



STATE OF DELAWARE
EXECUTIVE DEPARTMENT
OFFICE OF MANAGEMENT AND BUDGET

June 12, 2015

TO: ALL OFFERORS

FROM: Monnica May
STATE CONTRACT PROCUREMENT OFFICER I

SUBJECT: **ADDENDUM TO REQUEST FOR PROPOSAL
CONTRACT NO. GSS15469-ROCK_SALT, Rock Salt**

ADDENDUM #2

This Addendum #2 is issued to answer vendor questions submitted during the Question and Answer period. All other terms and conditions remain the same.

- Q1.** In reference to Contract period, please clarify whether you will be using a 1 year period vs. the initial 2 year term of the contract.
- (Pg.4 Each Vendor's contract shall be valid for a one (1) year period from September 1, 2015 through August 31, 2016. Each contract may be renewed for four (4) one (1) year periods through negotiation between the Vendor and Government Support Services. Negotiation may be initiated no later than ninety (90) days prior to the termination of the current agreement. The State reserves the right to extend this contract on a month-to-month basis for a period of up to three months after the term of the full contract has been completed)
 - (pg. 20-21 Item 14-Prices pg.20-21 Prices and/or rates shall remain firm for the initial two (2) year term of the contract, unless further negotiations are deemed necessary by the State.)

This contract is a one year contract which may be extended and/or renewed for four (4) one (1) year periods through negotiation between the Vendor and Government Support Services at current contract pricing.

- Q2.** Can you clarify how the State will obtain the "I found it Cheaper" prices from other vendors or companies (pg.25)?

Each agency is responsible for searching and obtaining IFIC pricing.

- Q3.** Will the "I found it Cheaper" be for a one time purchase or would this override the entire year's purchases?

I Found it Cheaper is a one- time purchase.

Q4. Once the State receives pricing for “I found it Cheaper” will you reach out to the other vendors to see if they will match it?

No.

Q5. Please provide a list of all entities (by name) eligible to purchase on this contract.

A vendor resource list is available at mymarketplace.delaware.gov. Located under the Vendor Resources tab is a Procurement Unit Contact List. The Procurement Unit Contact list contains contact information of the person(s) responsible for procuring goods and services for their agency. Included in the list are contacts for Municipalities, Fire Companies, School Districts, and State Agencies.

Q6. Please explain what you are looking for in item #3 on pg. 41 Attachment 4.

Please refer to [Appendix A #3 Pricing](#) for description.

Q7. What are the quantities for each county? There is generally a disparity from one county to the other depending to the direction of our storms.

For the Sussex and Kent counties it takes approx. 4000 tons for a typical event and 8000 tons for a typical event in New Castle County

Q8. Page 14 - Section B 3.e lists ACA Safe Harbor Additional Fee as a factor to be considered in determining whether a vendor is responsible

As this is a simple supply contract where no employees of the vendor are providing services directly to, and within, a State agency, nor taking direction from employees of a State agency, and where there is no fee assessed to the State on a per-person basis, the issue of "common law employee" in the context of this RFP appears misplaced.

Accordingly, will the State waive the requirements of Paragraph 21? If not, is the State expecting bidders to identify bidder's employees for whom the additional fee would be assessed, or is the State instead expecting the bidders to develop a one-time fee, a per-ton surcharge, or utilize some other method?

N/A for this contract.

Q9. Page 52 - Product Specifications, Minimum Rock Salt Inventory states: "To be kept at the Delaware Port of Wilmington Terminal at all times there shall be a minimum of 12,000 tons of salt in inventory for DelDOT. (This represents an approximate use/need for one storm event)." It is our understanding that salt cannot be stored within the limits of the Port of Wilmington property at any time and that an outside third-party owned property which is adjacent to the Port of Wilmington is actually utilized. Therefore, is it acceptable if a vendor has an alternative location in northern Delaware which is easily accessible and available to DelDOT at any time regardless of the day, time or weather conditions at which the minimum 12,000 tons of salt inventory can be stored?

Yes

- Q10.** If it is a hard and fast requirement that the 12,000 tons of salt inventory be stored on or adjacent to the Port of Wilmington, does a private company already handle these services and does this company have existing relationships with the current vendor and/or the State?

Yes

- Q11.** Paragraph B on page 5 "BACKGROUND" provides a link to historical usage under the existing contract. "Outside emergency purchases" do not appear to be included in the State's usage reports. What were the amounts (in tons and dollars) of those purchases, if any?

This is too variable to know. If the awarding vendor(s) comply with the minimum inventory and are fully capable of providing our needs there should not be an issue.

- Q12.** Paragraph 6 on page 13 lists causes which may be considered as sufficient for the disqualification of a vendor and the rejection of its proposal or proposals. These causes include "Unsatisfactory performance record..." Have there been any Corrective Action Requests filed against the current or past vendors for the last two winter seasons.

This information may not be disclosed.

- Q13.** If a current awarded vendor has multiple Corrective Action Request's filed against it will it be disqualified from bidding on the current RFP?

No they are not excluded from bidding.

- Q14.** Paragraph C on page 14 states that "The Proposal Evaluation Committee ("Committee") is comprised of representatives of the State of Delaware". Who are the individuals that are on the Proposal Evaluation Committee for this contract?

They are qualified personnel. This information may not be disclosed.

- Q15.** Page 53 states "No minimum or maximum quantities. There is no minimum or maximum purchase quantity. An increase or decrease in the quantity will not be regarded as sufficient grounds for an increase or decrease in the unit prices. However, the contract vendor shall at all times have sufficient salt available from either the Port of Wilmington, DE or a port in Baltimore, MD. Is it acceptable if a vendor has an alternative port/docking location in northern Delaware in which salt is directly delivered, off loaded and available? If not, why?

The only requirement is that the salt is available at all times. However this site must meet all environmental requirements etc. and an inspection would be desired at the site to ensure compliance.

Q16. What are the current levels of the State's salt sheds? For example – 50%, 70%, 100% at capacity.

Current levels of the state's barn inventory may not be disclosed at this time.

Q17. Page 53 states: "Delivery Times. Materials covered by these contracts shall be furnished at such times and in such quantities as the Division of Highways may direct. Delivery will be made only from Monday through Friday, 8:00 a.m. to 2:00 p.m., unless the supplier makes arrangements in advance of anticipated delivery during non-work hours. If the State of Delaware Agency requires deliveries to be made outside of normal work hours there shall be no additional costs for labor or transportation.

Not part of contract Price per ton as per the contract will remain the same.

Q18. In addition, if the contract vendor delivers to other than the designated location there shall be a back charge to the vendor. The back charge can equate up to the total and full cost of the volume of salt delivered to the incorrect location(s) at the discretion of the ordering agency . In order to ensure delivery to the designated location(s), will the awarded vendor be given access to State locations prior to any deliveries to ensure current stock is free flowing and to evaluate the potential for problems associated with mixing of product?

Yes

All other terms and conditions remain the same.

