



Law Motor Freight, Inc.

NHSLC Transportation Services RFP 2013-14

May 14, 2013

**APPENDIX D
RATE PROPOSAL**

Law Motor Freight, Inc.
NHSLC Transportation RFP 2013-14

APPENDIX D

NO CO-MINGLING

APPENDIX D
NO CO-MINGLING OF SLC AND LICENSEE ORDERS
PRICING WORKSHEET

A Vendor's Cost Proposal must be based on the worksheets formatted as described in this appendix.

The Vendor must include the Firm Fixed Price for transportation service activities. The following format must be used to provide this information. Vendor will quote one delivery price for each category regardless of where the store is located **FOR THE CONTRACT PERIOD FROM November 1, 2013 until January 31, 2019.**

Beverage Cases – Pallet Unload (Lift Gate & Loading Dock)	\$0.80 per case	Months 1 – 62
Beverage Cases – Hand Unload	\$1.00 per case	Months 1 – 62
Discounted rate for movement of cases from Nashua to Bow.	\$0.50 per case	Months 1 – 62
Discounted rate for movement of cases from Concord to Bow	\$0.25 per case	
Totes and other store supplies to and from all stores	No Charge	Months 1 – 62
Product at the Concord Warehouse to the Bow Warehouse	No Charge	Months 1 – 62
Pallets, unuseable pallets and empty boxes from NHSLC sites to Vendor's Warehouse then to Bow Warehouse.	No Charge	Months 1 – 62

Every load out of the Concord Warehouse will have a tote box (26.5 inches long x 17 inches wide x 12.5 inches high) going to and coming back from each store location. The totes coming back from stores can be delivered to the Concord warehouse during the next scheduled run to that warehouse. Should the Concord warehouse no longer be used to store product and not have scheduled product pick-ups, the Vendor will still be required to pick up and deliver totes from NHSLC Headquarters to all stores in our system.

APPENDIX D
WEEKEND / HOLIDAY – NO CO-MINGLING
PRICING WORKSHEET

A Vendor's Cost Proposal must be based on the worksheets formatted as described in this appendix.

The Vendor must include the Firm Fixed Price for transportation service activities. The following format must be used to provide this information. Vendor will quote one delivery price for each category regardless of where the store is located **FOR THE CONTRACT PERIOD FROM November 1, 2013 until January 31, 2019.**

Beverage Cases – Pallet Unload (Lift Gate & Loading Dock)	\$1.00 per case	Months 1 – 62
Beverage Cases – Hand Unload	\$1.25 per case	Months 1 – 62
Discounted rate for movement of cases from Nashua to Bow.	\$0.75 per case	Months 1 – 62
Discounted rate for movement of cases from Concord to Bow	\$0.50 per case	
Totes and other store supplies to and from all stores	No Charge	Months 1 – 62
Product at the Concord Warehouse to the Bow Warehouse	No Charge	Months 1 – 62
Pallets, unuseable pallets and empty boxes from NHSLC sites to Vendor's Warehouse then to Bow Warehouse.	No Charge	Months 1 – 62

Every load out of the Concord Warehouse will have a tote box (26.5 inches long x 17 inches wide x 12.5 inches high) going to and coming back from each store location. The totes coming back from stores can be delivered to the Concord warehouse during the next scheduled run to that warehouse. Should the Concord warehouse no longer be used to store product and not have scheduled product pick-ups, the Vendor will still be required to pick up and deliver totes from NHSLC Headquarters to all stores in our system.

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APPENDIX D-1

WITH CO-MINGLING

**APPENDIX D-1
WITH CO-MINGLING
PRICING WORKSHEETS**

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Beverage Cases – Pallet Unload (Lift Gate & Loading Dock)	\$0.70 per case	Months 1 – 62
Beverage Cases – Hand Unload	\$0.90 per case	Months 1 – 62
Discounted rate for movement of cases from Nashua to Bow.	\$0.50 per case	Months 1 – 62
Discounted rate for movement of cases from Concord to Bow	\$0.25 per case	
Totes and other store supplies to and from all stores	No Charge	Months 1 – 62
Product at the Concord Warehouse to the Bow Warehouse	No Charge	Months 1 – 62
Pallets, unuseable pallets and empty boxes from NHSLC sites to Vendor's Warehouse then to Bow Warehouse.	No Charge	Months 1 – 62

Every load out of the Concord Warehouse will have a tote box (26.5 inches long x 17 inches wide x 12.5 inches high) going to and coming back from each store location. The totes coming back from stores can be delivered to the Concord warehouse during the next scheduled run to that warehouse. Should the Concord warehouse no longer be used to store product and not have scheduled product pick-ups, the Vendor will still be required to pick up and deliver totes from NHSLC Headquarters to all stores in our system.

