$34	\$106	\$64	\$42
	10,000	\$225	\$230	-1%	\$223	\$795	\$278	\$568
Large Envelopes	1,000	\$364	\$172	2%	\$371	\$194	\$175	\$19
	10,000	\$1,391	\$1,397	2%	\$1,419	\$1,610	\$1,425	\$185
	50,000	\$5,712	\$4,938	2%	\$5,827	\$5,940	\$5,036	\$903
Unusual Envelopes	1,000	\$112	\$140	2%	\$114	\$144	\$143	\$1
	10,000	\$572	\$1,081	2%	\$583	\$1,113	\$1,102	\$11
	50,000	\$2,613	\$3,488	2%	\$2,665	\$3,592	\$3,557	\$35



Appreciation of Government needs

The Printing and Imaging program's core business is to support government operations, and being part of government, has an understanding of the customer agency missions and the relative import of agency printing work. An example of the DES Printing and Imaging program's commitment to government operations would include the exceptional turnaround of 34,000 notices in multiple languages to meet the state's needs to communicate potential impacts of a government shutdown to citizens receiving DSHS services had the legislature not reached agreement on a budget deal by June 30, 2015. There is some risk that private-sector providers may have less understanding and sense of urgency around the business needs of the state.

Attachment 6

Contract Monitoring Report

Bulk Printing

Background

The Department of Enterprise Services (DES) has established a contract monitoring process to measure contractor performance, cost, service delivery quality, and other contract standards, in support of RCW 43.19.008(5)(b)(vi).

This process applies to contracts that are awarded to private sector firms as a result of OFM’s selection of activities or services that have been determined as an activity that may be provided by the private sector in a cost-effective and efficient manner, as described in RCW 43.19.008(5).

Specifically, DES is monitoring the performance of state bulk printing contracts established by DES in conjunction with OFM to replace DES services with contractors in fulfilling bulk printing orders.

Process

Each calendar quarter, DES/P&I contracts specialists will take the following actions for each applicable contract:

1. Review contracts reports on cost.
2. Review contractor’s performance, and service delivery quality.
3. Provide to OFM

Transition

Once OFM determined that bulk printing service could be provided in a more cost effective and efficient manner than DES the decision was made to incorporate the 8 participating vendors into DES’s existing print outsourcing process. This resulted in increasing the vendor pool to over 300 private sector companies.

Quarter Reporting Period: 3rd Quarter 2014

Cost

Agency Reported Orders	Order Quantity Total	Order Price Total
827	13,261,410	\$1,011,797

Service delivery quality

Service Level	Major Problems	Minor Problems	Average Delivery
Number of orders	5	5	817

Data by contractor [Attachment 7]



Bulk Print Report
7-1-14 to 9-30-14.xls

Price Changes

DES has so far awarded contracts to cover the bulk of 2 bulk print categories' and have documented a discrepancy between what was submitted during the bulk print RFQQ for evaluation and what is now actually being charged. In many cases it is far exceeding the market change documented by the Bureau of Labor Statistics Producer Price Index.

Category	Quantity	RFQQ Lowest Bidder	DES RFQQ Bid	PPI Percent Increase	PPI Price Increase	Current Price Provided by Vendors	Variance of Current Price to PPI Increased Price
Letterhead	500	\$34.75	64.44	-1%	\$34.40	106.16	\$71.76
	10,000	\$225.00	229.80	-1%	\$222.75	795.20	\$572.45
Large Envelopes	1,000	\$363.80	171.67	2%	\$371.08	\$193.91	-\$177.17
	10,000	\$1,391.42	1397.30	2%	\$1,419.25	\$1,610.00	\$190.75
	50,000	\$5,712.35	4937.50	2%	\$5,826.60	\$5,939.50	\$112.90
Unusual Envelopes	1,000	\$112.13	140.03	2%	\$114.37	\$144.23	\$29.86
	10,000	\$571.76	1080.80	2%	\$583.20	\$1,113.20	\$530.00
	50,000	\$2,612.94	3487.50	2%	\$2,665.20	\$3,592.00	\$926.80

Attachment 7 - SUPPLIER VOLUME REPORT

Run By: Scott Henderson (scott.henderson@des.wa.gov)
 Date: 11/12/2014

Record Source: Job Order Records

Selected: Order Date: From: 7/1/14 To: 9/30/14

Sorted By: Item: Visible Code Ascending

Grouped By: Winning Bid: Supplier: Company

Winning Bid:	Supplier:	Company	Record Count	Job Name	Item:	Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
			1	Asset Labels - DOT	Asset label		13705	3-Average	7/11/2014	-	-
			1	B/C - Charter School Commission	BUSINESS CARD		14248	3-Average	9/5/2014	-	-
			1	Corkscrew Decals	DECALS		13810	3-Average	8/7/2014	-	-
			1	Corkscrew Decals #2	DECALS		13943	3-Average	8/7/2014	-	-
			1	#10 REGULAR - KingCO	ENVELOPE		13745	3-Average	7/30/2014	-	-
			1	#10 REGULAR - KingCO	ENVELOPE		13762	3-Average	7/30/2014	-	-
			1	#10 REGULAR - KingCO	ENVELOPE		13762-A	3-Average	7/30/2014	-	-
			1	#10 REGULAR - KingCO	ENVELOPE		13992	3-Average	7/30/2014	-	-
			1	#10 WINDOW BARNOTCH - ECV	ENVELOPE		14014	3-Average	7/30/2014	-	-
			1	Parking Ticket	FORM		13863	3-Average	8/10/2014	-	-
			1	Parking Ticket	FORM		13864	3-Average	8/10/2014	-	-
			1	Parking Ticket #2	FORM		13966	3-Average	8/10/2014	-	-
			1	Parking Ticket #3	FORM		14194	3-Average	8/10/2014	-	-
			1	L/H - DSHS	LETTERHEAD		14219	3-Average	8/22/2014	-	-
			1	L/H - Charter School Commission	LETTERHEAD		14247	3-Average	9/10/2014	-	-
			1	Thank You Note Cards W/ A2 Envelope	NOTE CARDS		14260	3-Average	8/29/2014	-	-
			1	Do Not Drink - Signs	SIGN		13703	3-Average	7/12/2014	-	-
			1	Fish Div. Evacuation - Signs #3	SIGN		13766	3-Average	7/12/2014	-	-
Group Name			Count				Count Non-Empty			Total	Total
Not Awarded			18				18			0	0

Winning Bid:	Supplier:	Company	Record Count	Job Name	Item:	Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
			1	1.5" Three Ring Binder	Binder		13862	3-Average	9/5/2014	160	\$1,468.80
			1	Patient Card	Plastic Cards		13434	3-Average	7/2/2014	3,000	\$2,680.00
Group Name			Count				Count Non-Empty			Total	Total
ASAP			2				2			3,160.00	4,148.80

Winning Bid:	Supplier:	Company	Record Count	Job Name	Item:	Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
			1	O/R - OS for R2015 B & C	Book		13997	3-Average	8/21/2014	0	\$0.00
Group Name			Count				Count Non-Empty			Total	Total
Alpha Graphics - Seattle			1				1			0	0

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
Alphagraphics/Doops Copy Tech	1	Mounting Services		13724	3-Average	7/29/2014	2	\$243.50
	Count			Count Non-Empty			Total	Total
	1			1			2	243.5

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Mailing Services	242190	13756	3-Average	8/8/2014	11,527	\$654.55
	1	Mailing Services	242231	13757	3-Average	8/8/2014	803	\$234.13
	1	Complete Mailing Service	243002	13947	3-Average	8/20/2014	1,412	\$328.31
	1	Complete Mailing Service	243096	13950	3-Average	9/3/2014	4,413	\$414.18
	1	Complete Mailing Service	243144	13948	3-Average	9/3/2014	558	\$277.93
	1	Complete Mailing Service	243653	14205	3-Average	9/26/2014	2,025	\$329.78
Group Name	Count			Count Non-Empty			Total	Total
Apex Mailing	6			6			20,738.00	2,238.88

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Miranda Warning Cards - English	CARD	13653	3-Average	7/23/2014	1,000	\$435.00
	1	DECAL "AMUSEMENT RIDE SFTY-YELLOW	DECAL	13612	3-Average	7/16/2014	1,500	\$1,170.00
	1	Logo Decals - L&I	DECAL	14453	3-Average	9/30/2014	100	\$198.00
	1	2015 License Tab Decal	Decal	14120	3-Average	8/29/2014	4,500	\$513.00
	1	Emission Testing Decals - 2015	Decal	14378	3-Average	9/19/2014	1,600	\$321.60
	1	420 Carbon Monoxide Warning	Decal/Label	13944	3-Average	8/25/2014	5,000	\$825.00
Group Name	Count			Count Non-Empty			Total	Total
Borden Decal	6			6			13,700.00	3,462.60

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	2014 Game Fish Guide Decals	Decal	13738	3-Average	8/5/2014	1,000	\$710.00
	1	2014 Designated Vessel Decals	Decal	13739	3-Average	8/5/2014	500	\$680.00
Group Name	Count			Count Non-Empty			Total	Total
COLE GRAPHIC SOLUTIONS, INC	2			2			1,500.00	1,390.00

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	WA State Ferry Schedules 8 Printing	Schedule	14150	3-Average	8/29/2014	1	\$0.00
Group Name	Count			Count Non-Empty			Total	Total
Cenveo	1			1			1	0

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	#9 CRM Envelope	240960	13570	3-Average	7/9/2014	300,000	\$5,328.00
	1	#9 Envelope Printing	241809	13566	3-Average	7/8/2014	1,000	\$41.45
	1	#9 SPECIAL WINDOW	242268	13674	3-Average	7/24/2014	975,000	\$20,096.00

1	#10 Standard Window Envelope	242407	13682	3-Average	7/28/2014	17,500	\$676.50
1	#10 SPECIAL WINDOW	242738-1	13837	3-Average	8/8/2014	120,000	\$3,234.60
1	Letterhead Imprint	242917	13915	3-Average	8/15/2014	1,200	\$77.76
1	Letterhead Printing	242918	13919	3-Average	8/15/2014	1,200	\$127.39
1	Envelope Printing Service	243006-2	13911	3-Average	8/15/2014	7,500	\$723.23
1	#9 Regular Envelope	243621-1	14172	3-Average	9/5/2014	2,000	\$82.90
1	#10 Regular Envelope	243816	14245	3-Average	9/10/2014	1,000	\$44.34
1	Letterhead Printing	244511	14472	3-Average	9/30/2014	1,000	\$134.92
1	PVSA License Certificates	CERTIFICATE	13408	3-Average	7/12/2014	1,000	\$64.90
1	#10 REGULAR	ENVELOPE	13556	3-Average	7/1/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	13557	3-Average	7/1/2014	2,500	\$104.77
1	9 1/2 X 12 1/2 NIK OPEN END LATEX GUM	ENVELOPE	13560	3-Average	7/3/2014	1,000	\$241.20
1	6 X 9 1/2 DOUBLE WINDOW w/INSIDE TINT	ENVELOPE	13569	3-Average	7/9/2014	15,000	\$2,235.00
1	6 1/2 X 12 1/2 VEHICLE PLATE EPS W/	ENVELOPE	13572	3-Average	7/9/2014	30,000	\$8,698.50
1	12 X 16 X 2 EXPANSION	ENVELOPE	13573	3-Average	7/11/2014	250	\$189.15
1	#9 CRM	ENVELOPE	13577	3-Average	7/10/2014	2,500	\$103.63
1	#9 CRM	ENVELOPE	13578	3-Average	7/10/2014	3,000	\$124.35
1	#9 CRM	ENVELOPE	13579	3-Average	7/10/2014	1,000	\$41.45
1	#9 BRM	ENVELOPE	13580	3-Average	7/10/2014	2,500	\$103.63
1	#9 CRM	ENVELOPE	13581	3-Average	7/10/2014	2,500	\$103.63
1	#9 BRM	ENVELOPE	13582	3-Average	7/10/2014	7,500	\$194.93
1	9 X 12 BROWN OPEN END LATEX GUM	ENVELOPE	13590	3-Average	7/11/2014	10,000	\$1,424.20
1	9 X 12 WHITE SP WIN OPEN END LATEX GUM	ENVELOPE	13591	3-Average	7/11/2014	2,000	\$415.06
1	9 X 12 WHITE SP WIN OPEN END LATEX GUM	ENVELOPE	13592	3-Average	7/11/2014	1,000	\$245.03
1	9 X 12 WHITE SP WIN OPEN END LATEX GUM	ENVELOPE	13593	3-Average	7/11/2014	4,000	\$755.12
1	9 X 12 WHITE SP WIN OPEN END LATEX GUM	ENVELOPE	13594	3-Average	7/11/2014	4,000	\$755.12
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13598	3-Average	7/11/2014	15,000	\$906.45
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13599	3-Average	7/11/2014	25,000	\$1,324.50
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13600	3-Average	7/11/2014	7,000	\$423.01
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13601	3-Average	7/11/2014	30,000	\$1,589.40
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13603	3-Average	7/11/2014	30,000	\$1,589.40
1	5 3/4 X 9 1/2 BRM	ENVELOPE	13604	3-Average	7/11/2014	1,000	\$61.36
1	#9 CRM	ENVELOPE	13606	3-Average	7/11/2014	12,500	\$324.88
1	#9 BRM	ENVELOPE	13607	3-Average	7/11/2014	2,500	\$103.63
1	#10 REGULAR	ENVELOPE	13608	3-Average	7/11/2014	2,500	\$104.77
1	#10 REGULAR	ENVELOPE	13609	3-Average	7/11/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	13610	3-Average	7/11/2014	5,000	\$132.15
1	#10 WINDOW - City of Rainier	ENVELOPE	13614	3-Average	7/12/2014	5,000	\$141.90
1	9 X 12 NATURAL OPEN END LATEX GUM	ENVELOPE	13615	3-Average	7/12/2014	5,000	\$647.40
1	#10 WINDOW - Big Bend College	ENVELOPE	13618	3-Average	7/18/2014	5,000	\$159.40
1	10 X 13 BROWN O/E LATEX GUM	ENVELOPE	13625	3-Average	7/13/2014	3,000	\$581.52
1	#10 REGULAR - Supreme Court	ENVELOPE	13630	3-Average	7/14/2014	500	\$41.91

