From:	Mike G
To:	Craig W. Bulkley
Cc:	RathLaw -Steve Lauwers
Subject:	Re: Redacted Copy of Warehouse Proposal
Date:	Monday, November 26, 2012 4:17:17 PM

Hello Craig,

I am copying Steve Lauwers on this response. Unless there is some cause for objection that he has, thank you for keeping us updated.

Mike

On Nov 26, 2012 4:00 PM, "Craig W. Bulkley" <cbulkley@liquor.state.nh.us> wrote:

> Mike:
>
> The Commission has received Right-to-Know Law requests regarding the Warehouse Services RFP. All Vendors are receiving an email regarding the Right-to-Know requests. One of the items requested is your proposal. In accordance with Section 1.14, Disclosure of Proposal, Page 12 of the RFP, you were required to provide a redacted proposal. In our review of the material you submitted with your proposal, we see on Page 14 of your proposal that there is no vendor confidential information in your proposal. Therefore, the Commission will be releasing your proposal electronically in the near future using the CD-ROM that you provided.
>
> We will also be releasing all email communications between Distributech and the NHSLC at the same time.
>
> Thank you.
>
> 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: Craig W. Bulkley
To: Web WEI - Mike G
Subject: Distributech - Redacted Copy of Warehouse Proposal
Date: Monday, November 26, 2012 4:00:40 PM

Mike:

The Commission has received Right-to-Know Law requests regarding the Warehouse Services RFP. All Vendors are receiving an email regarding the Right-to-Know requests. One of the items requested is your proposal. In accordance with Section 1.14, Disclosure of Proposal, Page 12 of the RFP, you were required to provide a redacted proposal. In our review of the material you submitted with your proposal, we see on Page 14 of your proposal that there is no vendor confidential information in your proposal. Therefore, the Commission will be releasing your proposal electronically in the near future using the CD-ROM that you provided.

We will also be releasing all email communications between Distributech and the NHSLC at the same time.

Thank you.

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Craig W. Bulkley
Chief of Administration
NH State Liquor Commission
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From:	Mike G
To:	Craig W. Bulkley
Cc:	RathLaw -Steve Lauwers
Subject:	Re: RFP Process
Date:	Wednesday, November 14, 2012 4:29:51 PM

Thank you Craig for this courtesy.
Mike

On Nov 14, 2012 4:23 PM, "Craig W. Bulkley" <cbulkley@liquor.state.nh.us> wrote:

> Mike:
>
> As a matter of courtesy, this is to notify you that, under Section 4.6 and 4.6.1, Page 35 of the Warehouse RFP, a Vendor has been notified in writing of its selection for contract discussions because its proposal has been determined to be the most advantageous to the state as determined by the NHSLC after taking into consideration all of the evaluation factors. Contract negotiations are ongoing.
>
> We must remind you that if the NHSLC is unable to reach an agreement during contract discussions, it may commence discussions with the next highest-ranked Vendor.
>
> You are also reminded that this entire process is confidential until the contract is approved by the office of the Attorney General. You will be notified when and if that occurs.
>
> Thank you.
>
> 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: Craig W. Bulkley
To: Web WEI - Mike G
Subject: RFP Process - Distributech
Date: Wednesday, November 14, 2012 4:23:17 PM

Mike:

As a matter of courtesy, this is to notify you that, under Section 4.6 and 4.6.1, Page 35 of the Warehouse RFP, a Vendor has been notified in writing of its selection for contract discussions because its proposal has been determined to be the most advantageous to the state as determined by the NHSLC after taking into consideration all of the evaluation factors. Contract negotiations are ongoing.

We must remind you that if the NHSLC is unable to reach an agreement during contract discussions, it may commence discussions with the next highest-ranked Vendor.

You are also reminded that this entire process is confidential until the contract is approved by the office of the Attorney General. You will be notified when and if that occurs.

Thank you.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
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From:	Mike G
To:	Craig W. Bulkley
Cc:	RathLaw -Steve Lauwers
Subject:	Re: Distributech - Financial BAFO Final Confirmation
Date:	Thursday, November 01, 2012 9:57:48 AM

Hello Craig,

Distributech is pleased to confirm the validity $31,233,660 for the first 30-month term.

Throughout yesterday several of our financial directors carefully reviewed and cross-checked all critical financial components of the RFP panel's template against the details underlying our 30-month pro forma. Our team's offer is a solid deliverable.

Best regards,
Mike

On Tue, Oct 30, 2012 at 11:10 AM, Craig W. Bulkley <cbulkley@liquor.state.nh.us> wrote:

> Mike:
>
> At this time, the Liquor Commission wishes to make a final confirmation of your financial BAFO. We understand that your final offer to us on the template for the first 30 months is $31,233,660.
>
> Please confirm that this number is correct no later than 1 PM on Friday, November 2, 2012.
>
> Thank you.
>
> 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

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From: Mike G
To: Craig W. Bulkley
Subject: Re: Distributech - Financial BAFO Final Confirmation
Date: Tuesday, October 30, 2012 11:37:25 AM

Thank you Craig. We have received your request and will be able to respond on time or earlier.

Best regards,
Mike

On Oct 30, 2012 11:10 AM, "Craig W. Bulkley" <cbulkley@liquor.state.nh.us> wrote:

> Mike:
>
> At this time, the Liquor Commission wishes to make a final confirmation of your financial BAFO. We understand that your final offer to us on the template for the first 30 months is $31,233,660.
>
> Please confirm that this number is correct no later than 1 PM on Friday, November 2, 2012.
>
> Thank you.
>
> Please consider the environment before printing this e-mail.
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From: Stephen J. Judge
To: "Steven J. Lauwers"; Craig W. Bulkley; Web WEI - Mike G
Subject: RE: P-37 Amendments Distributech, LLC
Date: Friday, October 26, 2012 3:46:27 PM
Attachments: image002.png

Dear Steve,

This will suffice.
Thank you,

Steve

****

Stephen J. Judge
AG Legal Consultant for NHS Liquor Commission
Wadleigh, Starr & Peters, PLLC
95 Market Street
Manchester, New Hampshire 03101
Tel: 603-669-4140
Fax: 603-669-6018
Web: www.wadleighlaw.com
E-mail: sjudge@wadleighlaw.com
E-mail: stephen.j.judge@liquor.state.nh.us

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From: Steven J. Lauwers [mailto:sjl@Rathlaw.com]
Sent: Friday, October 26, 2012 3:43 PM
To: Craig W. Bulkley; Web WEI - Mike G
Cc: Stephen J. Judge
Subject: RE: P-37 Amendments Distributech, LLC

Craig and Steve:

The proposed amendments to P-37 that you identified in your earlier email are acceptable to Distributech, LLC.

Please let us know if you need anything more formal from us.

