

September 6, 2011

TO: ALL OFFERRS

FROM: Scott S. Gottfried  
Competitive Bid Contract Coordinator

SUBJECT: QUESTIONS AND ANSWERS INVITATION TO BID - CONTRACT NO.  
GSS11624-SOLARARROW

**QUESTIONS AND ANSWERS**

All other terms and conditions remain the same.

If you have any questions, please contact me at [scott.gottfried@state.de.us](mailto:scott.gottfried@state.de.us).



## **TRAILER MOUNTED SOLAR POWERED ARROWBOARDS**

**Contract GSS11624-SOLARARROW**

### **QUESTIONS AND ANSWERS**

**September 6, 2011**

**Question 04:**

We would need to know the number of units ordered at any single time as to determine the costs involved in getting each unit to its destination. (example: If you order all 10 units at one time there are no freight costs added to each unit – it is FOB: delivered. If you order 1 unit here & one unit later there would be freight costs incurred by us which intern would affect pricing.

**Response to Question 04:**

DelDOT cannot determine exactly how many units may be ordered at any given time.

**Question 03:**

Can you tell us what your plan is for orders placed (how many per order)?

**Response to Question 03:**

No.

**Question 02:**

Will the agency allow for two price levels – one for individual orders and one for orders of 10 units (or more) which will be less expensive per unit because of the free freight? Generally the po quantity will be 1 to 2 only.

**Response to Question 02:**

No.

**Question 01:**

The State Of Maryland has a blanket po with Correlli Inc. for flashing arrowboards, see attached copy, Can you piggy-back this po? We would be willing to offer you the same pricing.

**Response to Question 01:**

No, we cannot piggy back off the State of Maryland's po. You may bid on our contract.