1	#9 WINDOW - Commerce	ENVELOPE	13633	3-Average	7/13/2014	3,000	\$130.17
1	#10 WINDOW - LOT	ENVELOPE	13636	3-Average	7/14/2014	5,000	\$141.90
1	#10 WINDOW - EWU	ENVELOPE	13638	3-Average	7/14/2014	6,000	\$173.28
1	6 X 9 1/2 WINDOW - DOH	ENVELOPE	13639	3-Average	7/17/2014	1,500	\$287.49
1	9 x 12 REGULAR - EWU	ENVELOPE	13640	3-Average	7/15/2014	1,000	\$170.03
1	#10 WINDOW - DEL	ENVELOPE	13654	3-Average	7/17/2014	1,000	\$28.38
1	#10 REGULAR - DEL	ENVELOPE	13655	3-Average	7/18/2014	1,000	\$41.91
1	#10 WINDOW - DNR	ENVELOPE	13656	3-Average	7/18/2014	2,000	\$87.68
1	#10 WINDOW - DOT	ENVELOPE	13657	3-Average	7/18/2014	10,000	\$283.80
1	#10 WINDOW - BBCC - Accounts Receivable	ENVELOPE	13660	3-Average	7/18/2014	2,500	\$118.35
1	#10 WINDOW - BBCC - Accounts Payable	ENVELOPE	13661	3-Average	7/18/2014	5,000	\$159.40
1	#10 WINDOW - EWU	ENVELOPE	13665	3-Average	7/18/2014	2,000	\$88.68
1	#10 WINDOW - EWU	ENVELOPE	13666	3-Average	7/18/2014	2,000	\$88.68
1	#10 REGULAR - DFI	ENVELOPE	13667	3-Average	7/21/2014	4,000	\$167.64
1	#9 REGULAR Courtesy Reply	ENVELOPE	13675	3-Average	7/21/2014	2,000	\$82.90
1	6 X 9.5 WHITE SP WIND REGULAR GUM	ENVELOPE	13681	3-Average	7/23/2014	10,000	\$942.60
1	#10 BARNOTCH WINDOW	ENVELOPE	13685	3-Average	7/23/2014	2,000	\$48.58
1	#10 REGULAR	ENVELOPE	13686	3-Average	7/23/2014	1,500	\$62.87
1	#10 REGULAR - ShCC	ENVELOPE	13687	3-Average	7/23/2014	5,000	\$132.15
1	#10 REGULAR - Blank - ATG	ENVELOPE	13692	3-Average	7/24/2014	2,000	\$34.00
1	#9 REGULAR	ENVELOPE	13693	3-Average	7/24/2014	16,000	\$538.84
1	9 X 12 BROWN OPEN END LATEX GUM	ENVELOPE	13694	3-Average	7/24/2014	500	\$87.66
1	#10 REGULAR - DOT	ENVELOPE	13695	3-Average	7/24/2014	1,000	\$41.91
1	6 3/4 X 4 5/8 W/Eyelet Materials Lab - OR	ENVELOPE	13696	3-Average	7/28/2014	1,000	\$862.88
1	#10 REGULAR - DOT	ENVELOPE	13701	3-Average	7/25/2014	1,000	\$41.91
1	#10 REGULAR - HCA	ENVELOPE	13704	3-Average	7/25/2014	5,000	\$132.15
1	#10 STANDARD WIDNOW W/ INSIDE TINT	ENVELOPE	13715	3-Average	7/29/2014	2,500	\$117.10
1	#10 STANDARD WIDNOW W/ INSIDE TINT	ENVELOPE	13716	3-Average	7/29/2014	1,000	\$46.84
1	#10 STANDARD WIDNOW W/ INSIDE TINT	ENVELOPE	13717	3-Average	7/29/2014	2,500	\$117.10
1	#10 STANDARD WIDNOW W/ INSIDE TINT	ENVELOPE	13718	3-Average	7/29/2014	1,000	\$46.84
1	#10 STANDARD WIDNOW W/ INSIDE TINT	ENVELOPE	13719	3-Average	7/29/2014	15,000	\$425.70
1	#10 STANDARD WIDNOW W/ INSIDE TINT	ENVELOPE	13720	3-Average	7/29/2014	3,000	\$140.52
1	#10 STANDARD WIDNOW W/ INSIDE TINT	ENVELOPE	13721	3-Average	7/29/2014	10,000	\$283.80
1	#10 STANDARD WIDNOW W/ INSIDE TINT	ENVELOPE	13722	3-Average	7/29/2014	2,000	\$87.68
1	#10 STANDARD WIDNOW WITH PRINT ON FLAP	ENVELOPE	13723	3-Average	7/29/2014	5,000	\$141.90
1	#10 REGULAR	ENVELOPE	13730	3-Average	7/29/2014	1,000	\$41.91
1	#10 WINDOW	ENVELOPE	13731	3-Average	7/30/2014	1,000	\$43.84
1	#10 REGULAR - City of Ruston	ENVELOPE	13735	3-Average	7/30/2014	1,000	\$41.91
1	#10 WINDOW - City of Ruston	ENVELOPE	13736	3-Average	7/30/2014	1,000	\$43.84

1	9 X 12 BROWN OPEN END LATEX GUM	ENVELOPE	13743	3-Average	7/31/2014	1,000	\$125.76
1	9 X 12 NATURAL OPEN END LATEX GUM	ENVELOPE	13765	3-Average	8/5/2014	2,000	\$325.48
1	#9 WINDOW	ENVELOPE	13767	3-Average	8/6/2014	2,500	\$108.48
1	#9 REGULAR - PINK	ENVELOPE	13768	3-Average	8/6/2014	150,000	\$3,544.50
1	3 5/8 X 8 BROWN WARRANT WINDOW	ENVELOPE	13769	3-Average	8/6/2014	5,000	\$648.60
1	#10 REGULAR	ENVELOPE	13770	3-Average	8/6/2014	5,000	\$134.65
1	6 X 9 NATURAL OPEN END REGULAR GUM	ENVELOPE	13771	3-Average	8/6/2014	1,000	\$139.52
1	#9 REGULAR	ENVELOPE	13772	3-Average	8/6/2014	5,000	\$129.95
1	#10 REGULAR	ENVELOPE	13775	3-Average	8/6/2014	4,000	\$167.64
1	#10 REGULAR	ENVELOPE	13776	3-Average	8/6/2014	5,000	\$134.65
1	#10 REGULAR	ENVELOPE	13777	3-Average	8/6/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	13778	3-Average	8/6/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	13779	3-Average	8/6/2014	5,000	\$134.65
1	#10 REGULAR	ENVELOPE	13780	3-Average	8/6/2014	15,000	\$396.45
1	#10 REGULAR	ENVELOPE	13781	3-Average	8/6/2014	1,000	\$41.91
1	#9 REGULAR	ENVELOPE	13782	3-Average	8/6/2014	4,000	\$165.80
1	#9 REGULAR	ENVELOPE	13783	3-Average	8/6/2014	1,000	\$41.45
1	#10 REGULAR	ENVELOPE	13789	3-Average	8/7/2014	5,000	\$134.65
1	#10 REGULAR	ENVELOPE	13790	3-Average	8/7/2014	2,000	\$83.82
1	#10 REGULAR	ENVELOPE	13791	3-Average	8/7/2014	10,000	\$264.30
1	6 X 9 1/2 WHITE OPEN SIDE REGULAR GUM	ENVELOPE	13792	3-Average	8/7/2014	10,000	\$867.00
1	6 X 9 1/2 WHITE OPEN SIDE REGULAR GUM	ENVELOPE	13793	3-Average	8/7/2014	10,000	\$867.60
1	9 X 12 BROWN WHITE OPEN END LATEX	ENVELOPE	13794	3-Average	8/7/2014	10,000	\$1,499.20
1	#9 REGULAR	ENVELOPE	13795	3-Average	8/7/2014	2,000	\$82.90
1	#9 REGULAR	ENVELOPE	13796	3-Average	8/7/2014	7,500	\$194.93
1	#9 REGULAR	ENVELOPE	13797	3-Average	8/7/2014	5,000	\$129.95
1	#9 REGULAR	ENVELOPE	13798	3-Average	8/7/2014	1,000	\$41.45
1	#9 REGULAR	ENVELOPE	13799	3-Average	8/7/2014	10,000	\$259.90
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	13800	3-Average	8/7/2014	3,000	\$74.76
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	13801	3-Average	8/7/2014	5,000	\$47.30
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	13802	3-Average	8/7/2014	2,000	\$49.84
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	13803	3-Average	8/7/2014	1,000	\$24.92
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13804	3-Average	8/7/2014	20,000	\$1,059.60
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	13805	3-Average	8/7/2014	1,000	\$61.36
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13806	3-Average	8/7/2014	3,000	\$226.68
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13807	3-Average	8/7/2014	3,000	\$226.68
1	10 X 13 WHITE OPEN END LATEX GUM	ENVELOPE	13808	3-Average	8/7/2014	3,000	\$581.73
1	10 X 13 WHITE OPEN END LATEX GUM	ENVELOPE	13809	3-Average	8/7/2014	1,000	\$193.91
1	#10 REGULAR	ENVELOPE	13812	3-Average	8/7/2014	1,000	\$41.91
1	10 X 13 BROWN O/E LATEX GUM	ENVELOPE	13813	3-Average	8/7/2014	1,000	\$193.84
1	6 3/4 X 4 5/8 W/Eyelet Materials La	ENVELOPE	13814	3-Average	8/11/2014	2,000	\$1,281.48
1	10 X 13 BROWN O/E LATEX GUM	ENVELOPE	13815	3-Average	8/7/2014	12,500	\$2,011.75
1	#10 REGULAR	ENVELOPE	13816	3-Average	8/7/2014	1,000	\$41.91

