

**In The Matter Of:**  
*Delaware Department of Transportation*  
*Contract # GSS16617*

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*Heavy Duty Trucks*  
*March 1, 2016*

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## STATE OF DELAWARE

## DELAWARE DEPARTMENT OF TRANSPORTATION

IN RE: PRE-BID MEETING :  
CONTRACT #GSS16617 :  
HEAVY DUTY TRUCKS :

Pre-Bid Meeting taken pursuant  
to notice at the offices of Government Support  
Services, 100 Enterprise Place, Suite 4,  
Dover, Delaware, beginning at 10:00 a.m., on  
Tuesday, March 1, 2016, before Gloria M.  
D'Amore, Registered Professional Reporter and  
Notary Public.

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APPEARANCES :

On behalf of the State of Delaware  
Executive Department Office of  
Management and Budget:  
THERESA NEWMAN, STATE CONTRACT  
PROCUREMENT OFFICER

On behalf of the State of Delaware  
Delaware Department of Transportation:  
GEORGE F. UNKLE, HIGHWAY EQUIPMENT  
CONTRACT ADMINISTRATOR

LAWRENCE HARDY  
ANNE BROWN  
BLAINE SCHRADER  
CHARLIE CLENDANIEL  
JASON CHADICK  
JAMES SWANK  
LONNIE JUDY

- - - - -

1 MS. NEWMAN: We're going to get  
2 started.

3 Everyone here, this is for  
4 Contract GSS16617, Heavy Duty Trucks.

5 We're going to go through the  
6 RFP, not particularly page by page, but we're  
7 going to highlight a few points. If you have  
8 any questions as we go through, feel free to  
9 raise your hand and we'll address your  
10 questions as we go through it. And then, at  
11 the end, we'll take any additional questions  
12 as well.

13 We'll go ahead and get started.

14 Does everyone have their copy  
15 because we don't have copies of the RFP? If  
16 you want to use your electronic device, that's  
17 fine, too. We'll try to go through it, and  
18 again, if you have any questions, we can  
19 address those at the end.

20 And as you address your  
21 questions, please make sure that you state  
22 your name and your company you work for for  
23 the transcriber, as well as The Panel, if you  
24 guys can state your name, too, when you



1 answer.

2 This RFP is going to be due on  
3 April 4th at one o'clock. It's very important  
4 that you do get your bids in by one o'clock.  
5 After one o'clock, it will be turned away,  
6 even if you come in and hand it to me at 1:01,  
7 I cannot accept your bid.

8 MR. UNKLE: And because we're  
9 not at DelDOT, if I may jump in, it is due  
10 here, not at the DelDOT Admin Building. It is  
11 the address where you are today. In the past,  
12 we've had that mix up.

13 MS. NEWMAN: You want to make  
14 sure you send it to the correct address. It  
15 is in the RFP, if you review it, make sure you  
16 put the Contract Number on your proposal.  
17 That's very important as well.

18 A few key point for dates I want  
19 to point out. Obviously today is the Pre-Bid  
20 Meeting, and if you did not sign in, again  
21 your bid will not be accepted.

22 There may be a couple of people  
23 that I'll call. I can see the number, but I  
24 can't really tell what your company name is.



1 We'll have to get that clarified so I can  
2 actually put that onto our meeting minutes,  
3 also.

4 Anything that is not addressed  
5 right now, maybe you guys have questions after  
6 the meeting, you guys have until March 7th to  
7 get me your questions in writing and you can  
8 E-mail those to me. That is probably the most  
9 sufficient way. Don't call me because I won't  
10 have it on the record. Just E-mail it to me.  
11 If you need to, you can fax it. If you do  
12 that, give me a call just letting me know it  
13 is going to be faxed.

14 All your questions, and also a  
15 lot of the questions that will be addressed in  
16 today's meeting will also be in the answer  
17 period, which will be posted on our website on  
18 March 14th and that will be under the  
19 solicitation. You will be able to see all of  
20 the questions and answers.