Best regards,

Steve

Steven J. Lauwers
Attorney at Law

One Capital Plaza
Concord, NH 03302-1500
www.rathlaw.com

DD (603) 410-4345
T (603) 226-2600
F (603) 225-9774
E sjl@rathlaw.com

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From: Craig W. Bulkley [mailto:cbulkley@liquor.state.nh.us]
Sent: Friday, October 26, 2012 12:40 PM
To: Web WEI - Mike G; Steven J. Lauwers
Cc: Stephen J. Judge; Craig W. Bulkley
Subject: P-37 Amendments Distributech, LLC

Dear Mike,

Following consultation with the AG's Office, the EC is authorized to amend the P-37 as follows.
One, the parties shall mutually agree to waive consequential and indirect damages.
Two, In the event of a material breach that involves the payment of a penalty, the Vendor shall pay the penalty. If the Vendor fails to pay the penalty within a reasonable time, the NHSLC shall recover the penalty from the performance bond, provided, however, that the Vendor restores the bond to its original or any increased amount within a reasonable time.
I expect that the terms will be clarified to a specific time.

Steve Judge on behalf of

Please consider the environment before printing this e-mail.

Craig W. Bulkley

Director
Division 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:	Steven J. Lauwers
To:	Craig W. Bulkley; Web WEI - Mike G
Cc:	Stephen J. Judge
Subject:	RE: P-37 Amendments Distributech, LLC
Date:	Friday, October 26, 2012 3:45:32 PM
Attachments:	image002.png

Craig and Steve:

The proposed amendments to P-37 that you identified in your earlier email are acceptable to Distributech, LLC.

Please let us know if you need anything more formal from us.

Best regards,

Steve

Steven J. Lauwers
Attorney at Law

One Capital Plaza
Concord, NH 03302-1500
www.rathlaw.com

DD (603) 410-4345
T (603) 226-2600
F (603) 225-9774
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From: Craig W. Bulkley [mailto:cbulkley@liquor.state.nh.us]
Sent: Friday, October 26, 2012 12:40 PM
To: Web WEI - Mike G; Steven J. Lauwers
Cc: Stephen J. Judge; Craig W. Bulkley
Subject: P-37 Amendments Distributech, LLC

Dear Mike,

Following consultation with the AG's Office, the EC is authorized to amend the P-37 as follows.
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Two, In the event of a material breach that involves the payment of a penalty, the Vendor shall pay the penalty. If the Vendor fails to pay the penalty within a reasonable time, the NHSLC shall recover the penalty from the performance bond, provided, however, that the Vendor restores the bond to its original or any increased amount within a reasonable time.
I expect that the terms will be clarified to a specific time.

Steve Judge on behalf of

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Craig W. Bulkley
Director
Division of Administration
NH State Liquor Commission
☎ (603) 230-7008
FAX (603) 271-3897
Cell: (603) 490-1559
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From:	Craig W. Bulkley
To:	Web WEI - Mike G; "Steven J. Lauwers"
Cc:	Stephen J. Judge; Craig W. Bulkley
Subject:	P-37 Amendments Distributech, LLC
Date:	Friday, October 26, 2012 12:39:42 PM

Dear Mike,

Following consultation with the AG's Office, the EC is authorized to amend the P-37 as follows.
One, the parties shall mutually agree to waive consequential and indirect damages.
Two, In the event of a material breach that involves the payment of a penalty, the Vendor shall pay the penalty. If the Vendor fails to pay the penalty within a reasonable time, the NHSLC shall recover the penalty from the performance bond, provided, however, that the Vendor restores the bond to its original or any increased amount within a reasonable time.
I expect that the terms will be clarified to a specific time.

Steve Judge on behalf of

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From: Craig W. Bulkley
To: Web WEI - Mike G
Subject: RE: Distributech Financial Template - New Site
Date: Friday, September 28, 2012 10:25:48 AM

Received; thank you

Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division of Administration
NH State Liquor Commission
☎ (603) 230-7008
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Cell: (603) 490-1559
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From: Mike G [mailto:mike@webwei.com]
Sent: Friday, September 28, 2012 9:57 AM
To: Craig W. Bulkley
Subject: Re: Distributech Financial Template - New Site

Good morning Craig,

The Hooksett site will not have any impact on the total costs that were reflected in the template that Distributech provided to the Commission in our June response to the RFP. We stand by those figures.

We would be happy to answer any detailed questions.

Best regards,
Mike

On Thu, Sep 27, 2012 at 2:26 PM, Craig W. Bulkley <cbulkley@liquor.state.nh.us> wrote:
Mike:

We have received the information regarding the site in Hooksett. You have submitted a template with the grand total of your costs. Does the new site change the grand total?

Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division of Administration
NH State Liquor Commission
☎ (603) 230-7008
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Cell: (603) 490-1559
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From: Mike G
To: Craig W. Bulkley
Subject: Re: Distributech Financial Template - New Site
Date: Friday, September 28, 2012 10:17:30 AM

Good morning Craig,

The Hooksett site will not have any impact on the total costs that were reflected in the template that Distributech provided to the Commission in our June response to the RFP. We stand by those figures.

We would be happy to answer any detailed questions.

Best regards,
Mike

On Thu, Sep 27, 2012 at 2:26 PM, Craig W. Bulkley <cbulkley@liquor.state.nh.us> wrote:

> Mike:
>
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>
> Please consider the environment before printing this e-mail.
>
> Craig W. Bulkley
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> Director
>
> Division of Administration
> NH State Liquor Commission
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From: Craig W. Bulkley
To: "Goclowski, Mike"
Subject: Distributech Financial Template - New Site
Date: Thursday, September 27, 2012 2:26:29 PM

Mike:

We have received the information regarding the site in Hooksett. You have submitted a template with the grand total of your costs. Does the new site change the grand total?

Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
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From: Craig W. Bulkley
To: "Steven J. Lauwers"
Subject: RE: Distributech, LLC
Date: Monday, September 24, 2012 2:43:44 PM
Attachments: image002.png

Received; thank you

Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division of Administration
NH State Liquor Commission
☎ (603) 230-7008
FAX (603) 271-3897
Cell: (603) 490-1559
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From: Steven J. Lauwers [mailto:sjl@Rathlaw.com]
Sent: Monday, September 24, 2012 12:29 PM
To: Stephen J. Judge
Cc: Craig W. Bulkley
Subject: RE: Distributech, LLC

Steve and Craig,

Thank you!

Attached are:

(i) Final executed letter of intent (to be followed by a full P&S);
(ii) Phase 1-A archeological report from February 2007;
(iii) Geotechnical design investigation report from March 2007;
(iv) Phase 1 environmental site assessment from February 2007;
(v) Various site maps, etc.

Please let us know if you have any questions with respect to any of the attached documents.

We would also be happy to schedule a site visit at the review panel's convenience.

Best regards,

Steve

Steven J. Lauwers
Attorney at Law

One Capital Plaza
Concord, NH 03302-1500
www.rathlaw.com

DD (603) 410-4345
T (603) 226-2600
F (603) 225-9774
E sjl@rathlaw.com

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From: Stephen J. Judge [mailto:stephen.j.judge@liquor.state.nh.us]
Sent: Monday, September 24, 2012 11:55 AM
To: Steven J. Lauwers
Cc: Craig W. Bulkley
Subject: RE: Distributech, LLC

Steve,

I was out teaching a CLE and just received your message. Please send the materials to Craig. I have copied him on this email.

