



Digital Printing from InTandem Design, Inc.

8422 Bellona Lane, Suite 101 Δ Towson, Maryland 21204-2056
www.intandem.com Δ (voice) 410-832-8706 Δ (fax) 410-832-8713

About In Tandem Design, Inc.

In Tandem Design, Inc., was founded in 1988 as the graphic arts industry was becoming computer-intensive. Our name comes from the union of art and technology in modern publication design and production.

In Tandem Design is an accomplished pre-press house. If you have a need for color separations, photographic manipulation, file conversion, or composition, we can handle it!

Our HP Indigo® press prints liquid inks on paper and other substrates. Unlike traditional offset, we have a common impression cylinder, so there are no color-to-color register issues. Also unlike traditional offset, there is precious little make-ready. If color is OK, the first sheet out is good, and reruns are a few keystrokes away.

There are four advantages to our Digital Offset Printing:

- Short run, High-Quality Printing
- Fast Turnaround
- Variable Data
- Six-Color Process Printing

Short-Run, High-Quality Printing

Our printing process makes it possible to consider full color jobs in quantities of 300, 200, or even 30. A price cross-over with traditional offset lithography occurs at quantities around 500 - 1,000 letter-size pages. But our turnaround can't be matched by traditional offset. The inside spread of this document features the jobs for which we have won national, PIA/GATF Premiere Print awards.

Fast Turnaround

An objective (although not a guarantee) is: "In by 5:00 PM, Ready by 8:00 AM." Things that prevent us from meeting that objective include: we don't have enough paper in house; or the job requires significant handwork or bindery. We retain the press files for your printed pieces. If you need a rerun, we simply put it in queue again. If you're at the show in Chicago and are running out of handouts, you can call and have a reprint shipped overnight.

Variable Data Printing

We can print a client's name and mailing address in any color and in any Type 1 or TrueType font you want from your mailing database. But variable data can go much further than that. Names, words, entire paragraphs, and photographs can be treated as variables. You can print brochures that are client-specific or salesperson-specific ... and include graphics or photographs that change accordingly. You can incorporate client names within the body of the text, or paragraphs of information specific to regions or markets. Be aware: variable data requires a little preparation!

Six-Color Process Printing

The six-color process capabilities of our press allow for more accurate screen builds of certain match colors. The six colors are Cyan, Magenta, Yellow, Black, Orange, and Violet. If you regularly use an accent color like Reflex Blue or 293, a screen build using violet allows for a very close match. For many reds and oranges, a screen build using orange allows for a very close match.

Prices for Common Sizes and Quantities

The tables on these two pages show total cost for printing, trimming, folding and/or stitching (whichever combination applies) for some common sizes, styles, and quantities. These assume that a print-ready file is provided. We support QuarkXPress®, Illustrator®, In Design®, and Photoshop® on Mac and Windows. For support of other software, please, contact us.

All prices shown are derived from the pricing information on the back page, which can be used to determine pricing for sizes and quantities not shown. Please, contact us with any pricing and file preparation questions.

Turnaround

If we receive files before 5:00 PM, the job is normally ready for pick up the next morning at 8:00 AM. However, we cannot always guarantee that. Please, contact us if you have a critical schedule.

Paper Choices and Specifications

80# text, 100# text, 80# cover, and 100# cover are available as gloss coated, dull coated, and uncoated sheets; there is no price difference by surface finish. We also stock KromeKote® 10 pt and 12 pt, coated one side and coated two sides. Uncoated and high gloss crack and peel paper label, clear and white vinyl label, clear, white and translucent vinyl, and magnetic stocks are also available. We may have to order paper for larger jobs, or for specialty stocks, so the normal turnaround might not apply.