21 UNIDENTIFIED SPEAKER: Are you  
22 Theresa?

23 MS. NEWMAN: I am Theresa. Yes.  
24 I'm sorry. I did not introduce myself. I am



1 Theresa Newman. I'm going to be the  
2 contracting officer for this contract. I will  
3 be the one, once you send all of the bids in,  
4 I'll be opening all of the bids and at the  
5 actual bid opening as well.

6 I did already state the  
7 proposals are due on Monday, April 4th at one  
8 o'clock.

9 For any reason that there maybe  
10 any changes to the RFP, you want to frequently  
11 look at our website. There can be addendums  
12 added at any point that may change up -- could  
13 possibly change up dates. It could possibly  
14 change up some specs.

15 So, you want to make sure you  
16 frequently look at our website to see what  
17 changes have been made. That is going to be  
18 on the same page that you would go to to pull  
19 up the original RFP and you will see Addendum  
20 1, Addendum 2 and Addendum 3, if there are  
21 any.

22 I'm going to briefly go through  
23 the forms that you are to submit.

24 One thing I want to definitely



1 point out when you are submitting your  
2 proposals, it is very, very important when you  
3 are submitting your electronic version of the  
4 proposal, make sure your pricing spreadsheet  
5 is in Excel. It could possibly get kicked  
6 back and not accepted for being in the correct  
7 format. I take that format, and that's how I  
8 put them all going together. So, please make  
9 your pricing spreadsheet is in Excel format  
10 when you're submitting it electronically.

11 This proposal is requiring six  
12 copies. And the reason why, we have all of  
13 those gentlemen and woman up here who are  
14 going to be evaluating it, and they need a  
15 copy for themselves as well.

16 The Non-Collusion Statement,  
17 that does need to be completed and notarized.

18 Exceptions. If there's anything  
19 a part of this RFP that you have any  
20 exceptions to, this is where you will address  
21 it. If you need additional sheets, just  
22 attach it to the exceptions page.

23 What we'll do, at the time we  
24 evaluate it, we will look at where you are





1 drawing an exception to and let you know after  
2 the point of evaluating whether or not we will  
3 accept it.

4                   Company Profile and Capabilities  
5 Form. This is the questions that we are  
6 asking you to identify your company. Please  
7 provide as much information as possible. It's  
8 better you provide information, more  
9 information that's needed than less. We can't  
10 come back and ask you for more, but we can  
11 always ask you to clarify why you put  
12 something else on there.

13                   MR. UNKLE: If I may, that  
14 portion is real important to the evaluators to  
15 evaluate you effectively. Be thorough, not  
16 wordy, but thorough, so we can understand who  
17 you are and what you do, et cetera.

18                   MS. NEWMAN: The next form is  
19 pretty self-explanatory. Confidentiality.  
20 Anything that you want withheld, you would put  
21 it on here. That's more or less when we have  
22 bid reviews after it has been awarded, if  
23 there is any information that you guys want to  
24 be redacted, this is the form that we will



1 use.

2 Business Reference Forms. Very  
3 important as well. We do use this in our  
4 evaluation. Please make sure you put down  
5 your contact information, company contact  
6 information. If we can't get ahold of them,  
7 it is going to mark you guys down on your  
8 points. Make sure you guys do contact those  
9 people.

10 Subcontractor form. A lot of  
11 you may be here as a subcontractor, and that  
12 is great. We do encourage that. But this is  
13 going to be the form you will fill out, if you  
14 know who you will be working as a  
15 subcontractor.

16 The next two pages are just --  
17 these are just samples of what we'll be using.  
18 If you are a chosen vendor, you will have to  
19 report to us monthly with the usage. It just  
20 gives you a background of the information that  
21 we're looking for, as well as the  
22 subcontracting quarterly report, if it is  
23 required.