1	#10 SPECIAL WINDOW	ENVELOPE	13817	3-Average	8/14/2014	30,000	\$742.50
1	#9 CRM	ENVELOPE	13818	3-Average	8/7/2014	1,000	\$41.45
1	#10 SPECIAL WINDOW	ENVELOPE	13819	3-Average	8/8/2014	3,000	\$206.52
1	#10 SPECIAL WINDOW	ENVELOPE	13820	3-Average	8/8/2014	1,000	\$24.92
1	9 X 12 WHITE OPEN END LATEX GUM	ENVELOPE	13821	3-Average	8/8/2014	2,000	\$340.06
1	9 X 12 WHITE OPEN END LATEX GUM	ENVELOPE	13822	3-Average	8/8/2014	2,000	\$340.06
1	9 X 12 NATURAL OPEN END LATEX GUM	ENVELOPE	13823	3-Average	8/8/2014	2,000	\$325.74
1	#9 REGULAR	ENVELOPE	13824	3-Average	8/8/2014	4,000	\$165.80
1	#9 REGULAR	ENVELOPE	13825	3-Average	8/8/2014	1,000	\$41.45
1	#9 REGULAR	ENVELOPE	13826	3-Average	8/8/2014	7,500	\$194.93
1	#9 REGULAR	ENVELOPE	13827	3-Average	8/8/2014	7,500	\$219.93
1	#9 REGULAR	ENVELOPE	13828	3-Average	8/8/2014	1,000	\$41.45
1	#9 REGULAR	ENVELOPE	13829	3-Average	8/8/2014	1,000	\$41.45
1	#9 REGULAR	ENVELOPE	13830	3-Average	8/8/2014	1,000	\$41.45
1	#10 REGULAR	ENVELOPE	13831	3-Average	8/8/2014	10,000	\$269.30
1	#10 REGULAR	ENVELOPE	13832	3-Average	8/8/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	13833	3-Average	8/8/2014	1,000	\$42.41
1	#10 REGULAR	ENVELOPE	13834	3-Average	8/8/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	13835	3-Average	8/8/2014	2,500	\$104.78
1	#10 REGULAR	ENVELOPE	13836	3-Average	8/8/2014	2,500	\$104.78
1	#10 REGULAR	ENVELOPE	13838	3-Average	8/8/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	13839	3-Average	8/8/2014	10,000	\$264.30
1	#10 REGULAR	ENVELOPE	13840	3-Average	8/8/2014	2,500	\$104.78
1	#10 REGULAR	ENVELOPE	13841	3-Average	8/8/2014	2,000	\$83.82
1	#10 REGULAR	ENVELOPE	13842	3-Average	8/8/2014	2,500	\$104.78
1	#10 REGULAR	ENVELOPE	13843	3-Average	8/8/2014	2,000	\$83.82
1	#10 WINDOW	ENVELOPE	13844	3-Average	8/8/2014	1,000	\$44.34
1	#10 WINDOW	ENVELOPE	13845	3-Average	8/8/2014	7,500	\$212.85
1	#10 WINDOW	ENVELOPE	13846	3-Average	8/8/2014	2,000	\$93.68
1	#10 WINDOW	ENVELOPE	13847	3-Average	8/8/2014	20,000	\$455.00
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	13848	3-Average	8/8/2014	2,000	\$122.72
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	13849	3-Average	8/8/2014	4,000	\$245.44
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13850	3-Average	8/8/2014	5,000	\$302.15
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13851	3-Average	8/8/2014	5,000	\$302.15
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	13852	3-Average	8/8/2014	2,000	\$49.84
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	13853	3-Average	8/8/2014	2,500	\$62.30
1	#10 SPECIAL WINDOW	ENVELOPE	13854	3-Average	8/8/2014	2,500	\$62.30
1	9 1/2 X 12 1/2 PLAIN OPEN END LATEX GUM	ENVELOPE	13882	3-Average	8/13/2014	1,500	\$287.46
1	6 X 9 1/2 WHITE OPEN SIDE REGULAR G	ENVELOPE	13884	3-Average	8/13/2014	2,500	\$291.65
1	9 X 12 NATURAL OPEN END LATEX GUM	ENVELOPE	13885	3-Average	8/13/2014	1,000	\$162.74
1	9 X 12 NATURAL OPEN END LATEX GUM	ENVELOPE	13886	3-Average	8/13/2014	1,000	\$162.74
1	9 1/2 X 12 1/2 WHITE OPEN END LATEX GUM	ENVELOPE	13887	3-Average	8/13/2014	3,000	\$615.78

1	10 X 13 NATURAL OPEN END LATEX GUM	ENVELOPE	13888	3-Average	8/13/2014	1,000	\$176.82
1	#10 REGULAR	ENVELOPE	13896	3-Average	8/14/2014	2,500	\$104.78
1	#9 REGULAR - BLUE	ENVELOPE	13898	3-Average	8/14/2014	10,000	\$316.10
1	#9 REGULAR	ENVELOPE	13900	3-Average	8/14/2014	1,500	\$62.18
1	#9 REGULAR	ENVELOPE	13901	3-Average	8/14/2014	7,500	\$194.93
1	#9 REGULAR	ENVELOPE	13902	3-Average	8/14/2014	20,000	\$397.20
1	#9 REGULAR	ENVELOPE	13903	3-Average	8/14/2014	10,000	\$259.90
1	#9 REGULAR	ENVELOPE	13904	3-Average	8/14/2014	1,000	\$41.45
1	#9 REGULAR	ENVELOPE	13905	3-Average	8/14/2014	2,500	\$103.63
1	#9 REGULAR	ENVELOPE	13906	3-Average	8/14/2014	10,000	\$259.90
1	#9 REGULAR	ENVELOPE	13907	3-Average	8/14/2014	2,500	\$103.63
1	#9 REGULAR	ENVELOPE	13908	3-Average	8/14/2014	2,500	\$103.63
1	#9 REGULAR	ENVELOPE	13916	3-Average	8/15/2014	2,500	\$103.63
1	#9 REGULAR	ENVELOPE	13917	3-Average	8/15/2014	5,000	\$129.95
1	#9 REGULAR	ENVELOPE	13918	3-Average	8/15/2014	2,000	\$82.90
1	#9 REGULAR	ENVELOPE	13920	3-Average	8/15/2014	2,000	\$82.90
1	#9 REGULAR	ENVELOPE	13921	3-Average	8/15/2014	7,500	\$194.93
1	6 1/2 X 12 1/2 VEHICLE PLATE EPS W/	ENVELOPE	13922	3-Average	8/18/2014	120,000	\$24,738.00
1	6 X 9 NATURAL OPEN END LATEX GUM	ENVELOPE	13923	3-Average	8/18/2014	2,500	\$436.30
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13928	3-Average	8/18/2014	2,000	\$151.12
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13929	3-Average	8/18/2014	5,000	\$302.15
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13930	3-Average	8/18/2014	3,000	\$226.68
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13931	3-Average	8/18/2014	3,000	\$226.68
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13932	3-Average	8/18/2014	3,000	\$226.68
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13933	3-Average	8/18/2014	5,000	\$302.15
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13934	3-Average	8/18/2014	5,000	\$302.15
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	13935	3-Average	8/18/2014	4,000	\$302.24
1	9 1/2 X 12 1/2 NATURAL OPEN END LATEX GUM	ENVELOPE	13936	3-Average	8/18/2014	1,000	\$241.20
1	9 X 12 BROWN OPEN END LATEX GUM	ENVELOPE	13937	3-Average	8/18/2014	1,000	\$175.32
1	9 X 12 BROWN WINDOW O/E LATEX GUM	ENVELOPE	13938	3-Average	8/18/2014	10,000	\$1,999.20
1	9 X 12 WHITE WINDOW O/S LATEX GUM	ENVELOPE	13939	3-Average	8/18/2014	3,000	\$585.09
1	6 1/2 X 9 1/2 NATURAL OPEN END LATEX GUM	ENVELOPE	13940	3-Average	8/18/2014	1,000	\$146.97
1	6 X 9 1/2 WINDOW O/S REGULAR GUM	ENVELOPE	13949	3-Average	8/20/2014	30,000	\$3,486.90
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	13952	3-Average	8/19/2014	2,000	\$49.84
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	13953	3-Average	8/19/2014	3,000	\$74.76
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	13954	3-Average	8/19/2014	5,000	\$47.30
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	13955	3-Average	8/19/2014	1,000	\$25.42
1	#10 REGULAR	ENVELOPE	13956	3-Average	8/19/2014	2,000	\$83.82
1	#10 REGULAR	ENVELOPE	13957	3-Average	8/19/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	13958	3-Average	8/19/2014	15,000	\$396.45
1	#10 REGULAR	ENVELOPE	13959	3-Average	8/19/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	13960	3-Average	8/19/2014	4,000	\$167.64
1	8 7/8 X 4 1/8 GREEN W/PRINT FLAP/BA	ENVELOPE	13961	3-Average	8/20/2014	30,000	\$2,015.10

1	9 X 12 WHITE OPEN SIDE PEEL & SEAL	ENVELOPE	13963	3-Average	8/20/2014	1,000	\$175.03
1	3 5/8 X 8 REGULAR WARRANT	ENVELOPE	13964	3-Average	8/20/2014	2,000	\$463.94
1	#10 REGULAR	ENVELOPE	13965	3-Average	8/20/2014	5,000	\$132.15
1	#10 WINDOW	ENVELOPE	13967	3-Average	8/20/2014	25,000	\$556.25
1	#10 WINDOW - GOOD TO GO	ENVELOPE	13968	3-Average	8/21/2014	300,000	\$10,014.00
1	#10 REGULAR	ENVELOPE	13969	3-Average	8/20/2014	1,000	\$42.41
1	#10 REGULAR	ENVELOPE	13971	3-Average	8/20/2014	1,500	\$63.62
1	#10 WINDOW	ENVELOPE	13972	3-Average	8/20/2014	1,500	\$66.51
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	13973	3-Average	8/27/2014	2,000	\$123.72
1	#9 REGULAR	ENVELOPE	13974	3-Average	8/27/2014	3,000	\$124.35
1	#10 REGULAR	ENVELOPE	13976	3-Average	8/20/2014	2,000	\$83.82
1	#10 REGULAR	ENVELOPE	13977	3-Average	8/20/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	13978	3-Average	8/20/2014	2,000	\$83.82
1	#10 REGULAR	ENVELOPE	13979	3-Average	8/20/2014	7,500	\$198.23
1	#10 REGULAR	ENVELOPE	13980	3-Average	8/20/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	13981	3-Average	8/20/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	13982	3-Average	8/20/2014	3,000	\$125.73
1	#10 REGULAR	ENVELOPE	13983	3-Average	8/20/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	13984	3-Average	8/20/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	13985	3-Average	8/20/2014	2,500	\$104.78
1	#9 REGULAR	ENVELOPE	13986	3-Average	8/20/2014	5,000	\$129.95
1	#10 WINDOW	ENVELOPE	13988	3-Average	8/20/2014	7,500	\$212.85
1	#10 WINDOW	ENVELOPE	14001	3-Average	8/21/2014	5,000	\$141.90
1	#10 SPECIAL WINDOW	ENVELOPE	14002	3-Average	8/21/2014	7,500	\$287.85
1	#10 WINDOW	ENVELOPE	14003	3-Average	8/21/2014	3,000	\$131.52
1	#10 WINDOW	ENVELOPE	14004	3-Average	8/21/2014	5,000	\$141.90
1	#10 WINDOW	ENVELOPE	14005	3-Average	8/21/2014	25,000	\$556.25
1	#10 WINDOW	ENVELOPE	14006	3-Average	8/21/2014	10,000	\$283.80
1	#10 WINDOW	ENVELOPE	14007	3-Average	8/21/2014	2,000	\$87.68
1	#10 WINDOW	ENVELOPE	14009	3-Average	8/21/2014	5,000	\$156.90
1	#10 WINDOW	ENVELOPE	14010	3-Average	8/21/2014	5,000	\$156.90
1	#10 REGULAR	ENVELOPE	14017	3-Average	8/22/2014	2,000	\$83.82
1	9 X 12 WHITE OPEN END LATEX GUM	ENVELOPE	14018	3-Average	8/22/2014	3,000	\$510.09
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14024	3-Average	8/22/2014	1,000	\$61.36
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14025	3-Average	8/22/2014	1,000	\$61.36
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14031	3-Average	8/22/2014	1,000	\$61.36
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14032	3-Average	8/22/2014	1,000	\$61.36
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14033	3-Average	8/22/2014	3,000	\$226.68
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14034	3-Average	8/22/2014	30,000	\$1,589.40
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14035	3-Average	8/22/2014	30,000	\$1,589.40
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14036	3-Average	8/22/2014	20,000	\$1,059.60
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14037	3-Average	8/22/2014	7,000	\$423.01
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14038	3-Average	8/22/2014	5,000	\$302.15
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14039	3-Average	8/22/2014	1,000	\$75.56
1	10 X 13 NATURAL OPEN END LATEX GUM	ENVELOPE	14042	3-Average	8/22/2014	2,000	\$353.64

