

economy and, secondly, that you do not look for false economy but for true value. So it gives that direction, if you will, to somebody who is about to let a bid, to award a contract, that they should try to get the cheapest best value. For example, if two bids are in essence the same in quality, take the lower. However, if one product is lower than another, and yet the lower product has no service representative for three states, has a terrible track record for its servicing, it seems to fall apart on you, why then the lowest is not the most responsible. Those words are also applicable to the services that are provided and they are based on the track record of the person that comes to offer their services, their training, their expertise. I only suggest to you that the lowest responsible bidder is standard boiler plate language that political subdivisions have used for a long, long time, and it contains two twin ideas as to how to get value, one is the lowest price and, secondly, a qualitative standard which is inherent in the word "responsible", and I, for one, tend to vote against the Pappas amendment simply because I think those two orders should be given and you allow the person who is out there making the decision to balance the two of them. But I don't want to give up the fact that I think you aim for low cost within the realm of quality choices.

SPEAKER NICHOL: Senator Wesely, did you wish to speak to the Pappas amendment?

SENATOR WESELY: Yes, Mr. Speaker, members, I would oppose the Pappas amendment for very similar reasons to Senator Landis, and I just talked to Jim and I hope if you get a chance, if you will look at page 11 of the amendments, you will see a full page of things for the department and those awarding these tourism contracts to look at very carefully before they determine who, in fact, is responsible. And I think without exception we go with the lowest bidder in all facets of state bidding, but the one thing that is key is how restrictive you are in who is responsible, and we make it very clear in here. If you read that, it says "Contracts shall be awarded to the lowest responsible bidder, taking into consideration the best interests of the state, the quality of performance of the services rendered, the conformity with specifications, the purposes for which required, the time of completion, and with the consultation of the Travel and Tourism Division Advisory Committee. In determining the lowest responsible bidder, in addition to