24 I believe that's all. Here is a



1 Proposal Requirements Checklist. It is good  
2 for your guys' knowledge to make sure you guys  
3 go through the checklist. Make sure you have  
4 everything in here. Again, if there's  
5 anything in here, it could be rejected. It is  
6 not all of the time we come back to the  
7 company and say, We need this because you  
8 missed it. We may just kick it back out,  
9 depending what the information is that has  
10 been missed. So, make sure you do go through  
11 this to finalize your proposal before you turn  
12 it in.

13 Does anybody have any questions  
14 on the boilerplate?

15 PAT SANKUS: Pat Sankus.

16 S-A-N-K-U-S. Bayshore Truck Center.

17 The Company Profile Capabilities  
18 Form, if you need more room, should we attach?  
19 Is this form expandable?

20 MS. NEWMAN: I don't think you  
21 can expand it. I believe it's going to be  
22 PDF. If you can expand it, fine, you can go  
23 ahead and do that. If not, yes. Just attach  
24 it. And then note that it is being attached



1 to Page 46, Question No. 2, so I'll know.

2 PAT SANKUS: Thank you.

3 MR. UNKLE: I'm George Unkle,  
4 Contractor Administrator Highway for DelDOT.

5 To my right is L.J. Hardy,  
6 Equipment Manager.

7 To his right is Anne Brown --  
8 Business Guru -- Assistant Director -- the big  
9 boss.

10 To her right is Blaine Schrader.  
11 He is our trainer.

12 To his right is Charlie  
13 Clendaniel. He's the Superintendent for the  
14 South District.

15 And to his right is Jason  
16 Chadick. Superintendent of the North.

17 And, I guess, we have a change  
18 on our minutes because the Canal District,  
19 Bill Stewart is retiring, so we brought in his  
20 Shop Supervisor as part of the evaluation  
21 team.

22 And Central District on the end,  
23 Lonnie Judy.

24 The four Superintendents and LJ



1 are the five evaluators for the Contract.

2 So, thank you.

3 As far as starting with the next  
4 section of the contract, Spec A through J, et  
5 cetera, I'm simply going to go through each  
6 page just to keep it in order in case there is  
7 a question on Spec A, and we will be jumping  
8 around from specs back and forth.

9 I will start out on Page 58, if  
10 you have your contract.

11 Spec A, which is the truck  
12 tractor.

13 Any questions on the first page  
14 for Spec A, Page 58?

15 Next page, Page 59. Yes, sir.

16 WAYNE HOKE: Wayne Hoke,  
17 International of Delmarva. H-O-K-E.

18 Under Paragraph 2, Item 2-1,  
19 60,600 pounds minimum G.V.W.R. and when you  
20 add the axles, which is further back in the  
21 spec, it only ask to 54,000.

22 So, I guess, the question is, do  
23 you want 54,000 pound tractor or 60,600?

24 MR. UNKLE: We will have to



1 address that. We will correct whichever one  
2 is causing it to be non-existent. They  
3 definitely should add up.

4 PAUL WELLER: Paul Weller,  
5 Bayshore Ford. W-E-L-L-E-R.

6 I would like to address Page 59,  
7 2-3. There is half inch single channel frame  
8 that will exceed that 3 million RVM. Your  
9 consideration have been relative to rust,  
10 deterioration between frame rails and so  
11 forth.

12 Would you consider a single  
13 channel frame for that application?

14 MR. UNKLE: Will it give us the  
15 same protection?

16 PAUL WELLER: Exceed the 3  
17 million, yes.

18 MR. UNKLE: My suggestion would  
19 be to go to the exceptions page, note you  
20 would like to offer on 2.3, Page 59, the  
21 single frame versus the dual, and that will be  
22 considered, potentially considered.

23 There are a couple of things I  
24 want to touch on before I go any further on



1 the technical part.

2 It's anticipated this is going  
3 to be a two-year contract with three, one year  
4 extensions, if both parties come to an  
5 agreement on the last three.

6 I mentioned the Evaluation  
7 Committee. You may have noted, but some  
8 people don't see it, there are no bid bonds,  
9 nor performance bond requirements in this  
10 contract to make it clear.