Postcards 4C/0 up to 4 X 5.75	Cost per Press Sheet	Quantity of Finished Pieces										
		30	50	80	100	150	200	300	400	500	750	1000
100# Cover	\$1.40	\$73.85	\$77.35	\$82.60	\$86.10	\$94.85	\$100.00	\$100.00	\$100.00	\$112.50	\$156.25	\$200.00
12pt C1S	\$1.46	\$74.02	\$77.67	\$83.14	\$86.79	\$95.92	\$100.00	\$100.00	\$100.00	\$116.25	\$161.88	\$207.50
Postcards 4C/Black up to 4 X 5.75												
100# Cover	\$1.70	\$74.68	\$78.93	\$85.30	\$89.55	\$100.00	\$100.00	\$100.00	\$110.00	\$131.25	\$184.38	\$237.50
12pt C1S	\$1.76	\$74.84	\$79.24	\$85.84	\$90.24	\$100.00	\$100.00	\$100.00	\$113.00	\$135.00	\$190.00	\$245.00
Postcards 4C/4C up to 4 X 5.75												
100# Cover	\$2.55	\$77.01	\$83.39	\$92.95	\$99.33	\$100.00	\$100.00	\$120.63	\$152.50	\$184.38	\$264.06	\$343.75
12pt C1S	\$2.62	\$77.21	\$83.76	\$93.58	\$100.00	\$100.00	\$100.00	\$123.25	\$156.00	\$188.75	\$270.63	\$352.50
Postcards 4C/0 up to 5.75 X 8.5												
100# Cover	\$1.40	\$79.10	\$86.10	\$96.60	\$100.00	\$100.00	\$100.00	\$130.00	\$165.00	\$200.00	\$287.50	\$340.00
12pt C1S	\$1.46	\$79.49	\$86.79	\$97.74	\$100.00	\$100.00	\$100.00	\$134.50	\$171.00	\$207.50	\$298.75	\$353.50
Postcards 4C/Black up to 5.75 X 8.5												
100# Cover	\$1.70	\$81.05	\$89.55	\$100.00	\$100.00	\$100.00	\$110.00	\$152.50	\$195.00	\$237.50	\$343.75	\$407.50
12pt C1S	\$1.76	\$81.44	\$90.24	\$100.00	\$100.00	\$100.00	\$113.00	\$157.00	\$201.00	\$245.00	\$355.00	\$421.00
Postcards 4C/4C up to 5.75 X 8.5												
100# Cover	\$2.55	\$86.58	\$99.33	\$100.00	\$100.00	\$120.63	\$152.50	\$216.25	\$280.00	\$343.75	\$503.13	\$598.75
12pt C1S	\$2.62	\$87.03	\$100.00	\$100.00	\$100.00	\$123.25	\$156.00	\$221.50	\$287.00	\$352.50	\$516.25	\$614.50
Business Cards 4C/0												
100# Cover	\$1.40	\$75.60	\$84.01	\$89.62	\$98.02	\$100.00	\$100.00	\$142.69				
12pt C1S	\$1.46	\$75.84	\$84.61	\$90.46	\$99.22	\$100.00	\$100.00	\$147.74				
Business Cards 4C/Black												
100# Cover	\$1.70	\$76.81	\$87.01	\$93.82	\$100.00	\$100.00	\$100.00	\$167.91				
12pt C2S	\$1.88	\$77.53	\$88.82	\$96.34	\$100.00	\$100.00	\$104.02	\$183.05				
Business Cards 4C/4C												
100# Cover	\$2.55	\$80.21	\$95.52	\$100.00	\$100.00	\$101.56	\$132.19	\$239.37				
12pt C2S	\$2.73	\$80.93	\$97.32	\$100.00	\$100.00	\$106.97	\$139.75	\$254.50				

For larger organizations, business cards can be set up for variable data. You then need only send us a spread sheet with new names and quantities. The new information is married with the card template and printed within 24 hours.