Steve

From: Steven J. Lauwers [mailto:sjl@Rathlaw.com]
Sent: Tuesday, September 18, 2012 11:48 AM
To: Stephen J. Judge
Subject: Distributech, LLC

Steve,

We have additional materials that we would like to provide with respect to the Hooksett site, including the executed letter of intent, a Phase I environmental study that the owner had

completed in 2007, and further information with respect to work that has already been completed.

Would it be permissible for me to send these materials to you?

Again, we wish to be very respectful of the process, but we also know that the review panel was extremely interested in having these items with respect to the Integra Drive site in Concord.

Please let me know.

Thank you and best regards,

Steve

Steven J. Lauwers
Attorney at Law

One Capital Plaza
Concord, NH 03302-1500
www.rathlaw.com

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T (603) 226-2600
F (603) 225-9774
E sjl@rathlaw.com

cid:image003.jpg@01CD38F7.01D4C010

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From:	Stephen J. Judge
To:	"Steven J. Lauwers"
Cc:	Craig W. Bulkley
Subject:	RE: Distributech, LLC
Date:	Monday, September 24, 2012 11:55:12 AM
Attachments:	image002.png

Steve,

I was out teaching a CLE and just received your message. Please send the materials to Craig. I have copied him on this email.

Steve

From: Steven J. Lauwers [mailto:sjl@Rathlaw.com]
Sent: Tuesday, September 18, 2012 11:48 AM
To: Stephen J. Judge
Subject: Distributech, LLC

Steve,

We have additional materials that we would like to provide with respect to the Hooksett site, including the executed letter of intent, a Phase I environmental study that the owner had completed in 2007, and further information with respect to work that has already been completed.

Would it be permissible for me to send these materials to you?

Again, we wish to be very respectful of the process, but we also know that the review panel was extremely interested in having these items with respect to the Integra Drive site in Concord.

Please let me know.

Thank you and best regards,

Steve

Steven J. Lauwers
Attorney at Law

One Capital Plaza
Concord, NH 03302-1500
www.rathlaw.com

DD (603) 410-4345
T (603) 226-2600
F (603) 225-9774
E sjl@rathlaw.com

cid:image003.jpg@01CD38F7.01D4C010

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From:	Mike G
To:	Steven J. Lauwers
Cc:	Craig W. Bulkley
Subject:	Re: Distributech, LLC
Date:	Friday, September 07, 2012 12:14:55 PM
Attachments:	image002.png

Craig,

As you can tell, we turned this around really quickly. If there is any other information that you need, just let us know --for example the LOI on the Hooksett property that we executed earlier this week.

Thank you very much.
Mike

On Fri, Sep 7, 2012 at 12:02 PM, Steven J. Lauwers <sjl@rathlaw.com> wrote:

> Craig,
>
> Mike Goclowski passed along to me your request for additional information regarding the alternate Distributech site for the proposed warehouse.
>
> Attached is a pdf that sets out the basic information.
>
> We would be happy to answer any questions or provide any additional information to the panel, at your convenience.
>
> I would also be happy to discuss any of the legal issues with Steve Judge.
>
> Thank you and best regards,
>
> Steve
>
> **Steven J. Lauwers**
> Attorney at Law
>
> One Capital Plaza

Concord, NH 03302-1500
www.rathlaw.com

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From:	Steven J. Lauwers
To:	Craig W. Bulkley
Cc:	Web WEI - Mike G
Subject:	Distributech, LLC Modification to Proposal (Site Change)
Date:	Friday, September 07, 2012 12:03:33 PM
Attachments:	Disributech, LLC RFP 2012-14 Modification to Proposal.pdf image002.png

---

Craig,

Mike Goclowski passed along to me your request for additional information regarding the alternate Distributech site for the proposed warehouse.

Attached is a pdf that sets out the basic information.

We would be happy to answer any questions or provide any additional information to the panel, at your convenience.

I would also be happy to discuss any of the legal issues with Steve Judge.

Thank you and best regards,

Steve

Steven J. Lauwers
Attorney at Law

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marketing, or recommending to any other party any transaction or matter addressed herein.

From:	Mike G
To:	Craig W. Bulkley
Cc:	RathLaw -Steve Lauwers
Subject:	Distributech - Contract award extension+
Date:	Thursday, September 06, 2012 8:56:25 AM

Good morning Craig,

You have asked us "*What additional costs would be incurred if the contract was not awarded until November 14, 2012? What would be the impact on your grand total costs over the initial 30-month term?*"

Distributech's answer is as follows: If the award is not granted to Distributech on September 12th, but the contract is instead awarded to Distributech on or before November 14th, we are of the view that Distributech will not need to adjust its costs charged to the Commission over the initial 30-month term. Certainly, this delay may well add to our initial costs as development, construction and testing schedules are compressed, but at this time we believe that these additional costs can be borne by Distributech. Of course, we are also concerned about the impact of winter weather on construction, etc.

However, your question and our response are directly related to a significant (and we think favorable) development relating to Distributech's proposal that we would like to share with the panel. As always, we want to be sure that any communication with the panel is in keeping with the strict procedural guidelines that the Commission and the panel are following during the RFP process, including the black-out period.

Can you please let us know the proper way to provide this additional information to the panel? We would be happy to do so in writing, and we would also be happy to work through Steve Judge and our attorney, Steve Lauwers, if the panel thought that was advisable.

Thank you again for the panel's consideration.

Mike Goclowski, Manager

Distributech, LLC

From: Mike G
To: Craig W. Bulkley
Cc: RathLaw -Steve Lauwers
Subject: Re: Distributech Contract Award Extension
Date: Wednesday, September 05, 2012 12:58:05 PM

Thank you Craig.
Mike

On Wed, Sep 5, 2012 at 12:55 PM, Craig W. Bulkley <cbulkley@liquor.state.nh.us> wrote:

> Mike:
>
> You can have an extension until 5 PM tomorrow, 9/6.
>
> Please consider the environment before printing this e-mail.
>
> Craig W. Bulkley
>
> Director
>
> Division 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:** Mike G [mailto:mike@webwei.com]
> **Sent:** Wednesday, September 05, 2012 11:57 AM
> **To:** Craig W. Bulkley
> **Cc:** RathLaw -Steve Lauwers
> **Subject:** Contract Award Extension

Good morning Craig,

You have asked us "*What additional costs would be incurred if the contract was not awarded until November 14, 2012? What would be the impact on your grand total costs over the initial 30-month term?*"

You had also stated that you could grant us additional time if needed.

