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**From:** Scott Lyons (EXEL CA) <Scott.Lyons@exel.com>  
**Sent:** Thursday, April 11, 2013 10:39 AM  
**To:** Craig W. Bulkley  
**Cc:** Paul Ledger2 (EXEL US); Robert Maclellan (EXEL US)  
**Subject:** Exel - Warehouse questions

Regarding the answer to question 2 from March 14<sup>th</sup>

- The cases that will be co-mingled by the warehouse will be on pallets. Thus, the transportation vendor will be transporting pallets and the warehouse will be cross-docking these pallets onto loads destined to the appropriate store

Thanks,  
Scott Lyons

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Mississauga, Ontario  
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---

**From:** Scott Lyons (EXEL CA) <Scott.Lyons@exel.com>  
**Sent:** Thursday, April 11, 2013 10:16 AM  
**To:** Craig W. Bulkley  
**Cc:** Paul Ledger2 (EXEL US); Robert Maclellan (EXEL US)  
**Subject:** Exel - Warehouse questions

Regarding the answer to question 23 from March 29<sup>rd</sup>

- In terms of planning loads the transportation vendor should assume the average number of cases on a pallet is 50

Regarding the answer to question 38 from March 29<sup>th</sup>

- The warehouse operator will make the infrastructure available for the snow scraper. This includes the base and power. The Transportation vendor is responsible to provide the snow scraper itself. The transportation vendor is responsible for any maintenance or repair costs associated with the snow scraper

Regarding the answer to question 125 from March 29<sup>th</sup>

- The Bow warehouse does not have the ability to store trailers inside

Additional answers

- Emergency repairs or an emergency charging of pallet jacks may be completed at the warehouse
- The yard driver must be on hand from 0:400 to 13:00 and again from 20:00 to 24:00
- The number of hours a pallet jack will operate after charging depends on the degree the batteries were fully charged, the load on the batteries (time and force) from moving products, and the quality and age of the batteries

I trust these answers meet your needs.

Please confirm receipt.

Cheers,  
Scott Lyons

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---

**From:** Scott Lyons (EXEL CA) <Scott.Lyons@exel.com>  
**Sent:** Thursday, March 28, 2013 10:01 PM  
**To:** Craig W. Bulkley  
**Cc:** Julia Purcell (EXEL US); Robert Maclellan (EXEL US); Robert Rujevcan (EXEL US); Paul Ledger2 (EXEL US); Chase Kevend (EXEL CA)  
**Subject:** Exel - Transportation of Liquor & Wine & Related Product, Equipment & Supplies

We do not require answers to these previously submitted questions

- Page 30 states that “vendor will be required to deliver product to most stores in 48-foot trailers. Some store locations require smaller trucks with lift gates. See Appendix I.” Appendix I shows some stores that say “Lift Gate” and some that say “Lift Gate Truck”. If it’s just “Lift Gate”, can it still be a 48’ trailer with lift gate? If it’s “Lift Gate Truck”, what length straight truck with lift gate?
- Some stores say “Hand Off” and some say “Hand Off/Side Door”? Just to clarify, are all stores that say either combination to be unloaded via rollers through a side door? Or if it doesn’t say “Side Door”, are we to assume a lift-gate and hand truck be required to bring the cases in through the front door for example?
- For the airport delivery (store 3), does the driver have to go through security or does the store staff take it through security?
- Page 30 says 48’ trailers but page 35 says 45’ trailers? Please confirm the current length of trailers.
- Page 35 states that Appendix I gives a breakdown of stores where full trailers are dropped and left for unloading by store personnel. However, we did not see that detail in Appendix I.
- Can NHSLC provide the delivery time windows by store?
- Can NHSLC provide a delivery stop assumption for the hand-off stores? For example, an average cases per hour plus a fixed amount of stop time?

We wish to ask the following additional questions

- Please provide any restrictions by store on delivery times. Otherwise, our assumption is that a store can receive a delivery during business hours with a delivery arriving no later than one hour before close.
- 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?
- The rate sheet and the general contract terms speak of a contract period from November 1, 2013 to January 31, 2019. This is actually 63 months. The rate sheet speaks to 62 months, not 63 months. Also – p 45, 5.2 , speaks to rates being in effect from November 1, 2013 to January 10, 2019 – again, another discrepancy. Can you provide clarity/explanation around the exact timeframe we are looking at?
- The only paragraph on page 27 (Appendix A 3.4) reads: “The requirement in Exhibit C, Paragraph 1.14.1.6, Page 66, is a requirement that will need to be met in the future. The same is true for similar licensing requirements in the RFP including, but not limited to, Exhibit C, Paragraph 2, Page 63, and Appendix C, VII, Paragraph 11, Page 46”. These references do not seem to match the RFP, e.g. page 66 is the last page of Appendix H (store delivery schedules). Can you provide the correct references?
- 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.
- Please provide the square footage of each store’s storage area

Please confirm receipt.

Thanks,  
Scott Lyons

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---

**From:** Craig W. Bulkley <Craig.Bulkley@liquor.state.nh.us>  
**Sent:** Friday, March 15, 2013 1:55 PM  
**To:** Scott Lyons (EXEL CA)  
**Subject:** RE: Exel - Transportation of Liquor & Wine & Related Product, Equipment & Supplies

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](mailto:cbulkley@liquor.state.nh.us)

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---

**From:** Scott Lyons (EXEL CA) [<mailto:Scott.Lyons@exel.com>]  
**Sent:** Friday, March 15, 2013 12:06 PM  
**To:** Craig W. Bulkley  
**Cc:** Julia Purcell (EXEL US); Greg Foreman (EXEL US)  
**Subject:** Transportation of Liquor & Wine & Related Product, Equipment & Supplies

Here are a number of questions from our engineering team.

