



August 26, 2020

Mr. Sean Carroll
Chief Procurement Officer, Council Chair
New York State Office of General Services
36th Floor, Corning Tower
Empire State Plaza
Albany, NY 12242

Dear Mr. Carroll:

On behalf of the New York State printing industry, we would like to provide comments for anticipated discussion at the September 10, 2020 meeting of the New York State Procurement Council.

On November 28, 2018, over the strong objections of our industry, the Procurement Council gave provisional approval to the addition of “printing” as a preferred source offering with New York State Industries for the Disabled provisionally designated to provide these services.

This provisional approval is subject to Procurement Council Review, no sooner than the third 2020 meeting of the Council, which happens to be this upcoming meeting.

The New York State printing industry continues to have serious concerns about this issue. The Covid-19 induced recession has been particularly devastating to an industry that was challenged even before it began. We have members whose business volume is down 75-80% and many have just closed their doors. Final approval of “printing” as a Preferred Source offering and the future requests, that we all know are coming from NYSID, to once again “broaden the definition”, will put many more companies out of business.

For reasons stated in 2018, including competitive factors, raw material availability, equipment configurations, etc., we continue to feel that the concept of establishing a market price for printing, which is really a custom manufactured product, is a fallacy. For that reason, “printing” as a Preferred Source offering is contrary to the Council’s **PREFERRED SOURCE GUIDELINES**. If I were a Procurement Council member, I would want to see how a market price was determined for each printing contract NYSID receives. Anything less is a disservice to the NYS taxpayer.

While we would prefer that the November 28, 2018 decision be reversed entirely, failing that, we would support the extension of the provisional approval, with more Council oversight, to at least the third meeting in 2023, as recommended by the Office of General Services.

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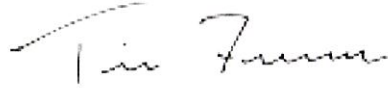
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Thank you for the opportunity to provide comments and we would be happy to answer any questions.

Very truly yours,

A handwritten signature in black ink, appearing to read "Tim Freeman". The signature is fluid and cursive, with a long horizontal stroke at the beginning.

Timothy Freeman
President
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cc: Ms. RoAnn Destito, Commissioner, NY SOGS
NYS Procurement Council Members
