

From: Louis J. Cerone <lcerone@xtlonline.com>  
To: Craig W. Bulkley  
Cc: 'Anthony Cerone'; 'Jim Bianco'  
Subject: XTL - Transportation of Liquor & Wine & Related, Equipment & Supplies

Mr. Bulkley,

Please see below XTL-NH's questions for the NHSLC's Request for Proposal 2013 – 2014, Transportation of Liquor & Wine & Related, Equipment & Supplies:

Q1. RFP page 17 – 2.1 Transportation between Concord and Bow. What time of day will the daily trip occur?

Q2. RFP page 22 – Criteria for Selection, Vendor Technical, Service, and Project Management Proposal/IT Competence. What platform is required for the software?

Q3. RFP page 31 – General Requirements, Item No. 7. What is the schedule for the store to store transfers? Does this transfer ever occur on a day when neither store is being delivered a shipment from the warehouse?

Q4. RFP page 31 – General Requirements, Item No. 15. What type of electronic signature transmission is acceptable? Please elaborate.

Q5. RFP page 32 – General Requirements, Item No. 19b. What process is acceptable to the NHSLC for the transportation vendor to “confirm what product has been loaded on his truck?” Will the product be palletized? If so, how are the contents of the pallet “confirmed?” Please elaborate.

Q6. RFP page 38 – Appendix D. What are the contents of the totes going to the stores? What are the contents of the totes returning to the warehouse?

Q7. RFP page 46 – Exhibit C, 14.1.4. What is the dollar amount of the performance bond?

Q8. RFP page 46 – Exhibit C, 14.1.7. What is the dollar amount of the transition bond?

Q9. RFP page 67 – Appendix I, Stores 12, 19, 33 and 37. Does “6:00-7:30 only” refer to morning or evening?

Q10. RFP page 70 – Appendix K. Is the fuel surcharge based on the “On-Highway Diesel Fuel Prices” for New England or another benchmark?

Thank you for your attention to this matter.

Please confirm receipt.

Respectfully submitted,

Louis J. Cerone, Ph.D.  
President  
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From: Jim Bianco <jbianco@biancopa.com>  
To: Craig W. Bulkey  
Cc: Anthony Cerone (acerone@XTLonline.com); Louis Cerone (lcerone@XTLonline.com); Karl Hilprecht (khilprecht@XTLonline.com); Jodi Grimbilas  
Subject: XTL - Mandatory Vendor's Conference

Good afternoon Mr. Bulkey,

This e-mail correspondence is to notify the NHSLC that Karl Hilprecht and Jodi Grimbilas will be attending the Mandatory Vendor's Conference, on Monday, March 18, 2013 at 2PM, on behalf of XTL-NH, Inc.

Please confirm receipt.

Thank you.

Jim

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From: Craig W. Bulkey  
To: 'Jim Bianco'  
Cc:  
Subject: RE: XTL - Mandatory Vendor's Conference

Received; thank you



Please consider the environment before printing this e-mail.

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**From:** Jim Bianco [<mailto:jbianco@biancopa.com>]  
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**Subject:** Mandatory Vendor's Conference

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