Sell Sheets, Bifolds, Trifolds and Booklets

8.5 X 11 4C/0 (Printed 2-up)	Cost per Press Sheet	Quantity of Finished Pieces										
		30	50	80	100	150	200	300	400	500	750	1000
80# Text	\$1.25	\$87.50	\$100.00	\$100.00	\$100.00	\$118.75	\$150.00	\$212.50	\$250.00	\$306.25	\$400.00	\$462.50
100# Text	\$1.28	\$87.92	\$100.00	\$100.00	\$100.00	\$121.00	\$153.00	\$217.00	\$255.40	\$313.00	\$409.00	\$473.00
80# Cover	\$1.34	\$88.76	\$100.00	\$100.00	\$100.00	\$125.50	\$159.00	\$226.00	\$266.20	\$326.50	\$427.00	\$494.00
100# Cover	\$1.40	\$89.60	\$100.00	\$100.00	\$100.00	\$130.00	\$165.00	\$235.00	\$277.00	\$340.00	\$445.00	\$515.00
8.5 X 11 4C/Black (Printed 2-up)												
80# Text	\$1.55	\$91.70	\$100.00	\$100.00	\$102.50	\$141.25	\$180.00	\$257.50	\$304.00	\$373.75	\$490.00	\$567.50
100# Text	\$1.58	\$92.12	\$100.00	\$100.00	\$104.00	\$143.50	\$183.00	\$262.00	\$309.40	\$380.50	\$499.00	\$578.00
80# Cover	\$1.64	\$92.96	\$100.00	\$100.00	\$107.00	\$148.00	\$189.00	\$271.00	\$320.20	\$394.00	\$517.00	\$599.00
100# Cover	\$1.70	\$93.80	\$100.00	\$100.00	\$110.00	\$152.50	\$195.00	\$280.00	\$331.00	\$407.50	\$535.00	\$620.00
8.5 X 11 4C/4C (Printed 2-up)												
80# Text	\$2.40	\$100.00	\$100.00	\$121.00	\$145.00	\$205.00	\$265.00	\$385.00	\$457.00	\$565.00	\$745.00	\$865.00
100# Text	\$2.43	\$100.00	\$100.00	\$122.20	\$146.50	\$207.25	\$268.00	\$389.50	\$462.40	\$571.75	\$754.00	\$875.50
80# Cover	\$2.50	\$100.00	\$100.00	\$125.00	\$150.00	\$212.50	\$275.00	\$400.00	\$475.00	\$587.50	\$775.00	\$900.00
100# Cover	\$2.55	\$100.00	\$100.00	\$127.00	\$152.50	\$216.25	\$280.00	\$407.50	\$484.00	\$598.75	\$790.00	\$917.50
11 X 17 4C/0												
80# Text	\$1.25	\$100.00	\$100.00	\$125.00	\$150.00	\$212.50	\$250.00	\$325.00	\$375.00	\$462.50	\$587.50	\$650.00
100# Text	\$1.28	\$100.00	\$100.00	\$127.40	\$153.00	\$217.00	\$255.40	\$332.20	\$383.40	\$473.00	\$601.00	\$665.00
80# Cover	\$1.34	\$100.00	\$100.00	\$132.20	\$159.00	\$226.00	\$266.20	\$346.60	\$400.20	\$494.00	\$628.00	\$695.00
100# Cover	\$1.40	\$100.00	\$100.00	\$137.00	\$165.00	\$235.00	\$277.00	\$361.00	\$417.00	\$515.00	\$655.00	\$725.00
11 X 17 4C/Black												
80# Text	\$1.55	\$100.00	\$102.50	\$149.00	\$180.00	\$257.50	\$304.00	\$397.00	\$459.00	\$567.50	\$722.50	\$800.00
100# Text	\$1.58	\$100.00	\$104.00	\$151.40	\$183.00	\$262.00	\$309.40	\$404.20	\$467.40	\$578.00	\$736.00	\$815.00