Distributech wants its answer to be as factually correct and comprehensive as possible. As we dug into it, we realized that your question was complex in the sense that we needed to understand not only the impact on development and constructions costs on our side, but also the ability and willingness of Distributech to bear those costs directly without passing them along through our pricing over the intial 30-month term of the contract. Our goal is to hold our pricing flat, but we need to do some additional diligence on our side, as well as a pin down the details of some changes on our side.

For that reason, could you please provide us with an additional 48-hours to respond?

Thank you again for the panel's consideration.

Mike Goclowski, Manager

Distributech, LLC

From: Craig W. Bulkley
To: Web WEI - Mike G
Subject: RE: Distributech Contract Award Extension
Date: Wednesday, September 05, 2012 12:55:03 PM

Mike:

You can have an extension until 5 PM tomorrow, 9/6.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division 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: Mike G [mailto:mike@webwei.com]
Sent: Wednesday, September 05, 2012 11:57 AM
To: Craig W. Bulkley
Cc: RathLaw -Steve Lauwers
Subject: Contract Award Extension

Good morning Craig,

You have asked us "*What additional costs would be incurred if the contract was not awarded until November 14, 2012? What would be the impact on your grand total costs over the initial 30-month term?*"

You had also stated that you could grant us additional time if needed.

Distributech wants its answer to be as factually correct and comprehensive as possible. As we dug into it, we realized that your question was complex in the sense that we needed to understand not only the impact on development and constructions costs on our side, but also the ability and willingness of Distributech to bear those costs directly without passing them along through our pricing over the intial 30-month term of the contract. Our goal is to hold our pricing flat, but we need to do some additional diligence on our side, as well as a pin down the details of some changes on our side.

For that reason, could you please provide us with an additional 48-hours to respond?
Thank you again for the panel's consideration.

Mike Goclowski, Manager
Distributech, LLC

From:	Mike G
To:	Craig W. Bulkley
Cc:	RathLaw -Steve Lauwers
Subject:	Distributech Contract Award Extension
Date:	Wednesday, September 05, 2012 11:57:55 AM

Good morning Craig,

You have asked us "*What additional costs would be incurred if the contract was not awarded until November 14, 2012? What would be the impact on your grand total costs over the initial 30-month term?*"

You had also stated that you could grant us additional time if needed.

Distributech wants its answer to be as factually correct and comprehensive as possible. As we dug into it, we realized that your question was complex in the sense that we needed to understand not only the impact on development and constructions costs on our side, but also the ability and willingness of Distributech to bear those costs directly without passing them along through our pricing over the intial 30-month term of the contract. Our goal is to hold our pricing flat, but we need to do some additional diligence on our side, as well as a pin down the details of some changes on our side.

For that reason, could you please provide us with an additional 48-hours to respond?

Thank you again for the panel's consideration.

Mike Goclowski, Manager

Distributech, LLC

From: Craig W. Bulkley
To: "Goclowski, Mike"
Subject: Distributech - Contract Award Extension
Date: Friday, August 31, 2012 4:17:52 PM

Mike:

The Evaluation Committee has a question that you need to answer.

The question is: What additional costs would be incurred if the contract was not awarded until November 14, 2012? What would be the impact on your grand total costs over the initial 30-month term?

We would like a response by 12:00 noon on Wednesday, September 5, 2012. If, however, a small amount of additional time is required, please let us know.

Thank you.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division 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: Craig W. Bulkley
To: "Goclowski, Mike"
Subject: Distributech - Warehouse Services RFP 2012-14
Date: Tuesday, August 14, 2012 12:00:41 PM

Mike:

Pursuant to Section 1.5.3, Page 8 of the Warehouse Services RFP, the NHSLC has the authority to amend the RFP at any time and at its sole discretion.
The NHSLC hereby amends Section 1.2, Schedule of Events on Page 5 of the RFP from June 7, 2012 - August 1, 2012 to June 7, 2012 – **September 12, 2012.**

This date is well within the requirement that the proposals remain valid for a period of 210 days from the proposal due date (June 7, 2012). The Evaluation Committee will continue to work as quickly as possible to allow the NHSLC to reach contract award. Vendors may be asked for additional oral and/or written presentations in NHSLC's continuing effort to identify the proposal most adventageous to the State of New Hampshire.

If you have any questions or comments, please direct them via email to me, Craig W. Bulkley, as the issuing officer.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division 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: Mike G
To: Craig W. Bulkley
Cc: George P. Tsiopras
Subject: Distributech feedback and cross-check---for NHSLC Rate Analysis
Date: Friday, July 20, 2012 2:03:02 PM
Attachments: CostCalculator.xlsx
CostCalculatorPicture.gif

Hi Craig,

We have been reviewing the Worksheets that you sent to us yesterday.

There is only one area that seems to have an error... Labeling /Relabeling Fees are overstated and shown redundantly in part.
Because of this, the bottom line cost per case is merely overstated by 1 cent per case

Cells W66 through W73 should all be zeroed out. These labeling and relabeling costs are not to be assessed against the NHSLC, and are already included in the related fees for Suppliers' costs. [These subtotal out to $57,287 and were only conditional fees; i.e., assessed only in the event that the local broker does not send an employee over to the warehouse to verify a "mystery product" that requires correct or corrected labeling.

We also spent a bit of time cross-verifying your method of assessing the costs two ways: (1) The current confusing-fee method against (2) Our Proposed Fee Method.

It all seems to add up well ! Once we fix the the relabeling (mentioned above), your own analysis and our own both match up at a Net Cost Per Case of $2.25 per case :)

Embedded below is a snapshot of the cross-check with our method.

[NOTE: If it prints poorly from within this email, I have attached to this email both the snapshot and the Cost Calculator for you].

Thanks and we will see you Monday.

Mike

From: Mike G
To: Craig W. Bulkley
Cc: George P. Tsiopras
Subject: Re: Distributech Financial Analysis Confirmation
Date: Thursday, July 19, 2012 2:02:54 PM

Will do. Thanks.
Mike

On Jul 19, 2012 11:59 AM, "Craig W. Bulkley" <cbulkley@liquor.state.nh.us> wrote:

> Mike:
>
> I have attached a financial analysis in Excel which will be the foundation for parts of our discussion on Monday. Please review the attached document, confirm that the numbers are correct, and provide me with any questions or comments by Noon on Friday, July 20th.
>
> Please copy George on your response. Thanks.
>
> Please consider the environment before printing this e-mail.
>
> Craig W. Bulkley
>
> Director
>
> Division of Administration
> NH State Liquor Commission
> ☎ (603) 230-7008
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> FAX (603) 271-3897
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From:	Craig W. Bulkley
To:	"Goclowski, Mike"
Cc:	George P. Tsiopras
Subject:	Distributech Financial Analysis Confirmation
Date:	Thursday, July 19, 2012 11:59:45 AM
Attachments:	Book4.xls

Mike:

I have attached a financial analysis in Excel which will be the foundation for parts of our discussion on Monday. Please review the attached document, confirm that the numbers are correct, and provide me with any questions or comments by Noon on Friday, July 20th.