11 And the exceptions, I just kind  
12 of explained that. If you do have any  
13 exceptions, like I advised Paul, just so note  
14 it on the page, attach it to the page if you  
15 run out of room. It would be nice to keep  
16 your exceptions to a minimum. We want to buy  
17 what we have spec'd.

18 And in the reference column to  
19 which Theresa mentioned, or section, please  
20 note, so you know, do not use DelDOT as a  
21 reference. We know you, if you deal with us.

22 Continuing on to Page 60.

23 JOE PIEROSCHEK: Joe Pieroschek.  
24 Western Star Trucks of Delmarva.



1 P-I-E-R-O-S-C-H-E-K.

2 Can you be more specific on the  
3 battery tenders that you are talking about?

4 MR. UNKLE: Is that on Page 59?

5 JOE PIEROSCHEK: Page 59, 3.2.

6 MR. UNKLE: Well, we want a  
7 tender that is capable of keeping these  
8 particular batteries, 2, 3, or 4, or whatever  
9 it is.

10 JOE PIEROSCHEK: Solar or 110.

11 MR. UNKLE: I will refer to  
12 Larry.

13 MR. HARDY: It should be in  
14 there as 110.

15 MR. UNKLE: I see what you mean  
16 now. Not solar. 110.

17 Page 60. Page 61.

18 PAUL WELLER: Paul Weller.  
19 Bayshore Ford, Western Star Trucks.

20 I'm referring to jump start  
21 terminals.

22 MR. UNKLE: Note the paragraph,  
23 or is that general?

24 PAUL WELLER: 3.5. I don't know





1 what other manufacturers have changed the jump  
2 starts to being next to the starter or hooked  
3 to the frame next to the starters so you don't  
4 put jump start current through the electrical  
5 system and the entry computers. It is direct  
6 to the starter connection.

7 MR. UNKLE: Am I to understand  
8 you are suggesting it is not the appropriate  
9 or best location?

10 PAUL WELLER: Yes.

11 MR. UNKLE: We will take that  
12 under advisement.

13 Anything else on Page 60?

14 MATT TREDWAY: Matt Tredway.

15 T-R-E-D-W-A-Y. The Pete Store.

16 In reference to 3.5, would it be  
17 okay if it is mounted to the battery box? It  
18 says near battery box.

19 Is mounted to the battery box  
20 acceptable?

21 MR. UNKLE: I don't see any harm  
22 in that.

23 MR. CLENDANIEL: It is fine.

24 MR. CHADICK: It is more or less



1 where they are at now.

2 MR. UNKLE: The minutes, which  
3 will be published of this meeting, will so  
4 stipulate these answers to those questions.  
5 And questions like that, I would not  
6 necessarily amend the contract. It is your  
7 choice there.

8 MS. NEWMAN: If there is any  
9 amendment to the contract, you will be able to  
10 see that on the page that will show the  
11 changes that we made.

12 So, if anything from this  
13 Pre-bid Meeting, if there are going to be any  
14 changes to any of these sections, it will be  
15 addressed in an addendum.

16 MR. UNKLE: Paul.

17 MR. WELLER: Paul Weller.  
18 Bayshore Ford, Western Star Trucks again.

19 You've got Goodyear Tires  
20 specific on this particular Spec A. On the  
21 other ones, you also would allow additional  
22 brands, if approved by The Department.  
23 Goodyear are in extreme short supply right  
24 now.



1 MR. UNKLE: Same applies to Spec  
2 A. Heavy truck traffic.

3 Page 61.

4 KIRK FRICIA: Kirk Fricia.

5 F-R-I-C-I-A. Johnson Truck Center.

6 Page 61, you're asking for  
7 16,000 pound front axle. And on Page 60, your  
8 tires won't achieve that GVW. You want a  
9 heavy axle that you are rating through the  
10 tires, or did you want a tire to achieve  
11 16,000?

