

From: Craig W. Bulkley
To: 'Jim Ryan'
Cc:
Subject: RE: LB&B - NHSLC RFP - 2013-14 - Transportation Services - Inquiry

Received; thank you



Please consider the environment before printing this e-mail.

Craig W. Bulkley
Chief of Administration
NH State Liquor Commission
☎ (603) 230-7008
FAX (603) 271-3897
Cell: (603) 490-1559
✉ cbulkley@liquor.state.nh.us

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From: Jim Ryan [<mailto:jryan@lbbassociates.com>]
Sent: Saturday, March 23, 2013 11:57 AM
To: Craig W. Bulkley
Cc: 'Graham B. Thompson'
Subject: NHSLC RFP - 2013-14 - Transportation Services - Inquiry

Mr. Bulkley,

It was good seeing you again at the vendor's conference. Attached are our questions for consideration. We look forward to the responses.

Thanks much,

Jim Ryan
Director of Business Development
LB&B Associates Inc.
9891 Broken Land Parkway
Suite 400
Columbia, MD 21046
Office: 301-596-2440
Cell: 443-878-6122
Fax: 301-596-7879
<http://www.lbbassociates.com/>

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From: Jim Ryan <jryan@lbbassociates.com>
To: Craig W. Bulkley
Cc: 'Graham B. Thompson'
Subject: LB&B - NHSLC RFP - 2013-14 - Transportation Services - Inquiry
Attachments:  LB&B Associates Inquiry - 1.xlsx (16 KB)

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RFP Title	RFP Number	Page	Section	Paragraph	Inquiry
Transportation Services	NHSLC RFP 2013-14	3	Part 1	1. Purpose	Is the new warehouse vendor Exel eligible to bid on the RFP for Transportation Services?
Transportation Services	NHSLC RFP 2013-14	16	Part 1	1.25	What is the expected transition time period from award to full performance?
Transportation Services	NHSLC RFP 2013-14	17	Part 2	Second	States " Note that the Product previously shipped from Concord and Nashua will be combined in large part at the Bow Warehouse. The Transportation Vendor will have to transport Product from the Concord warehouse. Does this mean the transportation vendor only transfers product from Concord to Bow?
Transportation Services	NHSLC RFP 2013-14	17	Part 2	2.1	What is the purpose of the "at least daily" (no charge) trip between Concord and Bow?
Transportation Services	NHSLC RFP 2013-14	17	Part 2	2.1	If the "at least daily" trip from Bow to Concord is to transfer product, what is the anticipated volume?
Transportation Services	NHSLC RFP 2013-14	57	Appendix G	FY12 Cases	The total FY12 Cases shipped from both warehouses and store transfers is 5,010,581.
Transportation Services	NHSLC RFP 2013-14	60	Appendix G	FY12 Cases	The total FY12 Cases shipped from both warehouses is 3,621,422
Transportation Services	NHSLC RFP 2013-14	61	Appendix G	FY12 Cases	The total FY12 Cases transferred between stores is 17,703
Transportation Services	NHSLC RFP 2013-14		Appendix G		Based on the provided numbers above - is it correct that the 1,371,456 case delta is the amount of cases transferred between Concord and Nashua? If not - what is the correct total shipped and transferred case quantities?
Transportation Services	NHSLC RFP 2013-14	17	Part 2	2.2	The only mention of single bottles in the RFP is the 9000 bottles on the initial transfer. Will there be single bottle deliveries required? How will they be packaged for delivery?
Transportation Services	NHSLC RFP 2013-14	18	Part 2	2.5	Please provide the numbers and locations of licensees and agency stores.
Transportation Services	NHSLC RFP 2013-14	18	Part 2	2.5	Please provide examples of these entities, dimensions and expected quantities
Transportation Services	NHSLC RFP 2013-14	22	Part 4	2 - IT Competence	Please provide the name and version of the software that will be used by the two warehouse operations. This information is necessary to ensure compatibility with our software.
Transportation Services	NHSLC RFP 2013-14	25	Appendix A	A-2.3	Please provide the number of weekend and holiday deliveries for 2012 - locations and volume (cases)
Transportation Services	NHSLC RFP 2013-14	30	Appendix C	i.e.	How will the driver be able to accurately count and receive (pg 31 para 9 and 32 para 19) product once it's shrink-wrapped and loaded?
Transportation Services	NHSLC RFP 2013-14	33	Appendix C	29	Please confirm reference to See P. 32b.?
Transportation Services	NHSLC RFP 2013-14	33	Appendix C	30	Is last sentence meant for the warehouse vendor?
Transportation Services	NHSLC RFP 2013-14	34	Appendix C	4	How is the current vendor storing product in trailers overnight to keep from freezing?
Transportation Services	NHSLC RFP 2013-14	34	Appendix C	6	Are side doors required on both sides of the trucks/trailers?

From: Craig W. Bulkley
 To: 'David Van Scoyoc'
 Cc:
 Subject: RE: Vendor's Conference attendees for LB&B Associates Inc.

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-----Original Message-----

From: David Van Scoyoc [<mailto:dvanscoyoc@lbbassociates.com>]

Sent: Friday, March 15, 2013 3:35 PM

To: Craig W. Bulkley

Cc: Graham Thompson; Jim Ryan

Subject: Vendor's Conference attendees for LB&B Associates Inc.

Mr. Bulkley,

LB&B Associates Inc., will be sending two individuals to represent our company to the Vendor's Conference on Monday March 18, 2013.

The individuals are:

Graham B. Thompson

James L. Ryan Jr.

We are aware of the amendment moving the start time to 2:00 p.m.

Please let us know if there are any further changes.

Thank You,

David

David Van Scoyoc

Chief Operating Officer

LB&B Associates Inc.

301-596-2440

301-596-7879 fax

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From: David Van Scoyoc <dvanscoyoc@lbbassociates.com>
To: Craig W. Bulkley
Cc: Graham Thompson; Jim Ryan
Subject: LB&B - Vendor's Conference attendees for LB&B Associates Inc.

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