

April 2, 2013 CLARIFICATIONS AND AMENDMENTS:

AMENDMENT:

Pursuant to Section 1.5.3, Page 7 of the Transportation Services RFP, the NHSLC has the authority to amend the RFP at any time and at its sole discretion.

In Section 1.3, Page 6, the NHSLC stated that official responses, official answers, and/or written information issued in writing by the Issuing Officer shall be the same as amendments.

A revised Appendix H (NH Liquor Store Delivery Frequency) has been attached at the end of these questions and answers.

Vendor Questions & Answers:

Question 18 - Page 22, Vendor Technical...Competence: This section states that vendors must report real-time inventories. Please confirm that the Transportation Vendor will not receive, nor is it required to track, inventory specific data.

Answer – The NHSLC does not confirm the statement. The transportation vendor will need to accept the inventory electronically onto the trailer and report electronically the final inventory. This means, at the least, an electronic file transfer of electronic information provided to the Transportation Vendor by the warehouse. The transportation vendor will be responsible for the costs associated with its participation in the electronic inventory process.

Question 22 - Page 29, Appendix C, Section 1a: Please confirm that the information will be provided in electronic file format, that the NHSLC commits to creating a file with the proper fields (i.e.: true scheduled delivery date), that licensee orders for the Vendor will be included in the files, and the timeframe in which this information will be file transferred (i.e.: hourly, as orders come in, etc.).

Answer – The NHSLC does not confirm the statement. The primary proposal sought by the NHSLC does not include deliveries to licensees. If the NHSLC allows the Vendor to comingle, it will arrange for this information to be provided by the warehouse vendor. In regard to store orders, after the start of this contract, information will be provided in electronic file format in a file with the proper fields and in a timely manner by the warehouse vendor.

Question 30 - Page 32, Appendix C, Section 16b: Currently stores sign one combined bill of lading / packing list document. Does this RFP require a document not currently used in the delivery process?

Answer – The NHSLC does not intend to create a new bill of lading/packing list document; it intends to create a new electronic system with the goal of eliminating paper documents. Going forward, the transportation provider will receive this data electronically and have it signed electronically and transferred electronically back to the NHSLC.

Question 35 - Page 33, Appendix C, Section 29: The number of loads is greatly overstated. The number referred to in the existing contract is 3,170. Please confirm that only one yard driver will be required and the expected standard work shift. In addition, what recourse will the Transportation provider have for overtime required as a result of the warehouses failing to have loads completed within this shift?

Answer – The number 17,684 referred to in Appendix C, Page 33, Paragraph 29 and Appendix G, Page 60 is the number of individual invoices sent to all the stores during the reporting period. A trailer load may consist of multiple invoices.

We note that the number of invoices for FY 2012 on Page 60 is different than the number of invoices on Page 56. See answer to Question 57.

Regarding yard drivers, the Concord Warehouse will only be in operation for a short time after the start of the contract. Currently, no yard driver is required in Concord because the drivers of arriving and departing trucks handle any yard driving required.

The Bow warehouse will need to have a qualified and licensed yard driver from 0400 to 1300 hours Monday through Friday and from 2000 to 2400 hours Sunday through Thursday. This individual will have access to and be responsible for confirming the contents of outgoing trailer loads. Trailers may be staged the night before they are loaded – Sunday through Thursday.

In regard to overtime, the phrase “within this shift” is not in the referenced section.

Question 46 - Page 30, 1.D. The loading of trailers are mostly live loads. Are we to assume minimal drop trailers at ship site?

Answer – No, page 30, 1.d. is amended to strike mostly and insert minimally. There will be minimal live loads. Trailers for the next day’s deliveries will need to be dropped and stored at the Bow warehouse Sunday through Thursday. One tractor may remain at the facility for the yard driver from 2000 Sunday through Friday at 1300. The tractor and trailers will have to leave the warehouse facility and can not remain at the warehouse facility outside of these hours.

Question 50 - Not on RFP needing answers; Current hours of operation for Bow, Nashua, and Concord facilities. Can you ship non-NHSLC product with NHSLC product?

Answer – Concord Operating hours – 7:30 AM – 3:30 PM but will only be relevant for the first three months of the contract. Nashua operating hours will not be relevant to the

new contract. In regard to delivery to state stores, the Bow warehouse and the transportation vendor will receive store orders for next day delivery on or before 2335 hours. The Transportation Vendor will complete a routing plan and provide it to the warehouse by 0400. The warehouse will provide a listing of when trailers will be available by 0500. The warehouse will work with the Transportation Vendor to meet early morning delivery requirements at select stores. Other loads will be available for pickup on or before 1200.

The RFP allows a vendor to propose a rate to transport non-NHSLC product. The Main Proposal is at page 16. This section is amended to 2.0. It requires rates for delivery to state stores. Page 18 contains two additional Proposals which a vendor may make. Section 2.5 allows a Proposal for delivery of non-NHSLC Product with NHSLC Product. Section 2.6 contains a third option for the transportation of items that are compatible with Product.