Please copy George on your response. Thanks.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division of Administration
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From:	Mike G
To:	George P. Tsiopras; Craig W. Bulkley
Subject:	Distributech Answers to Questions Regarding Rate Calculation Template
Date:	Friday, July 06, 2012 9:24:25 PM

Oops, the old email address that I had for George was bounced by the "postmaster". Please see the answers to your 2 questions regarding the rate calculation template.

Thanks
Mike

---------- Forwarded message ----------
From: **Mike G** <mike@webwei.com>
Date: Fri, Jul 6, 2012 at 2:16 PM
Subject: Distributech Answers to Questions Regarding Rate Calculation Template
To: SLC -Craig Bulkley <cbulkley@liquor.state.nh.us>
Cc: SLC -George Tsiopras <gtsiopras@liquor.state.nh.us>

Craig and George,

Your Question / Request: 1 Within the Outbound Order Processing section for automatic orders, you are proposing a rate of 60 cents per case to suppliers, and no cost to the NHSLC.
Please confirm and explain as current practice charges only the NHSLC for these transactions.

(1a) With the exception of the $0.50/bottle fee to create mixed cases, the supplier of record will pay for all fees.

(1b) In the NHSLC's template, you indicate that 40,000 cases out of the 13.9 million cases would be "NHSLC-owned" or supplied by the NHSLC itself.

Those are the only cases for which you are a "supplier" and will be assessed any handling fees

(1c) Regarding why we shift outbound charges to the suppliers when **"**current practice charges only the NHSLC for these transactions":

Why should suppliers pay instead of the NHSLC? In a "bailment" system the bailment suppliers are inherently involved in a perpetual loop of throughput that always includes inventory build-outs, inventory depletion and replenishment. Distributech provides the NHSLC's suppliers with a perpetual inventory handling and tracking service that adds value to the suppliers so they can optimize their inventories. Built-in and bundled together are all of physical and technical responsibilities for the suppliers.

The term "outbound order processing" alongside the myriad of accessorial fees has lead NH into a fragmented warehouse system. Distributech will build an integrated "inventory management service".

At the bottom of the One Warehouse template, we provided our Alternate Price Proposal that consolidates a huge "a la carte" menu of services into just 3 basic fees -- $1/case In, $1/case Out, with a penny per day storage.

Distributech simplifies billings, shifts costs away from the NHSLC and then appropriately assesses all the costs of bailment warehousing to the suppliers.

(1d) Your template was an excellent exercise. We were able to prove that our alternative price proposal is competitive and simpler than the current billing method. <u>However, there are three (3) significant improvements with our proposed method:</u> **(1)** The risks of future added costs are primarily shifted away from the NHSLC; **(2)** we eliminate the NHSLC's direct costs for bailment; (2**)** suppliers' costs are now stabilized, competitive, simple and forecast-able; **(3)** Distributech will save the NHSLC almost $1 million per year in costs that directly benefit the Commission's own operations. (see more about this in the answer to your question 2) .

Your Question / Request: 2 "Please elaborate further on each of the components of your revenue sharing proposal."

(2a) Instead of simply applying $900,000+ per year in fee reductions to suppliers, Distributech will allocate funds to support three warehouse-critical areas. Two of these areas are currently paid for by the NHSLC directly. Distributech will budget $600,000 to rent the Storrs Street facility and purchase most of its available manpower to supplement our operations. In addition, we will allocate $300K per year create/support a data bridge between the warehouse and the NHSLC for sharing, managing, publishing and auditing all warehouse inventory activities for suppliers, brokers and warehouse customers within the NHSLC's umbrella.

(2b) The NHSLC can still continue to use the Storrs Street facility to receive and store its own back-stock and buy-ins from profitable special purchases;

(2c) Distributech's $400K per year for Dave Harrison and the other SEA employees will still allow them to retain their official roles and benefits within the Storrs Street warehouse; while Distributech uses them within both warehouses;

(2d) By coordinating the Storrs Street facility with the close-by Distributech facility, the NHSLC can explore a separate bailment source of revenue. Instead of continuing to attempt to stuff 145K cases of the fastest moving liquor products into a relatively small 50,000 sq foot facility, the same or more NHSLC revenue could be derived through storage fees on the existing 65,000 cases of 180-day-old and greater stock within the current system.

By applying pre-2012 bailment rates to these slower-paced 65K cases on hand, the storage fees would gross the NHSLC more than $1.2 million in storage charges annually. Even if the NHSLC discounts those rates, the gross revenue on less than half the space capacity of Storrs Street will be significant. Additionally, even more profits can be derived by NHSLC when it places some sales focus upon supplier discounted and NHSLC marked-down "sell-offs" and "close-outs" of this aging or discontinued stock.

(2e) Distributech also benefits by having Storrs Street as a quality disaster recovery site that is very local to its own primary distribution facility (In the event of a large-scale disaster we also have authorization to use larger space available on Hall Street at the Amoskeag Beverage facility). Whether we share the Storrs Street space, use it periodically, seasonally or under emergency circumstances its 6 enclosed docks and portions of its space are useful.

We have many ideas as to how our proposal makes sense for both the NHSLC and Distributech, given our location close to Storrs Street.

We look forward to working together to optimize the system and profits to the NHSLC.

Please let me know when you have more requests or questions.

Mike Goclowski

From:	Mike G
To:	Craig W. Bulkley
Cc:	SLC -George Tsiopras
Subject:	Distributech Answers to Questions Regarding Rate Calculation Template
Date:	Friday, July 06, 2012 2:17:14 PM

Craig and George,

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(1b) In the NHSLC's template, you indicate that 40,000 cases out of the 13.9 million cases would be "NHSLC-owned" or supplied by the NHSLC itself.

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(1c) Regarding why we shift outbound charges to the suppliers when **"**current practice charges only the NHSLC for these transactions":

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The term "outbound order processing" alongside the myriad of accessorial fees has lead NH into a fragmented warehouse system. Distributech will build an integrated "inventory management service".

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Distributech simplifies billings, shifts costs away from the NHSLC and then appropriately assesses all the costs of bailment warehousing to the suppliers.

(1d) Your template was an excellent exercise. We were able to prove that our alternative price proposal is competitive and simpler than the current billing method. However, there are three (3) significant improvements with our proposed method: **(1)** The risks of future added costs are primarily shifted away

from the NHSLC; **(2)** we eliminate the NHSLC's direct costs for bailment; (2**)** suppliers' costs are now stabilized, competitive, simple and forecast-able; **(3)** Distributech will save the NHSLC almost $1 million per year in costs that directly benefit the Commission's own operations. (see more about this in the answer to your question 2) .

Your Question / Request: 2 "Please elaborate further on each of the components of your revenue sharing proposal."

(2a) Instead of simply applying $900,000+ per year in fee reductions to suppliers, Distributech will allocate funds to support three warehouse-critical areas. Two of these areas are currently paid for by the NHSLC directly. Distributech will budget $600,000 to rent the Storrs Street facility and purchase most of its available manpower to supplement our operations. In addition, we will allocate $300K per year create/support a data bridge between the warehouse and the NHSLC for sharing, managing, publishing and auditing all warehouse inventory activities for suppliers, brokers and warehouse customers within the NHSLC's umbrella.

