

From: Virginia L. Fressola
To: Craig W. Bulkey
Cc:
Subject: next 12 questions - Vendor's Conference

16. Are you going to provide us with a list of early-only deliveries and late-only deliveries, and are there others that have window requirements?
17. 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.
18. Page 16, last sentence section 1.24, can you define what that means?
19. For hands off deliveries, did you say that it is the driver's responsibility to get it to the side or the back of the truck and onto the conveyor, and once it's on the truck it is the driver's responsibility? For a pallet, where does the driver's responsibility end?
20. All dock deliveries? Any lift gate deliveries? Will these stores be highlighted on the list?
21. Please delineate the responsibility of the pallet, and the pallet jacks, and the seals?
22. What is the statute under which you are procuring transportation services?
23. What statute requires the attorney general to approve this contract for it to become effective?
24. What statute exempts the Governor and council?
25. What are the RSA's?
26. Please clarify Appendix G so that everyone knows what they are dealing with for loads (example over 3,000 loads) should it be orders?
27. On page 32, Section 16C – electronic proof of delivery? Do you envision a “FedEx” type of pad or cell phone pad that everyone will be signing at every stop, and will it go back to Exel warehouse and to Liquor Commission?

From: Virginia L. Fressola
To: Craig W. Bulkey
Cc:
Subject: first 15 questions - Vendor's Conference

1. Will the removal of bailment and the addition of domestic product only in the Concord warehouse alter the delivery frequency out of that warehouse?
2. When the transfer of product happens out of the Nashua warehouse into the Bow warehouse - there are approximately 500,000 cases are going to be moved - from the time frame after November 1st until such time, is there a defined period that you want that moved into Bow?
3. Do you expect to move it in full truckloads when it does happen? Maximize the trailer load?
4. In a couple of locations in the RFP you state that 48ft and 45ft equipment is required, is there any reason we couldn't use 53ft trailers?
5. Will you include that some stores have an 8 pallet limit and the driver must drop the trailer overnight?
6. Which stores are box stores?
7. On page 29, Vendor may be required to comingle cases from both warehouse and specific stores, can you explain a little bit about this?

8. Along those lines is it important that the delivery schedule you put out doesn't show the dates and doesn't show which stores have to be comingled, are you asking all of us to commit to the current schedule? It would be helpful if everyone understood. (ex. 2 pallets from Concord warehouse, 3 from Nashua warehouse and I believe you committed on line that Exel will reshuffle those so you can take them off one trailer and reshuffle them on the other trailer? (cross dock)
9. If you have a common delivery day from the two warehouses, that WILL be comingled at Exel?
10. On page 34, below the legal description (4th paragraph from the bottom) it states "Vendor must submit a plan for monitory of equipment to substantiate the integrity of the equipment"... what do you mean by the monitoring of equipment?
11. Appendix F – retail store locations, open and close times: is that when you can make delivery, and stop when they close?
12. On orders is there a time frame for pick-up? Same day delivery or 2 day delivery?
13. 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?
14. Is it possible to identify which percentage goes out as solid loads (single delivery) versus as opposed to drop off loads?
15. Are the racks being dynamically generated every day or are you relying on skeleton runs? Are stores given a delivery every Monday, Wednesday and Friday at 6 o'clock irrespective of volume or is it a case of Monday 3 o'clock Wednesday at 6 o'clock, etc.?

From: Jonathan Bartlett <jbartlett@eagle-companies.com>
To: Craig W. Bulkley
Cc:
Subject: Vendor Conference.

Craig,

I will be attending the conference next week with one of my reps.

Jon

Jonathan Bartlett
Eagle Warehousing & Distribution
1070 Holt Ave Unit#8
Manchester, NH 03109

www.eagle-companies.com

PH 603-232-0242
Cell 603-851-0998
FX 603-935-9304

From: Evan Keefer <ekeef@kris-way.com>
To: Craig W. Bulkley
Cc: Tom Keefer
Subject: Kris-Way - Transportation of Liquor & Wine & Related Product, Equipment & Supplies

Craig W. Bulkley
Chief of Administration
NH State Liquor Commission
P.O. Box 503
Concord, NH, 03302-0503

Dear Craig,

Kris-Way Truck Leasing, Inc. of 11 Integra Drive, Concord, NH and 51 Faltin Drive, Manchester, NH will be attending the mandatory Vendor's Conference on March 18, 2013.

The representatives attending shall be Evan Keefer, Region Manager, Tom Keefer, President, and Tom Williams.

Sincerely,

Evan Keefer
Region Manager - Lease Sales
Kris-Way Truck Leasing, Inc.
51 Faltin Drive
Manchester, NH 03103
(603) 518-5334
(603) 518-5335 fax
(207) 272-0253 cell
ekeef@kris-way.com
www.kris-way.com