Question 57 - Page 25 states annual quantity of 3,621,422 cases were shipped during calendar year 2012. The excel spreadsheet provided, "CopyofCY2012Shipments.xlsx", annual cases are 3,506,140. Which annual volume should we assume and if the higher number, can NHSLC re-issue the data file with volumes by store by day or advise how we should account for the difference?

Answer – The vendors should use the excel spreadsheet provided in Appendix I located on our website and on Page 56 of Appendix G. Both of these documents identify the total cases as 3,506,140.

Question 59 - Our assumption is that the date in the "CopyofCY2012Shipments.xlsx" spreadsheet represents the delivery date. The days do not necessarily correlate with the delivery day schedule provided in Appendix H. For example store 7 has a Tues, Thurs delivery schedule for both Concord and Law, but the data shows case volume on Mon, Tues, Wed, and Thurs. So in this example, would it be accurate to combine the numbers for Mon and Tues. as the "Tues" volume and combine the numbers for Wed and Thurs. as the "Thurs" volume?

Answer – The dates on the spreadsheet are entered as shipping dates. In the past, the Product was not necessarily delivered the same day as the shipping date. The schedule in Appendix H changes during the year. See revised Appendix H, below.

Question 63 - Can our equipment be parked at the 2 facilities overnight and weekends?

Answer – After January 2014, there will be no need for trailers to be left overnight or on weekends in Concord. Regarding the Bow warehouse, trailers needed for the next business day can be stored overnight. Trailers for Monday can be delivered to the Bow warehouse at 8 PM on Sunday night.

The transportation contractor must provide a hub or facility where tractors and empty trailers will be stored securely.

Question 71 - Is an assigned driver and yard tractor required at both warehouses and what hours do they need to cover?

Answer – See answer to Question 35.

Question 77 - What are the loading hours at the Concord and Private Warehouse?

Answer – See Answer to Question 50.

Question 92 – Orders come in, and we should have them electronically by midnight? Including licensee orders if we are the designated carrier? But then Exel is going to work 2 shifts the next day, so can you talk about what time frame we can expect to get those loads that have to be delivered same day and which are the following day? Do we have to wait two full shifts to get all of our loads?

Answer – See Answer to Question 50

Question 96 – How do you envision seals working with transfers and rollers? Driver cannot be anywhere near the truck when it is being loaded, and it supposed to be under seal.

Answer – See Answer to Question 35

Question 122 – Page 30, Appendix C, Paragraph 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?

Answer – The NHSLC expects that the process will be ironed out among the transportation vendor, warehouse vendor and the NHSLC. Page 35, paragraph 8.b. The Transportation Vendor will have access to the loading of the Product. The pallet will be chimney loaded so that cases can be counted.

The first sentence of I.e. is stricken. The warehouse will provide a manifest for each pallet. The NHSLC expects the manifest to be electronic and accurate. The trailer will be sealed by the warehouse and the pallet delivered to a store. The seal will be broken by a store employee and the pallet will be unloaded. The store will check the contents of the pallet against the manifest and provide an affidavit to the driver. If there is a discrepancy, the warehouse will be responsible. Page 32, Paragraph 22. The store will then seal the load for delivery to the next store.

Question 128 – RFP page 22 – Criteria for Selection, Vendor Technical, Service, and Project Management Proposal/IT Competence. What platform is required for the software?

Answer – The warehouse vendor uses Manhattan.

Question 130 – RFP page 31 – General Requirements, Item No. 15. What type of electronic signature transmission is acceptable? Please elaborate.

Answer –The Vendor should propose a solution. The NHSLC is willing to discuss this issue. It could be a signature or a pin

Question 138 - For store transfers, since they come back to the warehouse and go out on the next outbound delivery truck, can you provide any historical history with the delivery date, case volume, and store receiving the transfer so that we can incorporate those volumes into the route design? Or does the “CY2012Shipments.xlsx” data file already include store transfer volume?

Answer – The spreadsheet does not include store transfers. The NHSLC does not have additional history. The NHSLC notes that the total cases shipped in 2012 were 3,506,140. Appendix G, P. 56. Appendix G, page 61 provides the monthly and total number of transfers. There were 17,703 cases moved in 2012 by 5,517 transfers, an average of 3 cases per transfer.

Question 141 – The last paragraph of section 1.25 (page 16) and the last paragraph of Appendix C, Special Requirements section 15 (Page 36) are inconsistent. Please confirm which is correct.

Answer – The last paragraph Appendix C, paragraph 15 is stricken and the last paragraph of Section 1.25 is substituted for it.

Question 142 - Please provide the square footage of each store’s storage area.