(2b) The NHSLC can still continue to use the Storrs Street facility to receive and store its own back-stock and buy-ins from profitable special purchases;

(2c) Distributech's $400K per year for Dave Harrison and the other SEA employees will still allow them to retain their official roles and benefits within the Storrs Street warehouse; while Distributech uses them within both warehouses;

(2d) By coordinating the Storrs Street facility with the close-by Distributech facility, the NHSLC can explore a separate bailment source of revenue. Instead of continuing to attempt to stuff 145K cases of the fastest moving liquor products into a relatively small 50,000 sq foot facility, the same or more NHSLC revenue could be derived through storage fees on the existing 65,000 cases of 180-day-old and greater stock within the current system.

By applying pre-2012 bailment rates to these slower-paced 65K cases on hand, the storage fees would gross the NHSLC more than $1.2 million in storage charges annually. Even if the NHSLC discounts those rates, the gross revenue on less than half the space capacity of Storrs Street will be significant. Additionally, even more profits can be derived by NHSLC when it places some sales focus upon supplier discounted and NHSLC marked-down "sell-offs" and "close-outs" of this aging or discontinued stock.

(2e) Distributech also benefits by having Storrs Street as a quality disaster recovery site that is very local to its own primary distribution facility (In the event of a large-scale disaster we also have authorization to use larger space available on Hall Street at the Amoskeag Beverage facility). Whether we share the Storrs Street space, use it periodically, seasonally or under emergency circumstances its 6 enclosed docks and portions of its space are useful.

We have many ideas as to how our proposal makes sense for both the NHSLC and Distributech, given

our location close to Storrs Street.

We look forward to working together to optimize the system and profits to the NHSLC.

Please let me know when you have more requests or questions.

Mike Goclowski

From: Mike G
To: Craig W. Bulkley
Cc: George P. Tsiopras; Goclowski, Mike
Subject: Re: Distributech Proposal Presentation
Date: Friday, July 06, 2012 10:00:22 AM

Thank you Craig,

We appreciate the opportunity to be part of this next step.

Please book that date and time slot. I will alert the members of our team.

Mike

On Jul 6, 2012 9:07 AM, "Craig W. Bulkley" <cbulkley@liquor.state.nh.us> wrote:

> Mike:
>
> We are scheduling time during the week of July 23rd for an opportunity for your team to present any additional information to the Evaluation Committee. Please be prepared to discuss the specifics of your proposal as well as to discuss the most recent rate template information. The committee may have additional questions at this time.
>
> We would like your Distributech team to join us on Monday, July 23rd from 9:00 – 11:00 AM (EDT) at our headquarters at 50 Storrs Street, Concord. Please acknowledge and confirm your attendance, and **please copy George Tsiopras** when you email me. Thank you.
>
> Please consider the environment before printing this e-mail.
>
> Craig W. Bulkley
>
> Director
>
> Division 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:	Craig W. Bulkley
To:	"Goclowski, Mike"
Cc:	George P. Tsiopras
Subject:	Distributech Proposal Presentation
Date:	Friday, July 06, 2012 9:07:59 AM

Mike:

We are scheduling time during the week of July 23rd for an opportunity for your team to present any additional information to the Evaluation Committee. Please be prepared to discuss the specifics of your proposal as well as to discuss the most recent rate template information. The committee may have additional questions at this time.

We would like your Distributech team to join us on Monday, July 23rd from 9:00 – 11:00 AM (EDT) at our headquarters at 50 Storrs Street, Concord. Please acknowledge and confirm your attendance, and **please copy George Tsiopras** when you email me. Thank you.

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Craig W. Bulkley
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From:	Craig W. Bulkley
To:	"Goclowski, Mike"
Cc:	George P. Tsiopras
Subject:	Questions to Distributech Regarding Rate Calculation Template
Date:	Thursday, July 05, 2012 2:58:51 PM

Mike:

Thank you for your final submission of the rate calculation template. Below are several questions regarding your template numbers:

1. Within the Outbound Order Processing section for automatic orders, you are proposing a rate of 60 cents per case to suppliers, and no cost to the NHSLC. Please confirm and explain as current practice charges only the NHSLC for these transactions.
2. Please elaborate further on each of the tree components of your revenue sharing proposal.

Please provide your response to me **with a cc to George Tsiopras** no later than Monday, 7/9 at 4:00 PM. Thank you.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
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From:	Craig W. Bulkley
To:	"Goclowski, Mike"
Cc:	George P. Tsiopras
Subject:	Questions Regarding Rate Calculation Template
Date:	Thursday, July 05, 2012 2:58:51 PM

Mike:

Thank you for your final submission of the rate calculation template. Below are several questions regarding your template numbers:

1. Within the Outbound Order Processing section for automatic orders, you are proposing a rate of 60 cents per case to suppliers, and no cost to the NHSLC. Please confirm and explain as current practice charges only the NHSLC for these transactions.
2. Please elaborate further on each of the tree components of your revenue sharing proposal.

Please provide your response to me **with a cc to George Tsiopras** no later than Monday, 7/9 at 4:00 PM. Thank you.

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From:	Mike G
To:	Craig W. Bulkley
Subject:	Distributech -Price Template RFP2012-14 Attached
Date:	Tuesday, July 03, 2012 12:03:16 PM
Attachments:	DistributechRFP2012-14 Rate Calculation Template2.xls

---

Hi Craig,

Please let me know if you have any issues opening, reading or printing your committee's pricing template.
(Attached and filled out with notes)

Thank you.
Mike

From: Craig W. Bulkley
To: "Goclowski, Mike"
Subject: Distributech - Revised Template & Answers to Exercise Questions
Date: Friday, June 29, 2012 4:58:16 PM
Attachments: RFP2012-14 Rate Calculation Template - revised.xls

---

Dear Vendor:

For the purposes of this exercise, below are the answers to questions posed by the vendors as a result of reviewing our original email with our template.

See attached template with revised volumes highlighted in yellow. Be careful to note that even though there are subtotals, in certain categories there may be a mix of cases and pallets (e.g. there are not 19 million cases in storage; this sub-total is blended between cases and pallets).

Quantities shown under each category are reflective of the estimated product shipped, stored, or otherwise handled as noted. For example, under Storage, 1-84 days, 14 million plus cases were received and stored for between 1 and 84 days.

Feel free to enter any formulas required to provide total estimated cost (e.g. Estimated Volume X Proposed Contract Rates = Total Estimated Cost.

Outbound activities include preparing orders which include picking, packing and loading.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
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From: Craig W. Bulkley
To: "Goclowski, Mike"
Subject: Distributech - RFP 2012-14 Rate Calculation Template
Date: Friday, June 29, 2012 8:26:03 AM

Dear Vendor:

We have found several inaccuracies in the template volumes we sent you on Wednesday, 6/27. We have also received several questions regarding the template itself. We are in the process of correcting the template and will forward a revised template to you by close of business today.

