

Finance and Properties Committee

Meeting, 10/16/85

Minutes

Present were John Mueller and Edith Rossiter, Chair. Also present were Marshall Susler, ex officio, and Robert Dumas, City Librarian.

Meeting called to order at 4:35 p.m. in the Librarian's Office.

In presenting the first item on the agenda for discussion - consideration of the bids to supply an offset duplicator and platemaking equipment - Mr. Dumas recapitulated the discussion on the matter from the previous meeting at which a vendor had been determined. After the meeting and before Board Meeting, Mr. Dumas stated, he had received complaints from the two unsuccessful bidders that they wished an opportunity to present additional data. Gestetner claimed that they had inadvertently misstated the facts in saying that this would be the first installation in Central Illinois. They informed that in actuality the Gestetner had been marketed for some time under another name but by another company under license from Gestetner. A. B. Dick stated that they had bid their least expensive model because it most closely matched the bid specifications, but they felt they should be permitted to quote a model comparable to the other bidders. They were told to send information on the upgraded model together with the State Contract Price so that the Committee could determine whether to advertise for bids again.

In the meantime Mr. Dumas visited the Herald and Review job print shop which owned a model of AB Dick similar to what was being proposed for a second bid. After discussion with Don Ellis, Mr. Dumas concluded it would be satisfactory. It had an integrated water-ink balance which Mr. Ellis felt was a plus in running print and line material; it lacked horizontal adjustment for registration which made close registration a tricky matter but with a reasonable amount of experience Mr. Ellis felt that good work could still be done and he gave an example of four color work that had very good registration indeed. The State Price submitted, however, was high and one could question whether AB Dick could reduce the price on bid to a level that would justify rebidding the contract. It was Mrs. Rossiter's opinion that this was unlikely and that so reducing the price might alienate other earlier customers to an extent that AB Dick would not want.

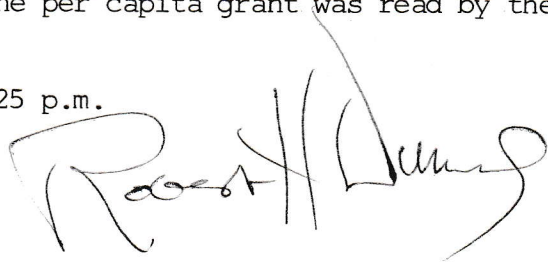
Gestetner had given the name of a printing shop in Springfield that had two old and one new ATF "Chief", the machine now being marketed by them under their own name. The sales manager suggested that I visit and examine the machine and its work. When I called for an appointment and advised that I had been told by Gestetner to visit them, the response was "Gestetner!?" I explained that I was told that Gestetner did their maintenance work. The printer said "They do? I don't know about that. Anyway I don't know why you would want to look at these machines; they are all old and not used much anymore, but if you want to come over and look, well come." Given the discouraging tone and the fact of the discrepancy between what Mr. Gregory of Gestetner had said and what Mr. Martin of Ford Printing had said, Mr. Dumas did not make the trip.

Mr. Dumas said that he had also personally visited Kemper Insurance to see the Multigraphics 1250 in operation. He had discussed the Library needs with the Multigraphics representative who advised him not to spend money for a chain delivery and had given other good advice, and felt that the representation of needs and capabilities had been carefully explained by this representative more fully than by the others and that he was impressed. Mrs. Rossiter felt that because the Multigraphics machines had long set a standard she felt that the committee should reaffirm the previous decision but get the 1250 without the chain delivery. Mr. Dumas noted that most people with whom he had talked felt that in general one electrostatic printmaker was as good as another; he therefore recommended getting the least expensive, namely, the A.B. Dick equipment.

The Committee agreed and decided to recommend the Multigraphics offset and the AB Dick platemaker and conversion unit.

The Resolution to the City Council requesting a supplemental appropriation ordinance to increase the Library's spending authority by the amount of the additional money to be received in the per capita grant was read by the Committee and the language agreed to.

The Committee adjourned at 5:25 p.m.

A handwritten signature in black ink, appearing to read "Robert H. Dumas". The signature is written in a cursive style with a large, sweeping initial "R".