

MA 18P 1904300000000000165
MODIFICATION

State of Maine



Master Agreement

Effective Date: 05/15/19

Expiration Date: 04/30/23

Master Agreement Description: MA for Printing of Postcards and Mailers for EHB

Buyer Information

Debbie Jacques 207-624-7890 ext. DEBBIE.JACQUES@MAINE.GOV

Issuer Information

Roberta Leonard 207-620-4245 ext. roberta.m.leonard@maine.gov

Requestor Information

Roberta Leonard 207-620-4245 ext. roberta.m.leonard@maine.gov

Agreement Reporting Categories

Reason For Modification: Second Renewal: 5/1/2021 through 4/30/2023

Authorized Departments

18S STATE EMPLOYEE HEALTH COMM

Vendor Information

Vendor Line #: 1

Vendor ID

VS0000000033

Vendor Name

ARMSTRONG FAMILY INDUSTRIES

Alias/DBA

THE SNOWMAN GROUP

Vendor Address Information

1 PRINTERS DRIVE

HERMON, ME 04401

US

Vendor Contact Information

RICH ARMSTRONG
207-848-7300 ext. 101
RICH@SNOWPRINT.COM

Payment Discount Terms

Discount 1: 1.0000% 10 **Days**
 0 **Days**
 0 **Days**
 0 **Days**

Commodity Information

Vendor Line #: 1

Vendor Name: ARMSTRONG FAMILY INDUSTRIES

Commodity Line #: 1

Commodity Code: 96636

Commodity Description: MA for Printing of Postcards and Mailers for EHB

Commodity Specifications:

Commodity Extended Description: Annual Contract for the Printing of Postcards and Bi-fold Mailers for Employee Health and Benefits. This is for printing, mail preparation, and delivery. Agency Contact: Heather Albert (207) 624-7363, Heather.Albert@maine.gov.
CONTRACT PERIOD: May 15, 2019 through April 30, 2020.
First Renewal: May 1, 2020 through April 30, 2021.
Second Renewal: May 1, 2021 through April 30, 2023.
All specifications, pricing, terms and conditions are attached and made a part of this Master Agreement (MA).

Quantity	UOM	Unit Price
0.00000		0.000000
Delivery Days	Free On Board	
5	FOB Dest, Freight Prepaid	
Contract Amount	Service Start Date	Service End Date
0.00	05/15/19	04/30/23
Catalog Name	Discount	
	0.0000 %	
	Discount Start Date	Discount End Date

Please see authorized signatures displayed on the next page

Each signatory below represents that the person has the requisite authority to enter into this Contract. The parties sign and cause this Contract to be executed.

State of Maine - Department of Administrative and Financial Services

DocuSigned by:
Jaime Schorr 4/30/2021
6D64277E4DD0450

Signature Date

Jaime C. Schorr, Chief Procurement Officer

Vendor ARMSTRONG FAMILY INDUSTRIES, INC D/B/A THE SNOWMAN GROUP D/B/A SNOWMAN PRINTING

DocuSigned by:
Rich Armstrong 4/30/2021
01D149B90E53498

Signature Date

Rich Armstrong President

Print Representative Name and Title

RIDERS

<input checked="" type="checkbox"/>	The following riders are hereby incorporated into this Contract and made part of it by reference: (check all that apply)
<input checked="" type="checkbox"/>	Rider A – Scope of Work and/or Specifications
<input checked="" type="checkbox"/>	Rider B – Terms and Conditions
<input type="checkbox"/>	Rider C - Exceptions
<input checked="" type="checkbox"/>	Bid Cover Page
<input checked="" type="checkbox"/>	Debarment, Performance, and Non-Collusion Certification
<input checked="" type="checkbox"/>	Price sheet
<input type="checkbox"/>	Other – Included at Department's Discretion

RIDER A
Scope of Work and/or Specifications

MA 18P 1904300000000000165

**Master Agreement for the Printing of Postcards and Bi-fold Mailers
for Employee Health and Benefits**

DETAILED SPECIFICATIONS

SCOPE: To establish an annual contract for the printing of **Postcards** and **Bi-fold Mailers** for State of Maine, Employee Health and Benefits. This is for printing, mail preparation, and delivery. It does not include mailing. The pieces will be mailed by the State of Maine, State Postal Center.