12 MR. UNKLE: We want to achieve  
13 the 60,000, right, Gentlemen?

14 MR. CLENDANIEL: Yes.

15 MR. UNKLE: That's the answer.

16 JOE PIEROSCHEK: Joe Pieroschek.  
17 Western Star Trucks of Delmarva.

18 Do you want locking  
19 differentials on this?

20 MR. CHADICK: Yes.

21 MR. UNKLE: Yes.

22 KIRK FRICIA: Kirk Fricia. Page  
23 61. I guess on the locking differential, do  
24 you want full lockers, would be one question,



1 or you need to lock in like a rear axle?

2 MR. CHADICK: Both.

3 MR. HARDY: Lock in like a rear.

4 KIRK FRICIA: The other question  
5 is, when you raise up to your 16,000 pound  
6 axle, if memory serves me correctly, FMCSA is  
7 going to require disc brakes on road tractors.  
8 You're asking for drum sizes there. You will  
9 have to have disc brakes.

10 MR. HARDY: That's okay. We are  
11 willing to look at it or accept it.

12 KIRK FRICIA: That's the law.

13 MR. UNKLE: If, in fact, you  
14 offer something like that, a disc brake in  
15 your proposal, in our evaluation if we say,  
16 Gee, I know we said that at the Pre-Bid  
17 Meeting, maybe that is not the best idea, we  
18 will come back to you for further  
19 clarification.

20 MS. NEWMAN: Yes.

21 MR. UNKLE: Is that all on 61?

22 Page 62. Page 63. Page 64.

23 MATT TREDWAY: Matt Tredway.

24 The Pete Store. 12.7. No. Disregard.



1 Disregard. Sorry.

2 MR. UNKLE: Thank you.

3 JOE PIEROSCHEK: Joe Pierosc hek.  
4 Western Star Trucks Delmarva. 13-12 P.  
5 Windshield should be heated all the way  
6 around. Then in the pricing tabs, you have  
7 another line for heated windshield.

8 MR. UNKLE: Well, in some cases,  
9 a particular chassis manufacturer may not have  
10 standards in their package for heated  
11 windshields. If they don't, we're asking you  
12 to bid them as an option. If it's standard  
13 for you to say not applicable, then the bid  
14 form for the option --

15 JOE PIEROSCHEK: If it is  
16 available, we are supposed to bid it with it?

17 MR. UNKLE: Yes.

18 JOE PIEROSCHEK: Leave the  
19 option, leave that part blank.

20 MR. UNKLE: Just say not  
21 applicable or say included in standards.

22 JOE PIEROSCHEK: Included in  
23 quote.

24 MR. UNKLE: Yes. Page 65. Page



1 66.

2 WAYNE HOKE: Wayne Hoke.  
3 International of Delmarva.

4 Item 14.5. Is a horizontal DPF  
5 vertical tailpipe acceptable? It is calling  
6 for vertical vertical.

7 MR. UNKLE: Can you say the  
8 question again? I'm sorry.

9 WAYNE HOKE: The question is, a  
10 horizontal DPF and vertical tailpipe  
11 acceptable as specifications? I think it is  
12 an old spec when we used to put the mufflers  
13 and tailpipes all vertical. Now they are  
14 mounted on the right door. We can do this,  
15 but it is just a lot of paraphernalia.

16 MR. UNKLE: Under and up is  
17 acceptable. Yes.

18 Page 66. Page 67. Page 68.  
19 Page 69. Page 70.

20 I want to hit on Page 70, which  
21 would be the same for all specs.

22 Not that we're going to need a  
23 lot of training for truck tractors, but there  
24 will be some. Be sure you follow the



1 equipment manual needed. The training -- and  
2 if for any reason -- and you see this in the  
3 bid form, need additional training other than  
4 what is standard, say, four hours, as you  
5 provide the product, more extensive training  
6 with a bunch of guys and gals, be sure to give  
7 us hourly rate per person for that. And if  
8 there is any other component that we may  
9 require after of the contract, after we order  
10 a truck or whatever on the bid form, we give  
11 you a C, give us your markup, cost plus,  
12 whatever, for that A component, whatever it  
13 may be.

