





BID RESULTS						
CK09MERCER2021-12 OFFICE SUPPLIES FOR THE COUNTY OF MERCER AND CO-OP FOR A PERIOD OF TWO YEARS						
BID OPENING DATE :SEPTEMBER 21,2021						
NUMBER OF BIDDERS	6					
NAME OF BIDDER	PRINTING SUPPLIES USA LLC	OFFICE BASICS, INC.	CMF BUSINESS SUPPLIES, INC.	PAPER CLIP SUPPLY	SAUDER MANUFACTURING CO. DBA SAUDER EDUCATION, DBA BUTLER HUMAN SERVICES	W.B MASON
ADDRESS	666 PLAINSBORO ROAD, SUITE 1237	22 CREEK CIRCLE	3622 KENNEDY ROAD	151 KNICKERBOCKER ROAD	930 W BARRE ROAD	59 CENTRE STREET
CITY, STATE, ZIP	PLAINSBORO, NJ 08536	BOOTHWYN, PA 19061	SOUTH PLAINFIELD, NJ 07080	ENGLEWOOD, NJ 07631	ARCHBOLD, OH 43502	BROCKTON, MA 02303
CONTACT	LUKE XU	KATHERINE HUNTER	D.J. HUNSINGER	ALEXANDER NUNEZ	RACHEL SHORT	JOHN VARGA
TELEPHONE	609.799.3800	800.541.5855	908.753.0800	201.966.7894	419.446.4179	888.926.2766 EXT 5179
FAX	609.228.7579	800.255.4049	908.753.0420	916.384.2728	419.446.4945	
E-MAIL	<a href="mailto:CUSTOMERCARE@PRINTINGSUPPLIESUSA.COM">CUSTOMERCARE@PRINTINGSUPPLIESUSA.COM</a>	<a href="mailto:KHUNTER@OFFICEBASICS.COM">KHUNTER@OFFICEBASICS.COM</a>	<a href="mailto:DJ@CMF.NET">DJ@CMF.NET</a>	<a href="mailto:CS@PAPERCLIPSUPPLY.COM">CS@PAPERCLIPSUPPLY.COM</a>	<a href="mailto:SALES@SAUDERMFG.COM">SALES@SAUDERMFG.COM</a>	<a href="mailto:JOHN.VARGA@WBMASON.COM">JOHN.VARGA@WBMASON.COM</a>
NJ SAVI DESIGNATION	N/A	N/A	SMALL BUSINESS AND VETERAN OWNED BUSINESS ENTERPRISE	SMALL BUSINESS ENTERPRISE	N/A	N/A
ADDENDUM NO. ONE	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED
INDEMNIFICATION AND INSURANCE REQUIREMENTS	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED
INSURANCE CERTIFICATE	INCLUDED	REQUIRED IF AWARDED	REQUIRED IF AWARDED	REQUIRED IF AWARDED	INCLUDED	OK
STATEMENT OF OWNERSHIP	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	OK	SIGNED AND DATED
NEW JERSEY BUSINESS REGISTRATION	OK	OK	OK	OK	OK	OK
EIC	CERT#45807 EXPIRES 11.15.26	CERT#26687 EXPIRES 6.15.23	CERT#10144 EXPIRES 3.15.27	REQUIRED IF AWARDED	CERT#12476 EXPIRES 3.15.24	CERT#28060 EXPIRES 4.15.23
EXECUTIVE ORDER 98-1	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED
EXHIBIT A	OK	OK	OK	OK	OK	OK
IRAN CERT	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED	SIGNED AND DATED
CATALOG	PS210915	S.P RICHARDS/ HON CATALOG / HON PRICER	ESSENDANT, OFFICESOURCE	ESSENDANT/ LEARNING ADVANTAGE / EDUCATORS RESOURCE / ACCO/ LEARNING RESOURCES	SAUDER EDUCATION 2021 (VOL.211) CONTRACT PRICE LIST AND BUTLER HUMAN SERVICES 2021 CONTRACT PRICE LIST	ESSENDANT
CONTRACT CONTACT TO ESTABLISH WEB ACCESS	LUKE XU 609.799.3800 <a href="http://WWW.PRINTINGSUPPLIESUSA.COM">WWW.PRINTINGSUPPLIESUSA.COM</a>	KATHERINE HUNTER 610.633.0980 <a href="mailto:KHUNTER@OFFICEBASICS.COM">KHUNTER@OFFICEBASICS.COM</a>	D.J. HUNSINGER 908.753.0800 / <a href="http://CMFSUPPLIES.COM">CMFSUPPLIES.COM</a> / <a href="http://OFFICESOURCEFURNITURE.COM">OFFICESOURCEFURNITURE.COM</a>	ALEXANDER NUNEZ / EMAIL PURCHASE ORDER PREFERRED SINCE MOST OF OUR ACCOUNTS ARE NET 30 TERMS / <a href="http://HTTPS://PAPERCLIPSUPPLY.COM">HTTPS://PAPERCLIPSUPPLY.COM</a>	RACHEL SHORT <a href="mailto:SALES@SAUDERMFG.COM">SALES@SAUDERMFG.COM</a>	CAROL SALVA <a href="mailto:CAROL.SALVA@WBMASON.COM">CAROL.SALVA@WBMASON.COM</a>