80# Cover	\$1.64	\$100.00	\$107.00	\$156.20	\$189.00	\$271.00	\$320.20	\$418.60	\$484.20	\$599.00	\$763.00	\$845.00
100# Cover	\$1.70	\$100.00	\$110.00	\$161.00	\$195.00	\$280.00	\$331.00	\$433.00	\$501.00	\$620.00	\$790.00	\$875.00
11 X 17 4C/4C												
80# Text	\$2.40	\$100.00	\$145.00	\$217.00	\$265.00	\$385.00	\$457.00	\$601.00	\$697.00	\$865.00	\$1,105.00	\$1,225.00
100# Text	\$2.43	\$100.00	\$146.50	\$219.40	\$268.00	\$389.50	\$462.40	\$608.20	\$705.40	\$875.50	\$1,118.50	\$1,240.00
80# Cover	\$2.50	\$100.00	\$150.00	\$225.00	\$275.00	\$400.00	\$475.00	\$625.00	\$725.00	\$900.00	\$1,150.00	\$1,275.00
100# Cover	\$2.55	\$101.50	\$152.50	\$229.00	\$280.00	\$407.50	\$484.00	\$637.00	\$739.00	\$917.50	\$1,172.50	\$1,300.00
Bi- or Trifold Brochures (8.5 X 11 Folded)												
80# Text	\$2.40	\$100.00	\$110.00	\$146.00	\$170.00	\$230.00	\$290.00	\$410.00	\$482.00	\$590.00	\$770.00	\$890.00
100# Text	\$2.43	\$100.00	\$110.75	\$147.20	\$171.50	\$232.25	\$293.00	\$414.50	\$487.40	\$596.75	\$779.00	\$900.50
80# Cover	\$2.50	\$100.00	\$112.50	\$159.00	\$190.00	\$267.50	\$345.00	\$500.00	\$605.00	\$747.50	\$1,010.00	\$1,210.00
100# Cover	\$2.55	\$100.00	\$113.75	\$161.00	\$192.50	\$271.25	\$350.00	\$507.50	\$614.00	\$758.75	\$1,025.00	\$1,227.50
Bi- or Trifold Brochures (11 X 17 Folded)												
80# Text	\$2.40	\$122.00	\$170.00	\$242.00	\$290.00	\$410.00	\$482.00	\$626.00	\$722.00	\$890.00	\$1,130.00	\$1,250.00
100# Text	\$2.43	\$122.90	\$171.50	\$244.40	\$293.00	\$414.50	\$487.40	\$633.20	\$730.40	\$900.50	\$1,143.50	\$1,265.00
80# Cover	\$2.50	\$120.50	\$177.50	\$263.00	\$320.00	\$462.50	\$555.00	\$740.00	\$875.00	\$1,085.00	\$1,422.50	\$1,635.00
100# Cover	\$2.55	\$122.00	\$180.00	\$267.00	\$325.00	\$470.00	\$564.00	\$752.00	\$889.00	\$1,102.50	\$1,445.00	\$1,660.00
Booklets 4C/4C 5.5 X 8.5 (8 pager stitched)												
80# Text	\$2.40	\$153.00	\$215.00	\$308.00	\$370.00	\$525.00	\$632.00	\$846.00	\$1,012.00	\$1,250.00	\$1,665.00	\$1,960.00
100# Text	\$2.43	\$153.90	\$216.50	\$310.40	\$373.00	\$529.50	\$637.40	\$853.20	\$1,020.40	\$1,260.50	\$1,678.50	\$1,975.00
Booklets 4C/4C 5.5 X 8.5 (12 pager stitched)												
80# Text	\$2.40	\$192.00	\$280.00	\$412.00	\$500.00	\$666.00	\$796.00	\$1,056.00	\$1,244.00	\$1,540.00	\$2,010.00	\$2,300.00
100# Text	\$2.43	\$193.35	\$282.25	\$415.60	\$504.50	\$672.08	\$803.20	\$1,065.45	\$1,254.80	\$1,553.50	\$2,026.88	\$2,318.00