1	#10 REGULAR	ENVELOPE	14047	3-Average	8/25/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14048	3-Average	8/25/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14049	3-Average	8/25/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	14050	3-Average	8/25/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	14051	3-Average	8/25/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14052	3-Average	8/25/2014	20,000	\$406.20
1	#10 REGULAR	ENVELOPE	14053	3-Average	8/25/2014	2,500	\$104.78
1	#10 REGULAR	ENVELOPE	14054	3-Average	8/25/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	14055	3-Average	8/25/2014	2,000	\$83.82
1	#10 REGULAR	ENVELOPE	14056	3-Average	8/25/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14057	3-Average	8/25/2014	20,000	\$416.20
1	#10 REGULAR	ENVELOPE	14058	3-Average	8/25/2014	40,000	\$812.40
1	#10 WINDOW - GOLDENROD (W/BARNOTCH)	ENVELOPE	14059	3-Average	8/25/2014	3,000	\$172.62
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	14060	3-Average	8/25/2014	1,000	\$24.92
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	14061	3-Average	8/25/2014	50,000	\$265.50
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	14062	3-Average	8/25/2014	5,000	\$49.80
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	14063	3-Average	8/25/2014	1,000	\$24.92
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	14064	3-Average	8/25/2014	3,000	\$74.76
1	#10 SPECIAL WINDOW	ENVELOPE	14065	3-Average	8/25/2014	1,000	\$119.34
1	#10 SPECIAL WINDOW	ENVELOPE	14066	3-Average	8/25/2014	2,000	\$162.68
1	#10 WINDOW	ENVELOPE	14067	3-Average	8/25/2014	5,000	\$132.15
1	#10 WINDOW	ENVELOPE	14068	3-Average	8/25/2014	2,000	\$87.68
1	#10 WINDOW	ENVELOPE	14069	3-Average	8/25/2014	7,500	\$212.85
1	#10 WINDOW	ENVELOPE	14070	3-Average	8/25/2014	4,000	\$175.36
1	#10 WINDOW	ENVELOPE	14071	3-Average	8/25/2014	10,000	\$283.80
1	#10 WINDOW	ENVELOPE	14072	3-Average	8/25/2014	2,000	\$87.68
1	#10 WINDOW	ENVELOPE	14073	3-Average	8/25/2014	5,000	\$141.90
1	#10 WINDOW	ENVELOPE	14074	3-Average	8/25/2014	20,000	\$505.00
1	#10 WINDOW	ENVELOPE	14075	3-Average	8/25/2014	2,500	\$117.10
1	9 X 12 WINDOW WHITE O/E LATEX	ENVELOPE	14076	3-Average	8/25/2014	5,000	\$760.65
1	9 X 12 WINDOW WHITE O/E LATEX	ENVELOPE	14077	3-Average	8/25/2014	5,000	\$760.65
1	9 X 12 NATURAL OPEN END LATEX GUM	ENVELOPE	14078	3-Average	8/25/2014	1,000	\$162.74
1	#9 REGULAR	ENVELOPE	14082	3-Average	8/26/2014	2,500	\$103.63
1	#10 WINDOW - EGY	ENVELOPE	14085	3-Average	9/22/2014	10,000	\$288.80
1	9 X 12 BROWN OPEN END LATEX GUM	ENVELOPE	14088	3-Average	8/26/2014	2,000	\$350.64
1	#9 SPECIAL WINDOW	ENVELOPE	14089	3-Average	8/26/2014	20,000	\$510.80
1	#9 SPECIAL WINDOW	ENVELOPE	14090	3-Average	8/26/2014	5,000	\$219.95
1	#9 REGULAR	ENVELOPE	14091	3-Average	8/26/2014	15,000	\$389.85
1	#9 REGULAR	ENVELOPE	14092	3-Average	8/26/2014	2,500	\$103.63
1	#9 REGULAR	ENVELOPE	14093	3-Average	8/26/2014	4,000	\$165.80
1	#9 REGULAR	ENVELOPE	14094	3-Average	8/26/2014	7,500	\$194.93
1	#9 REGULAR	ENVELOPE	14095	3-Average	8/26/2014	2,500	\$103.63
1	#9 REGULAR	ENVELOPE	14096	3-Average	8/26/2014	5,000	\$129.95
1	#9 REGULAR	ENVELOPE	14097	3-Average	8/26/2014	1,000	\$41.45
1	#9 REGULAR	ENVELOPE	14098	3-Average	8/26/2014	5,000	\$129.95

1	#9 REGULAR	ENVELOPE	14099	3-Average	8/26/2014	5,000	\$129.95
1	#9 REGULAR	ENVELOPE	14100	3-Average	8/26/2014	7,500	\$194.93
1	#9 REGULAR	ENVELOPE	14101	3-Average	8/26/2014	10,000	\$259.90
1	#9 REGULAR	ENVELOPE	14102	3-Average	8/26/2014	5,000	\$129.95
1	#9 REGULAR	ENVELOPE	14103	3-Average	8/26/2014	2,500	\$103.63
1	#9 REGULAR	ENVELOPE	14104	3-Average	8/26/2014	5,000	\$129.95
1	#9 REGULAR	ENVELOPE	14105	3-Average	8/26/2014	7,500	\$194.93
1	#9 REGULAR	ENVELOPE	14106	3-Average	8/26/2014	15,000	\$389.85
1	#9 REGULAR	ENVELOPE	14107	3-Average	8/26/2014	5,000	\$129.95
1	#9 REGULAR	ENVELOPE	14108	3-Average	8/26/2014	2,500	\$103.63
1	10 X 13 WHITE OPEN END LATEX GUM	ENVELOPE	14112	3-Average	8/27/2014	1,000	\$193.91
1	#10 REGULAR	ENVELOPE	14113	3-Average	8/27/2014	3,000	\$124.35
1	#10 REGULAR	ENVELOPE	14117	3-Average	8/27/2014	22,750	\$462.05
1	#10 REGULAR	ENVELOPE	14118	3-Average	8/27/2014	10,000	\$264.30
1	#10 REGULAR	ENVELOPE	14119	3-Average	8/28/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	14122	3-Average	8/28/2014	4,000	\$167.64
1	#10 REGULAR	ENVELOPE	14123	3-Average	8/28/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14124	3-Average	8/28/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	14125	3-Average	8/28/2014	5,000	\$132.15
1	#10 WINDOW	ENVELOPE	14126	3-Average	8/28/2014	5,000	\$141.90
1	#10 WINDOW	ENVELOPE	14127	3-Average	8/28/2014	7,500	\$212.85
1	#10 WINDOW	ENVELOPE	14128	3-Average	8/28/2014	5,000	\$141.90
1	#10 WINDOW	ENVELOPE	14129	3-Average	8/28/2014	7,500	\$212.85
1	#10 WINDOW	ENVELOPE	14130	3-Average	8/28/2014	15,000	\$425.70
1	#10 WINDOW	ENVELOPE	14131	3-Average	8/28/2014	3,000	\$131.52
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	14132	3-Average	8/28/2014	2,000	\$49.84
1	#10 SPECIAL WINDOW	ENVELOPE	14133	3-Average	8/28/2014	5,000	\$216.90
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14135	3-Average	8/28/2014	1,000	\$61.36
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14136	3-Average	8/28/2014	10,000	\$604.33
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14137	3-Average	8/28/2014	20,000	\$1,059.60
1	9 X 12 WINDOW WHITE O/E LATEX GUM	ENVELOPE	14138	3-Average	8/28/2014	2,000	\$415.06
1	9 X 12 BROWN OPEN END LATEX GUM	ENVELOPE	14139	3-Average	8/28/2014	1,000	\$175.32
1	9 1/2 X 12 1/2 BROWN O/S REGULAR GUM	ENVELOPE	14140	3-Average	8/28/2014	2,000	\$534.80
1	#10 WINDOW	ENVELOPE	14145	3-Average	8/29/2014	4,000	\$187.36
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14151	3-Average	9/2/2014	15,000	\$906.45
1	#10 REGULAR	ENVELOPE	14152	3-Average	9/2/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14153	3-Average	9/2/2014	2,000	\$83.82
1	#9 REGULAR	ENVELOPE	14154	3-Average	9/2/2014	2,500	\$103.63
1	#9 REGULAR	ENVELOPE	14155	3-Average	9/2/2014	5,000	\$129.95
1	#10 WINDOW	ENVELOPE	14157	3-Average	9/2/2014	5,000	\$141.90
1	#10 WINDOW	ENVELOPE	14160	3-Average	9/2/2014	4,000	\$175.36
1	10 X 13 BROWN OPEN END LATEX GUM	ENVELOPE	14161	3-Average	9/2/2014	1,000	\$193.84
1	#10 REGULAR	ENVELOPE	14162	3-Average	9/2/2014	1,000	\$42.41
1	#10 WINDOW	ENVELOPE	14163	3-Average	9/2/2014	2,000	\$87.68

1	#10 REGULAR	ENVELOPE	14164	3-Average	9/2/2014	1,000	\$41.91
1	6 X 9 1/2 REGULAR O/S REGULAR GUM	ENVELOPE	14167	3-Average	9/4/2014	10,000	\$1,227.60
1	6 X 9 1/2 REGULAR O/S REGULAR GUM	ENVELOPE	14168	3-Average	9/4/2014	10,000	\$1,227.60
1	6 X 9 1/2 REGULAR O/S REGULAR GUM	ENVELOPE	14169	3-Average	9/4/2014	10,000	\$1,227.60
1	#9 REGULAR	ENVELOPE	14180	3-Average	9/5/2014	1,000	\$41.45
1	9 X 12 WHITE OPEN END LATEX GUM	ENVELOPE	14181	3-Average	9/5/2014	1,000	\$170.03
1	9 X 12 WINDOW BROWN O/E LATEX	ENVELOPE	14182	3-Average	9/5/2014	10,000	\$1,849.20
1	9 X 12 WINDOW BROWN O/E LATEX	ENVELOPE	14183	3-Average	9/5/2014	10,000	\$1,499.20
1	9 X 12 WINDOW BROWN O/E LATEX	ENVELOPE	14184	3-Average	9/5/2014	10,000	\$1,499.20
1	6 X 9 1/2 WINDOW WHITE O/S REGULAR GUM	ENVELOPE	14187	3-Average	9/5/2014	10,000	\$942.60
1	6 X 9 1/2 WINDOW WHITE O/S REGULAR GUM	ENVELOPE	14188	3-Average	9/5/2014	10,000	\$942.60
1	#10 REGULAR - GRANIT FALLS	ENVELOPE	14193	3-Average	9/10/2014	5,000	\$321.90
1	#9 REGULAR	ENVELOPE	14211	3-Average	9/9/2014	1,000	\$41.45
1	#9 REGULAR	ENVELOPE	14212	3-Average	9/9/2014	10,000	\$259.90
1	#10 REGULAR	ENVELOPE	14213	3-Average	9/9/2014	2,000	\$83.82
1	#10 REGULAR	ENVELOPE	14214	3-Average	9/9/2014	10,000	\$264.30
1	#9 REGULAR	ENVELOPE	14222	3-Average	9/9/2014	2,500	\$103.63
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14225	3-Average	9/9/2014	3,000	\$131.97
1	#10 WINDOW	ENVELOPE	14226	3-Average	9/9/2014	2,500	\$117.10
1	#10 REGULAR	ENVELOPE	14227	3-Average	9/9/2014	2,500	\$104.78
1	#9 REGULAR	ENVELOPE	14228	3-Average	9/9/2014	2,000	\$83.82
1	#9 REGULAR	ENVELOPE	14229	3-Average	9/9/2014	5,000	\$129.95
1	#9 REGULAR	ENVELOPE	14230	3-Average	9/9/2014	3,000	\$124.35
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14232	3-Average	9/9/2014	5,000	\$302.15
1	9 X 12 WHITE OPEN END LATEX GUM	ENVELOPE	14233	3-Average	9/9/2014	5,000	\$685.65
1	#10 REGULAR	ENVELOPE	14236	3-Average	9/10/2014	1,000	\$41.91
1	#10 REGULAR - TSD	ENVELOPE	14242	3-Average	9/10/2014	1,000	\$41.91
1	#10 WINDOW - TSD	ENVELOPE	14243	3-Average	9/10/2014	1,000	\$43.84
1	#10 REGULAR - TWSD	ENVELOPE	14244	3-Average	9/29/2014	30,000	\$609.30
1	9 X 12 WHITE OPEN END LATEX GUM	ENVELOPE	14249	3-Average	9/11/2014	1,500	\$255.05
1	#9 REGULAR	ENVELOPE	14250	3-Average	9/11/2014	1,000	\$41.45
1	9 X 12 PLAIN OPEN END LATEX GUM	ENVELOPE	14251	3-Average	9/11/2014	5,000	\$628.80
1	#9 REGULAR - PINK	ENVELOPE	14255	3-Average	9/11/2014	300,000	\$7,239.00
1	#9 REGULAR - CANARY	ENVELOPE	14256	3-Average	9/11/2014	250,000	\$5,812.50
1	#10 WINDOW - TOLL ENFORCEMENT OFFICE	ENVELOPE	14259	3-Average	9/11/2014	250,000	\$8,245.00
1	#10 REGULAR	ENVELOPE	14262	3-Average	9/12/2014	15,000	\$396.45
1	9 X 12 BROWN OPEN END LATEX GUM	ENVELOPE	14269	3-Average	9/12/2014	5,000	\$712.10
1	#10 REGULAR	ENVELOPE	14278	3-Average	9/12/2014	10,000	\$264.30
1	#10 WINDOW (WBARNOTCH)	ENVELOPE	14279	3-Average	9/12/2014	5,000	\$47.30
1	#9 REGULAR	ENVELOPE	14280	3-Average	9/12/2014	2,000	\$82.90
1	#10 REGULAR	ENVELOPE	14281	3-Average	9/12/2014	3,000	\$125.73
1	#10 WINDOW	ENVELOPE	14282	3-Average	9/12/2014	2,500	\$117.10