Due to this situation, we are extending your deadline to noon on Tuesday, July 3, 2012.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
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From: Craig W. Bulkley
Sent: Wednesday, June 27, 2012 4:35 PM
To: Goclowski, Mike
Subject: RFP 2012-14 Rate Calculation Template

Dear Vendor –

Attached please find a template which we must have filled out and returned to us by noon on Monday July 2, 2012. The very same email is being sent to all vendors in order to evaluate the effect of the proposed costs on suppliers and the NHSLC given a consistent volume base.

We have included estimates of the most recent total volumes of activity in each of the categories identified in Appendix D of the RFP. We have also included estimates of the most recent material total volumes of activity in each of the categories identified in Appendix D-1. Because all vendors are receiving the same estimates do not change any of the volume estimates provided in the template.

In addition we have estimated total volumes for the same categories over the first 30 month term (from Nov 1, 2013 thru April 30, 2016). Utilizing these volumes please insert your rates in each category and calculate the respective costs in each category. The evaluation committee reserves the right to repeat this exercise and request lower rates, but at this time use the rates from your original proposal.

For each of the seven subsequent 30 month periods of the contract please provide us with estimates of any changes in rates as a percentage over your initial rate as well as the justification or basis for your estimate. For example, in section 1.10.4 of the RFP we requested that rate changes be based on the CPI for the previous 12 months, you may indicate you are estimating the percentage rate change by projecting the CPI.

With regard to revenue sharing proposals, please utilize the estimated volumes, and in a separate document, identify and quantify the revenue sharing calculation to the State for the first 30 month period. Please identify any estimated changes in each of the subsequent 30 month periods.

Please note the attached spreadsheet has two tabs that need to be completed, unless you have already taken an exception in your proposal dated on or before June 7, 2012, to the two warehouse model.

If you have any questions or comments, please send me an email.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
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Division of Administration
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From: Mike G
To: Craig W. Bulkley
Subject: Distributech - RFP 2012-14 Rate Calculation Template
Date: Thursday, June 28, 2012 7:54:10 AM

Good morning Craig,
It does not seem clear what these subtotal and total "Storage" numbers indicate. Could you explain (or show a formula) for example what the 14+ million cases under [Cases 1-84 Days) Nashua Whse signifies? Then we could apply your answer to the other columns under the "Storage" category.

Thanks very much.
Mike

On Wed, Jun 27, 2012 at 4:34 PM, Craig W. Bulkley <cbulkley@liquor.state.nh.us> wrote:

> Dear Vendor –
>
> Attached please find a template which we must have filled out and returned to us by noon on Monday July 2, 2012. The very same email is being sent to all vendors in order to evaluate the effect of the proposed costs on suppliers and the NHSLC given a consistent volume base.
>
> We have included estimates of the most recent total volumes of activity in each of the categories identified in Appendix D of the RFP. We have also included estimates of the most recent material total volumes of activity in each of the categories identified in Appendix D-1. Because all vendors are receiving the same estimates do not change any of the volume estimates provided in the template.
>
> In addition we have estimated total volumes for the same categories over the first 30 month term (from Nov 1, 2013 thru April 30, 2016). Utilizing these volumes please insert your rates in each category and calculate the respective costs in each category. The evaluation committee reserves the right to repeat this exercise and request lower rates, but at this time use the rates from your original proposal.
>
> For each of the seven subsequent 30 month periods of the contract please provide us with estimates of any changes in rates as a percentage over your initial rate as well as the justification or basis for your estimate. For example, in section 1.10.4 of the RFP we requested that rate changes be based on the CPI for the previous 12 months, you may indicate you are estimating the percentage rate change by projecting the CPI.

With regard to revenue sharing proposals, please utilize the estimated volumes, and in a separate document, identify and quantify the revenue sharing calculation to the State for the first 30 month period. Please identify any estimated changes in each of the subsequent 30 month periods.

Please note the attached spreadsheet has two tabs that need to be completed, unless you have already taken an exception in your proposal dated on or before June 7, 2012, to the two warehouse model.

If you have any questions or comments, please send me an email.

Please consider the environment before printing this e-mail.

Craig W. Bulkley

Director

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From:	Craig W. Bulkley
To:	"Goclowski, Mike"
Subject:	To Distributech - RFP 2012-14 Rate Calculation Template
Date:	Wednesday, June 27, 2012 4:34:43 PM
Attachments:	RFP2012-14 Rate Calculation Template.xls

Dear Vendor –

Attached please find a template which we must have filled out and returned to us by noon on Monday July 2, 2012. The very same email is being sent to all vendors in order to evaluate the effect of the proposed costs on suppliers and the NHSLC given a consistent volume base.

We have included estimates of the most recent total volumes of activity in each of the categories identified in Appendix D of the RFP. We have also included estimates of the most recent material total volumes of activity in each of the categories identified in Appendix D-1. Because all vendors are receiving the same estimates do not change any of the volume estimates provided in the template.

In addition we have estimated total volumes for the same categories over the first 30 month term (from Nov 1, 2013 thru April 30, 2016). Utilizing these volumes please insert your rates in each category and calculate the respective costs in each category. The evaluation committee reserves the right to repeat this exercise and request lower rates, but at this time use the rates from your original proposal.

For each of the seven subsequent 30 month periods of the contract please provide us with estimates of any changes in rates as a percentage over your initial rate as well as the justification or basis for your estimate. For example, in section 1.10.4 of the RFP we requested that rate changes be based on the CPI for the previous 12 months, you may indicate you are estimating the percentage rate change by projecting the CPI.

With regard to revenue sharing proposals, please utilize the estimated volumes, and in a separate document, identify and quantify the revenue sharing calculation to the State for the first 30 month period. Please identify any estimated changes in each of the subsequent 30 month periods.

Please note the attached spreadsheet has two tabs that need to be completed, unless you have already taken an exception in your proposal dated on or before June 7, 2012, to the two warehouse model.

If you have any questions or comments, please send me an email.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
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From: Mike G
To: Craig W. Bulkley
Subject: Distributech - Tentative Schedule
Date: Tuesday, June 26, 2012 1:54:40 PM

Thank you Craig for this update.

We will look for your next instructions tomorrow.

Regards
Mike

On Jun 26, 2012 1:26 PM, "Craig W. Bulkley" <cbulkley@liquor.state.nh.us> wrote:

> Mike:
>
> Thank you for spending time with us last week. The Evaluation Committee is still in its initial phase. We wanted to let you know that our first opportunity to meet with you will be during the week of July 16th.
>
> We expect to send you an email tomorrow that will require you to use numbers that we will provide to perform financial cost projections based on specific volumes and your proposed rates. I understand that this is a bit vague, but tomorrow's email will clarify things.
>
> Please confirm receipt.
>
> Please consider the environment before printing this e-mail.
>
> Craig W. Bulkley
>
> Director
>
> Division of Administration
> NH State Liquor Commission
> ☎ (603) 230-7008
>
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From:	Craig W. Bulkley
To:	"Goclowski, Mike"
Subject:	Distributech - Tentative Schedule
Date:	Tuesday, June 26, 2012 1:26:41 PM

Mike:

Thank you for spending time with us last week. The Evaluation Committee is still in its initial phase. We wanted to let you know that our first opportunity to meet with you will be during the week of July 16th.

