
From: Brian Law <brianlaw@lawwarehouses.com>
Sent: Thursday, July 18, 2013 1:38 PM
To: Craig W. Bulkley
Subject: RE: Law Meeting with Commissioners - Transportation RFP

Craig: John and I will be there at 2:00pm Monday.
Thank you - Brian

From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Thursday, July 18, 2013 8:46 AM
To: Brian Law
Subject: Law Meeting with Commissioners - Transportation RFP
Importance: High

Brian:

This will confirm that you will be meeting with our two Commissioners on Monday, July 22rd at 2:00 PM here at our headquarters.

As I indicated previously, the meeting will last approximately one hour. You will have the opportunity to meet Chairman Joe Mollica and Commissioner Mike Milligan. The Evaluation Committee will also be in attendance. Please be prepared to provide a brief, general overview of your proposal to the commissioners.

Please confirm receipt of this email. Thank you.



Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division 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: Scott Lyons (EXEL CA) <Scott.Lyons@exel.com>
Sent: Thursday, July 18, 2013 9:04 AM
To: Craig W. Bulkley
Subject: RE: Exel Meeting with Commissioners - Transportation RFP

Received – thank-you and looking forward to it.

Scott Lyons

Telephone: 905 366-7691
Mobile: [REDACTED]

From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Thursday, July 18, 2013 8:46 AM
To: Scott Lyons (EXEL CA)
Subject: Exel Meeting with Commissioners - Transportation RFP
Importance: High

Scott:

I am sending this email as an alert to you that our two commissioners want to meet with you on Tuesday, July 23rd at 11 AM. You are welcome to bring whomever you deem appropriate to meet with the Evaluation Committee. The meeting will last approximately one hour. You will have the opportunity to meet Chairman Joe Mollica and Commissioner Mike Milligan. The Evaluation Committee will also be in attendance. Please be prepared to provide a brief, general overview of your proposal to the commissioners.

Please confirm receipt of this email and let me know who will be attending. Thank you.



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Director
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From: Brian Law <brianlaw@lawwarehouses.com>
Sent: Thursday, July 18, 2013 8:57 AM
To: Craig W. Bulkley
Subject: Re: Law Meeting with Commissioners - Transportation RFP

Received. We will see you then.
Thanks
Brian

Sent from my Verizon Wireless 4G LTE DROID

"Craig W. Bulkley" <cbulkley@liquor.state.nh.us> wrote:

Brian:

This will confirm that you will be meeting with our two Commissioners on Monday, July 22rd at 2:00 PM here at our headquarters.

As I indicated previously, the meeting will last approximately one hour. You will have the opportunity to meet Chairman Joe Mollica and Commissioner Mike Milligan. The Evaluation Committee will also be in attendance. Please be prepared to provide a brief, general overview of your proposal to the commissioners.

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From: Jim Ryan <jryan@lbbassociates.com>
Sent: Thursday, July 18, 2013 8:50 AM
To: Craig W. Bulkley
Subject: RE: LB&B Meeting with Commissioners - Transportation RFP

Craig,

Email received – we'll see you next week.

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: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Thursday, July 18, 2013 8:46 AM
To: Jim Ryan
Subject: LB&B Meeting with Commissioners - Transportation RFP
Importance: High

Jim:

This will confirm that you will be meeting with our two Commissioners on Tuesday, July 23rd at 1:00 PM here at our headquarters.

As I indicated previously, the meeting will last approximately one hour. You will have the opportunity to meet Chairman Joe Mollica and Commissioner Mike Milligan. The Evaluation Committee will also be in attendance. Please be prepared to provide a brief, general overview of your proposal to the commissioners.

Please confirm receipt of this email. Thank you.



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From: Craig W. Bulkley <Craig.Bulkley@liquor.state.nh.us>
Sent: Thursday, July 18, 2013 8:46 AM
To: Scott.Lyons@exel.com
Subject: Exel Meeting with Commissioners - Transportation RFP

Importance: High

Scott:

I am sending this email as an alert to you that our two commissioners want to meet with you on Tuesday, July 23rd at 11 AM. You are welcome to bring whomever you deem appropriate to meet with the Evaluation Committee. The meeting will last approximately one hour. You will have the opportunity to meet Chairman Joe Mollica and Commissioner Mike Milligan. The Evaluation Committee will also be in attendance. Please be prepared to provide a brief, general overview of your proposal to the commissioners.

Please confirm receipt of this email and let me know who will be attending. Thank you.



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From: Craig W. Bulkley <Craig.Bulkley@liquor.state.nh.us>
Sent: Thursday, July 18, 2013 8:46 AM
To: Jim Ryan
Subject: LB&B Meeting with Commissioners - Transportation RFP

Importance: High

Jim:

This will confirm that you will be meeting with our two Commissioners on Tuesday, July 23rd at 1:00 PM here at our headquarters.