Answer – Due to changes in the stores, the information cannot be supplied

APPENDIX H

(Revised)

NH Liquor Store Delivery Frequency

Store	Concord					LAW				
	Monday	Tuesday	Wednesday	Thursday	Friday	Monday	Tuesday	Wednesday	Thursday	Friday
1	Monday	Tuesday	Wednesday	Thursday	Friday	Monday	Tuesday	Wednesday	Thursday	Friday
2	Tuesday	Thursday				Tuesday	Thursday			
3	Monday	Thursday				Monday	Thursday			
4	Wednesday					Monday	Thursday			
5	Friday					Friday				
6	Tuesday	Thursday				Monday	Wednesday			
7	Tuesday	Thursday				Tuesday	Thursday			
8	Tuesday	Thursday				Monday	Thursday			
9	Tuesday	Thursday				Monday	Wednesday			
10	Tuesday	Thursday				Monday	Wednesday			
11	Tuesday	Thursday				Monday	Wednesday	Friday		
12	Tuesday	Thursday				Tuesday	Thursday	Friday		
13	Tuesday					Wednesday				

14	Tuesday					Monday	Wednesday		
15	Monday	Tuesday	Thursday	Friday		Monday	Tuesday	Thursday	Friday
16	Friday					Friday			
17	Tuesday	Thursday				Tuesday	Thursday		
18	Friday					Friday			
19	Thursday					Friday			
20	Tuesday					Monday	Wednesday		
21	Tuesday	Friday				Tuesday	Thursday		
22	Monday	Wednesday				Tuesday	Thursday		
23	Tuesday	Thursday				Tuesday	Thursday	Friday	
24	Wednesday					Thursday			
25	Monday	Wednesday	Friday			Monday	Tuesday	Thursday	
26	Friday					Friday			
27	Monday	Wednesday				Monday	Wednesday		
28	Wednesday					Wednesday			
29	Friday					Friday			
30	Wednesday	Friday				Tuesday	Thursday		

31	Wednesday					Monday	Thursday			
32	Tuesday	Thursday				Monday	Wednesday	Friday		
33	Tuesday	Thursday				Monday	Wednesday	Friday		
34	Monday	Tuesday	Wednesday	Thursday	Friday	Monday	Tuesday	Wednesday	Thursday	Friday
35	Friday					Tuesday	Thursday			
36	Friday					Thursday				
37	Friday					Friday				
38	Monday	Tuesday	Wednesday	Thursday	Friday	Monday	Tuesday	Wednesday	Thursday	Friday
39	Thursday					Tuesday	Friday			
40	Wednesday					Thursday				
41	Monday	Tuesday	Thursday			Monday	Wednesday	Friday		
42	Thursday					Tuesday	Friday			
43	Tuesday					Wednesday				
44	Thursday					Thursday				
45	Tuesday					Wednesday				
46	Thursday					Thursday				

47	Tuesday	Friday				Tuesday	Friday			
48	Tuesday	Friday				Tuesday	Thursday			
49	Monday	Tuesday	Wednesday	Thursday	Friday	Monday	Tuesday	Wednesday	Thursday	Friday
50	Monday	Tuesday	Wednesday	Thursday	Friday	Monday	Tuesday	Wednesday	Thursday	Friday
51	Monday	Wednesday				Monday	Wednesday			
52	Friday					Friday				
53	Monday	Wednesday				Tuesday	Friday			
54	Thursday					Tuesday	Friday			
55	Tuesday	Thursday				Monday	Wednesday	Friday		
56	Wednesday	Friday				Tuesday	Friday			
57	Thursday					Tuesday	Friday			
58	Monday					Tuesday	Thursday			
59	Tuesday	Thursday				Monday	Wednesday	Friday		
60	Monday	Wednesday	Friday			Tuesday	Thursday	Friday		
62	Monday					Tuesday				
63	Friday					Thursday				
64	Wednesday					Monday	Tuesday	Thursday		

65	Thursday					Thursday				
66	Monday	Tuesday	Wednesday	Thursday	Friday	Monday	Tuesday	Wednesday	Thursday	Friday
67	Monday	Tuesday	Wednesday	Thursday	Friday	Monday	Tuesday	Wednesday	Thursday	Friday
68	Tuesday	Thursday				Monday	Wednesday	Friday		
69	Monday	Tuesday	Wednesday	Thursday		Monday	Tuesday	Wednesday	Thursday	Friday
70	Tuesday	Friday				Tuesday	Thursday			
71	Tuesday	Thursday				Monday	Wednesday			
72	Monday	Wednesday				Tuesday	Friday			
73	Monday	Tuesday	Thursday	Friday		Monday	Tuesday	Wednesday	Thursday	Friday
74	Monday	Wednesday				Monday	Wednesday	Friday		
75	Thursday					Tuesday	Friday			
76	Monday	Tuesday	Wednesday	Thursday	Friday	Monday	Tuesday	Wednesday	Thursday	Friday
77	Tuesday	Friday				Tuesday	Thursday			
78	Tuesday	Thursday				Monday	Wednesday	Friday		

REVISED: 2/28/2013