INITIAL CONTRACT PERIOD: May 15, 2019 thru April 30, 2020.
First Renewal: May 1, 2020 through April 30, 2021.
Second and Third Renewal: May 1, 2021 through April 30, 2023.

CONTRACT RENEWAL: Following the initial term of the contract, the Division may opt to renew the contract for **three** renewal periods of one year each, subject to continued availability of funding and satisfactory delivery/performance.

The term of the contract is defined as follows:

Period	Start Date	End Date
Initial Period of Performance	5/15/2019	4/30/2020
Renewal Period #1	5/1/2020	4/30/2021
Renewal Period #2	5/1/2021	4/30/2022
Renewal Period #3	5/1/2022	4/30/2023

SPECIFICATIONS:

❖ **Postcards**

Size: 4-1/4" x 6".

To be printed 2 sides, 4/4 process color on White 80 – 100 lb. Cover stock.

Please Note: There must be a minimum of 5/8" space on the bottom of the backside of the postcard so USPS can apply their barcode sticker.

Copy supplied as PDF file.

Vendor is to strip in First class, pre-sort, permit #8, Forward Service Requested.

Proof required.

Vendor is to proof mail panel with the State Postal Center.
Addresses will be supplied in an Excel file in Zip Code order.
Excel file will be emailed to successful vendor upon award.
Vendor is to address mail pieces and prepare for mailing with the proper paperwork per State Postal Regulations (see attached file).
Vendor is required to run addresses through NCOA and send agency a file with address changes.
Vendor must comply with all USPS requirements.
Prepared mail pieces are to be delivered to the State Postal Center for mailing at 85 Leighton Road, Augusta, ME.
Vendor is to coordinate delivery with the State Postal Center.

❖ **Bi-fold Self-Mailer**

- 1 sheet, (one sheet, printed two sides)
- 2 sheets (one sheet printed one side, and one sheet printed 2 sides)
- 2 sheets, (two sheets printed two sides)

Paper size: 8-1/2" x 11".
Printed black ink on Colored 70 lb. recycled offset.
Electronic copy supplied.
Vendor is to strip in First class, pre-sort, permit #8, Forward Service Requested.
Proof required.
Vendor is to proof mail panel with the State Postal Center.
Vendor is to collate, bi-fold, and wafer seal (per postal regulation) for mailing.
Addresses will be supplied in Excel file in Zip Code order.
Vendor is to address mail pieces and prepare for mailing with the proper paperwork per State Postal Regulations (see attached file).
Vendor is required to run addresses through NCOA and send agency a file with address changes.
Vendor must comply with all USPS requirements.
Prepared mail pieces are to be delivered to the State Postal Center for mailing at 85 Leighton Road, Augusta, ME.
Vendor is to coordinate delivery with the State Postal Center.

QUANTITIES: Agency will request delivery in quantities as needed in increments of 2,000 up to 17,999. Vendors price is by quantity, for each type of mailer, per thousand (see attached spreadsheet).

ORDERING PROCEDURE: Delivery Orders (DO) will be created in Advantage ME - **unless** the State of Maine Procurement Card is used for payment. Delivery Orders in the amount of \$5000.00 or less will be e-mailed by the using agency to the Vendor as a PDF file. Delivery Orders in amounts greater than \$5000.00 will workflow to the Division of Purchases' Buyers for approval and encumbrance, and then the Division of Purchases will e-mail the PDF order to the Vendor. If agency is using a State of Maine Procurement Card, a DO will not be created.

PROOFS: Vendor MUST provide proofs.

PRICE: Price is all inclusive. Price includes all set-up, art charges, mail preparation, shipping, etc.

DELIVERY: Agency will request deliveries as needed. All jobs will be time sensitive, and vendor will be required to deliver by the date specified for each job. All shipping charges are to be included in the price of the forms. Delivery will be to one location – State Postal Center, 85 Leighton Road, Augusta, ME. Vendor is required to coordinate delivery with the State Postal Center.

