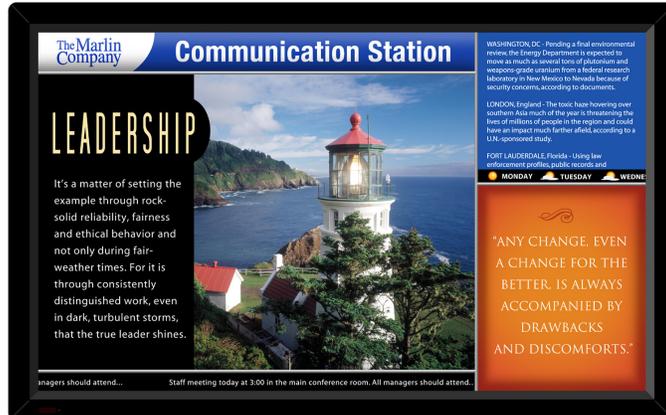


# The Marlin Company

The Workplace Communication Experts™

The Marlin Company (TMC) offers a unique workplace communications program designed to help senior managers communicate and reinforce important issues, such as safety, quality, teamwork and productivity, to their employees. The program is delivered in two ways.

The **Electronic Communication Station (ECS)** is a turnkey solution offering animated workplace content and easy customization using the latest public-display technology. The stations are located in common areas such as break rooms or cafeterias where employees congregate.



The program is sold by subscription and offered in specific editions pertaining to different business environments (such as industrial, transportation, healthcare, utility, etc. ....). In addition to the workplace content supplied by Marlin, ECS displays news, sports, entertainment and weather as a means of attracting employees to the screen. The program allows for easy customization of in-house content. Available via any Internet connection, (except for dial-up), subscribers can access the user-friendly interface to post PowerPoint, Excel, Web and Video content.

The Electronic (ECS) subscription program is sold as a bundled package, including the following: (Installation is included in pricing also.)

- 37", 42", 50" or 60" display
- Mounting Brackets
- Digital Engine (Computer and related software)
- Electronic content updated daily

A single ECS program is known as a "kit", meaning the base subscription of monthly material, along with the display unit.

In the case where a subscriber would like to have the identical content playing in an additional display unit, they would purchase a "clone".

**The Print Communication Station (PCS)** includes colorful, high-impact printed content displayed in a customized illuminated wall unit. The stations are located in common areas such as break rooms or cafeterias where employees congregate.

The program is sold by subscription and offered in specific editions pertaining to different business environments (such as industrial, transportation, healthcare, utility, etc. ....). All content is original and produced by the Marlin editorial staff. The 3-panel Print Communication Station displays four pieces of content at any given time. Each month the customer receives enough content to display new material each week, in order to keep employees engaged. Additionally, the subscription includes a custom capability enabling subscribers to order custom posters. Typically used for employee recognition, in-house campaigns (for safety, health & wellness, etc.), birthdays and milestones, these posters are produced by in-house graphic artists at The Marlin Company.



The Print subscription program includes the following:

- Communication Station
- 24 pieces of content mailed monthly



**GENERAL SERVICES ADMINISTRATION  
Federal Supply Service  
Authorized Federal Supply Schedule Price List**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is: [GSAAdvantage.gov](http://GSAAdvantage.gov).

**Schedule 76 Publications Media Group  
SIN 760-6: Entertainment/News Media  
Contract number: GS-02F-0011W**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [www.fss.gsa.gov](http://www.fss.gsa.gov).

Contract period: October 5, 2009 to October 4, 2014

Contractor name: The Marlin Company

Contractor address: 10 Research Parkway  
Wallingford, CT 06492

Contractor phone: Toll free: 800-344-5901  
Local #: 203-294-9800  
Technical Support: 866-877-7895  
Fax: 203-294-9900

Contractor web site: <http://www.themarlincompany.com/>

Contractor email: [gsasales@themarlincompany.com](mailto:gsasales@themarlincompany.com)

Contractor Administrative Source: Jennifer E Martin ([jmartin@themarlincompany.com](mailto:jmartin@themarlincompany.com))

Business Size: Small

**CUSTOMER INFORMATION**

- 1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s). **760-6 Entertainment/News Media. Refer to Price List.**
- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. **Refer to Price List.**
- 1c. Not Applicable
2. \$1,000,000

