

From: Craig W. Bulkey
To: 'Law, Brian'
Cc:
Subject: Law - Transportation RFP Questions

Brian:

The Transportation RFP Evaluation Committee has initiated its review of all proposals submitted for the Transportation Services RFP. The committee has identified the following questions for you to answer. Please provide these answers to me via email **by noon, Monday, June 17, 2013**.

1. Please identify what "regular freight," if any, that is currently or has been transported in trailers containing product for delivery to NHSLC retail stores or to or from the Concord Warehouse. Proposal p.12, 16 of 35.
2. Please identify all regular freight you consider suitable to include with NHSLC product deliveries to NHSLC retail stores under your proposal.
3. Please provide a sample delivery schedule that includes licensees and regular freight.
4. You state in your proposal that LMF cannot use seals on co-mingled loads. Please describe the process you will use to maintain responsibility for co-mingled loads.
5. Reference page 17 of 35 in Section III, paragraph 3.3 and page 22 of 35 in Section III, paragraph 15 of your proposal, the RFP (paragraph 15 on page 31) described the minimum requirements for the capture and transmission of electronic information. The Exel warehouse will use the Manhattan software as the platform for the warehouse management system. Are you able to apply industry standards and identify a suitable technology that meets or exceeds these minimum requirements?
6. The RFP seeks no charge for all necessary trips between Bow and Concord. RFP paragraph 2.1, page 17
Do we correctly understand that you propose to charge the discounted rate for more than one daily trip between Concord and Bow for the entire term of the contract?
7. Please explain the rationale, including the advantage to the NHSLC, for each condition proposed for transfer of product from Nashua/Concord to Bow. Proposal Section III, paragraph 2.2.
8. The NHSLC went to great lengths to describe the transportation system to be used in responding to the RFP. See particularly, the April 12, 2013 clarification, p.1-4. Please specifically describe the contingency raised in the proposal Section III, paragraph 2.3.
9. Please identify all members of the Law IT department including a description of the percentage of time each person spends working for each of the Law businesses, including Law Realty Co., Inc., Law Warehouse, LMF, BSP Transportation, and McMillan Transportation. Proposal, section II, paragraph 3.1
10. LMF was previously asked to identify any existing state and/or federal laws and/or regulations that are inconsistent with RFP Appendix C, paragraph 24, page 33 of 71. LMF has now taken an exception without providing the

requested identification. Please identify all existing inconsistent laws and/or regulations. Please identify the basis for assuming that the NHSLC will not obey future applicable state and/or federal laws and/or regulations.


11. Please identify all existing inconsistent laws and/or regulations with RFP App C, Paragraph 9, p. 35 of 71. Please explain how this paragraph is inconsistent with RSA 178:14. Please identify the basis for assuming that the NHSLC will not obey future applicable state and/or federal laws and/or regulations.
12. In your proposal on page 27 paragraph 15 and page 33 paragraph 26 you have misidentified the transition as involving a warehouse vendor. Please resubmit these paragraphs in proper form. Because this is a transportation transition, why not agree to hold the price?
13. In your proposal on Page 29 Appendix D, you state that rates are for 5 years “unless the business profile migrated to the point that a rate revision was warranted.” Please describe with specificity what you mean by the quoted language.



Craig W. Bulkley
Director
Division of Administration
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☎ (603) 230-7008
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From: Jim Ryan <jryan@lbassociates.com>
To: Craig W. Bulkley
Cc:
Subject: RE: Bid/Proposal Bond
Attachments:  LB&B Proposal Guaranty Bond.pdf (994 KB)

Craig,

Here's a copy of the new bond. The original and copies for insertion into our proposal will be there tomorrow morning.

Thanks again,

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.lbassociates.com/>

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From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Tuesday, May 14, 2013 3:42 PM
To: Jim Ryan
Subject: Bid/Proposal Bond
Importance: High

Jim:

In performing an initial review of your proposal, the Bid or Proposal Bond you obtained from Merchants Bonding Company is made out to the wrong entity. The correct name on the bond should be: New Hampshire State Liquor Commission.