INVOICING: Vendor is to invoice agency directly per job. Vendor is to reference DO number on all invoices.

PROCUREMENT CARD: State policy requires vendors to accept the State of Maine Procurement Card as a form of payment, with very rare exceptions. Your company will be required to accept these cards. The pricing offered to the State of Maine shall be the final cost to the State of Maine regardless of payment method. No surcharge or other compensation will be allowed. The State of Maine reserves the right to reject your bid if you are unwilling to accept this condition.

CANCELLATION CLAUSE: The Director of the Division of Purchases reserves the right to cancel this contract with a thirty (30) day written notice, or cancel immediately due to non-compliance with terms & conditions of contract.

MONTHLY REPORT: Vendor will be responsible for generating a “**Monthly Report**” to be submitted to the Division of Purchases **no later than the 5th of each month** for the previous month’s activities.

Each report is to include each order received for the month and must have the following information: **Order Date, Item Ordered, Quantity Ordered and Dollar Amount.**

Postal Clauses

SPECIAL INSTRUCTIONS PERTAINING TO DELIVERIES TO THE STATE POSTAL CENTER:

ALL MAIL PIECES MUST meet UNITED STATE POSTAL SERVICE regulations. ALL PRESORTED MAIL **MUST** meet MOVE UPDATE REQUIREMENTS. If **NCOA** is the option used to meet the Move Update requirements, then all address corrections **MUST** be provided to the Agency. For any questions pertaining to mail requirements, please contact Robert Gay at the STATE POSTAL CENTER (207) 287-4597.

PROOFS: The VENDOR is responsible for submitting a proof of the mail panel AND a copy of the purchase order to the STATE POSTAL CENTER for approval prior to printing the order. Contact Robert Gay at the STATE POSTAL CENTER - (207) 287-4597 or Robert.L.Gay@maine.gov.

DELIVERY: ALL DELIVERIES to the STATE POSTAL CENTER **MUST** include a copy of the purchase order and a mail card (to be obtained from the agency). **IMPORTANT: VENDOR IS TO NOTIFY STATE POSTAL CENTER OF DELIVERY 24 HOURS IN ADVANCE.**

**NOTE: The information below may become outdated. Vendor is responsible for the most up-to-date postal regulations.*

Revised Standards for Folded Self-Mailers 1/5/13*:

The effective date for the Folded Self-Mailers (FSM) revised standards is January 5, 2013. The final rule [Federal Register](#) was published on December 1, 2011. Additional FSM reference materials including graphic illustrations are on RIBBS under the Folded Self-Mailers web page at <https://ribbs.usps.gov/index.cfm?page=fsm>. Business Mail Entry employees and Mailpiece Design Analysts can also help answer questions on the revised FSM standards.

The revised standards are intended to provide mailers more mailpiece design options, while balancing design innovation and machinability to improve the overall supply chain.

Key points in the revised standards include:

- The final fold must be on the bottom, for oblong pieces, the final fold is on the leading edge.
- When tabs are used as the sealing method, a minimum of two are required. Tabs cannot be placed on the bottom edge of oblong pieces.
- New language added about glue as a sealing method.
- New language added about a variety of optional elements that can be incorporated in the FSM design such as attachments, loose enclosures, perforations, and die-cuts.

RIDER B
TERMS AND CONDITIONS

- 1. DEFINITIONS:** The following definitions are applicable to these standard terms and conditions:
 - a. The term “Buyer” or “State” shall refer to the Government of the State of Maine or a person representing the Government of the State of Maine.
 - b. The term “Department” or “DAFS” shall refer to the State of Maine Department of Administrative and Financial Services.
 - c. The term “Bureau” or “BGS” shall refer to the State of Maine Bureau of General Services.
 - d. The term “Division” shall refer to the State of Maine Division of Purchases.
 - e. The term “Contractor”, “Vendor”, or “Provider” shall refer to the organization that is providing goods and/or services through the contract to which these standard terms and conditions have been attached and incorporated.
 - f. The term “Contract” or “Agreement” shall refer to the contract document to which these standard terms and conditions apply, taking the format of a Buyer Purchase Order (BPO) or Master Agreement (MA) or other contractual document that is mutually agreed upon between the State and the Contractor.

