

**DISCUSSION DRAFT - Report on Responses to RFP for MHLS Delivery Services**

<b>Name of Vendor</b>	<b>Experience Providing Delivery Services to Libraries</b>	<b>Bid Amount for Current 6 Day Service</b>	<b>Bid Amount for 5 Day Service: No Saturdays</b>	<b>Customer Service: References</b>	<b>Viability of Vendor</b>
ALD Services	Yes UHLS-8yrs SALS-7yrs MVLS-7yrs	Year 1 \$352,692	Year 1 \$304,337	Upper Hudson Library System; Mohawk Valley Library System; Southern Adirondack Library System	Strong
		3 Years \$1,058,076	3 Years \$913,012		
Hudson River Transports	Yes MHLS-9yrs 8mos	Year 1 \$331,808	Year 1 \$307,363	MHLS; Hudson River Technologies, Inc.; Lockhart Industries	Moderate
		3 Years \$1,023,049	3 Years \$947,680		
Arnoff	<b>None</b>	\$422,726	\$370,227	8/Library References Relating to Moving/Packing	Moderate
Valley Courier	<b>None</b>	No Bid	\$389,962	1/Hudson Valley Federal Credit Union	Moderate
Joe Slusz/Will Jordain	<b>None</b>	No Bid	\$303,780	3/Former Employers	Weak

Green - #1 Rated
Blue - #2 Rated
Yellow - Eliminated

