



CONTRACT HOLDER
AIMS SCHEDULE: GS-23F-0113K

Federal Acquisition Service

Authorized Federal Supply Schedule Catalog/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 GSA *Advantage!* is: <http://gsaadvantage.gov>

SCHEDULE TITLE: Advertising & Integrated Marketing Solutions

CONTRACT NUMBER: GS-23F-0113K MOD No. PO-0026 Business Size: Small Woman Owned

Federal Supply Schedule: 541 Market Research and Analysis

CONTRACT PERIOD: March 1, 2000 to February 29, 2020

For more information about placing an order with Blair, Inc. from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

CONTRACTOR:

Attention:

Blair Inc./ Authroized Contacts: I. Valerie Harris-Kenney, Business Development,
Kelly Frazier, Business Development, Betty Jo Kaveney, Museum Services
7001 Loisdale Rd.
Springfield, VA 22150
Phone Number: (703) 922-0200
Fax Number: (703) 924-0765
Email: vharris@blairinc.com

Web Site: www.blairinc.com

CONTRACT ADMINISTRATION POC:

Attention:

Blair, Inc.
Kelly Frazier
7001 Loisdale Rd.
Springfield, VA 22150
Phone Number: (703) 922-0200
Fax Number: (703) 924-0765
Email: kfrazier@blairinc.com

Web Site: www.blairinc.com

For more information on how to place an order with Blair, Inc. please view our GSA catalog or visit our website www.blairinc.com

DUNS: 003240058

TIN: 540676866

www.blairinc.com
7001 Loisdale rd. Springfield, VA 22150
t. 703.922.0200
f. 703.924.0765

CUSTOMER INFORMATION

1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINS)

SIN 541-4C/RC.....EXHIBIT DESIGN AND IMPLEMENTATION SERVICES
SIN 541-1000/RC.....OTHER DIRECT COSTS

1b. LOWEST PRICE MODEL NUMBER AND PRICE FOR EACH SIN

Prices shown in price list are net, all discounts deducted, and valid for all areas worldwide.

1c. HOURLY RATES AND JOB DESCRIPTIONS ARE INCLUDED AFTER ITEM # 26 IN THIS CATALOG

2. MAXIMUM ORDER: \$1,000,000 PER SIN

3. MINIMUM ORDER: \$0-\$100

4. GEOGRAPHIC COVERAGE: (delivery area): Domestic, 50 states, Washington, DC, Puerto Rico, US Territories and to a CONUS port or consolidation point for orders received from overseas activities"

5. POINTS OF PRODUCTION: Springfield, VA.

6. DISCOUNT FROM LIST PRICES: Prices shown in the price list are net, all discounts deducted and valid for all areas worldwide.

7. QUANTITY DISCOUNT(S): none

8. PROMPT PAYMENT TERMS: Net 30 days

9a. Government Purchase/Credit Cards are accepted at or below the micro-purchase level

9b. Government Purchase/Credit Cards are accepted above the micro-purchase level

10. FOREIGN ITEMS: none

11a. TIME OF DELIVERY: Blair, Inc. will adhere to the delivery schedule as specified by the agency's purchase order.

11b. EXPEDITED DELIVERY: Contact contractor for expedited delivery requirements. However, these are not covered under the contract and must be negotiated under open market procedures.

- 11c. OVERNIGHT AND 2-DAY DELIVERY:** Contact contractor for rates. However, these are not covered under the contract and must be negotiated under open market procedures.
- 11d. URGENT REQUIREMENTS:** Contact contractor for faster delivery or rush requirements. However, these are not covered under the contract and must be negotiated under open market procedures.
- 12. F.O.B. POINT(S):** Destination
- 13a. ORDERING ADDRESS:**
- Blair, Inc.
7001 Loisdale Rd.
Springfield, VA 22150
Phone Number: (571) 527-1723
Fax Number: (703) 924-0765
Email: kfrazier@blairinc.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:**
- Accounts Receivable
Blair, Inc.
7001 Loisdale Rd.
Springfield, VA 22150
Phone Number: (703) 922-0200
Fax Number: (703) 924-0765
- 15. STANDARD COMMERCIAL WARRANTY:** The contractor warrants and implies that the items delivered hereunder are merchantable and fit for the particular purposes described in this contract.
- 16. EXPORT PACKING CHARGES:** not applicable
- 17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:** We will accept the Government purchase/credit card.
- 18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR:** not applicable
- 19. TERMS AND CONDITIONS OF INSTALLATION:** Not applicable