As I indicated previously, the meeting will last approximately one hour. You will have the opportunity to meet Chairman Joe Mollica and Commissioner Mike Milligan. The Evaluation Committee will also be in attendance. Please be prepared to provide a brief, general overview of your proposal to the commissioners.

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From: Craig W. Bulkley <Craig.Bulkley@liquor.state.nh.us>
Sent: Thursday, July 18, 2013 8:46 AM
To: nancylamarchepa@gmail.com
Subject: Laconia Meeting with Commissioners - Transportation RFP

Importance: High

Nancy:

This will confirm that you will be meeting with our two Commissioners on Tuesday, July 23rd at 9:00 AM here at our headquarters.

As I indicated previously, the meeting will last approximately one hour. You will have the opportunity to meet Chairman Joe Mollica and Commissioner Mike Milligan. The Evaluation Committee will also be in attendance. Please be prepared to provide a brief, general overview of your proposal to the commissioners.

Please confirm receipt of this email. Thank you.



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From: Craig W. Bulkley <Craig.Bulkley@liquor.state.nh.us>
Sent: Thursday, July 18, 2013 8:46 AM
To: brianlaw@lawwarehouses.com
Subject: Law Meeting with Commissioners - Transportation RFP

Importance: High

Brian:

This will confirm that you will be meeting with our two Commissioners on Monday, July 22rd at 2:00 PM here at our headquarters.

As I indicated previously, the meeting will last approximately one hour. You will have the opportunity to meet Chairman Joe Mollica and Commissioner Mike Milligan. The Evaluation Committee will also be in attendance. Please be prepared to provide a brief, general overview of your proposal to the commissioners.

Please confirm receipt of this email. Thank you.



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From: Scott Lyons (EXEL CA) <Scott.Lyons@exel.com>
Sent: Wednesday, July 17, 2013 6:27 PM
To: Craig W. Bulkley
Subject: RE: Revised Financial Spreadsheet - Exel
Attachments: Revised Financial Spreadsheet - Exel.pdf

Attached please find the Revised Financial Spreadsheet.

Please confirm receipt.

Thanks,
Scott Lyons

Telephone: 905 366-7691
Mobile: [REDACTED]

From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Friday, July 12, 2013 12:30 PM
To: Scott Lyons (EXEL CA)
Subject: Revised Financial Spreadsheet - Exel
Importance: High

Scott:

As indicated in yesterday's email to you, we have attached a revised financial spreadsheet. As noted in yesterday's email, changes include:

1. Identifying Fuel Surcharge of \$3.50 as set forth in Appendix K of the RFP
2. Changing Pallet Totals and Hand Totals to reflect that Lift-gate stores are treated as pallet stores
3. Volumes previously noted as "Weekend/Holiday" actually occurred on Veteran's Day and the Day after Thanksgiving. Neither of these days is a holiday as noted in our June 12, 2013 RFP Amendment. These numbers have been removed; the NHSLC reserves the ability to request deliveries on weekends and holidays during the initial 5-year term of the contract.
4. The RFP, Section 2.2, page 17 of 71, anticipated that approximately 40,000 cases will need to be moved from Concord to Bow and that approximately 500,000 cases will need to be moved from Nashua to Bow. These numbers are approximate, but the NHSLC will use them in the spreadsheet for consistency's sake.

We seek confirmation that the rates we have used on the attached spreadsheet will be effective from November 1, 2013 through January 31, 2019 (63 months). This requirement is consistent with the original Transportation Services RFP, Section 1.10.3, page 11 of 71. It includes the period from November 1, 2013 through January 31, 2014, a period of transition. We have previously provided the data necessary to include this period in your rate calculations.

You may change your rates.

It is important to recognize that the NHSLC and the selected vendor will be partners. For example, revised Appendix M provides a estimated model of deliveries that are flattened out Monday through Friday. In actuality, at the current time,

the deliveries are heavier at the beginning of the week and lighter at the end of the week. The NHSLC will work with its partner to modify delivery schedules to the greatest extent practicable to achieve efficiencies in the transportation of product to our 77 retail stores.

To be clear, we are asking you to confirm or provide rates that are fixed for the 63 month period from November 1, 2013 through January 31, 2019.

While we recognize that Section 1.10.3 also provides an opportunity for an “escalation clause” to negotiate an increase or decrease to rates, the NHSLC wants to compare rates on an apples to apples basis. At this time, please provide 5 year fixed rates.

All previous statements regarding the term of the cost proposal are rescinded to be consistent with this email.