14 Okay. And also, price for ten  
15 speed transmission for this, manual  
16 transmission versus the automatic.

17 JOE PIEROSCHEK: Joe Pieroschek.  
18 Western Star.

19 If we can't offer the Allison as  
20 an option, we just put not applicable?

21 MR. UNKLE: I am not sure we're  
22 going to accept anything but an Allison.

23 JOE PIEROSCHEK: Allison ten  
24 speed. One manufacturer that has that.



1 MR. UNKLE: Yes. That is  
2 correct.

3 To reiterate. Nothing but  
4 Allison for ten speed manual is acceptable.

5 Moving on to Spec B, which is a  
6 ten-wheel dump chassis.

7 Page 72.

8 BRUCE SCHULTE: Bruce Schulte  
9 from Henderson Products. S-C-H-U-L-T-E.

10 In regard to the pilot, do you  
11 have any language in there, or will you  
12 require days for pilot inspection or anything  
13 of that type?

14 MR. UNKLE: Typically, this is  
15 the way we currently are performing our pilots  
16 due to lack of mobility to travel with our  
17 state trailer restrictions from time to time.

18 Say we ordered from you a Lo  
19 Pro, six-wheel and a dump truck, we would have  
20 all three sent, once you've completed them,  
21 sent to our facility here in Dover and would  
22 have you and whoever you wanted here and our  
23 team of inspectors go through it right up to  
24 what the results were of the pilot inspection.





1 Then you would take them back and do whatever  
2 fixes are necessary, if there is none to do  
3 back to the body or chassis supplier.

4 BRUCE SCHULTE: Do you have any  
5 requirement for days after award for pilot  
6 inspection?

7 MR. UNKLE: No. We discuss that  
8 and come to agreement before we place the PO.

9 By the way, this is a contract  
10 somebody here will be receiving and  
11 potentially multiple, it depends. Maybe more  
12 than one vendor. It is our intent to award to  
13 a chassis vendor and chassis vendor would  
14 supply his or herself for review and approval.  
15 And so, the chassis provider is the contract  
16 holder. One stop shop. If there is a  
17 problem, no argument with us. Work it out  
18 between you and your subs.

19 Page 73. Page 74.

20 JOE PIEROSCHEK: Joe Pieroschek.  
21 Western Star Trucks Delmarva.

22 3.5 you are looking for a 165  
23 amp brushless. We can do 160, or we can do  
24 240 and keep it both brushless.



1                   Is 160 a problem over 165  
2 because the cost to replace it later would be  
3 much higher to replace a 240?

4                   MR. UNKLE: Well, between the  
5 two, I would shoot for the 160.

6                   JOE PIEROSCHEK: 160 is good.

7                   MR. UNKLE: That goes for  
8 everybody. These questions and answers are  
9 for everybody's benefit.

10                   Page 75. Page 76. Page 77.  
11 Page 78. Page 79. Page 80.

12                   On Page 80, if you have it in  
13 front of you, there is a schematic there of  
14 our strongly preferred layout of the dash  
15 switches.

16                   I want to make sure you pay  
17 close attention to that. If there is any  
18 major variance, we really need to test that.  
19 We are looking for ease of sight, use, touch,  
20 feel, reach, whatever.

21                   And something new for folks that  
22 are familiar with our contracts, 12.16 on Page  
23 80, electric windows, driver and passenger  
24 side. That is something new.



1 Page 81.

2 WAYNE HOKE: Item 13.9.

3 COURT REPORTER: Name.

4 WAYNE HOKE: Wayne Hoke. I'm  
5 sorry.

6 MR. UNKLE: I know you have  
7 several questions of the individual. She has  
8 to remember a lot of names.

9 WAYNE HOKE: Heat exchanger,  
10 stainless steel.

11 Is that for the transmission, or  
12 what is that for?

13 MR. UNKLE: That is 13.9.

14 WAYNE HOKE: EGR cooler.

15 MR. CLENDANIEL: Trans cooler.

16 MR. CHADICK: Transmission oil  
17 cooler.

18 MR. UNKLE: Page 82.

19 BRUCE SCHULTE: Bruce Schulte,  
20 Henderson Products.

21 In the section required for the  
22 plow, it says, The plow shall also be  
23 furnished and shipped with the truck.

24 Is there an actual



1 specifications attached to that?