We expect to send you an email tomorrow that will require you to use numbers that we will provide to perform financial cost projections based on specific volumes and your proposed rates. I understand that this is a bit vague, but tomorrow's email will clarify things.

Please confirm receipt.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
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From:	Mike G
To:	Craig W. Bulkley
Subject:	Distributech Answers to Q&A from the Eval Committee
Date:	Friday, June 22, 2012 1:27:33 PM
Attachments:	DistributechAnswers_toNHSLC_Q&A-2012-6-20.zip

Hi Craig,

Attached are our answers to the Evaluation Committee's questions.

The zipped file is just over 5 megs and I am a bit concerned that you might not receive it through your email server.

I am 5 minutes from your office and can hand you a memory stick with all of the information also.

Please let me know or confirm that you received the file in good order.

Thank you.
Mike

From:	Craig W. Bulkley
To:	"Goclowski, Mike"
Cc:	John D. Bunnell; George P. Tsiopras; "Judge, Steve"
Subject:	To Distributech - Warehouse Services RFP 2012-14
Date:	Monday, June 18, 2012 3:39:08 PM

Mike:

As we previously notified you by email, the Evaluation Committee is performing its initial analysis. We have several questions about your proposal. In order to expedite the process, we would like your answers to our questions by email by Friday, June 22nd.

Please do not draw any conclusions from the following questions. They are asked in order to confirm that we understand specific parts of your proposal. Do not assume that our questions bring any weight to that part of your proposal about which we have asked. In other words, take the questions at face value and just answer them as completely and with as much detail as possible.

Our questions are as follows:

1. Do you subscribe to "open data Standards"
2. Do you have "open data formats" as part of your proposals?
3. Does your proposal include all licenses required to operate hardware/software?
4. Does your proposal include maintenance for all hardware/software?
5. Does your proposal rely on customized interfaces to integrate with the NHLC existing applications?
6. What are your projections for volumes by month in each of the pricing categories included in Appendices D and D-1 for the first 30 months of this contract and each subsequent 30-month period through the end of the contract? Please explain the basis for your projection. Please address only the basic bailment charges: inbound handling, storage, and outbound order processing/reporting. For example, in the first month of the contract, how many cases do you assume will be inbound in the category of codes of 1-180?
7. In Section 3.0.12, Page 26, the RFP requires that the proposal shall list separtately all charges which could be incurred by the NHSLC and all charges which could be incurred by the suppliers in the operation of the warehouse. Are all charges included in Appendices D and D-1? Specifically, identify where a charge, if any, for outbound handling is located. For example, outbound handling may already be included in the charge for inbound handling.
8. We have read Section 1.5.8 on Page 13 of your proposal. Nevertheless, Part I, Section 1.5.8, Page 9 of the RFP requires the vendor to provide audited financial statements for the past three years or an alternative satisfactory to the NHSLC. Part 4, Section 4.4, Page 32 of the RFP requires a new entity to provide other relevant financial materials to demonstrate its financial stability and capacity. Please provide us with sufficient financial materials to demonstrate Distributech's financial stability and capacity.
9. In your proposal on Page 74, you indicate that you plan to build a facility at 15 Integra Drive in Concord, NH. We understand that the location was recently zoned industrial. Please provide us with a construction schedule that establishes that the facility will be operational on or before October 31, 2013. The schedule must include a list of all permits required with a timetable for acquiring them. Given the amount of traffic currently on Manchester Street, as well as the commercial traffic from Associated Grocer's truck traffic, do you have approval from the City of Concord to use Manchester Street in connection with your proposed site? The schedule must also include a plan for construction and infrastructure, particularly automation. We have reviewed the handout from the Stahlman Group included with your proposal. In addition to the schedule requested above, please provide us with the names of all subcontractors that will be responsible for construction and infrastructure.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
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From: Craig W. Bulkley
To: Web WEI - Mike G
Subject: Distributech - Warehouse Services RFP 2012-14
Date: Friday, June 15, 2012 3:54:38 PM

Mike – we need to schedule a walk around your proposed site. Please call me so we can schedule for next week. Thanks.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
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✉ cbulkley@liquor.state.nh.us

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From: Mike G [mailto:mike@webwei.com]
Sent: Friday, June 15, 2012 2:52 PM
To: Craig W. Bulkley
Cc: Judge, Steve; John D. Bunnell; George P. Tsiopras
Subject: Re: Warehouse Services RFP 2012-14

Thank you. We have received this notification from your office and will await further instructions.

Mike Goclowski

On Jun 15, 2012 1:50 PM, "Craig W. Bulkley" <cbulkley@liquor.state.nh.us> wrote:

Dear Vendors:

The Evaluation Committee is performing its initial analysis. We will have several questions about your proposal no later than Monday, June 18th. In order to expedite the process, we would like your answers to our questions by Friday, June 22nd.

When you receive our questions, please do not draw any conclusions from them. They are asked in order to confirm that we understand specific parts of your proposal. Do not assume that our questions bring any weight to that part of your proposal about which we have asked. In other words, take the questions at face value and just answer them as completely and with as much detail as possible.

We may well have more questions. To that end, we want to tour your proposed facility next week during the timeframe of Tuesday, June 19th to Friday, June 22nd. Please contact me directly and be

prepared to offer several dates when you will be available. Your cooperation on agreeing to meet with us on one of these dates is greatly appreciated.

Please acknowledge receipt of this email. Thank you.

Please consider the environment before printing this e-mail.

Craig W. Bulkley
Director
Division 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:	Mike G
To:	Craig W. Bulkley
Cc:	Judge, Steve; John D. Bunnell; George P. Tsiopras
Subject:	Distributech - Warehouse Services RFP 2012-14
Date:	Friday, June 15, 2012 2:52:35 PM

Thank you. We have received this notification from your office and will await further instructions.

Mike Goclowski

On Jun 15, 2012 1:50 PM, "Craig W. Bulkley" <cbulkley@liquor.state.nh.us> wrote:

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> Director

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From:	Craig W. Bulkley
To:	Craig W. Bulkley
Cc:	John D. Bunnell; George P. Tsiopras; "Judge, Steve"
Subject:	Warehouse Services RFP 2012-14
Date:	Friday, June 15, 2012 1:50:38 PM

Dear Vendors:

The Evaluation Committee is performing its initial analysis. We will have several questions about your proposal no later than Monday, June 18th. In order to expedite the process, we would like your answers to our questions by Friday, June 22nd.

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