Please complete a new bond and forward it to me as soon as possible. Thank you.



Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
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NH State Liquor Commission
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LB&B Proposal
Guaranty Bond.pdf

From: jryan@lbbassociates.com
To: Craig W. Bulkley
Cc:
Subject: Re: Bid/Proposal Bond

Craig,

It's being worked now - thanks for letting me know.

Jim

Sent from my Verizon Wireless BlackBerry

From: "Craig W. Bulkley" <cbulkley@liquor.state.nh.us>
Date: Tue, 14 May 2013 15:41:34 -0400
To: Jim Ryan<jryan@lbbassociates.com>
Subject: Bid/Proposal Bond

Jim:

In performing an initial review of your proposal, the Bid or Proposal Bond you obtained from Merchants Bonding Company is made out to the wrong entity. The correct name on the bond should be: New Hampshire State Liquor Commission.

Please complete a new bond and forward it to me as soon as possible. Thank you.



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From: Craig W. Bulkeley
To: 'Jim Ryan'
Cc:
Subject: LB&B - Bid/Proposal Bond

Jim:

In performing an initial review of your proposal, the Bid or Proposal Bond you obtained from Merchants Bonding Company is made out to the wrong entity. The correct name on the bond should be: New Hampshire State Liquor Commission.

Please complete a new bond and forward it to me as soon as possible. Thank you.



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From: jryan@lbbassociates.com
To: Craig W. Bulkeley
Cc:
Subject: Re: Transportation RFP Proposals Received

Craig,

Thanks much for the confirmation.

Enjoy the conference.

Jim
Sent from my Verizon Wireless BlackBerry

From: "Craig W. Bulkley" <cbulkley@liquor.state.nh.us>
Date: Tue, 14 May 2013 13:28:46 -0400
To: Jim Ryan<jryan@lbbassociates.com>
Subject: Transportation RFP Proposals Received

Jim:

This serves to inform you that the Liquor Commission received four proposals regarding its Transportation RFP:

- LB&B – Columbia, MD
- Laconia Best Warehousing & Distribution – Laconia, NH
- Exel – Westerville, OH
- Law Motor Freight – Nashua, NH



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From: Scott Lyons (EXEL CA) <Scott.Lyons@exel.com>
To: Craig W. Bulkley
Cc:
Subject: RE: Transportation RFP Proposals Received

Received.

Thank-you,
Scott Lyons

Telephone: 905 366-7691

Mobile: 416 417-2537

From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Tuesday, May 14, 2013 1:29 PM
To: Scott Lyons (EXEL CA)
Subject: Transportation RFP Proposals Received

Scott:

This serves to inform you that the Liquor Commission received four proposals regarding its Transportation RFP:

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- Laconia Best Warehousing & Distribution – Laconia, NH
- Exel – Westerville, OH
- Law Motor Freight – Nashua, NH



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From:	Craig W. Bulkley
To:	'Nancy Lamarche'
Cc:	
Subject:	Laconia - Transportation RFP Proposals Received

Nancy:

This serves to inform you that the Liquor Commission received four proposals regarding its Transportation RFP:

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- Laconia Best Warehousing & Distribution – Laconia, NH

- Exel – Westerville, OH
- Law Motor Freight – Nashua, NH



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From:	Craig W. Bulkley
To:	'Scott Lyons (EXEL CA) (Scott.Lyons@exel.com)'
Cc:	
Subject:	Exel - Transportation RFP Proposals Received

Scott:

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- Exel – Westerville, OH
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From: Craig W. Bulkey
To: 'Law, Brian'
Cc:
Subject: Law - Transportation RFP Proposals Received

Brian:

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From: Craig W. Bulkey
To: 'Jim Ryan'
Cc:
Subject: LB&B - Transportation RFP Proposals Received

Jim:

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