2 MR. UNKLE: There will be in the  
3 body spec. In this case, it would be Spec F.  
4 We will be getting to that. But there is  
5 something you have to do the chassis to accept  
6 that body part of it in the front bumper area,  
7 and, of course, in the midframe.

8 BRUCE SCHULTE: That is Page  
9 135, Section F.

10 MR. UNKLE: It will be wherever  
11 that is. We will get to that.

12 PETE RUFO: Pete Rufo.  
13 That would be referring to the  
14 truck wing.

15 Correct?

16 MR. UNKLE: Yes.

17 PETE RUFO: Referring to the  
18 wing.

19 MR. UNKLE: All of our ten  
20 wheels from here on will all be with wing  
21 plows, by the way. The spec is firm as far as  
22 that goes.

23 MR. HARDY: There is a little  
24 deviation there.



1 MR. UNKLE: There is a little  
2 deviation there.

3 We do exercise the option to not  
4 take it. We can reduce things as we place the  
5 POs and negotiate a credit.

6 Anything else on Page 82? Page  
7 83.

8 Moving onto Spec C, which is a  
9 six-wheel 37,500 GVW dump truck.

10 Page 84. Page 85. Page 86.  
11 Page 87. Page 88. Page 89. Page 90. Page  
12 91. Page 92. Page 93. Page 94.

13 Wayne.

14 WAYNE HOKE: Wayne Hoke.  
15 International Delmarva.

16 Page 89. Can you clarify 11.1  
17 main switch cutoff? You are talking about  
18 battery kill switch?

19 MR. UNKLE: Which paragraph was  
20 that, Wayne?

21 WAYNE HOKE: 11.1. Page 89.

22 MR. UNKLE: What was your  
23 question?

24 WAYNE HOKE: Is that supposed to



1 call out a battery kill switch? It says, main  
2 switch cutoff. That could be the ignition  
3 switch.

4 MR. HARDY: That is a master  
5 switch that kills all electric off to the  
6 truck. That is what we are looking for.

7 PAUL WELLER: Paul Weller.  
8 Bayshore Ford.

9 Did you want that with a key for  
10 the operator to control the kill switch?

11 MR. CHADICK: I would say no.

12 MR. HARDY: Key switch. We want  
13 a master switch.

14 MR. UNKLE: I mean, I would say  
15 just a switch would be acceptable.

16 WAYNE HOKE: Wayne Hoke.  
17 International Delmarva.

18 Page 92 Item 13.2. That's  
19 calling for a 300 horsepower 750-pound torque  
20 engine, which is smaller than you are  
21 currently using. As far as torque, currently  
22 using 860-pound torque engine.

23 MR. UNKLE: We use a minimum. I  
24 guess that or bigger. We require at least



1 this and more --

2 WAYNE HOKE: 750-pound foot  
3 torque will allow in the company's ISB,  
4 non-sleeve engine.

5 Is that okay?

6 MR. UNKLE: And in your  
7 proposal, clarify that so we'll be sure what  
8 we're looking at and evaluating. Anybody.

9 Back up to 94.

10 MR. CHADICK: George, I want to  
11 clarify on Page 94. Jason Chadick, Highway  
12 Superintendent for North.

13 14.3 on the transmission  
14 dipstick for the automatic transmissions,  
15 there is a clause in there that if it is going  
16 to be longer than four feet long, please get  
17 clarification from us whether it's going to be  
18 acceptable.

19 I mean, I measured the dipsticks  
20 right now for the trucks we are using and they  
21 are over nine feet long. It is ridiculous for  
22 us to try to fill these things up with fluid  
23 and check the fluid level. It's time  
24 consuming, if not inaccurate.