- 2. WARRANTY:** The Contractor warrants the following:
 - a. That all goods and services to be supplied by it under this Contract are fit and sufficient for the purpose intended, and
 - b. That all goods and services covered by this Contract will conform to the specifications, drawing samples, symbols or other description specified by the Division, and
 - c. That such articles are merchantable, good quality, and free from defects whether patent or latent in material and workmanship, and
 - d. That all workmanship, materials, and articles to be provided are of the best grade and quality, and
 - e. That it has good and clear title to all articles to be supplied by it and the same are free and clear from all liens, encumbrances and security interest.

Neither the final certificate of payment nor any provision herein, nor partial nor entire use of the articles provided shall constitute an acceptance of work not done in accordance with this agreement or relieve the Contractor liability in respect of any warranties or responsibility for faulty material or workmanship. The Contractor shall remedy any defects in the work and pay any damage to other work resulting therefrom, which shall appear within one year from the date of final acceptance of the work provided hereunder. The Division of Purchases shall give written notice of observed defects with reasonable promptness.

3. TAXES: Contractor agrees that, unless otherwise indicated in the order, the prices herein do not include federal, state, or local sales or use tax from which an exemption is available for purposes of this order. Contractor agrees to accept and use tax exemption certificates when supplied by the Division as applicable. In case it shall ever be determined that any tax included in the prices herein was not required to be paid by Contractor, Contractor agrees to notify the Division and to make prompt application for the refund thereof, to take all proper steps to procure the same and when received to pay the same to the Division.

4. PACKING AND SHIPMENT: Deliveries shall be made as specified without charge for boxing, carting, or storage, unless otherwise specified. Articles shall be suitably packed to secure lowest transportation cost and to conform to the requirements of common carriers and any applicable specifications. Order numbers and symbols must be plainly marked on all invoices, packages, bills of lading, and shipping orders. Bill of lading should accompany each invoice. Count or weight shall be final and conclusive on shipments not accompanied by packing lists.

5. DELIVERY: Delivery should be strictly in accordance with delivery schedule. If Contractor's deliveries fail to meet such schedule, the Division, without limiting its other remedies, may direct expedited routing and the difference between the expedited routing and the order routing costs shall be paid by the Contractor. Articles fabricated beyond the Division's releases are at Contractor's risk. Contractor shall not make material commitments or production arrangements in excess of the amount or in advance of the time necessary to meet delivery schedule, and, unless otherwise specified herein, no deliveries shall be made in advance of the Division's delivery schedule. Neither party shall be liable for excess costs of deliveries or defaults due to the causes beyond its control and without its fault or negligence, provided, however, that when the Contractor has reason to believe that the deliveries will not be made as scheduled, written notice setting forth the cause of the anticipated delay will be given immediately to the Division. If the Contractor's delay or default is caused by the delay or default of a subcontractor, such delay or default shall be excusable only if it arose out of causes beyond the control of both Contractor and subcontractor and without fault of negligence or either of them and the articles or services to be furnished were not obtainable from other sources in sufficient time to permit Contractor to meet the required delivery schedule.

6. FORCE MAJEURE: The State may, at its discretion, excuse the performance of an obligation by a party under this Agreement in the event that performance of that obligation by that party is prevented by an act of God, act of war, riot, fire, explosion, flood or other catastrophe, sabotage, severe shortage of fuel, power or raw materials, change in law, court order, national defense requirement, or strike or labor dispute, provided that any such event and the delay caused thereby is beyond the control of, and could not reasonably be avoided by, that party. The State may, at its discretion, extend the time period for performance of the obligation excused under this section by the period of the excused delay together with a reasonable period to reinstate compliance with the terms of this Agreement.