CATEGORIES	INSERT PERCENTAGE (%) DISCOUNT FROM RETAIL	INSERT PERCENTAGE (%) DISCOUNT FROM RETAIL	INSERT PERCENTAGE (%) DISCOUNT FROM RETAIL	INSERT PERCENTAGE (%) DISCOUNT FROM RETAIL	INSERT PERCENTAGE (%) DISCOUNT FROM RETAIL	INSERT PERCENTAGE (%) DISCOUNT FROM RETAIL
1. FURNITURE AND ACCESSORIES	NO BID	27%	35%	2%	SEE VOLUME DISCOUNT TIER	47.60%
GLOBAL	NO BID	NO BID	NO BID	2%	NO BID	40.00%
HON	NO BID	60%	NO BID	2%	NO BID	55.30%
REFERENCE ADDITIONAL BRANDS	NO BID	NO BID	35%	20%	NO BID	55.30% (BASYX), 47.50% (ALERA)
2. OFFICE TECHNOLOGY	NO BID	NO BID	15%	10%	NO BID	51.30%
3. DELL TONER AND DELL CARTRIDGES	0-40%	NO BID	NO BID	NO BID	NO BID	NO BID
4. HEWLETT PACKARD TONER AND CARTRIDGES	40%-55% TONER, 30%-42% INK	NO BID	(-) 30% INK, 40 % TONER	NO BID	NO BID	45.80%
5.OEM TONER AND OEM CARTRIDGES	5-35%	NO BID	-15%	NO BID	NO BID	37.10%
6. REMANUFACTURED TONER AND CARTRIDGES	80%	NO BID	-45%	5%	NO BID	48.8%
7. GENERAL OFFICE AND SCHOOL SUPPLIES	NO BID	NO BID	(-) 40% TO 65% SEE EXCEPTIONS	20%	NO BID	67.70%
8. S.P. RICHARDS OFFICE PRODUCTS CATALOGUE % DISCOUNT FOR CATALOGUE ITEMS NOT LISTED	NONE	NO BID	NO BID	NO BID	NO BID	NO BID
9. UNITED STATIONERS CATALOGUES % DISCOUNT FOR CATALOGUE ITEMS NOT LISTED	NO BID	NO BID	SAME CATALOG AS ESSENDANT	NO BID	NO BID	26.20%
10. ESSENDANT COMPANY CATALOGUES % DISCOUNT FOR CATALOGUE ITEMS NOT LISTED	NO BID	NO BID	(-) 15% TO 65% SEE EXCEPTIONS	NO BID	NO BID	26.20%
INSERT HOURLY RATE BELOW						
11. HOURLY RATE FOR DELIVERY AND SET-UP FOR FURNITURE	NO BID	\$75/ HOUR CHAIR ASSEMBLY \$25 FIRST CHAIR, EACH ADDITIONAL CHAIR \$15. WHOLE FURNITURE JOBS 10% OF CURRENT LIST PRICE.	\$95/HR - \$20 CHAIR ASSEMBLY	NO BID	8% OF TOTAL NET (MIN \$150)	\$45.00 PER HOUR OR MINIMUM RATE OF \$35 PER CHAIR ASSEMBLED
HOLDING PRICE BEYOND 60 DAY	YES	YES	NO	YES	NO	YES
WILL EXTEND TO COOP MEMBERS	YES	YES	YES	YES	YES	YES
CONTINUITY OF SERVICE	YES	YES	YES	NO	YES	YES
EXCEPTIONS	NONE	NONE	SEE EXCEPTIONS PAGE	SEE EXCEPTIONS PAGE	SEE EXCEPTIONS PAGE	NONE
FATAL FLAW	NO	NO	NO	NO	NO	NO

<b>BID RESULTS</b>	
<b>AB2021-31 MERCER COUNTY T.R.A.D.E. VEHICLE ADVERTISING</b>	
<b>BID OPENING DATE: SEPTEMBER 22, 2021</b>	
<b>NO. OF BIDDERS:</b>	<b>1</b>
NAME OF BIDDER	HFT MANAGEMENT INC., DBA GATEWAY OUTDOOR
ADDRESS	18 PLEASANT GROVE RD
CITY, STATE, ZIP	LONG VALLEY, NJ 07853
CONTACT	CRAIG HEARD
TELEPHONE	908 684 8122
FAX	908 684 8133
E-MAIL	<a href="mailto:CHEARDJR@GATEWAYOUTDOOR.COM">CHEARDJR@GATEWAYOUTDOOR.COM</a>
NJ SAVI DESIGNATION	SMALL BUSINESS ENTERPRISE
INSURANCE INDEMNIFICATION PAGE	SIGNED AND DATED
INSURANCE CERTIFICATE	INCLUDED
NJ BUSINESS REGISTRATION CERTIFICATE	OK
STATEMENT OF OWNERSHIP	SIGNED AND DATED
EIC	51435 EXPIRES 09.15. 27
EXECUTIVE ORDER 98-1	SIGNED AND DATED
IRAN CERTIFICATION	SIGNED AND DATED
EXHIBIT A	INCLUDED
NON-COLLUSION	SIGNED AND DATED
THREE REFERENCES AND EXPERIENCE	INCLUDED, TRADE TO REVIEW
HOLD PRICING BEYOND 60 DAYS	YES
<b>PERCENTAGE OF GROSS ADVERTISING REVENUE TO COUNTY; GENERATED FROM THE SALE OF ADVERTISING</b>	<b>55%</b>
CONTINUITY OF OPERATION	YES
EXCEPTIONS	NONE
FATAL FLAW	NO