Wide-Format Printing



Wide format printing up to 42 inch paper (41 inch image area) can be laminated with gloss or satin finish and mounted to foam core for use as signage, posters for trade shows, retail point-of-purchase displays, or many other things. Pricing is a la carte, so the following costs are additive (use printing cost plus laminating cost plus mounting on foam core cost as the pricing for a poster, laminated and mounted on foam core; (Width inches X Length inches)/144=ft²). Please, note: graphic files require 100 dpi at finished size.

Heavy Weight Coated Bond	\$ 3.60/ft ²	Laminating	\$ 2.40/ft ²
Photo-Quality Paper	\$ 6.00/ft ²	Mounting on Foam Core	\$ 6.00/ft ²
Nylon Reinforced Paper	\$ 9.60/ft ²	Mounting on Gator Board	\$10.80/ft ²
Vinyl Banner Material	\$13.20/ft ²	Grommets for Banners	\$ 2.00 ea
Translucent Back-Lit Material	\$14.40/ft ²		

Many other materials are available, including textiles and plastics. Please, ask if you have a specific application in mind.

Pricing Matrix for Digital Printing

Printing prices on the previous pages are calculated using the following information.

Prices to Print 12 X 18 Sheet, Untrimmed, Unfolded

Paper Stock	1C/0*	1C/1C*	4C/0	4C/1C	4C/4C	6C/0	6C/1C	6C/6C
80# Gloss Coated, Matte Coated, or Uncoated Text . . . . .	.38	.68	1.25	1.55	2.40	1.32	1.62	2.55
100# Gloss Coated, Matte Coated, or Uncoated Text . . . . .	.40	.70	1.28	1.58	2.43	1.35	1.65	2.57
80# Gloss Coated, Matte Coated, or Uncoated Cover . . . . .	.46	.76	1.34	1.64	2.50	1.40	1.70	2.64
100# Gloss Coated, Matte Coated, or Uncoated Cover . . . . .	.50	.81	1.40	1.70	2.55	1.48	1.78	2.70
12 pt. KromeKote Coated One Side			1.46	1.76	2.62	1.53	1.83	2.76
12 pt. KromeKote Coated Two Sides			1.58	1.88	2.73	1.65	1.95	2.87
Fasson Crack and Peel Pressure Sensitive Label Stock			2.11			2.18		
Customer-Supplied (approved for Indigo)			1.16	1.46	2.31	1.23	1.53	2.46

*the one color is normally black, but could be cyan, magenta, yellow, orange, or violet.

Add \$25 for Trimming, e.g. Trimming to 8.5 X 11

This price includes four sides of a one-up job or all sides of a multiple-up job.

Add \$25 for standard single, C, or Z Fold

1. 80# & 100# Cover Stock and .12 KromeKote must be scored for an additional \$10 plus \$25/250 press sheets.
2. All 100# Cover Stock, all .12 KromeKote, 80# Cover Stock with ink coverage across the fold, and certain special folds (eg., gate folds) must be hand folded for an additional \$25 per 100 finished pieces.

Collating & Stitching

Up to 100 will be stitched manually in-house at \$10 + (.1 x n + .5) x q where n is the number of signatures and q is the number of finished booklets. Larger quantities require an estimate.

Notes Related to Price Matrix:

1. There is a minimum of \$100 for the price matrix plus bindery. For smaller quantities and proofing, the first sheet out is \$45, and subsequent sheets are priced by the matrix below.
2. All PMS colors are screen builds. A 6-color screen build is more accurate than a 4-color screen build for many PMS colors; however, substitution of the 6-C pantone library information may incur additional charges.
3. PMS colors can be special-ordered, but require significant lead time and additional cost.
4. Sheet size is 12 X 18. 8.5 X 11 can be done two up with bleeds on all four sides. Imposition may incur additional charges, but generally does not.

Quantity Discounts

Discounts apply to the number of 12 X 18 press sheets. Discount applies to printing, not finishing. 10% discount for 200-299 press sheets; 20% for 300-399 press sheets; 30% for 400-599 press sheets; 40% for 600-899 press sheets; 50% for 900-1,299 press sheets; 60% for 1,300 or more press sheets.