

From: Craig W. Bulkley
To: 'Nancy Lamarche'
Cc:
Subject: RE: Laconia - Transportation RFP Personal guaranty question on bid bond from Bank

Ms. Lamarche:

You should seek out a commercial insurance producer who can provide you with an agent licensed in NH. They will be able to assist you with the proper document.



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: Nancy Lamarche [<mailto:nancylamarchecpa@gmail.com>]
Sent: Tuesday, April 16, 2013 5:18 PM
To: Craig W. Bulkley
Subject: Transportation RFP Personal guaranty question on bid bond from Bank

Dear Mr. Buckley: We are in the process of having our Bank issue the bid bond for the Transportation RFP.

The Bank has asked what format or language is required by the NHSLC for this. I have reviewed section 1.22 Personal Guaranty, as well as the Amendments and I do not see any specific guidance.

I would like to make sure this is issued correctly so if you have any guidance or sample construct the NHSLC requires that I could pass on to my Bank, it would be appreciated.

Thank you,
Nancy Lamarche
Laconia-Best Warehousing & Distribution

From: Nancy Lamarche <nancylamarchecpa@gmail.com>
To: Craig W. Bulkley
Cc:
Subject: Laconia - Transportation RFP Personal guaranty question on bid bond from Bank

Dear Mr. Buckley: We are in the process of having our Bank issue the bid bond for the Transportation RFP.

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Thank you,
Nancy Lamarche
Laconia-Best Warehousing & Distribution

From: Craig W. Bulkley
To: 'Nancy Lamarche'
Cc:
Subject: RE: Laconia - transportation rfp questions

Received; thank you



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From: Nancy Lamarche [<mailto:nancylamarchecpa@gmail.com>]
Sent: Monday, March 25, 2013 7:13 AM
To: Craig W. Bulkley
Subject: transportation rfp questions

Please see the attached questions related to the Transportation RFP
Thank you
Nancy Lamarche

Laconia-Best W&D

From: Nancy Lamarche <nancylamarchecpa@gmail.com>
To: Craig W. Bulkley
Cc:
Subject: Laconia - transportation rfp questions

Please see the attached questions related to the Transportation RFP

Thank you

Nancy Lamarche

Laconia-Best W&D

Attached document : rfp questions.docx

1.22 Proposal Guaranty. Is the \$50K proposal guarantee a condition precedent to the bid submittal itself? That is, does the bond need to accompany the RFP submittal or be subsequently proffered as a condition of award?

Appendix G. Certainly, Appendix G evidences the pivotal support and documentation of the complete picture of shipping and store volumes, but does not appear to indicate the single store solid FTL percentages (the number of single stop solid loads); the breakdown in individual State store's that received solid loads (again, single store end deliveries) and/or the total number of solids by store. Can the aggregate total of solid FTL's, or even better, the annual count by store of solid load FTLs be identified?

2.5, 2.6 Separate Second and/or Separate Third Proposal for Co-mingling. Even though it is established that the incumbent provider historically does not exact a "sealed load" system, referring also to 1.7.2 and 3 and pricing section (pg 23), under the new RFP guidelines the ability to construct a proposal in combination with private licensees, and still perform under the strictest NHSLC store delivery schedule at a minimum, taxes the ability to offer, for example, a combined *all inclusive* State Liquor Store and private licensee proposal without relief of the seemingly preferred sealed load system. It therefore follows that even though the RFP essentially promotes throughout (beginning with paragraph 1.f, pg. 30 of the GENERAL REQUIREMENTS, see also par. 19, pg. 32), that the RFP must be formed around a "seal" system, the RFP seems to be also saying, or at least alluding to something outside of a true "seal" program, vis:

- i. "Vendor may be required to co-mingle cases from both warehouses and ship to specific stores..."
- ii. "If the shipment is not sealed, the transportation vendor may be billed for any breakage or shortages."
- iii. "The NHSLC, however, is open to allowing a proposal from a vendor regarding comingled loads going to both State stores and licensees if the vendor demonstrates a benefit to the NHSLC and deliveries to State stores are not delayed..."
- iv. "If vendor receives permission to deliver liquor and/or wine products to NHSLC licensees, those deliveries cannot interfere with deliveries to NHSLC stores"