1	#9 REGULAR	ENVELOPE	14283	3-Average	9/12/2014	4,000	\$165.80
1	9 X 12 WINDOW WHITE O/E LATEX GUM	ENVELOPE	14284	3-Average	9/12/2014	10,000	\$1,446.30
1	#9 REGULAR	ENVELOPE	14289	3-Average	9/15/2014	7,500	\$194.93
1	#9 REGULAR	ENVELOPE	14290	3-Average	9/15/2014	2,500	\$103.63
1	#9 REGULAR	ENVELOPE	14291	3-Average	9/15/2014	1,000	\$41.45
1	#10 SPECIAL WINDOW	ENVELOPE	14292	3-Average	9/15/2014	2,500	\$184.60
1	#10 WINDOW	ENVELOPE	14293	3-Average	9/15/2014	15,000	\$950.70
1	#10 WINDOW	ENVELOPE	14294	3-Average	9/15/2014	5,000	\$141.90
1	#10 WINDOW	ENVELOPE	14295	3-Average	9/15/2014	5,000	\$141.90
1	#10 REGULAR	ENVELOPE	14298	3-Average	9/15/2014	3,000	\$125.73
1	10 X 13 BROWN OPEN END LATEX GUM	ENVELOPE	14299	3-Average	9/15/2014	5,000	\$804.70
1	#9 REGULAR	ENVELOPE	14307	3-Average	9/16/2014	2,500	\$103.63
1	#9 REGULAR	ENVELOPE	14308	3-Average	9/16/2014	2,500	\$103.63
1	#9 REGULAR	ENVELOPE	14309	3-Average	9/16/2014	1,000	\$41.45
1	#10 WINDOW	ENVELOPE	14310	3-Average	9/16/2014	5,000	\$141.90
1	#10 WINDOW	ENVELOPE	14311	3-Average	9/16/2014	2,500	\$117.10
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	14312	3-Average	9/16/2014	1,000	\$43.84
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	14313	3-Average	9/16/2014	4,000	\$175.36
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	14314	3-Average	9/16/2014	5,000	\$47.30
1	#10 SPECIAL WINDOW	ENVELOPE	14315	3-Average	9/16/2014	12,500	\$429.75
1	#10 SPECIAL WINDOW	ENVELOPE	14316	3-Average	9/16/2014	5,000	\$47.30
1	#10 REGULAR	ENVELOPE	14317	3-Average	9/16/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14318	3-Average	9/16/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14319	3-Average	9/16/2014	5,000	\$132.15
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14320	3-Average	9/16/2014	15,000	\$906.45
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14322	3-Average	9/16/2014	1,000	\$61.36
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14323	3-Average	9/16/2014	1,000	\$61.36
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14324	3-Average	9/16/2014	1,000	\$61.36
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14325	3-Average	9/16/2014	1,000	\$61.36
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14326	3-Average	9/16/2014	1,000	\$61.36
1	9 X 12 WINDOW WHITE O/E LATEX GUM	ENVELOPE	14327	3-Average	9/16/2014	2,000	\$415.06
1	9 X 12 WHITE OPEN END LATEX GUM	ENVELOPE	14328	3-Average	9/16/2014	1,000	\$170.03
1	9 X 12 WHITE OPEN END LATEX GUM	ENVELOPE	14329	3-Average	9/16/2014	1,000	\$170.03
1	9 X 12 WHITE OPEN END LATEX GUM	ENVELOPE	14330	3-Average	9/16/2014	1,000	\$170.03
1	9 X 12 NATURAL OPEN END LATEX GUM	ENVELOPE	14331	3-Average	9/16/2014	1,000	\$162.74
1	#10 WINDOW	ENVELOPE	14333	3-Average	9/16/2014	2,500	\$109.60
1	#9 REGULAR	ENVELOPE	14334	3-Average	9/16/2014	2,000	\$82.90
1	#9 REGULAR	ENVELOPE	14335	3-Average	9/16/2014	5,000	\$129.95
1	#9 REGULAR	ENVELOPE	14336	3-Average	9/16/2014	5,000	\$129.95
1	#9 REGULAR	ENVELOPE	14337	3-Average	9/16/2014	4,000	\$165.80
1	6 3/4 X 4 5/8 W/Eyelet Materials La	ENVELOPE	14340	3-Average	9/18/2014	1,000	\$662.88
1	3 5/8 X 8 BROWN WINDOW WARRANT	ENVELOPE	14347	3-Average	9/17/2014	1,000	\$291.51
1	#10 SPECIAL WINDOW	ENVELOPE	14349	3-Average	9/17/2014	5,000	\$47.30
1	#10 SPECIAL WINDOW	ENVELOPE	14350	3-Average	9/17/2014	1,000	\$118.84

1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	14351	3-Average	9/17/2014	1,000	\$24.92
1	#10 WINDOW (W/BARNOTCH)	ENVELOPE	14352	3-Average	9/17/2014	1,000	\$24.92
1	#10 WINDOW	ENVELOPE	14353	3-Average	9/17/2014	5,000	\$141.90
1	#10 WINDOW	ENVELOPE	14354	3-Average	9/17/2014	5,000	\$141.90
1	#10 WINDOW	ENVELOPE	14355	3-Average	9/17/2014	15,000	\$425.70
1	#10 WINDOW	ENVELOPE	14356	3-Average	9/17/2014	10,000	\$283.80
1	#10 WINDOW	ENVELOPE	14357	3-Average	9/17/2014	10,000	\$288.80
1	#10 WINDOW	ENVELOPE	14358	3-Average	9/17/2014	1,000	\$44.34
1	#10 WINDOW	ENVELOPE	14359	3-Average	9/17/2014	1,000	\$44.34
1	#10 WINDOW	ENVELOPE	14360	3-Average	9/17/2014	5,000	\$141.91
1	#10 WINDOW	ENVELOPE	14361	3-Average	9/17/2014	5,000	\$144.40
1	#10 REGULAR	ENVELOPE	14362	3-Average	9/17/2014	25,000	\$507.75
1	#10 REGULAR	ENVELOPE	14363	3-Average	9/17/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14364	3-Average	9/17/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14365	3-Average	9/17/2014	2,500	\$104.78
1	#10 REGULAR	ENVELOPE	14366	3-Average	9/17/2014	3,000	\$125.73
1	#10 REGULAR	ENVELOPE	14367	3-Average	9/17/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14368	3-Average	9/17/2014	1,000	\$42.41
1	#10 REGULAR	ENVELOPE	14369	3-Average	9/17/2014	1,000	\$41.91
1	#10 REGULAR	ENVELOPE	14370	3-Average	9/17/2014	3,000	\$125.73
1	#10 REGULAR	ENVELOPE	14371	3-Average	9/17/2014	2,000	\$84.82
1	#10 REGULAR	ENVELOPE	14384	3-Average	9/18/2014	1,000	\$42.41
1	#10 REGULAR	ENVELOPE	14385	3-Average	9/18/2014	2,500	\$106.02
1	#10 REGULAR	ENVELOPE	14386	3-Average	9/18/2014	5,000	\$132.15
1	#10 REGULAR	ENVELOPE	14387	3-Average	9/18/2014	1,000	\$41.91
1	6 X 9 1/2 WINDOW O'S REGULAR GUM	ENVELOPE	14390	3-Average	9/19/2014	12,500	\$1,122.00
1	#10 REGULAR	ENVELOPE	14391	3-Average	9/19/2014	20,000	\$406.20
1	9 1/2 X 12 1/2 WINDOW WHITE O/E LATEX	ENVELOPE	14396	3-Average	9/19/2014	8,500	\$1,240.61
1	#9 SPECIAL WINDOW	ENVELOPE	14399	3-Average	9/25/2014	5,000	\$404.60
1	#9 REGULAR	ENVELOPE	14401	3-Average	9/22/2014	16,000	\$151.36
1	#9 REGULAR - GREEN	ENVELOPE	14402	3-Average	9/22/2014	6,500	\$205.47
1	#9 REGULAR	ENVELOPE	14403	3-Average	9/24/2014	5,000	\$129.95
1	#10 WINDOW	ENVELOPE	14404	3-Average	9/22/2014	2,500	\$109.60
1	#10 WINDOW	ENVELOPE	14405	3-Average	9/22/2014	1,500	\$70.26
1	3 5/8 X 8 BROWN WINDOW WARRANT	ENVELOPE	14412	3-Average	9/23/2014	20,000	\$1,368.20
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14414	3-Average	9/23/2014	7,000	\$423.01
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14415	3-Average	9/23/2014	7,000	\$423.01
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14416	3-Average	9/23/2014	7,000	\$423.01
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14417	3-Average	9/23/2014	4,000	\$302.24
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14418	3-Average	9/23/2014	1,000	\$75.56
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14419	3-Average	9/23/2014	25,000	\$1,324.50
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14420	3-Average	9/23/2014	3,000	\$226.68
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14421	3-Average	9/23/2014	5,000	\$219.95
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14422	3-Average	9/23/2014	3,000	\$184.08
1	9 X 12 NATURAL OPEN END LATEX GUM	ENVELOPE	14427	3-Average	9/25/2014	1,000	\$162.74

1	6 X 9 WHITE OPEN END LATEX GUM	ENVELOPE	14431	3-Average	9/25/2014	5,000	\$556.60
1	#9 REGULAR - NATURAL KRAFT	ENVELOPE	14432	3-Average	9/30/2014	2,000	\$98.02
1	9 X 12 WHITE OPEN END LATEX GUM	ENVELOPE	14438	3-Average	9/26/2014	1,000	\$170.53
1	#9 REGULAR	ENVELOPE	14439	3-Average	9/26/2014	5,000	\$129.95
1	5 3/4 X 9 1/2 REGULAR	ENVELOPE	14440	3-Average	9/26/2014	5,000	\$219.95
1	#10 REGULAR	ENVELOPE	14441	3-Average	9/26/2014	5,000	\$132.15
1	#10 WINDOW (WBARNOTCH)	ENVELOPE	14442	3-Average	9/26/2014	1,000	\$43.84
1	#10 WINDOW	ENVELOPE	14444	3-Average	9/26/2014	2,000	\$87.68
1	5 3/4 X 9 1/2 WINDOW	ENVELOPE	14445	3-Average	9/26/2014	5,000	\$302.15
1	#9 REGULAR	ENVELOPE	14446	3-Average	9/26/2014	2,000	\$82.90
1	#10 REGULAR	ENVELOPE	14447	3-Average	9/26/2014	15,000	\$396.45
1	#10 REGULAR - City of Olympia	ENVELOPE	14456	3-Average	9/29/2014	1,500	\$197.87
1	#10 REGULAR - City of Olympia	ENVELOPE	14457	3-Average	9/29/2014	1,500	\$197.87
1	6 X 9 NATURAL OPEN END LATEX GUM	ENVELOPE	14466	3-Average	9/30/2014	2,000	\$349.04
1	#10 REGULAR	ENVELOPE	14468	3-Average	9/30/2014	1,000	\$41.91
1	#9 REGULAR	ENVELOPE	14469	3-Average	9/30/2014	3,000	\$124.35
1	#10 WINDOW	ENVELOPE	14470	3-Average	9/30/2014	3,000	\$131.52
1	#10 REGULAR	ENVELOPE	14471	3-Average	9/30/2014	3,000	\$125.73
1	3 5/8 X 8 WINDOW WARRANT	Envelopes	13659	3-Average	7/18/2014	5,000	\$648.60
1	3 5/8 X 8 WINDOW WARRANT	Envelopes	13662	3-Average	7/18/2014	5,500	\$562.76
1	10 X 15 WHITE OPEN SIDE LATEX GUM	Envelopes	14252	3-Average	9/11/2014	1,000	\$222.68
1	LETTERHEAD	LETTERHEAD	13558	3-Average	7/1/2014	2,500	\$265.40
1	LETTERHEAD - WSP	LETTERHEAD	13605	3-Average	7/11/2014	3,000	\$318.48
1	LETTERHEAD - L&I	LETTERHEAD	13628	3-Average	7/16/2014	500	\$66.03
1	LETTERHEAD - L&I	LETTERHEAD	13650	3-Average	7/16/2014	500	\$94.08
1	LETTERHEAD - DNR	LETTERHEAD	13664	3-Average	7/18/2014	2,500	\$281.65
1	LETTERHEAD - WSAC	LETTERHEAD	13773	3-Average	8/6/2014	3,000	\$318.48
1	LETTERHEAD - DSHS	LETTERHEAD	13774	3-Average	8/6/2014	1,000	\$106.16
1	LETTERHEAD - WSP	LETTERHEAD	13889	3-Average	8/13/2014	1,500	\$159.24
1	LETTERHEAD - DSHS	LETTERHEAD	13890	3-Average	8/13/2014	500	\$94.08
1	LETTERHEAD - WSP	LETTERHEAD	13891	3-Average	8/13/2014	2,000	\$212.32
1	L/H - Aquatics	LETTERHEAD	13970	3-Average	8/20/2014	1,000	\$134.92
1	LETTERHEAD - WSP	LETTERHEAD	13998	3-Average	8/21/2014	500	\$94.08
1	LETTERHEAD - WSP	LETTERHEAD	13999	3-Average	8/21/2014	500	\$94.08
1	LETTERHEAD - DOH	LETTERHEAD	14000	3-Average	8/21/2014	500	\$94.08
1	LETTERHEAD - DSHS	LETTERHEAD	14040	3-Average	8/22/2014	1,000	\$106.16
1	LETTERHEAD - DSHS	LETTERHEAD	14041	3-Average	8/22/2014	1,000	\$106.16
1	L/H - DSHS	LETTERHEAD	14043	3-Average	8/22/2014	1,000	\$106.16
1	LETTERHEAD - LAC	LETTERHEAD	14141	3-Average	8/28/2014	10,000	\$867.00
1	LETTERHEAD - HRC	LETTERHEAD	14142	3-Average	8/28/2014	2,500	\$265.40
1	LETTERHEAD - WSP	LETTERHEAD	14143	3-Average	8/28/2014	500	\$94.08
1	LETTERHEAD - DSHS	LETTERHEAD	14144	3-Average	8/28/2014	500	\$94.08
1	L/H - Tenino SD	LETTERHEAD	14241	3-Average	9/10/2014	1,000	\$134.92
1	LETTERHEAD - PRC	LETTERHEAD	14285	3-Average	9/12/2014	2,000	\$232.32
1	LETTERHEAD - WSP	LETTERHEAD	14286	3-Average	9/12/2014	2,000	\$212.32
1	LETTERHEAD - OLYHS	LETTERHEAD	14288	3-Average	9/15/2014	1,000	\$134.92