APPENDIX D-1
WEEKEND / HOLIDAY – WITH CO-MINGLING
PRICING WORKSHEET

A Vendor's Cost Proposal must be based on the worksheets formatted as described in this appendix.

The Vendor must include the Firm Fixed Price for transportation service activities. The following format must be used to provide this information. Vendor will quote one delivery price for each category regardless of where the store is located **FOR THE CONTRACT PERIOD FROM November 1, 2013 until January 31, 2019.**

Beverage Cases – Pallet Unload (Lift Gate & Loading Dock)	\$0.90 per case	Months 1 – 62
Beverage Cases – Hand Unload	\$1.15 per case	Months 1 – 62
Discounted rate for movement of cases from Nashua to Bow.	\$0.75 per case	Months 1 – 62
Discounted rate for movement of cases from Concord to Bow	\$0.50 per case	
Totes and other store supplies to and from all stores	No Charge	Months 1 – 62
Product at the Concord Warehouse to the Bow Warehouse	No Charge	Months 1 – 62
Pallets, unuseable pallets and empty boxes from NHSLC sites to Vendor's Warehouse then to Bow Warehouse.	No Charge	Months 1 – 62

Every load out of the Concord Warehouse will have a tote box (26.5 inches long x 17 inches wide x 12.5 inches high) going to and coming back from each store location. The totes coming back from stores can be delivered to the Concord warehouse during the next scheduled run to that warehouse. Should the Concord warehouse no longer be used to store product and not have scheduled product pick-ups, the Vendor will still be required to pick up and deliver totes from NHSLC Headquarters to all stores in our system.

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APPENDIX D-2

WITH CO-MINGLING

AND OTHER COST SAVINGS

APPENDIX D-2
WITH CO-MINGLING OF SLC AND LICENSEE ORDERS
AND WITH OTHER COST SAVING OPTIONS
PRICING WORKSHEET

As an alternative to the rates in Appendix D-2, we have provided the following additional cost saving options. These options can be selected in total or on an a la carte basis.

Description	Cost Saving per Case
Option 1: No Pallet/Box Trailers. In RFP Appendix C, Specific Requirements, Item 19, it was requested that the transportation contractor (a) provide the warehouse service of unloading, sorting, reloading and delivering of pallets to warehouse contractor and (b) provide three trailers and the corresponding labor for the accumulation of boxes to be used in the warehouse contractor's operation. If all pallets are returned directly to the Bow Warehouse rather than accumulating in Nashua and if we did not have to bear the cost of the box trailers, we can eliminate this cost from the NHSLC's rates.	\$0.015 (\$300,000 savings)
Option 2: No removal of equipment on Friday. In the April 12 th Amendment to the RFP, it was stated that all equipment would need to be removed from the warehouse contractor's site on Friday evening and returned on Sunday evening. If trailers can remain staged at the warehouse over the weekend, we can reduce this additional cost from the NHSLC's rates.	\$0.02 (\$400,000 savings)
Option 3: No electronic signature. If the electronic delivery receipt/signature is waived, the cost of the hardware, software and monthly maintenance fees can be eliminated from the NHSLC's rates.	\$0.005 (\$100,000 savings)
Option 4: Increased load factors. As discussed in Section 2.6, reduced load factors have negatively impacted pricing to the NHSLC. If load factors can be improved to current levels, we can reduce this additional cost from the NHSLC rates.	\$0.01 (\$200,000 savings)

If all savings options are utilized, the Rate per Case can be reduced by \$0.05 (approximately \$1,000,000). The final rates with these reductions are shown on the next page.

