



Delaware Department  
of Transportation

## HEAVY DUTY TRUCKS

Contract GSS11617HEAVY\_TRUCKS

### QUESTIONS AND ANSWERS

July 19, 2011

#### **Question 11:**

Are we allowed to only bid on certain sections of this bid or must we give a price for all sections of the bid? For example, can I submit a price for Section F and not for Section B?

#### **Response to Question 11:**

This contract calls for delivery of chassis with body mounted and ready for use. Bidders do not have to bid on each type of equipment, however;  
if you bid:

- Specification B you must bid Specification F
- Specification C you must bid Specification G
- Specification D you must bid Specification H
- Specification E you must bid Specification H
- Specification F you must bid Specification B
- Specification G you must bid Specification C
- Specification H you must bid Specification D and/or E
- Specification I you must bid Specification C, D, and /or E
- Specification J you must bid Specification C, D, and /or E

#### **Question 10:**

Pg 22, Par 27 -Method of Payment

Due to very low margins on truck bids, any service charges resulting from P Card payment would need to be built into our cost structure and incrementally added to the bid price. We do not know what these charges would be and therefore have no way to add this cost into the equation or propose a discount if paid by a different method. Please advise.

#### **Response to Question 10:**

It is not the intent of this contract to require payment by P Card for the bid items listed herein. P Card payments made by made by the Agencies for the purchase of repair and replacement parts.

#### **Question 09:**

Pg 11, Par 8 -Or Equal

A certain few of our specifications have historically been accepted as approved equals or better. We do not believe these items to be true exceptions. We could list these items as "Equals or Better" within each bid specification we submit. Please advise.

Heavy Duty Trucks  
Questions and Answers

**Response to Question 09:**

If you are proposing technical specifications that differ in any way from the technical specifications in this contract, you must list such as exceptions in accordance with paragraph 'U exceptions' on page 9.

**Question 08:**

CPI

There is no language addressing a CPI calculation covering subsequent purchases beyond the 2012 model.

**Response to Question 08:**

In the past, the CPI has not been an effective tool to determine price changes for these items. This contract allows selection of multiple firms for each bid item, and Agencies can use this method to request pricing for future year purchases.

**Question 07:**

Pg 8, Par T -Discrepancies and Omissions

States questions need to be submitted at least 10 Days ahead of bid proposal opening which calculates to be 7/16/11. However, Page 4 states all question must be submitted by 7/12/11.

**Response to Question 07:**

Questions must be submitted no later than July 12, 2011.

**Question 06:**

Pg 26, Par 43 -Audit Access to Records

Would this require us to allow access, for any reason, to our cost documents, thereby revealing margins on all transactions?

**Response to Question 06:**

Technically, yes, however the intention of this provision is to allow review of the transactions that occurred under the contract. If, for some unforeseen reason, any margin information was requested, it would be handled as proprietary by the audit group.

**Question 05:**

Pg 9, Par U -Exceptions

States that all exceptions must be requested by closing date (7/12/11) for questions. However, if the questions have not been answered by then, we have no timely way to determine and submit as an exception. Please advise.

**Response to Question 05:**

This provision relates to Technical Specifications which we do not expect a bidder to have an issue with. Exceptions will be reviewed on a case by case basis and if clarification is required the bidder will be contacted by the evaluation committee.

Heavy Duty Trucks  
Questions and Answers

**Question 04:**

Pg 18, B.13 -Prices

Prices will remain firm through the 2012 model year, assuming no additional government mandates and the timely placement of orders allowing sufficient lead times for production. However, current lead times are escalating due to the recovery driving higher demand and reluctance of suppliers to ramp up production for fear of another bubble. Therefore, it is possible that 2012 model year production and pricing would not be available. Should this be stated as an exception?

**Response to Question 04:**

No, any industry-wide issue would be covered under the FORCE MAJEURE section of this contract.

**Question 03:**

Pg 29, C.5 -Warranty

There is a remote possibility that warranty work might not be completed within the requested window due to certain shortages of materials affecting many industries worldwide. Should this be stated as an exception?

**Response to Question 03:**

No, this would be handled in the same fashion as the Repair Parts issue addressed in Question 2.

**Question 02:**

Pg 30, D -Repair Parts

It is possible that a repair part may not be available within 5 days due to the current raw material shortages and instability of tier 1-3 parts manufacturers which has become a worldwide challenge. Also, in some cases, it is possible that parts may not be available for 10 years. Should this be stated as an exception?

**Response to Question 02:**

No, the vendor must disclose any concerns regarding the order at the time the order is placed. Items such as you have described would be covered under the FORCE MAJEURE section of this contract. Additionally, if the vendor is not able to provide required parts that are available elsewhere, the Agency is free to acquire them outside this contract, which would then remove any Force Majeure issue.

**Question 01:**

Pg 29 VII.A -Delivery Provision

Due to the current environment of longer lead times, government mandates, raw material shortages etc, delivery exceeding 240 days, though out of our control, could present itself. Should this be stated as an exception?

**Response to Question 01:**

No, it is anticipated the delivery time would be discussed at time of order and the agreed delivery time would be included in the purchase order.