Group Name	Count	LETTERHEAD - DSHS	LETTERHEAD	14332	3-Average	9/16/2014	500	\$94.08
	1	LETTERHEAD - ATG	LETTERHEAD	14374	3-Average	9/18/2014	2,500	\$265.40
Group Name	Count			Count Non-Empty			Total	Total
Cenveo - Envelopes	525			525			5,392,900.00	236,585.87

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Complete Printing Service	242630	13872	3-Average	8/4/2014	10,000	\$6,899.13
	1	Commercial Driver Guide	Book	13617	3-Average	7/22/2014	45,000	\$28,278.34
	1	2014 GE Voter's Pamphlet - Consolidated	Booklet	13587	3-Average	7/27/2014	316,379	\$77,639.39
	1	Employment Reference Guide	Booklet	13712	3-Average	7/30/2014	8,000	\$3,814.39
Group Name	Count			Count Non-Empty			Total	Total
Consolidated Press	4			4			379,379.00	116,631.25

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	MPI Cards		14195	3-Average	9/26/2014	1,000	\$72.77
	1	Business Cards - DOT	BUSINESS CARD	13401	3-Average	7/13/2014	500	\$65.32
	1	Certificates - DOL	CERTIFICATE	14080	3-Average	8/28/2014	100	\$18.50
	1	LETTERHEAD - SPSCC	LETTERHEAD	13523	3-Average	7/2/2014	2,000	\$90.53
	1	LETTERHEAD - SPSCC	LETTERHEAD	13729	3-Average	8/7/2014	500	\$42.06
	1	LETTERHEAD - SPSCC	LETTERHEAD	14394	3-Average	9/25/2014	500	\$42.68
	1	Thank You Note Cards - Lt. Gov	NOTE CARDS	14011	3-Average	8/29/2014	1,000	\$154.07
Group Name	Count			Count Non-Empty			Total	Total
Correctional Industries	7			7			5,600.00	485.93

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	"Next Oil Change Due" Cling	Static Cling	13671	3-Average	7/22/2014	3,000	\$177.30
Group Name	Count			Count Non-Empty			Total	Total
Creative Label Inc	1			1			3,000.00	177.3

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	SIGN - NOTICE SPRAY AREA	SIGN	13697	3-Average	8/15/2014	100	\$323.00
Group Name	Count			Count Non-Empty			Total	Total
Designer Decal	1			1			100	323

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Complete Printing Service	243021	13893	3-Average	8/14/2014	500	\$1,119.06
Group Name	Count			Count Non-Empty			Total	Total
Digital Print	1			1			500	1,119.06

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price

Group Name	1	Marijuana & Teens CD	CD	14437	3-Average	9/29/2014	2,000	\$940.00
Count	1			Count Non-Empty			Total	Total
Diversified Systems Group Inc				1			2,000.00	940

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	SNOWMOBILE SNO-PARK PERMIT	FORM	13700	3-Average	7/29/2014	75,000	\$1,575.00
	1	INJURY/FALL ASSESSMENT (RAINIER SCH)	FORM	13924	3-Average	8/21/2014	20,000	\$1,454.00
	1	RESTRICTIVE PROCEDURES RECORD CONTINUATION (RS)	FORM	13945	3-Average	8/21/2014	25,000	\$1,388.00
	1	8 1/2 X 14 7/8 GREEN BAR 1/2" HEADI	FORM	14016	3-Average	8/25/2014	102,600	\$2,061.00
	1	Discontinue Use - Tag	Wire Seal	13641	3-Average	7/17/2014	1,000	\$725.00
Group Name	Count			Count Non-Empty			Total	Total
DocuSource Print Management	5			5			223,600.00	7,203.00

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	#12 WINDOW - EMD - MIL	ENVELOPE	13616	3-Average	7/18/2014	500	\$86.00
	1	#11 WINDOW - EMD - MIL	ENVELOPE	13710	3-Average	8/7/2014	500	\$87.00
	1	# 6 3/4 REGULAR	ENVELOPE	14382	3-Average	9/19/2014	5,000	\$215.00
	1	WORK RELEASE FORM	FORM	13811	3-Average	8/10/2014	500	\$259.00
	1	DAILY ACTIVITY CHART FOR INFANTS/TO	FORM	13871	3-Average	8/13/2014	8,000	\$370.00
	1	MEDICAL/DENTAL ORDERS	FORM	13927	3-Average	8/21/2014	3,000	\$512.00
	1	PERSONAL PROPERTY TRANSFER RECEIPT-	Forms	13926	3-Average	8/21/2014	2,500	\$154.00
	1	APPLICATION FOR SERVICES	Forms	14380	3-Average	9/19/2014	1,000	\$195.00
Group Name	Count			Count Non-Empty			Total	Total
Farley's Full Service Printing	8			8			21,000.00	1,878.00

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Tsunami Alerts Magnets	Magnets	13611	3-Average	7/18/2014	5,000	\$1,365.50
	1	Table Throw	Table Throw	13859	3-Average	8/13/2014	2	\$285.00
Group Name	Count			Count Non-Empty			Total	Total
Getting Personal Imprinting LLC	2			2			5,002.00	1,650.50

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	GTG Starter Kit - INSERTING	Pocket Folder	13857	3-Average	9/8/2014	50,400	\$7,257.60
Group Name	Count			Count Non-Empty			Total	Total
Global Fulfillment	1			1			50,400.00	7,257.60

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Pocket Folder		14158	3-Average	9/5/2014	500	\$215.00
	1	[Copy 2] Perf, Score, Number Cards	231019	13576	3-Average	7/10/2014	3,600	\$900.00

1	Folder Conversion	242337	13741	3-Average	7/31/2014	45	\$215.00
1	Microperforation	242650	13752	3-Average	8/1/2014	13,000	\$1,051.00
1	Presentation Folder Conversion	242653	13755	3-Average	8/4/2014	10,000	\$1,450.00
1	Gold Foiling Business Card Masters	242908	13879	3-Average	8/12/2014	300	\$154.00
1	Engraved/Burnished Invitations	243791	14287	3-Average	9/16/2014	600	\$235.00
1	B/C - Judge Mary I. Yu	BUSINESS CARD	13288	3-Average	7/13/2014	500	\$580.00
1	B/C - Commissioner Narda Pierce	BUSINESS CARD	13626	3-Average	7/21/2014	250	\$580.00
1	#10 REGULAR - Judge Yu	ENVELOPE	13287	3-Average	7/14/2014	500	\$285.00
1	#10 REGULAR - Judge Michael S. Spearman	ENVELOPE	14199	3-Average	9/12/2014	500	\$285.00
1	DOL Embossed Label	Embossed Label	14198	3-Average	9/16/2014	500	\$500.00
1	#10 REGULAR - Leach	Envelope	14201	3-Average	9/24/2014	500	\$285.00
1	Gold Foiling Business Card Masters	FOILED B/C STOCK	14203	3-Average	9/8/2014	1,000	\$148.00
1	Pocket Folders - WSP w/Gold Foil	FOLDER	13690	3-Average	7/28/2014	45	\$350.00
1	L/H Gold Foil	GOLD FOIL	14086	3-Average	8/28/2014	1,000	\$70.00
1	L/H Gold Foil #2	GOLD FOIL	14109	3-Average	8/28/2014	1,200	\$48.00
1	Gold Foiled Note Cards	GOLD FOIL	14274	3-Average	9/18/2014	1,000	\$170.00
1	L/H - Judge Mary I. Yu	LETTERHEAD	13289	3-Average	7/14/2014	500	\$480.00
1	L/H - Judge Michael S. Spearman	LETTERHEAD	14200	3-Average	9/12/2014	500	\$480.00
1	LETTERHEAD - Leach	LETTERHEAD	14202	3-Average	9/24/2014	500	\$480.00
1	LETTERHEAD - Madsen - RePrint	LETTERHEAD	14379	3-Average	9/19/2014	500	\$480.00
Count			Count Non-Empty			Total	Total
22			22			37,040.00	9,441.00

Group Name	Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
Golden Pacific Embossing	Graphic Communications	1	greek life		14321	3-Average	9/17/2014	550	\$1,048.60
		1	[Copy 1] F417-119-000		14473	3-Average	9/30/2014	2,000	\$155.00
		1	Foil Stamping	242581	13733	3-Average	8/4/2014	50,000	\$1,100.00
Count		Count		Count Non-Empty			Total	Total	Total
		3			3			52,550.00	2,303.60

Group Name	Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
Halldata, Inc. dba Rippledshedsheets.com)		1	Decal #4 - DOH	DECAL	13322	3-Average	7/2/2014	1,000	\$549.59
		Count		Count		Count Non-Empty		Total	Total
		1			1			1,000.00	549.59

Group Name	Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
IRC Print & Design Signs		1	SIGN - Directional Arrow	SIGN	14207	3-Average	9/15/2014	500	\$485.00
		Count		Count		Count Non-Empty		Total	Total
		1			1			500	485

Group Name	Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
Halldata, Inc. dba Rippledshedsheets.com)		1	Complete Print & Mail Service	242407	13759	3-Average	8/5/2014	16,428	\$1,785.72
		Count		Count		Count Non-Empty		Total	Total
		1			1			16,428	\$1,785.72

1	Complete Printing & Mailing	242753	13725	3-Average	9/9/2014	148,300	\$27,187.74
1	Complete Mailing Service	243188	13990	3-Average	9/18/2014	34,837	\$2,766.83
1	Complete Printing Service	243278	14012	3-Average	8/21/2014	50,000	\$6,420.00
Count			Count Non-Empty			Total	Total
4			4			249,565.00	38,160.29

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Fish Div. Evacuation - Signs #2	SIGN	13536	3-Average	7/12/2014	5	\$115.00
Group Name	Count						Total	Total
International Graphics & Nameplate	2			2			10	335

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Service Award Pins	Service Award Pins	14450	3-Average	9/26/2014	300	\$352.95
Group Name	Count						Total	Total
J. Brandt Recognition	1			1			300	352.95

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Bridging the Gap		14433	3-Average	9/26/2014	500	\$11,000.00
	1	B/C - OIC	BUSINESS CARD	13637	3-Average	7/17/2014	250	\$135.00
	1	B/C - TRE	BUSINESS CARD	13668	3-Average	7/22/2014	250	\$135.00
	1	B/C - INS	BUSINESS CARD	13746	3-Average	8/5/2014	250	\$135.00
	1	B/C - INS - 2	BUSINESS CARD	13747	3-Average	8/5/2014	250	\$135.00
	1	B/C - INS	BUSINESS CARD	14114	3-Average	9/5/2014	250	\$135.00
	1	Thank You Note Cards W/ A2 Envelope	NOTE CARDS	14392	3-Average	9/30/2014	500	\$425.00
	1	Treasurer's Office Note Pad	NOTE PADS	13734	3-Average	8/5/2014	10	\$125.00
Group Name	Count			Count Non-Empty			Total	Total
Johnson-Cox Printing Co	8			8			2,260.00	12,225.00

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	CLASS 12 MIXOLOGIST PERMIT (BOOK)	FORM	13619	3-Average	7/17/2014	15,000	\$3,288.75
	1	NOTICE TO RENEW (BLANK)	FORM	13647	3-Average	7/18/2014	360,000	\$9,684.00
	1	HEALTH INSURANCE CLAIM FORM	FORM	13995	3-Average	8/25/2014	6,000	\$309.00
	1	[Copy] CHILD SUPPORT WARRANT PROCESSING	FORM	13510-A	3-Average	8/21/2014	0	\$0.00
	1	WIC CHECK STOCK - 1 PLY	FORM	14015	3-Average	8/21/2014	0	\$0.00
	1	VENDOR WARRANT (H SERIES)	FORM	14083	3-Average	8/28/2014	1,000,000	\$12,850.00
	1	Electrical Approved Label-Book	Label	14196	3-Average	9/8/2014	62,500	\$2,542.00
Group Name	Count			Count Non-Empty			Total	Total
Kaye-Smith Business Graphics	7			7			1,443,500.00	28,673.75