Please confirm that the numbers on the attached spreadsheet are correct or modify them and notify me via email by 4:00 PM, Monday, July 15, 2013.



Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division 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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EXEL RATE PROPOSAL SUMMARY

		ACTUAL	ESTIMATED			APPENDIX-D	APPENDIX D-1	APPENDIX D-2	APPENDIX D-3				
		CASE VOLUME	CASE VOLUME			NO CO-MINGLING							
		5/1/12-4/30/13	11/1/13-1/31/19			M-F	Wknd/Hol	M-F	Wknd/Hol	M-F	Wknd/Hol	M-F	Wknd/Hol
BEVERAGE CASES:	Pallet Unload					\$ 0.51	\$ 0.59						
	Hand Unload					\$ 0.61	\$ 0.70						
MOVEMENT:	Nashua - Bow					\$ 0.26	\$ 0.26						
	Concord - Bow					\$ 0.11	\$ 0.11						
	Totes & Supplies: To and From Stores					-	-						
	Product at Concord Whse to Bow Whse					-	-						
	Pallets - Unuseable & empty boxes					-	-						
SUMMARY OF CASES & COSTS:													
	Pallet Total	2,534,558	14,450,000	74%	\$ 7,364,116								
	Hand Total	1,044,786	5,120,000	26%	\$ 3,110,187								
	Total Cases	3,579,344	19,570,000										
	Total Annual Cost				\$ 10,474,303								
Movement:													
	Nashua - Bow	500,000	500,000		\$ 130,000								
	Concord - Bow	40,000	40,000		\$ 4,400								
	Est. Total Movement Cases	540,000	540,000										
	Est. Total Movement Cost				\$ 134,400								
GRANT TOTAL:				\$ 10,608,703									

Additional Notes:

Actual case volume utilized for this analysis is based on historical activity from 5/1/2012 - 4/30/2013.

Estimated case volume includes future annual growth of approximately 3%

Rates based on fuel purchase cost of \$3.50 (RFP - Appendix K, pg.70)

The prices quoted are for the services outlined in the RFP. If the NHSLC wishes Exel to provide services that are accessorial to the RFP Exel will work in good faith with the NHSLC to establish pricing for such services.

From: Craig W. Bulkley <Craig.Bulkley@liquor.state.nh.us>
Sent: Wednesday, July 17, 2013 12:31 PM
To: Jim Ryan
Subject: RE: Meeting with Liquor Commissioners

Thank you

From: Jim Ryan [<mailto:jryan@lbbassociates.com>]
Sent: Wednesday, July 17, 2013 12:13 PM
To: Craig W. Bulkley
Subject: RE: Meeting with Liquor Commissioners

Craig,

Receipt confirmed. We'll be bringing the same team;

David Van Scoyoc - Chief Operating Officer
Graham Thompson – Program Manager ABC Operations NC and WV
Jim Ryan – Director of Business Development
Ben Thompson – Corporate Counsel

Thanks,

Jim Ryan

Director of Business Development
LB&B Associates Inc.
9891 Broken Land Parkway
Suite 400
Columbia, MD 21046
Office: 301-596-2440
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From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Tuesday, July 16, 2013 2:45 PM
To: Jim Ryan

Subject: Meeting with Liquor Commissioners

Importance: High

Jim:

I am sending this email as an alert to you that our two commissioners want to meet with you on Tuesday, July 23rd. You are welcome to bring whomever you deem appropriate to meet with the Evaluation Committee. The meeting will last approximately one hour. You will have the opportunity to meet Chairman Joe Mollica and Commissioner Mike Milligan. The Evaluation Committee will also be in attendance. Please be prepared to provide a brief, general overview of your proposal to the commissioners.

Please confirm receipt of this email and let me know who will be attending.

I will get back to you by noon on Friday, 7/19, to confirm a time. Thank you.



Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division 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 <jryan@lbbassociates.com>
Sent: Wednesday, July 17, 2013 12:13 PM
To: Craig W. Bulkley
Subject: RE: Meeting with Liquor Commissioners

Craig,

Receipt confirmed. We'll be bringing the same team;

David Van Scoyoc - Chief Operating Officer
Graham Thompson – Program Manager ABC Operations NC and WV
Jim Ryan – Director of Business Development
Ben Thompson – Corporate Counsel

Thanks,

Jim Ryan

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From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Tuesday, July 16, 2013 2:45 PM
To: Jim Ryan
Subject: Meeting with Liquor Commissioners
Importance: High

Jim:

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From: Nancy Lamarche <nancylamarchecpa@gmail.com>
Sent: Wednesday, July 17, 2013 11:34 AM
To: Craig W. Bulkley
Subject: RE: Meeting with Liquor Commissioners

Hi Craig – This is to confirm receipt of your email and to let you know that I will be there on the 23rd. I am not sure which members of our team will be there yet, but will let you know shortly.