Please confirm receipt.

Thanks,  
Scott Lyons

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**Sent:** Friday, March 15, 2013 12:06 PM  
**To:** Craig W. Bulkley  
**Cc:** Julia Purcell (EXEL US); Greg Foreman (EXEL US)  
**Subject:** Exel - Transportation of Liquor & Wine & Related Product, Equipment & Supplies  
**Attachments:** NHSLC Questions v3 JP.doc

Here are a number of questions from our engineering team.

Please confirm receipt.

Thanks,  
Scott Lyons

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## Questions

1. Page 30 states that “vendor will be required to deliver product to most stores in 48-foot trailers. Some store locations require smaller trucks with lift gates. See Appendix I.” Appendix I shows some stores that say “Lift Gate” and some that say “Lift Gate Truck”. If it’s just “Lift Gate”, can it still be a 48’ trailer with lift gate? If it’s “Lift Gate Truck”, what length straight truck with lift gate?
2. Page 31 states that RFP responses must include an agreement to accept the current delivery schedule. Should we use the Concord warehouse or Law warehouse schedule or combine them together (For example, store 4 has Wed. for the Concord schedule and Mon, Thurs. for the Law schedule. Are the required delivery days Mon, Wed, and Thurs. or just Mon, Thurs.?)
  - a. Also, does the current delivery schedule mean just the frequency of deliveries per week or does it also mean the delivery days cannot change from current?
3. Some stores say “Hand Off” and some say “Hand Off/Side Door”? Just to clarify, are all stores that say either combination to be unloaded via rollers through a side door? Or if it doesn’t say “Side Door”, are we to assume a lift-gate and hand truck be required to bring the cases in through the front door for example?
  - a. For the airport delivery (store 3), does the driver have to go through security or does the store staff take it through security?
  - b. What is the required delivery day (s) for store 3? It’s missing from Appendix H.
4. Page 30 says 48’ trailers but page 35 says 45’ trailers? Please confirm the current length of trailers.
5. Page 35 states that Appendix I gives a breakdown of stores where full trailers are dropped and left for unloading by store personnel. However, we did not see that detail in Appendix I.
6. Can NHSLC provide the delivery time windows by store?
7. 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?
8. Can NHSLC provide a delivery stop assumption for the hand-off stores? For example, an average cases per hour plus a fixed amount of stop time?
9. 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?

---

**From:** Craig W. Bulkley <Craig.Bulkley@liquor.state.nh.us>  
**Sent:** Friday, March 15, 2013 7:57 AM  
**To:** Scott Lyons (EXEL CA)  
**Subject:** RE: Exel - Transportation of Liquor & Wine & Related Product, Equipment & Supplies

Received; thank you



Please consider the environment before printing this e-mail.

Craig W. Bulkley  
Chief of Administration  
NH State Liquor Commission  
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Cell: (603) 490-1559  
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---

**From:** Scott Lyons (EXEL CA) [<mailto:Scott.Lyons@exel.com>]  
**Sent:** Thursday, March 14, 2013 4:21 PM  
**To:** Craig W. Bulkley  
**Subject:** RE: Transportation of Liquor & Wine & Related Product, Equipment & Supplies

We will have a third attendee for the vendor meeting on Monday: Chase Kevend

Thanks,  
Scott Lyons

Telephone: 905 366-7691  
Mobile: [REDACTED]

---

**From:** Scott Lyons (EXEL CA)  
**Sent:** Wednesday, March 13, 2013 3:43 PM  
**To:** 'Craig W. Bulkley'  
**Subject:** RE: Transportation of Liquor & Wine & Related Product, Equipment & Supplies

Got it – Thanks.

Scott Lyons

Telephone: 905 366-7691

Mobile: [REDACTED]

---

**From:** Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]  
**Sent:** Wednesday, March 13, 2013 1:17 PM  
**To:** Scott Lyons (EXEL CA)  
**Subject:** RE: Transportation of Liquor & Wine & Related Product, Equipment & Supplies

Scott – the time of the vendor conference has been changed to 2:00 PM on Monday, 3/18. This change was posted earlier this week on our website.



Please consider the environment before printing this e-mail.

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**From:** Scott Lyons (EXEL CA) [<mailto:Scott.Lyons@exel.com>]  
**Sent:** Wednesday, March 13, 2013 10:26 AM  
**To:** Craig W. Bulkley  
**Cc:** Paul Ledger2 (EXEL US); Greg Foreman (EXEL US)  
**Subject:** Transportation of Liquor & Wine & Related Product, Equipment & Supplies

This note is to confirm our attendance at the Mandatory Vendor's Conference on March 18, 2013 at 10:00 am.

It will be myself and Paul Ledger that will be attending.

Please confirm you received this email.

Cheers,  
Scott Lyons

Exel  
90 Matheson Blvd. West, Suite 111  
Mississauga, Ontario  
L5R 3R3  
Canada

Telephone: 905 366-7691

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**From:** Craig W. Bulkley <Craig.Bulkley@liquor.state.nh.us>  
**Sent:** Wednesday, March 13, 2013 10:49 AM  
**To:** Scott Lyons (EXEL CA)  
**Subject:** RE: Exel - Transportation of Liquor & Wine & Related Product, Equipment & Supplies

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