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Banner Printing	243218	13991	3-Average	8/20/2014	31	\$1,419.80
	1	DES Banners	Banners	14147	3-Average	9/3/2014	2	\$150.00
	1	DES Banners	Banners	14147-A	3-Average	9/3/2014	1	\$93.25
	1	Over Size Plotter & Lamination	POSTERS	13975	3-Average	9/5/2014	4	\$409.60
Group Name	Count			Count Non-Empty			Total	Total
KolorKraze	4			4			38	2,072.65

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	B/C - NW HIDTA	BUSINESS CARD	14206	3-Average	9/23/2014	250	\$43.52
	1	PHYSICIAN TELEPHONE ORDERS	FORM	13534	3-Average	7/2/2014	2,000	\$283.26
	1	SUBLOT TICKET - Longview (2 PLY)	FORM	13568	3-Average	7/10/2014	10,000	\$318.20
	1	EQUIPMENT OPERATORS REPORT (BOOK)	FORM	13620	3-Average	7/17/2014	10,000	\$462.00
	1	STORES TICKET 8420 (BOOK)	FORM	13621	3-Average	7/15/2014	5,000	\$468.00
	1	INFRARED BREATH TEST DOCUMENT	FORM	13622	3-Average	7/17/2014	25,000	\$2,025.75
	1	VEMP CHECK	FORM	13623	3-Average	7/17/2014	10,000	\$795.70
	1	NOTICE OF CASE SETTING	FORM	13624	3-Average	7/16/2014	1,050	\$187.49
	1	ODL SKILLS TEST RESULTS	FORM	13627	3-Average	7/15/2014	9,000	\$909.36
	1	UNIFORM COURT DOCKET - INFRACTION - KELSO	FORM	13642	3-Average	8/7/2014	500	\$594.62
	1	RECEIPT BOOK	FORM	13709	3-Average	7/29/2014	10	\$278.36
	1	INSPECTORS DAILY REPORT-DIARY (BOOK)	FORM	13713	3-Average	7/30/2014	6,250	\$568.38
	1	PATERNITY ACKNOWLEDGMENT - ENGLISH	FORM	13726	3-Average	8/7/2014	25,000	\$4,128.75
	1	PILOT HOUSE LOG BOOK	FORM	13727	3-Average	7/31/2014	12,000	\$1,212.24
	1	FIELD RECEIPT (BOOK)	FORM	13737	3-Average	8/4/2014	1,250	\$207.18
	1	WAIVER OF POLYGRAPH/BACKGROUND CHECK	FORM	13873	3-Average	8/13/2014	750	\$182.21
	1	SEASONAL SNO-PARK PERMIT (BOOK)	FORM	13881	3-Average	8/15/2014	30,000	\$2,126.70
	1	ONE DAY SNO-PARK PERMIT 2014 - 2015	FORM	13895	3-Average	8/21/2014	24,000	\$1,633.44
	1	LEMON LAW NOTICE/CONSUMER RIGHTS	FORM	13899	3-Average	8/19/2014	225,000	\$3,132.00
	1	INCIDENT REPORT (BOOK)	FORM	13946	3-Average	9/3/2014	20,000	\$2,762.60
	1	ODL SKILLS TEST RESULTS	FORM	14019	3-Average	8/25/2014	15,000	\$1,305.15
	1	ELIGIBILITY REVIEW - SPANISH	FORM	14020	3-Average	8/25/2014	25,000	\$1,303.25
	1	ELIGIBILITY REVIEW - ENGLISH	FORM	14021	3-Average	8/25/2014	75,000	\$3,909.75
	1	APPLICATION FOR CASH/FOOD ASSIST- SP	FORM	14022	3-Average	8/25/2014	30,000	\$1,563.90
	1	APPLICATION FOR CASH/FOOD ASSIST- EN	FORM	14023	3-Average	8/25/2014	100,000	\$5,213.00
	1	FISHIEGG DISPOSITION TICKET (FORM 3	FORM	14044	3-Average	8/29/2014	5,000	\$526.15
	1	STOCKPILE TICKET 8425 (BOOK)	FORM	14079	3-Average	8/27/2014	4,000	\$524.64
	1	BUSINESS LICENSE	FORM	14084	3-Average	8/27/2014	104,000	\$2,411.76

1	CHECK - RESIDENT TRUST FUND (WSH)	FORM	14174	3-Average	9/9/2014	1,000	\$182.72
1	CHECK - PETTY CASH (WSH)	FORM	14176	3-Average	9/9/2014	500	\$91.36
1	CHECK - WELFARE & BETTERMENT FUND (WSH)	FORM	14177	3-Average	9/9/2014	1,000	\$182.72
1	CHECK - TRANSMITTAL ACCOUNT (WSH)	FORM	14178	3-Average	9/9/2014	1,000	\$182.72
1	CHECK STOCK - BLUE	FORM	14217	3-Average	9/10/2014	5,000	\$361.15
1	FOOD ESTABLISHMENT INSP RPT (A)	FORM	14218	3-Average	9/10/2014	5,000	\$474.60
1	CERTIFICATE OF PERMIT (HAUL SLIP)	FORM	14271	3-Average	9/15/2014	125,000	\$5,747.50
1	LIVESTOCK INSPECTION CERTIFICATE	FORM	14273	3-Average	9/15/2014	10,000	\$645.60
1	LEGAL ENTITY REGISTRATION	FORM	14296	3-Average	9/16/2014	104,000	\$2,546.96
1	SUMMARY OF DAILY TRAFFIC ITEM TICKETS	FORM	14300	3-Average	9/17/2014	500	\$91.14
1	DAILY TRAFFIC ITEM TICKET (LABOR)	FORM	14301	3-Average	9/17/2014	500	\$91.14
1	DAILY TRAFFIC ITEM TICKET (EQUIPMEN	FORM	14302	3-Average	9/17/2014	500	\$91.14
1	1180 1 PLY (FOLD)	FORM	14375	3-Average	9/19/2014	150,000	\$2,331.00
1	NOTICE OF VIOLATION AND SETTLEMENT (BOOK)	FORM	14393	3-Average	9/26/2014	750	\$309.11
1	CHECK - WSHS	FORM	14424	3-Average	9/25/2014	2,000	\$312.54
1	Manifest of Cargo And Buying Record	Form	13669	3-Average	7/22/2014	52,000	\$2,640.04
1	LETTERHEAD - Commissioner	LETTERHEAD	13629	3-Average	7/16/2014	500	\$60.72
1	SIGN - LEAVE TREE AREA	SIGN	13698	3-Average	7/28/2014	1,000	\$323.85
1	SIGN - LEAVE TREE AREA	SIGN	13987	3-Average	8/25/2014	1,000	\$323.85
1	Sorry We Missed You - Tag	TAG	13753	3-Average	8/10/2014	500	\$180.87
1	DSHS - Equipment Tags	TAG	14146	3-Average	9/3/2014	1,000	\$103.97
Count			Count Non-Empty			Total	Total
49			49			1,237,810.00	56,252.06

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
Lustre-Cal Nameplate Corporation	1	Nameplate - Installer Certification	Metallic Labels	14197	3-Average	9/12/2014	2,100	\$3,570.00
	Count			Count Non-Empty			Total	Total
	1			1			2,100.00	3,570.00

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
Mailbox Merchants/Signature Graphics	1	2014 GE Voter's Pamphlet - Signature	Booklet	13588	3-Average	7/27/2014	1,441,376	\$135,756.33
	Count			Count Non-Empty			Total	Total
	1			1			1,441,376.00	135,756.33

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	VESSEL DEALER TEMPORARY PERMIT APP	FORM	13431	3-Average	7/2/2014	3,500	\$928.35
	1	SELF INSURANCE CERTIFICATE W/CARD	FORM	13910	3-Average	9/12/2014	200	\$1,184.00
	Count			Count Non-Empty			Total	Total
	1			1			3,700	\$2,112.35

Moore Wallace an RR Donnelley 2 2 3,700.00 2,112.35

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	posters		14209	3-Average	9/10/2014	200	\$62.00
	1	Laminating Service	242638	13761	3-Average	9/18/2014	500	\$132.81
Group Name	Count			Count Non-Empty			Total	Total
NW Laminating	2			2			700	194.81

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	BRAND INSPECTORS WEEKLY REPORT	FORM	13748	1-Major Problem	8/5/2014	1,500	\$208.13
	1	14 7/8 X 8 1/2 CONTINUOUS	FORM	14408	3-Average	9/24/2014	120,000	\$3,145.71
	1	PERSONAL PROPERTY TRANSFER RECEIPT-	Forms	14238	3-Average	9/16/2014	5,000	\$737.14
Group Name	Count			Count Non-Empty			Total	Total
Northwest Business Forms	3			3			126,500.00	4,090.98

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Return Address labels - GSE/SEA	Address Labels	13684	3-Average	7/27/2014	2,500	\$157.00
	1	Return Address labels - TPC/OLY	Address Labels	13749	3-Average	8/5/2014	2,500	\$157.00
	1	Return Address labels - RSD/WEN	Address Labels	14389	3-Average	9/24/2014	5,000	\$175.00
	1	2" Decal - DOC #2	DECAL	13427	3-Average	7/10/2014	100,000	\$940.00
	1	Return Address Labels	DECAL	13554	3-Average	7/8/2014	1,000	\$214.00
	1	DES P&I Decals	DECALS	13751	3-Average	8/7/2014	5,000	\$361.00
	1	2015 Game Fish Guide Decals	Decal	14026	3-Average	8/27/2014	3,000	\$555.00
	1	2015 Food Fish Guide Decals	Decal	14027	3-Average	8/27/2014	2,000	\$370.00
	1	2015 Angler Decals	Decal	14028	3-Average	8/27/2014	350	\$64.75
	1	2015 Designated Vessel Decals	Decal	14029	3-Average	8/27/2014	3,500	\$647.50
	1	ECY Logo Decals	Decal	14264	3-Average	9/24/2014	500	\$491.00
	1	Special Groomed Trail Permit 2014-2015	LABEL	13874	3-Average	8/15/2014	20,000	\$1,891.00
	1	Annual Operating Certificate	LABELS	13574	3-Average	7/12/2014	12,000	\$905.00
	1	Nursery Stock Inspection Certificate - Rolls	LABELS	14263	3-Average	9/29/2014	25,000	\$465.00
	1	Title Security Stickers	Label	13728	3-Average	7/30/2014	50,000	\$1,275.00
	1	2015 Commercial Applicator Label	Labels	14110	3-Average	8/29/2014	4,500	\$377.00
Group Name	Count			Count Non-Empty			Total	Total
Northwest Label & Design Inc	16			16			236,850.00	9,045.25

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	laminare placemats		13941	3-Average	8/27/2014	950	\$465.50
	1	Healthy Weight Gain		14346	3-Average	9/22/2014	175	\$119.00
	1	2015 Gear Cards	Plastic Cards	14030	3-Average	8/27/2014	7,500	\$3,075.00
Group Name	Count			Count Non-Empty			Total	Total

Plastic Sales 3 3 8,625.00 3,659.50

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Tree Seedling Bags	Seedling Bag	13651	3-Average	7/18/2014	42,000	\$47,418.00
Group Name	Count			Count Non-Empty			Total	Total
Portco Packaging	1			1			42,000.00	47,418.00

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Poster Laminating	Mounting	13689	3-Average	7/27/2014	9	\$166.47
	1	GTG Starter Kit 1S	Pocket Folder	13942	3-Average	9/8/2014	50,400	\$8,875.00
Group Name	Count			Count Non-Empty			Total	Total
PrintWest, Inc.	2			2			50,409.00	9,041.47

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	HANDHELD EMBOSSE	EMBOSSE	13426	3-Average	9/22/2014	1	\$54.35
Group Name	Count			Count Non-Empty			Total	Total
Pro Stamps	1			1			1	54.35

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	[Copy] Perfect Binding		13702	3-Average	7/28/2014	500	\$800.00
	1	Reporting Guidelines		14208	3-Average	9/9/2014	10,502	\$987.18
	1	[Copy] Perfect Bound Book - folded		14372	3-Average	9/19/2014	6,250	\$3,600.00
	1	[Copy] Saddlestitch Bindery	232079	13683	3-Average	8/8/2014	10,013	\$2,553.31
	1	Repackaging Service	243852	14240	3-Average	9/10/2014	110	\$770.00
	1	SIGNATURE FOLDER	SIGNATURE FOLDER	13677	3-Average	7/23/2014	44	\$176.00
	1	SIGNATURE FOLDER	SIGNATURE FOLDER	13744	3-Average	8/5/2014	12	\$96.00
Group Name	Count			Count Non-Empty			Total	Total
Puget Bindery	7			7			27,431.00	8,982.49

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	2014 GE Voter's Pamphlet - Rotary	Booklet	13589	3-Average	7/27/2014	1,299,124	\$161,483.35
	1	2014 WDF&W Waterfowl Pamphlet	Booklet	13706	3-Average	7/28/2014	144,000	\$0.00
	1	2014 GE Voter's Pamphlet - Mailing	Mailing	13585	3-Average	7/27/2014	1	\$0.00
Group Name	Count			Count Non-Empty			Total	Total
Rotary Offset Press	3			3			1,443,125.00	161,483.35

