

April 6, 2012 CLARIFICATIONS AND AMENDMENTS:

Question 1:

Will you provide the aggregate dollars paid the private contractor currently delivering the aforesaid services for the 2011 year which coincides with the sales and inventory data presented in the appendix's H and J.

Answer: The current warehouse contractor bills vendors that utilize the facility (Law Warehouses) directly for the services provided. The NHSLC does not have the requested information.

Question 2:

Can you clarify the current agreement, appendix L? It is difficult to determine whether the schedule for inbound handling DOES include the costs for all outbound shipping. Differentiate between order processing and order fulfillment. Schedule D has contrary wording to Schedule L which may be your intention. Any clarification would be appreciated.

Answer: There are no charges for the preparation of outbound shipments. Transportation costs are paid by the Licensee and orders to Liquor and Wine Outlets are paid by the NHSLC. Please note that Appendix L combines both supplier costs and NHSLC costs. There are two appendices dealing with charges – Appendix D (Charges to Suppliers) and Appendix D-1 (Charges to NHSLC). If this does not answer Question 2, please email more specific questions.

Question 3:

Can you provide detailed historical data on receipts and shipments by sku so that we can equate the frequency and code quantities to the proposed response form?

Answer: Historical data for Calendar Year 2011 is available by request. Due to the large volume of material, special arrangements will be necessary in order to transfer this information to a potential bidder(s).