APPENDIX D-2
WITH CO-MINGLING OF SLC AND LICENSEE ORDERS
AND WITH OTHER COST SAVING OPTIONS
PRICING WORKSHEETS

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The Vendor must include the Firm Fixed Price for transportation service activities. The following format must be used to provide this information. Vendor will quote one delivery price for each category regardless of where the store is located **FOR THE CONTRACT PERIOD FROM November 1, 2013 until January 31, 2019.**

Beverage Cases – Pallet Unload (Lift Gate & Loading Dock)	\$0.65 per case	Months 1 – 62
Beverage Cases – Hand Unload	\$0.85 per case	Months 1 – 62
Discounted rate for movement of cases from Nashua to Bow. Discounted rate for movement of cases from Concord to Bow	\$0.50 per case \$0.25 per case	Months 1 – 62
Totes and other store supplies to and from all stores	No Charge	Months 1 – 62
Product at the Concord Warehouse to the Bow Warehouse	No Charge	Months 1 – 62
Pallets, unuseable pallets and empty boxes from NHSLC sites to Vendor's Warehouse then to Bow Warehouse.	No Charge	Months 1 – 62

Every load out of the Concord Warehouse will have a tote box (26.5 inches long x 17 inches wide x 12.5 inches high) going to and coming back from each store location. The totes coming back from stores can be delivered to the Concord warehouse during the next scheduled run to that warehouse. Should the Concord warehouse no longer be used to store product and not have scheduled product pick-ups, the Vendor will still be required to pick up and deliver totes from NHSLC Headquarters to all stores in our system.

APPENDIX D-2
WEEKEND / HOLIDAY – WITH CO-MINGLING OF SLC AND LICENSEE ORDERS
AND WITH OTHER COST SAVING OPTIONS
PRICING WORKSHEET

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The Vendor must include the Firm Fixed Price for transportation service activities. The following format must be used to provide this information. Vendor will quote one delivery price for each category regardless of where the store is located **FOR THE CONTRACT PERIOD FROM November 1, 2013 until January 31, 2019.**

Beverage Cases – Pallet Unload (Lift Gate & Loading Dock)	\$0.85 per case	Months 1 – 62
Beverage Cases – Hand Unload	\$1.10 per case	Months 1 – 62
Discounted rate for movement of cases from Nashua to Bow.	\$0.75 per case	Months 1 – 62
Discounted rate for movement of cases from Concord to Bow	\$0.50 per case	
Totes and other store supplies to and from all stores	No Charge	Months 1 – 62
Product at the Concord Warehouse to the Bow Warehouse	No Charge	Months 1 – 62
Pallets, unuseable pallets and empty boxes from NHSLC sites to Vendor’s Warehouse then to Bow Warehouse.	No Charge	Months 1 – 62

Every load out of the Concord Warehouse will have a tote box (26.5 inches long x 17 inches wide x 12.5 inches high) going to and coming back from each store location. The totes coming back from stores can be delivered to the Concord warehouse during the next scheduled run to that warehouse. Should the Concord warehouse no longer be used to store product and not have scheduled product pick-ups, the Vendor will still be required to pick up and deliver totes from NHSLC Headquarters to all stores in our system.

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APPENDIX D-3

DELIVERED COST OPTION

**APPENDIX D-3
DELIVERED COST OPTION – LICENSEES
PRICING WORKSHEET**

This option provides a delivered cost option for Licensees ordering through the online ordering system. Prices reflected below are charged to the NHSLC. The NHSLC sets the rates that will be displayed and charged to the Licensee. Any difference between these two rates will reflect the added revenue stream to the NHSLC.

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Fixed Cost for 1-50 cases	\$60.00 per shipment	Months 1 – 62
Fixed Cost for 51-100 cases	\$90.00 per shipment	Months 1 – 62
Cost for over 100 cases	\$90.00 plus \$0.90 per case On Each Case Over 100	Months 1 – 62
Fuel Surcharge	Same as NHSLC Fuel Surcharge	

Every load out of the Concord Warehouse will have a tote box (26.5 inches long x 17 inches wide x 12.5 inches high) going to and coming back from each store location. The totes coming back from stores can be delivered to the Concord warehouse during the next scheduled run to that warehouse. Should the Concord warehouse no longer be used to store product and not have scheduled product pick-ups, the Vendor will still be required to pick up and deliver totes from NHSLC Headquarters to all stores in our system.