3. \$100.00
4. Geographic coverage (delivery area). US Domestic Delivery
5. Point of production: Wallingford, Connecticut
6. Discounts from Price List: Prices shown herein are net, (discounts have been deducted).
7. Quantity Discounts: 2%-36% based on quantity. Refer to Price List for details.
8. Prompt payment terms: Net 30 Days
- 8a. Advance payment terms:
  - 12 month subscriptions paid up front in full will receive a 4% discount
  - 24 month subscriptions paid up front in full will receive a 6% discount
  - 36 month subscriptions paid up front in full will receive a 9% discount
- 9a. Government purchase cards are accepted at or below the micro-purchase threshold.
- 9b. Government purchase cards are accepted above the micro-purchase threshold.
10. Foreign items: None
- 11a. Time of delivery. 30-45 days
- 11b. Expedited Delivery. 15-20 days
- 11c. Overnight and 2-day delivery. Not available.
- 11d. Urgent Requirements: Urgent requests can be made by contacting, The Marlin Company at 800-344-5901, ext. 245.
12. F.O.B. point: Wallingford, Connecticut
- 13a. Ordering address: 10 Research Parkway, Wallingford, CT 06492,  
[gsasales@themarlincompany.com](mailto:gsasales@themarlincompany.com)
- 13b. Ordering procedures: For supplies and services, the ordering procedures, Information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
14. Payment address:
  - The Marlin Company
  - 10 Research Parkway
  - Wallingford, Ct 06492-1957





**GSA Federal Pricing List - Electronic Communication Station (ECS) Program - New Business Subscriptions**

**ECS Monthly Subscription (incl. 37" display & all components necessary to operate program)**

SIN 760-6		12 month Subscription			24 month Subscription			36 month Subscription		
Quantity	Monthly Program	GSA monthly pricing (incl. \$259.50/mo. hdwe)	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing (incl. \$143.25/mo. hdwe)	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing (incl. \$104.50/mo. hdwe)	Total GSA Subscription Cost	
1 - 24 kits*	148.95	\$408.45	\$4,901.40	148.95	\$292.20	\$7,012.80	148.95	\$253.45	\$9,124.20	
25 - 100 kits	127.95	\$387.45	\$4,649.40	127.95	\$271.20	\$6,508.80	127.95	\$232.45	\$8,368.20	
clone**	68.95	\$328.45	\$3,941.40	68.95	\$212.20	\$5,092.80	68.95	\$173.45	\$6,244.20	

**ECS Monthly Subscription (incl. 42" display & all components necessary to operate program)**

SIN 760-6		12 month Subscription			24 month Subscription			36 month Subscription		
Quantity	Monthly Program	GSA monthly pricing (incl. \$259.50/mo. hdwe)	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing (incl. \$143.25/mo. hdwe)	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing (incl. \$104.50/mo. hdwe)	Total GSA Subscription Cost	
1- 24 kits*	148.95	\$408.45	\$4,901.40	148.95	\$292.20	\$7,012.80	148.95	\$253.45	\$9,124.20	
25 - 100 kits	127.95	\$387.45	\$4,649.40	127.95	\$271.20	\$6,508.80	127.95	\$232.45	\$8,368.20	
clone**	68.95	\$328.45	\$3,941.40	68.95	\$212.20	\$5,092.80	68.95	\$173.45	\$6,244.20	

**ECS Monthly Subscription (incl. 50" display & all components necessary to operate program)**

SIN 760-6		12 month Subscription			24 month Subscription			36 month Subscription		
Quantity	Monthly Program	GSA monthly pricing (incl. \$298.50/mo. hdwe)	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing (incl. \$162.75/mo. hdwe)	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing (incl. \$117.50/mo. hdwe)	Total GSA Subscription Cost	
1 - 24 kits*	148.95	\$447.45	\$5,369.40	148.95	\$311.70	\$7,480.80	148.95	\$266.45	\$9,592.20	
25 - 100 kits	127.95	\$426.45	\$5,117.40	127.95	\$290.70	\$6,976.80	127.95	\$245.45	\$8,836.20	
clone**	68.95	\$367.45	\$4,409.40	68.95	\$231.70	\$5,560.80	68.95	\$186.45	\$6,712.20	

**ECS Monthly Subscription (incl. 60" display & all components necessary to operate program)**

SIN 760-6		12 month Subscription			24 month Subscription			36 month Subscription		
Quantity	Monthly Program	GSA monthly pricing (incl. \$436.50/mo. hdwe)	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing (incl. \$231.75/mo. hdwe)	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing (incl. \$163.50/mo. hdwe)	Total GSA Subscription Cost	
1- 24 kits*	148.95	\$585.45	\$7,025.40	148.95	\$380.70	\$9,136.80	148.95	\$312.45	\$11,248.20	
25 - 100 kits	127.95	\$564.45	\$6,773.40	127.95	\$359.70	\$8,632.80	127.95	\$291.45	\$10,492.20	
clone**	68.95	\$505.45	\$6,065.40	68.95	\$300.70	\$7,216.80	68.95	\$232.45	\$8,368.20	

\*A kit is a unique collection of digital content, both Marlin provided and customer created, which also provides program administrative capabilities to the client.

\*\*A clone is a display system (), which plays the same material and content of the kit from which it is managed.