7. INSPECTION: All articles and work will be subject to final inspection and approval after delivery, notwithstanding prior payment, it being expressly agreed that payment will not constitute final acceptance. The Division of Purchases, at its option, may either reject any article or work not in conformity with the requirements and terms of this order, or re-work the same at Contractor's expense. The Division may reject the entire shipment where it consists of a quantity of similar articles and sample inspection discloses that ten (10%) percent of the articles inspected are defective, unless Contractor agrees to reimburse the Division for the cost of a complete inspection of the articles included in such shipment. Rejected material may be returned at Contractor's risk and expense at the full invoice price plus applicable incoming transportation charges, if any. No replacement of defective articles or work shall be made unless specified by the Division.

8. INVOICE: The original and duplicate invoices covering each and every shipment made against this order showing Contract number, Vendor number, and other essential particulars, must be forwarded promptly to the ordering agency concerned by the Vendor to whom the order is issued. Delays in receiving invoice and also errors and omissions on statements will be considered just cause for withholding settlement without losing discount privileges. All accounts are to be carried in the name of the agency or institution receiving the goods, and not in the name of the Division of Purchases.

9. ALTERATIONS: The Division reserves the right to increase or decrease all or any portion of the work and the articles required by the bidding documents or this agreement, or to eliminate all or any portion of such work or articles or to change delivery date hereon without invalidating this Agreement. All such alterations shall be in writing. If any such alterations are made, the contract amount or amounts shall be adjusted accordingly. In no event shall Contractor fail or refuse to continue the performance of the work in providing of articles under this Agreement because of the inability of the parties to agree on an adjustment or adjustments.

10. TERMINATION: The Division may terminate the whole or any part of this Agreement in any one of the following circumstances:

- a. The Contractor fails to make delivery of articles, or to perform services within the time or times specified herein, or
- b. If Contractor fails to deliver specified materials or services, or
- c. If Contractor fails to perform any of the provisions of this Agreement, or
- d. If Contractor so fails to make progress as to endanger the performance of this Agreement in accordance with its terms, or
- e. If Contractor is adjudged bankrupt, or if it makes a general assignment for the benefit of its creditors or if a receiver is appointed because of its insolvency, or
- f. Whenever for any reason the State shall determine that such termination is in the best interest of the State to do so.

In the event that the Division terminates this Agreement in whole or in part, pursuant to this paragraph with the exception of 8(f), the Division may procure (articles and services similar to those so terminated) upon such terms and in such manner as the Division deems appropriate, and Contractor shall be liable to the Division for any excess cost of such similar articles or services.

11. NON-APPROPRIATION: Notwithstanding any other provision of this Agreement, if the State does not receive sufficient funds to fund this Agreement and other obligations of the State, if funds are de-appropriated, or if the State does not receive legal authority to expend funds from the Maine State Legislature or Maine courts, then the State is not obligated to make payment under this Agreement.

12. COMPLIANCE WITH APPLICABLE LAWS: Contractor agrees that, in the performance hereof, it will comply with applicable laws, including, but not limited to statutes, rules, regulations or orders of the United States Government or of any state or political subdivision(s) thereof, and the same shall be deemed incorporated herein by reference. Awarding agency requirements and regulations pertaining to copyrights and rights in data. Access by the grantee, the subgrantee, the Federal grantor agency, the Comptroller General of the United

States, or any of their duly authorized representatives to any books, documents, papers and records of the Contractor which are directly pertinent to that specific contract for the purpose of making audit, examination, excerpts, and transcriptions. Retention of all required records for three years after grantees or subgrantees make final payments and all other pending matters are closed. Compliance with all applicable standards, orders, or requirements issued under section 306 of the Clean Air Act (42 U.S.C. 1857(h), section 508 of the Clean Water Act, (33 U.S.C. 1368), Executive Order 11738, and Environmental Protection Agency regulations (40 CFR part 15). (Contracts, subcontracts, and subgrants of amounts in excess of \$100,000). Mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with Energy Policy and Conservation Act (Pub. L. 94-163, 89 Stat. 871).

13. INTERPRETATION: This Agreement shall be governed by the laws of the State of Maine as to interpretation and performance.

14. DISPUTES: The Division will decide any and all questions which may arise as to the quality and acceptability of articles provided and installation of such articles, and as to the manner of performance and rate of progress under this Contract. The Division will decide all questions, which may arise as to the interpretation of the terms of this Agreement and the fulfillment of this Agreement on the part of the Contractor.

