

From: Waldron, Colt (Penske) <Colt.Waldron@penske.com>
To: Craig W. Bulkey
Cc:
Subject: RE: Penske Logistics

Great! Thanks Craig and I will get you the timing and particulars of who will attend.

Have a great day.

Colt

From: Craig W. Bulkey [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Friday, April 05, 2013 12:32 PM
To: Waldron, Colt (Penske)
Subject: RE: Penske Logistics

Received; thank you

You may observe the delivery routine of some stores. You need to let me know what stores you are interested in visiting and when. I will then find out when deliveries are expected that day and coordinate times with you. I will also need the name(s) of the folks who will be visiting the stores so I can notify the respective store managers.



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
✉ cbulkley@liquor.state.nh.us

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From: Waldron, Colt (Penske) [<mailto:Colt.Waldron@penske.com>]
Sent: Friday, April 05, 2013 11:27 AM
To: Craig W. Bulkey
Subject: Penske Logistics

Craig,

I hope that all is well. Below, please see some additional questions that my operations team have come forward with. Also, is there an opportunity to observe the delivery routine and some of the stores? Having run this operation in the past, my team is

confident that we can proceed with a competitive proposal but they would like to be sure on a few things. Please let me know if this is possible.

Listed below are some additional areas that we would like to investigate:

- Are there delivery sites with hazards: tight docks / backing in off street / unusual delivery requirements, etc.
 - Are there any unattended / night time delivery requirements?
 - What is the degree of the unloading process and does it involve the use of hand trucks, pallet jacks (type?)
 - o If electric pallet jacks are required, will the DC provider allow these to be charged daily in their warehouse?
 - o Will the DC provider allow our maintenance vendor in their facility to perform repairs on the jacks?
 - Could you offer a better understanding of the store assisted unloading process?
 - Certificate of Insurance requirement: "\$2,000,000 on any loss incurred by the carrier". Could you elaborate?
 - Any COD deliveries?
 - Would we load our own trucks (page 30 seems to indicate not)? If not, is it shipper load & count?
 - o The drivers must wait in the lounge. Page 32 talks about being responsible for product condition from the time of departure?
 - How long would the loads sit after the loading process is complete? Are the lots secured lots at the DCs?
 - Average number of stops per load?
 - Will the operation need to utilize any refer trailers?
 - If product is co-mingle from the two DC's, will the product require double handling upon delivery or will the load be rearranged / reloads at the second DC to avoid double handling?
 - Explain the responsibilities of the yard driver to "supervisor loading activity"
 - Will our driver be responsible to apply shrink wrap to the pallets? (pg. 33)
- Are the drivers required to build the "unitized" pallets in the back of the trailer or is that done at the DC?
- It appears the stores will supply and maintain the roller systems? Is the carrier to provide other "conveyor sections" compatible with the store roller systems?
 - Will drivers be allowed on the dock at the DCs to sweep out the trailers or is that to be performed at the delivery sites, etc.? (pg.36)
 - How will we build full trailer loads of pallets (usable & unusable) and cardboard? Will we have access to the DCs dock to trans load pallets, etc.?
 - What are "other store supplies" that we would deliver? (pg. 38)
 - When there are store transfers, are they planned so that the equipment type is compatible to each store's delivery situation (dock to dock, etc.)?
 - There are numerous stores that require hand unloading. Are the roller systems used at these locations?
 - What is the average weight per case?

Please advise.

Thank you for considering Penske and I hope to talk to you soon.

Colt

Colt Waldron
Penske
Strategic Account Executive

C 860-372-1980
E Colt.Waldron@penske.com
GoPenske.com

10 Shoham Road
East Windsor, CT 06088

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From: Waldron, Colt (Penske) <Colt.Waldron@penske.com>
To: Craig W. Bulkley
Cc:
Subject: RE: Penske - Transportation of Liquor & Wine & Related Product, Equipment & Supplies

Thank you Craig. Have a great day.

From: Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]
Sent: Wednesday, March 13, 2013 3:53 PM
To: Waldron, Colt (Penske)
Subject: RE: Transportation of Liquor & Wine & Related Product, Equipment & Supplies

Received; thank you.

Please note that the time of the conference on 3/18 has been changed from 10 AM to 2 PM, same location. This change has been posted on our website.



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From: Waldron, Colt (Penske) [<mailto:Colt.Waldron@penske.com>]
Sent: Wednesday, March 13, 2013 1:51 PM
To: Craig W. Bulkley
Cc: Waldron, Colt (Penske)
Subject: Transportation of Liquor & Wine & Related Product, Equipment & Supplies

Mr. Bulkley,

Please consider this email as a positive response from Penske Logistics regarding your Request for Proposal pertaining to Transportation Services for Spirit & Wine and Related Product, Equipment and Supplies. **We will have two people attend your mandatory conference in Concord on Monday, March 18, 2013. Below, please see the expected attendees.**

Colt Waldron
Sten Larson

I look forward to meeting you and learning more about your business. If you have any questions or need any additional information from me, please do not hesitate to reach out to me at any time.

Thank you for considering Penske Logistics and the opportunity to attend next week.

Best Regards,

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