- 20. **TERMS AND CONDITIONS OF REPAIR PARTS ETC.:** Not applicable

- 20a. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES:** Not applicable

- 21. **LIST OF SERVICE DISTRIBUTION POINTS:** Springfield, VA

- 22. **LIST OF PARTICIPATING DEALERS:** Not applicable

- 23. **PREVENTIVE MAINTENANCE:** Not applicable

- 24a. **SPECIAL ATTRIBUTES (ENVIRONMENTAL ATTRIBUTES):** Not applicable

- 24b. **SECTION 508 COMPLIANCE INFORMATION:** Will comply

- 25. **DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER:** 00-324-0058

- 26. **NOTIFICATION RE: REGISTRATION IN THE CENTRAL CONTRACTOR REGISTRATION (CCR) DATABASE:** Blair, Inc. is currently registered with CCR.

Pricing for SIN 541- 4C			
LABOR CATEGORY	DESCRIPTION	HOURLY LABOR RATES w/IFF	
		Straight Time	Over Time
Account Service	Orders show services, confirms booth space & exhibit layout, coordinates shipping & I& D labor, coordinates graphics, exhibit modifications, & storage	\$86.00	\$129.00
Art Production	Time spent setting type, printing, laminating and mounting & packing graphics.	\$76.25	\$114.38
Design	Develops concept designs, line drawings, color renderings based on client consultations, vision, expectations	\$97.92	\$146.89
Project Management	Exhibit Program oversight for quality, budget & deliverables	\$80.13	\$120.20
Copywriting	Uses words to promote an organization, service, opinion or idea as part of a visual graphic or component of an exhibit	\$91.46	\$137.19
Trade Show Design	Develops detail drawing for fabrication of exhibits & displays. Produces CAD layouts that are client and show specific	\$86.00	\$129.00
Exhibit Production	Fabricates tradeshow exhibits, permanent displays and refurbishes exhibits & displays	\$71.08	\$106.61
Trade Show Graphics	Develops original graphic art or modifies existing art files based on client requirements	\$86.00	\$129.00
I & D Labor	Trained technician to install and dismantle exhibit or display. Inspects booth each day and is onsite or on call as may be required	\$71.08	\$106.61
Warehouse labor	Receives in and inspects exhibit properties. Pull, preps, packs & loads exhibit properties to carrier or prepares for shipping. Returns exhibit properties to storage	\$71.08	\$106.61

LABOR CATEGORY	DESCRIPTION	HOURLY LABOR RATES w/IFF	
		Straight Time	Over Time
Show Services Coordinator	Orders show services, confirms booth space & exhibit layout, coordinates shipping & I& D labor, coordinates graphics, exhibit modifications, & storage	\$86.00	\$129.00
Senior Project Manager	Provides guidance, direction and management of multiple complex projects and principle liaison responsibilities with client on all technical, business, and cost matters for project design planning, scheduling and implementation.	\$219.13	\$328.70
Subject Matter Expert	Serves as expert to fulfill highly specialized contract requirements	\$133.23	\$199.85
Program Manager	Ensures the successful completion of multiple technical tasks in assigned program(s); has advanced knowledge of the methods, principals, and practices associated with areas of technical expertise and knowledge of relevant government regulations and standards.	\$118.33	\$177.49
Senior Consultant	Performs highly specialized and technical tasks associated with the most current and cutting-edge technologies. Serves as a technical consultant to a project or a number of projects dealing with area of technical expertise.	\$109.56	\$164.36

Pricing for SIN 541-1000			
Item Number	Other Direct Cost Items (ODC's)	GSA Price w/IFF	Unit
1	On-Site Labor	\$ 24,307.70	1
2	Domestic Shipping	\$ 16,492.03	1
3	International Shipping w/ Custom fees	\$ 16,375.13	1
4	Drayage	\$ 62,494.91	1
5	Booth Cleaning	\$ 4,062.24	1
6	Furniture Rental	\$ 13,306.30	1
7	Rigging	\$ 6,574.62	1
8	Hanging Sign	\$ 1,362.39	1
9	Photography	\$ 478.56	1
10	Electrical	\$ 13,800.64	1
11	Talent	\$ 2,816.97	1
12	Fire Watch	\$ 243.48	1
13	Golf Cart Rental	\$ 770.77	1
14	Security	\$ 6,065.15	1
15	Bleachers/Canopy	\$ 3,041.39	1
16	Tent Rental	\$ 17,541.52	1
17	Stock Photography	\$ 800.96	1
18	Model Repair	\$ 11,351.50	1