If possible, I would like to request a morning time, starting in the 9am to 10am range.

Thank you
Nancy Lamarche

From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Tuesday, July 16, 2013 2:45 PM
To: nancylamarchecpa@gmail.com
Subject: Meeting with Liquor Commissioners
Importance: High

Nancy:

I am sending this email as an alert to you that our two commissioners want to meet with you on Tuesday, July 23rd. You are welcome to bring whomever you deem appropriate to meet with the Evaluation Committee. The meeting will last approximately one hour. You will have the opportunity to meet Chairman Joe Mollica and Commissioner Mike Milligan. The Evaluation Committee will also be in attendance. Please be prepared to provide a brief, general overview of your proposal to the commissioners.

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From: Jim Ryan <jryan@lbbassociates.com>
Sent: Tuesday, July 16, 2013 4:50 PM
To: Craig W. Bulkley
Subject: RE: Meeting with Liquor Commissioners

Craig,

I'll get the names to you in the morning if that's alright.

Thanks,

Jim Ryan

Director of Business Development
LB&B Associates Inc.
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Office: 301-596-2440
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From: Jim Ryan [mailto:jryan@lbbassociates.com]
Sent: Tuesday, July 16, 2013 3:29 PM
To: 'Craig W. Bulkley'
Subject: RE: Meeting with Liquor Commissioners

Thanks –

The date is fine - I'll have the attendees names back shortly.

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
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From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Tuesday, July 16, 2013 3:26 PM
To: Jim Ryan
Subject: RE: Meeting with Liquor Commissioners

Jim – this will be an informal presentation; no power point required

From: Jim Ryan [<mailto:jryan@lbbassociates.com>]
Sent: Tuesday, July 16, 2013 3:19 PM
To: Craig W. Bulkley
Subject: RE: Meeting with Liquor Commissioners

Craig,

Will it be the same type venue and format? Or are they expecting a more formal power point type presentation?

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: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Tuesday, July 16, 2013 2:45 PM
To: Jim Ryan
Subject: Meeting with Liquor Commissioners
Importance: High

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Please confirm receipt of this email and let me know who will be attending.

I will get back to you by noon on Friday, 7/19, to confirm a time. Thank you.



Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division 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: Brian Law <brianlaw@lawwarehouses.com>
Sent: Tuesday, July 16, 2013 4:23 PM
To: Craig W. Bulkley
Subject: RE: Meeting with Liquor Commissioners

Craig: Thank you for allowing this meeting to happen on Monday. I will be attending with John Guerette.

From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Tuesday, July 16, 2013 3:13 PM
To: Brian Law
Subject: RE: Meeting with Liquor Commissioners
Importance: High

Brian:

At your request, we have scheduled you for 2:00 PM on Monday, 7/22.



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From: Brian Law [<mailto:brianlaw@lawwarehouses.com>]
Sent: Tuesday, July 16, 2013 2:51 PM
To: Craig W. Bulkley
Subject: RE: Meeting with Liquor Commissioners

Craig: Is there any way we can do this Monday. Tuesday I am on a 9:00am flight to take my daughter to meetings we have set up at the college she would like to attend, which begins accepting applications for the program she wants to get into August 1st. We return Thursday. I would have Lisa take her in my place but she is unavailable. Thank you for your consideration.

From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Tuesday, July 16, 2013 2:45 PM
To: Brian Law
Subject: Meeting with Liquor Commissioners
Importance: High

Brian:

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From: Jim Ryan <jryan@lbbassociates.com>
Sent: Tuesday, July 16, 2013 3:29 PM
To: Craig W. Bulkley
Subject: RE: Meeting with Liquor Commissioners

Thanks –

The date is fine - I'll have the attendees names back shortly.

Jim Ryan

Director of Business Development
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From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Tuesday, July 16, 2013 3:26 PM
To: Jim Ryan
Subject: RE: Meeting with Liquor Commissioners

Jim – this will be an informal presentation; no power point required

From: Jim Ryan [<mailto:jryan@lbbassociates.com>]
Sent: Tuesday, July 16, 2013 3:19 PM
To: Craig W. Bulkley
Subject: RE: Meeting with Liquor Commissioners

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Importance: High

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Subject: RE: Meeting with Liquor Commissioners

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From: Brian Law <brianlaw@lawwarehouses.com>
Sent: Tuesday, July 16, 2013 3:21 PM
To: Craig W. Bulkley
Subject: Re: Meeting with Liquor Commissioners

Thank you

Sent from my Verizon Wireless 4G LTE DROID

"Craig W. Bulkley" <cbulkley@liquor.state.nh.us> wrote:

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