SUMMARY OF QUESTION: BECAUSE THE ARGUMENT COULD BE MADE THAT A PURELY "SEALED LOAD" SYSTEM EITHER DOES NOT ALLOW FOR NEW INNOVATION MEANS AND WAYS TO EFFECTUATE A LOWER COST DELIVERY CONSTRUCT, OR DOES NOT ALLOW FOR AN OPPORTUNITY TO DESIGN A DELIVERY SYSTEM THAT MATCHES OR IMPROVES ON THE PRESENT DAY EARLY AM DELIVERY SCHEDULE BY WAY OF EXPANDING THE NUMBER OF DELIVERY UNITS, TO WIT, LOGIC

HAS IT THAT DOUBLE THE NUMBER OF DELIVERY UNITS WOULD DOUBLE THE EARLEIST AM STORE DELIVERY TIMES, EMPHASIS THEREFORE ON NEW BENEFITS TO THE NHSLC, SUBJECT TO THE PRICE POINTS, THAT INCORPORATES THE LICENSEE DELIVERIES, THE *BOTTOM LINE* QUESTION IS:

If a vendor accepts the dollar value responsible inherent to a non-seal system, is the EC going to simply reject an otherwise qualified proposal that does not fully act off a “seal system”? Differently presented, is it the NHSLC’s position that a non-seal proposal disqualifies a primary proposal, or even an alternative/secondary proposal?

2.2 Initial Transport (Nashua to Bow; Concord to Bow). Is this sub-bid required to be submitted to be identified as a “qualified” bidder? Does the EC reserve the right to a “bump out” in favor of a separate “initial transport” vendor? Finally, does this *sub*-rate category affect the 55 points attributed to pricing criteria, reference 4.2 (criteria for evaluations)?

From: Craig W. Bulkey
To: 'Nancy Lamarche'
Cc:
Subject: RE: Laconia - vendor mtg letter

Received; thank you.

Please be advised that the time of the Vendor’s Conference on 3/18 has changed from 10 AM to 2 PM the same day and the same location. This change has been posted on our website.



Please consider the environment before printing this e-mail.


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

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From: Nancy Lamarche [<mailto:nancylamarchecpa@gmail.com>]
Sent: Thursday, March 14, 2013 8:47 AM
To: Craig W. Bulkey
Subject: vendor mtg letter

Please see attached letter
Thank you
Nancy Lamarche

From: Nancy Lamarche <nancylamarchecpa@gmail.com>
To: Craig W. Bulkey
Cc:
Subject: Laconia - vendor mtg letter
Attachments:  vendor mtg letter.docx (14 KB)

Please see attached letter
Thank you
Nancy Lamarche

Attached letter below:

LACONIA BEST WAREHOUSING & DISTRIBUTION CORP.
Office: 6 Ponds View Lane
Warehouse: 76 Lexington Drive
Laconia NH 03246
603-524-4304

Mr. Craig W. Bulkey
Chief of Administration
NH State Liquor Commission
PO Box 503
Concord, NH 03302-0503
cbulkey@liquor.state.nh.us

Re: NOTICE OF REGISTRATION AND INTENT TO ATTEND MANDATORY
VENDOR CONFERENCE OF MARCH 15, 2013

Dear Sir:

Laconia Best Warehousing & Distribution Corp (“LBWD”) acting in its capacity as an authorized motor carrier, MC805073, USDOT 2351634, wishes to register its intent to participate and submit its transportation proposal for the NHSLC RFP of 2013-14.

Pursuant to the RSVP procedure falling under sections 1.2 and 1.4, Vendors’ Conference, LBWD anticipates that two individuals will attend the mandatory vendor conference of March 15, 2013.

Respectfully submitted,
Nancy Lamarche
Principal
Laconia-Best Warehousing & Distribution Corp.
nancylamarchecpa@gmail.com