**GSA Federal Pricing List For Electronic Communication Station (ECS) Renewal Subscriptions**

**ECS Monthly Renewal Subscription Only**

SIN 760-6		12 month Subscription		24 month Subscription		36 month Subscription			
Quantity	Monthly Program	GSA Renewal monthly pricing (incl. \$28 warranties)	Total GSA Renewal Subscription Cost	Monthly Program	GSA Renewal monthly pricing (incl. \$28 warranties)	Total GSA Renewal Subscription Cost	Monthly Program	GSA Renewal monthly pricing (incl. \$28 warranties)	Total GSA Renewal Subscription Cost
1- 24 kits	\$148.95	\$176.95	\$2,123.40	\$148.95	\$176.95	\$4,246.80	\$148.95	\$176.95	\$6,370.20
25 - 99 kits	\$127.95	\$155.95	\$1,871.40	\$127.95	\$155.95	\$3,742.80	\$127.95	\$155.95	\$5,614.20
clone	\$67.95	\$95.95	\$1,151.40	\$67.95	\$95.95	\$2,302.80	\$67.95	\$95.95	\$3,454.20

**GSA Federal Pricing List For Print Communication Station (PCS) New & Renewal Subscriptions**

**PCS Full House Monthly Subscription (includes display fixture)**

		12 month Subscription		24 month Subscription		36 month Subscription			
Quantity	Monthly Program	GSA monthly pricing incl 13.00 p&h	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing incl 13.00 p&h	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing incl 13.00 p&h	Total GSA Subscription Cost
1 unit	147.95	\$160.95	\$1,931.40	147.95	\$160.95	\$3,862.80	147.95	\$160.95	\$5,794.20
2-5 units	147.95	\$160.95	\$1,931.40	147.95	\$160.95	\$3,862.80	147.95	\$160.95	\$5,794.20
6-13 units	147.95	\$160.95	\$1,931.40	147.95	\$160.95	\$3,862.80	147.95	\$160.95	\$5,794.20
14-24 units	147.95	\$160.95	\$1,931.40	147.95	\$160.95	\$3,862.80	147.95	\$160.95	\$5,794.20

**PCS Three Panel Monthly Subscription (includes display fixture)**

SIN 760-6		12 month Subscription		24 month Subscription		36 month Subscription			
Quantity	Monthly Program	GSA monthly pricing incl 13.00 p&h	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing incl 13.00 p&h	Total GSA Subscription Cost	Monthly Program	GSA monthly pricing incl 13.00 p&h	Total GSA Subscription Cost
1 unit	108.95	\$121.95	\$1,463.40	108.95	\$121.95	\$2,926.80	108.95	\$121.95	\$4,390.20
2-5 units	108.95	\$121.95	\$1,463.40	108.95	\$121.95	\$2,926.80	108.95	\$121.95	\$4,390.20
6-13 units	108.95	\$121.95	\$1,463.40	108.95	\$121.95	\$2,926.80	108.95	\$121.95	\$4,390.20
14-24 units	108.95	\$121.95	\$1,463.40	108.95	\$121.95	\$2,926.80	108.95	\$121.95	\$4,390.20

**PCS Two Panel Monthly Subscription (includes display fixture)**

<b>SIN 760-6</b>									
	<b>12 month Subscription</b>			<b>24 month Subscription</b>			<b>36 month Subscription</b>		
<b>Quantity</b>	<b>Monthly Program</b>	<b>GSA monthly pricing incl 13.00 p&amp;h</b>	<b>Total GSA Subscription Cost</b>	<b>Monthly Program</b>	<b>GSA monthly pricing incl 13.00 p&amp;h</b>	<b>Total GSA Subscription Cost</b>	<b>Monthly Program</b>	<b>GSA monthly pricing incl 13.00 p&amp;h</b>	<b>Total GSA Subscription Cost</b>
1 unit	74.95	\$87.95	\$1,055.40	74.95	\$87.95	\$2,110.80	74.95	\$87.95	\$3,166.20
2-5 units	74.95	\$87.95	\$1,055.40	74.95	\$87.95	\$2,110.80	74.95	\$87.95	\$3,166.20
6-13 units	74.95	\$87.95	\$1,055.40	74.95	\$87.95	\$2,110.80	74.95	\$87.95	\$3,166.20
14-24 units	74.95	\$87.95	\$1,055.40	74.95	\$87.95	\$2,110.80	74.95	\$87.95	\$3,166.20

\*A Unit is the minimum base subscription which includes monthly materials and display fixture.

**PCS Individual Posters (Determination, UPOSTER1,2,4 and HEALTHPR)**

<b>SIN 760-6</b>			
<b>Quantity</b>	<b>Unit Price Per Poster</b>	<b>Shipping Price</b>	<b>GSA Fee</b>
1-5 posters	9.49	\$4.95	\$0.11
6-25 posters	7.49	\$5.37	\$0.10
Frame	57.99	7.36	\$0.49

<b>SIN 760-6</b>			
<b>Quantity</b>	<b>Unit Price Per Poster</b>	<b>Shipping Price</b>	<b>GSA Fee</b>
26-100 posters	6.49	\$6.28	\$0.10
100+	5.49	\$6.54	\$0.09