COMPETITIVE BID #WG22-59 - Bid Tabulation
Provision of Cigarette Stamps

BIDDER: Meyercord Revenue Inc.

Bid #1

Price bid for each case (case to be 25 rolls of 30,000 stamps) of cigarette stamps delivered per specifications

Specifications: **(1-year period)**	**$2,122.50**	Minimum order Quantity	**10** Cases
Quantity(s) at which a price discount will be applied.	**$2,085.00**	Price per case	**24** Cases

Bid #2

Price bid for each case (case to be 25 rolls or 30,000 stamps) of cigarette stamps delivered per specifications**:(3-year period)**

Specifications:(**3-year period**)	**$1,095.00**	Minimum order Quantity	**30** Cases
Quantity(s) at which a price discount will be applied	**$1,867.50**	Price per case	**72** Cases

Exceptions: None

BIDDER: Ashton Potter (USA) Ltd.

Bid #1

Price bid for each case (case to be 25 rolls of 30,000 stamps) of cigarette stamps delivered per specifications

Specifications: **(1-year period)**	**$1,102.50**	Minimum order Quantity	**25** Cases
Quantity(s) at which a price discount will be applied.	**N/A**	Price per case	**N/A** Cases

Bid #2

Price bid for each case (case to be 25 rolls or 30,000 stamps) of cigarette stamps delivered per specifications**:(3-year period)**

Specifications:(**3-year period**)	**$1,102.50**	Minimum order Quantity	**25** Cases
Quantity(s) at which a price discount will be applied	**N/A**	Price per case	**N/A** Cases

Exceptions:

Page 6 of the specifications requires that the "Base paper for this type stamp shall contain identifiable protective features which will at once permit analysis to establish it authenticity."

Ashton Potter (USA) Ltd. Takes the following exceptions to this requirement on a number of grounds.

1) This describes a feature provided by the County's current supplier and its inclusion limits competition.

2) Ashon Potter believes that this feature provides no material benefit to the County and as such is an unnecessary cost.

a. The requirement clearly states that this type of feature does not transfer from the base paper to the cigarette package with the cigarette stamp. This results in the ability to authenticate rolls based on this feature to inspection within the County's secure storage location, or the stamping agent's place of business. It is impossible to authenticate stamps at retail locations based on this feature.

b. In both the County's secure storage location and the stamping agent's place of business there are many state-of-art security features in the cigarette stamps themselves that allow for positive authentication and that authenticating the base paper is therefore unnecessary.

c. It should also be noted that following application of the cigarette stamps to the cigarette packages, the stamping agent will discard the base paper, in a non-secure manner, that allows potential criminals access to any genuine security feature in the base paper.

Ashton Potter focuses on providing cigarette stamps with state-of-the art security features that protect the County from counterfeit stamps and are not offiering security features in the base paper for the about reasons.