15. ASSIGNMENT: None of the sums due or to become due nor any of the work to be performed under this order shall be assigned nor shall Contractor subcontract for completed or substantially completed articles called for by this order without the Division's prior written consent. No subcontract or transfer of agreement shall in any case release the Contractor of its obligations and liabilities under this Agreement.

16. STATE HELD HARMLESS: The Contractor agrees to indemnify, defend, and save harmless the State, its officers, agents, and employees from any and all claims and losses accruing or resulting to any and all contractors, subcontractors, material men, laborers and other persons, firm or corporation furnishing or supplying work, services, articles, or supplies in connection with the performance of this Agreement, and from any and all claims and losses accruing or resulting to any person, firm or corporation who may be injured or damaged by the Contractor in the performance of this Agreement.

17. SOLICITATION: The Contractor warrants that it has not employed or written any company or person, other than a bona fide employee working solely for the Contractor to solicit or secure this Agreement, and it has not paid, or agreed to pay any company, or person, other than a bona fide employee working solely for the Contractor any fee, commission, percentage, brokerage fee, gifts, or any other consideration, contingent upon, or resulting from the award for making this Agreement. For breach or violation of this warranty, the Division shall have the absolute right to annul this agreement or, in its discretion, to deduct from the Agreement price or consideration, or otherwise recover the full amount of such fee, commission, percentage, brokerage fee, gifts, or contingent fee.

18. WAIVER: The failure of the Division to insist, in any one or more instances, upon the performance of any of the terms, covenants, or conditions of this order or to exercise any right hereunder, shall not be construed as a waiver or relinquishment of the future performance of any such term, covenant, or condition or the future exercise of such right, but the obligation of Contractor with respect to such future performance shall continue in full force and effect.

19. MATERIAL SAFETY: All manufacturers, importers, suppliers, or distributors of hazardous chemicals doing business in this State must provide a copy of the current Material Safety Data Sheet (MSDS) for any hazardous chemical to their direct purchasers of that chemical.

20. COMPETITION: By accepting this Contract, Contractor agrees that no collusion or other restraint of free competitive bidding, either directly or indirectly, has occurred in connection with this award by the Division of Purchases.

21. INTEGRATION: All terms of this Contract are to be interpreted in such a way as to be consistent at all times with this Standard Terms and Conditions document, and this document shall take precedence over any other terms, conditions, or provisions incorporated into the Contract.

RIDER C

EXCEPTIONS

Enter the exceptions here if applicable. If not applicable enter NA– make sure Rider C is not checked in the Rider section

Appendix A

**STATE OF MAINE
DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
DIVISION OF PROCUREMENT SERVICES**

BID COVER PAGE and DEBARMENT FORM

Bidder's Organization Name: THE SNOWMAN GROUP		
Chief Executive - Name/Title: RICHARD ARMSTRONG / PRESIDENT		
Tel: 207.848.7300	Fax: 207.848.7400	E-mail:
RICH@SNOWPRINT.COM Headquarters Street Address: 1 Printers Drive		
Headquarters City/State/Zip: Hermon, Maine 04401		
<i>(provide information requested below if different from above)</i>		
Lead Point of Contact for Bid - Name/Title:		
Tel:	Fax:	E-mail:
Street Address:		
City/State/Zip:		

By signing below Bidder affirms:

- Their bid complies with all requirements of this RFQ;
- This bid and the pricing structure contained herein will remain firm for a period of 180 days from the date and time of the bid opening;
- That no personnel currently employed by the Department or any other State agency participated, either directly or indirectly, in any activities relating to the preparation of the Bidder's proposal;
- That no attempt has been made or will be made by the Bidder to induce any other person or firm to submit or not to submit a proposal; and
- The undersigned is authorized to enter into contractual obligations on behalf of the above-named organization.