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Boating Vessel Decal	Decal	13415	3-Average	7/23/2014	10,000	\$1,050.00
Group Name	Count			Count Non-Empty			Total	Total
Rydin Decal	1			1			10,000.00	1,050.00

Winning Bid:	Supplier:	Company	Record Count	Job Name	Item:	Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
			1	Self mailers			13561	3-Average	7/2/2014	4,723	\$482.48
			1	[Copy] Kleenstick Strip Applicaton	202817		14426	3-Average	9/26/2014	35	\$156.82
			1	[Copy] Perfect Binding Title 48	227344		14434	3-Average	9/29/2014	130	\$453.96
			1	[Copy] Perfect Binding Title 284	227346		14435	3-Average	9/29/2014	130	\$448.67
			1	Perf. Kleenstick, Fold	243387/243380		14159	3-Average	9/4/2014	3,250	\$376.27
			1	Folding Bindery Service	243535		13338	3-Average	9/4/2014	15,000	\$479.94
Group Name			Count				Count Non-Empty			Total	Total
Seattle Bindery			6				6			23,268.00	2,398.14

Winning Bid:	Supplier:	Company	Record Count	Job Name	Item:	Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
			1	[Copy] Unit 1 Mailer Conversion	240736		14272	3-Average	9/12/2014	5,000	\$471.65
			1	4 1/8 X 9 1/4 WINDOW W/INSIDE TINT	ENVELOPE		13740	3-Average	8/4/2014	25,000	\$2,082.51
			1	6 X 10 WINDOW - PESTICIDE LICENSING	ENVELOPE		14115	3-Average	9/4/2014	23,250	\$2,041.58
			1	9 X 12 GREEN (IMPORTANT DAILY PAY DOCUMENT)	Envelope		14297	3-Average	9/16/2014	4,000	\$1,173.34
Group Name			Count				Count Non-Empty			Total	Total
Seattle Envelope Co			4				4			57,250.00	5,769.08

Winning Bid:	Supplier:	Company	Record Count	Job Name	Item:	Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
			1	DRIVER GUIDES- FOREIGN	BOOK		13515	3-Average	7/7/2014	7,000	\$4,445.00
			1	Dementia Specialty Training WB	Booklet		13538	3-Average	7/2/2014	3,000	\$3,885.00
			1	Motorcycle Operator Manual	Manual		13652	3-Average	7/22/2014	15,000	\$3,801.00
			1	[Copy 2] Safety Record	Perfect Binding		13543	3-Average	7/21/2014	2,000	\$1,131.00
Group Name			Count				Count Non-Empty			Total	Total
Snohomish Publishing Company			4				4			27,000.00	13,262.00

Winning Bid:	Supplier:	Company	Record Count	Job Name	Item:	Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
			1	2014 GE Voter's Pamphlet - Sound	Booklet		13586	3-Average	7/27/2014	241,957	\$23,459.52
Group Name			Count				Count Non-Empty			Total	Total
Sound Publishing			1				1			241,957.00	23,459.52

Winning Bid:	Supplier:	Company	Record Count	Job Name	Item:	Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
			1	Dispensers Approved - Decals	Decal		13764	3-Average	8/10/2014	4,000	\$916.00
			1	Pole Top Rescue Competition	Decals		14111	3-Average	8/29/2014	100	\$235.00
Group Name			Count				Count Non-Empty			Total	Total
Superior Imaging Group			2				2			4,100.00	1,151.00

Winning Bid:	Supplier:	Company	Record Count	Job Name	Item:	Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price

Group Name	1	Protect Yourself Stickers	Decals	13989	3-Average	8/25/2014	100,000	\$2,362.00
Count	1			Count Non-Empty			Total	Total
Systems Graphics INC.				1			100,000.00	2,362.00

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	SIGN - TIMBER SALE BOUNDARY	Sign	14081	3-Average	8/29/2014	12,600	\$1,325.52
Group Name	Count			Count Non-Empty			Total	Total
TLS Printing LLC	1			1			12,600.00	1,325.52

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	strategic plan		14304	3-Average	9/16/2014	500	\$1,069.00
	1	[Copy] Blindery Service		14341	3-Average	9/19/2014	500	\$2,282.00
	1	[Copy] Laminated Shingled Book		14400	3-Average	9/23/2014	25	\$178.00
	1	Wire-O Binding Service	242276	13760	3-Average	8/5/2014	155	\$210.00
	1	Laminating service	242393	13732	3-Average	8/1/2014	350	\$178.00
	1	Tabbing Service	242657	13754	3-Average	8/4/2014	790	\$145.00
	1	Tabbing Service	242969	13912	3-Average	8/22/2014	540	\$138.00
	1	Tabbing Service	243362	14204	3-Average	9/23/2014	540	\$138.00
	1	Laminating Service	243964	14377	3-Average	9/18/2014	500	\$172.00
	1	[Copy 1] WA STATE AIRPORT GUIDE	BOOKLET	14121	3-Average	9/19/2014	200	\$326.00
	1	Laminate Provided Sheets	Laminate	13537	3-Average	7/7/2014	540	\$236.00
Group Name	Count			Count Non-Empty			Total	Total
Tabs Plus	11			11			4,640.00	5,072.00

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	WSAC BUDGET 15-17 MYLAR INDEX TABS	Mylar Tabs	13897	3-Average	8/15/2014	20	\$210.00
Group Name	Count			Count Non-Empty			Total	Total
Tabs to Go	1			1			20	210

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Engraving & Burnishing Servic	242114	13455	3-Average	7/16/2014	300	\$209.00
Group Name	Count			Count Non-Empty			Total	Total
The Ligature	1			1			300	209

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	DEVICE EXAMINATION REPORT-LONG FORM	FORM	13670	1-Major Problem	7/18/2014	2,500	\$218.88
	1	FOOD ESTABLISHMENT INSP RPT (C)	FORM	13708	1-Major Problem	7/27/2014	2,000	\$122.50
	1	CASH RECEIPT LOG	FORM	13714	2-Minor Problem	7/29/2014	2,500	\$222.13
	1	Warning Notice	FORM	13866	3-Average	9/12/2014	4,000	\$5,768.25
	1	DAILY MONEY MAIL RECEIPT LOG	FORM	14165	1-Major Problem	9/3/2014	2,000	\$213.26

1	INSPECTION REPORT	FORM	14348	3-Average	9/22/2014	1,500	\$168.78
1	FOOD ESTABLISHMENT INSP RPT (B)	FORM	13707	1-Major Problem	8/7/2014	10,000	\$434.30
1	DOCUMED USE FORM (FS)	FORM	13925	3-Average	8/21/2014	3,000	\$300.90
1	ORAL SCREENING CONSENT ENG - SEA	Forms	14220	2-Minor Problem	9/10/2014	2,500	\$227.55
	MAR CO						
1	ORAL SCREENING RESULTS ENG - SEA	Forms	14221	2-Minor Problem	9/10/2014	2,500	\$227.55
	MAR CO						
1	INTERPRETER TIMESHEET	Forms	14237	3-Average	9/11/2014	2,000	\$143.64
Count			Count Non-Empty			Total	Total
11			11			34,500.00	8,047.74

Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
1	[Copy] TRIM, NUMBER, BOX, SHIP		13688	3-Average	7/25/2014	40,000	\$870.00
1	ODHH Newsletter		13962	3-Average	8/20/2014	300	\$680.00
1	[Copy 1] Diecut Door Hanger+Angle Cut Corner	234253	13575	3-Average	7/11/2014	500	\$55.00
1	Diecutting & Final Trim	240115	13564	3-Average	7/7/2014	50,000	\$1.00
1	Complete Printing Service	241739	13565	3-Average	7/22/2014	100	\$135.00
1	Complete Printing Service	241926	13567	3-Average	7/22/2014	500	\$160.00
1	Door Hanger Diecutting	241989	13635	3-Average	7/14/2014	1,175	\$220.00
1	Label Printing	242018	13595	3-Average	7/11/2014	250	\$325.00
1	Crash Numbering	242194	13658	3-Average	7/18/2014	1,000	\$50.00
1	Form Printing	242217	13646	3-Average	7/18/2014	4,500	\$325.00
1	Complete Printing & Binding Service	242249	13868	3-Average	8/11/2014	500	\$115.00
1	Consecutive Numbering	242589	13758	3-Average	8/13/2014	28,800	\$895.00
1	Diecutting Door Hanger	242843	13855	3-Average	8/8/2014	500	\$75.00
1	Diecutting Doorhangers	242921	13883	3-Average	8/13/2014	600	\$45.00
1	Diecut Door Hangers	243109	13996	3-Average	8/21/2014	1,525	\$50.25
1	Complete Printing Service	243199	14045	3-Average	8/24/2014	5,000	\$580.00
1	Complete Printing Service	243199	14046	3-Average	8/24/2014	5,000	\$580.00
1	Form Printing	243204	13878	3-Average	8/22/2014	5,000	\$225.00
1	Door Hanger Diecutting	243565	14171	3-Average	9/10/2014	1,300	\$50.00
1	Envelope Printing	243852	14410	3-Average	9/23/2014	175	\$180.00
1	RECEIPT BOOK	FORM	14406	3-Average	9/24/2014	1,000	\$275.00
1	LONGSHORE TIMECARD (BOOK)	FORM	14407	3-Average	9/24/2014	375	\$265.00
Count			Count Non-Empty			Total	Total
22			22			148,100.00	6,156.25

Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
1	Return Address labels - LAL/OLY	Address Labels	13763	3-Average	8/10/2014	2,500	\$125.00
1	Return Address labels - GSE/SEA	Address Labels	14116	3-Average	8/28/2014	2,500	\$125.00
1	Return Address labels - RSD/YAK	Address Labels	14388	3-Average	9/24/2014	2,500	\$125.00
1	Asset Labels - WWCC	Asset Label	13362	3-Average	7/11/2014	1,000	\$65.00
1	Asset Labels - UTC	Asset Label	13784	3-Average	8/10/2014	500	\$45.00
1	DOT Rail Decal 2	Decal	13613	3-Average	7/14/2014	20,000	\$840.00

Group Name	Count	Count Non-Empty	Total	Total
Variant Microsystems	6	6	29,000.00	1,325.00

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	DVD duplication	243110-1	14170	3-Average	9/4/2014	200	\$260.00
	1	DVD duplication	243906	14270	3-Average	9/12/2014	200	\$260.00
	1	Voter Pamphlet Audio CD - 2014	CD	13597	3-Average	7/16/2014	320	\$672.00
	1	DVD's for Nurse Delegation	DVD	13711	3-Average	7/30/2014	300	\$225.00
	1	DVD Duplication/Replication	DVD	14008	3-Average	9/26/2014	303	\$210.00
	1	DVD labels - Legal Options for Grandparent	DVD Labels	14448	3-Average	9/29/2014	12	\$18.00
Group Name	Count			Count Non-Empty			Total	Total
Videoland Productions	6			6			1,335.00	1,645.00

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	Design Services	241947	13571	3-Average	9/17/2014	1	\$2,040.00
Group Name	Count			Count Non-Empty			Total	Total
Washington Media Services, Inc.	1			1			1	2,040.00

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Quality Rating	Order Date	Order Quantity	Order Price
	1	951047	CONTINUOUS PAPER	13583	3-Average	7/10/2014	10	\$352.29
	1	951047	CONTINUOUS PAPER	13584	3-Average	7/10/2014	25	\$807.25
	1	951047	CONTINUOUS PAPER	13648	3-Average	7/16/2014	20	\$705.80
	1	951047 & 141607	CONTINUOUS PAPER	13649	3-Average	7/16/2014	67	\$2,387.14
	1	951047	CONTINUOUS PAPER	13691	3-Average	7/24/2014	10	\$352.90
	1	951027 - 9 1/2" X 11" CONTINUOUS	CONTINUOUS PAPER	13867	3-Average	8/11/2014	13	\$491.01
	1	951,047,951,422,951,000,000,000,000	CONTINUOUS PAPER	13951	2-Minor Problem	8/19/2014	129	\$5,000.53
	1	951047	CONTINUOUS PAPER	14149	3-Average	8/29/2014	5	\$176.45
	1	951047 & 141107 (FORMERLY141607)	CONTINUOUS PAPER	14376	2-Minor Problem	9/18/2014	78	\$3,138.69
	1	951047	CONTINUOUS PAPER	14395	3-Average	9/19/2014	10	\$352.90
	1	12" x 8 1/2" CONTINUOUS	FORM	13870	3-Average	8/13/2014	37,000	\$555.00
Group Name	Count			Count Non-Empty			Total	Total
West Coast Paper	11			11			37,367.00	14,319.96

Winning Bid: Supplier: Company	Record Count	Job Name	Item: Visible Code	Job Number	Order Date	Order Quantity	Order Price
All Groups Combined	Count			Count Non-Empty		Total	Total
REPORT TOTALS	827			827		13,261,410.00	1,011,797.27