

Madison Public Library in-house Printing and Reproduction Analysis  
 Printing and Reproduction 2019  
 Munis Project 12165

Revenue billed	\$ 33,681.45
Expenses	<u>\$ (126,235.26)</u>
Net cost to Library	\$ (92,553.81)

Pricing (using average costs for labor and materials)

Description	Current	New Pricing	Price Increase Needed	
Finishing, per hour billed in 1/4 hour increments	\$ 12.98	\$ 29.47	\$ 16.49	127%
Black and white copy	\$ 0.05	\$ 0.15	\$ 0.08	152%
Black and white copy envelope	\$ 0.05	\$ 0.25	\$ 0.18	363%
Color copy	\$ 0.10	\$ 0.25	\$ 0.08	77%
Color copy envelope	\$ 0.10	\$ 0.30	\$ 0.18	183%

Comparison to outside sources:

Dan Kutz requested quotes from Dane County Printing.

Tana Elias requested quotes from Sprint Print.

If we billed at the break-even prices listed above, as shown on the Printing Price comparison document, we would be similar to either Dane County or Sprint Print; and less for color copies than Kinko's, Staples and Office Depot.

Prices are not consistently similar to a singular outside entity quote, but consistent with one or the other outside entity quote.

Note: average costs for labor and materials includes:

- Paper costs analyzed by size and type, using an average for break even price.
- Printing machine maintenance costs, including break down of black & white versus color.
- Analysis of the time spent on the printing project and the finishing work.
- Analysis of the wage and benefit costs.