Name: Rich Armstrong	Title: President
Authorized Signature: <i>Rich Armstrong</i>	Date 03/05/21

Debarment, Performance, and Non-Collusion Certification

By signing this document, I certify to the best of my knowledge and belief that the aforementioned organization, its principals, and any subcontractors named in this proposal:

- a. *Are not presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from bidding or working on contracts issued by any governmental agency.*
- b. *Have not within three years of submitting the proposal for this contract been convicted of or had a civil judgment rendered against them for:*
 - i. *fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state or local government transaction or contract.*
 - ii. *violating Federal or State antitrust statutes or committing embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;*
 - iii. *are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or Local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and*
 - iv. *have not within a three (3) year period preceding this proposal had one or more federal, state or local government transactions terminated for cause or default.*
- c. *Have not entered into a prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies, equipment, or services and this proposal is in all respects fair and without collusion or fraud. The above-mentioned entities understand and agree that collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.*

- **Failure to provide this certification may result in the disqualification of the Bidder's proposal, at the discretion of the Department.**

To the best of my knowledge all information provided in the enclosed proposal, both programmatic and financial, is complete and accurate at the time of submission.

Name: RICH ARMSTRONG	Title: PRESIDENT
Authorized Signature: <i>Rich Armstrong</i>	Date: 03/05/21

Printing of Postcards and Bi-fold Mailers for Employee Health and Benefits

MA # 18P 1904300000000000165

Pricing Spreadsheet

Initial Term: 5/15/2019 - 4/30/2020

First Renewal: 5/1/2020 - 4/30/2021

Second Renewal: 5/1/2021 - 4/30/2023

Company Name: Armstrong Family Industries dba Snowman Printing

Contact: Rich Armstrong

Telephone: (207) 848-7300

Email: Rich@Snowprint.com

Postcards

Quantity	Price per M
2000 - 2999	\$92.207
3000 - 3999	\$79.955
4000 - 4999	\$73.098
5000 - 5999	\$68.528
6000 - 6999	\$65.419
7000 - 7999	\$63.126
8000 - 8999	\$61.343
9000 - 9999	\$59.777
10000 - 10999	\$58.623
11000 - 11999	\$57.661
12000 - 12999	\$56.847
13000 - 13999	\$56.151
14000 - 14999	\$55.547
15000 - 15999	\$54.930
16000 - 16999	\$54.762
17000 - 17999	\$54.058

Bi-fold Mail Pieces

1 sheet, printed 2 sides

Quantity	Price per M
2000 - 2999	\$105.950
3000 - 3999	\$97.715
4000 - 4999	\$92.768
5000 - 5999	\$89.474
6000 - 6999	\$87.116
7000 - 7999	\$85.349
8000 - 8999	\$83.976
9000 - 9999	\$82.825
10000 - 10999	\$81.977
11000 - 11999	\$81.226
12000 - 12999	\$80.592
13000 - 13999	\$80.041
14000 - 14999	\$79.577
15000 - 15999	\$79.166
16000 - 16999	\$78.802
17000 - 17999	\$78.478

Bi-fold Mail Pieces

2 sheets, printed 1 side and 2 sides

Quantity	Price per M
2000 - 2999	\$134.267
3000 - 3999	\$126.638
4000 - 4999	\$122.056
5000 - 5999	\$119.000
6000 - 6999	\$116.819
7000 - 7999	\$115.184
8000 - 8999	\$113.908
9000 - 9999	\$112.890
10000 - 10999	\$112.057
11000 - 11999	\$111.363
12000 - 12999	\$110.717
13000 - 13999	\$110.271
14000 - 14999	\$109.835
15000 - 15999	\$109.454
16000 - 16999	\$109.116
17000 - 17999	\$108.818

Bi-fold Mail Pieces

2 sheets, printed 2 sides

Quantity	Price per M
2000 - 2999	\$140.427
3000 - 3999	\$132.758
4000 - 4999	\$128.152
5000 - 5999	\$125.080
6000 - 6999	\$122.888
7000 - 7999	\$121.244
8000 - 8999	\$119.962
9000 - 9999	\$118.938
10000 - 10999	\$118.100
11000 - 11999	\$117.403
12000 - 12999	\$116.814
13000 - 13999	\$116.305
14000 - 14999	\$115.867
15000 - 15999	\$115.484
16000 - 16999	\$115.145
17000 - 17999	\$114.844