www.blairinc.com

7001 Loisdale rd. Springfield, VA 22150

t. 703.922.0200

f. 703.924.0765

Pricing for SIN 541-1000			
Item Number	Other Direct Cost Items (ODC's)	GSA Price w/IFF	Unit
19	Fabric Graphic	\$ 5,813.28	1
20	AV Rentals	\$ 24,723.32	1
21	Trailer Restrooms	\$ 1,763.13	1
22	Generator	\$ 1,438.71	1
23	A/C Rental	\$ 2,276.95	1
24	Pipe and Drape	\$ 3,283.24	1
25	Memorial Replica	\$ 10,447.78	1
26	Microphone	\$ 297.21	1
27	Turnkey Exhibit Rental	\$ 39,697.52	1
28	Carpet	\$ 6,433.65	1
29	Pad	\$ 1,559.61	1
30	Structural Engineer	\$ 755.63	1
31	Neon Sign	\$ 4,009.85	1
32	Custom Exhibit Rental	\$ 363,737.73	1
33	Storage	\$ 16,203.62	3 mos./quarterly
34	Internet/Ethernet Lines	\$ 10,846.67	1
35	Associated Registration Fee For Booth Exhibit	\$ 206,540.12	1

Labor Category Descriptions:

Account Service

Orders show services, confirms booth space & exhibit layout, coordinates shipping & I& D labor, coordinates graphics, exhibit modifications, & storage

Art Production

Time spent setting type, printing, laminating and mounting & packing graphics.

Design

Develops concept designs, line drawings, color renderings based on client consultations, vision, expectations

Project Management

Exhibit Program oversight for quality, budget & deliverables

Copywriting

Uses words to promote an organization, service, opinion or idea as part of a visual graphic or component of an exhibit

Tradeshow Design

Develops detail drawing for fabrication of exhibits & displays. Produces CAD layouts that are client and show specific

Exhibit Production

Fabricates tradeshow exhibits, permanent displays and refurbishes exhibits & displays

Tradeshow Graphics

Develops original graphic art or modifies existing art files based on client requirements

Installation & Dismantle (I&D) Labor

Trained technician to install and dismantle exhibit or display. Inspects booth each day and is onsite or on call as may be required

Warehouse Labor

Receives in and inspects exhibit properties. Pull, preps, packs & loads exhibit properties to carrier or prepares for shipping. Returns exhibit properties to storage

Show Services Coordination

Orders show services, confirms booth space & exhibit layout, coordinates shipping & I& D labor, coordinates graphics, exhibit modifications, & storage

Senior Project Manager

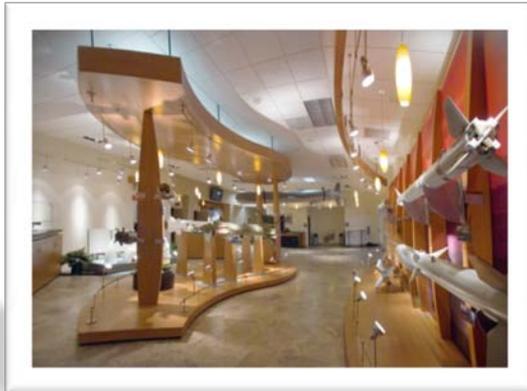
Provides guidance, direction and management of multiple complex projects and principle liaison responsibilities with client on all technical, business, and cost matters for project design planning, scheduling and implementation.

Subject Matter Expert

Serves as expert to fulfill highly specialized contract requirements

Overview

Blair, Inc. is a state of the art, full-service custom exhibit house. We provide customized exhibit development and management services. These include: client consultation, creative design, graphic design and production, fabrication, installation and complete logistic support for the most complex trade show programs. We provide portable displays to include: Pop-Up and Table Top exhibits, customized Table Drapes and Banner Stands. This comprehensive approach to the exhibit market allows Blair, Inc. to provide unsurpassed quality products with the highest level of customer service.



In-House Services

- Exhibit Design
- Exhibit Fabrication
- Project Management
- Installation & Dismantle
- Shipping & Storage
- Show Services Coordination
- Graphic Design & Production
- Custom Permanent Displays
- Museums & Convention Centers
- Visitor Centers
- Corporate Lobbies & Corridors
- Audio Visual Rental and Support
- Full and Scale Model Production
- Custom Rental Exhibits
- Portable Exhibits Distributor