1           So, as far as the dipstick  
2           location goes, if it is going to be longer  
3           than four feet for the automatic transmission,  
4           please clarify with us where you will be  
5           putting it and how long it is going to be.

6           MR. UNKLE: That is good to  
7           know. If your engine requires that, I don't  
8           know how we get around it, other than make  
9           sure we know what we are doing.

10          WAYNE HOKE: Wayne Hoke.  
11          International Delmarva.

12          Yes. Dipsticks are longer than  
13          four foot. But they are equipped with  
14          electronic monitoring, which is really more  
15          accurate than a dipstick.

16          MR. CHADICK: Right.

17          WAYNE HOKE: You don't even have  
18          to pull a dipstick.

19          MS. NEWMAN: If anybody has  
20          anything different from the four feet, I would  
21          advise you to address it in your exceptions so  
22          we know it will be different than the  
23          specifications.

24          MR. UNKLE: Pages 95.





1                   Moving onto Specifications D,  
2                   which is 25,999 GVW dump truck chassis, which  
3                   we commonly call Lo Pro.

4                   Page 96. Basic bid here is for  
5                   the four door, by the way. If you note any  
6                   options, we are asking for a price, also, on a  
7                   two door.

8                   Page 97.

9                   KIRK FRICIA: Kirk Fricia.  
10                  Maximum 25,999. You just have to have a  
11                  non-CDL permit.

12                  MR. UNKLE: Right.

13                  KIRK FRICIA: You can go to  
14                  26,001 is --

15                  MR. UNKLE: We want to be  
16                  careful there. That's all. We do have  
17                  non-CDL drivers operating these particular  
18                  vehicles. Often in snow events, the people  
19                  that operate what we call the Lo Pro are not  
20                  necessarily DOT out in the field operators.  
21                  It could be me out of a desk job volunteering  
22                  to drive and push snow. Unless I have a CDL,  
23                  I will be stuck with the Lo Pro. All right.  
24                  We can't risk too much there.



1                   KIRK FRICIA: 26,001. So,  
2 26,000 would be acceptable?

3                   MR. UNKLE: As long as it does  
4 not require a CDL. Bottom line answer.

5                   MR. HARDY: Yes.

6                   MR. UNKLE: Page 98. Page 99.  
7 Page 100. Page 101. Page 102. Page 103.  
8 Page 104.

9                   Note, all of the chassis have to  
10 have electric windows and same configuration  
11 on the switches.

12                   Page 105. Page 106. Page 107.

13                   Moving onto Specification E,  
14 which is your six wheel 19,500 GVW truck  
15 chassis.

16                   Just so you understand why  
17 19,500, we use this for our bucket truck  
18 chassis, our sign replacement truck chassis,  
19 that kind of task out in the field.

20                   And you note, main bid is going  
21 to be for two passenger, two door, if you  
22 will. There is an option for four door.  
23 Also, four by four if you choose to go that  
24 route, there is an option price you will note



1 for that.

2 Page 109. Page 110. Page 111.

3 Page 112. Page 113. Page 114.

4 MATT TREDWAY: Matt Tredway.

5 The Pete Store.

6 You say here 7.6 liter. For

7 instance, with us --

8 MR. UNKLE: Give me a paragraph.

9 MATT TREDWAY: 13.1, Page 114.

10 7.6 liter. When we go to the larger engine,

11 it automatically kicks out the brake option.

12 So, in order to have disc

13 brakes, we have to our use our smaller engine

14 because of power requirements of the larger.

15 So, my question is, is a 6.7

16 liter acceptable if it meets the horsepower

17 requirements?

18 MR. UNKLE: Based on today's

19 configuration -- before I say -- equipment

20 managers -- I would say yes.

21 MR. HARDY: We would definitely

22 look at it.

23 MR. CLENDANIEL: Send it in.

24 MR. UNKLE: Okay. Again,



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1 clearly note these scenarios, if it deviates  
2 from the spec itself in your proposal.

3 Page 115. Page 116. Page 117.  
4 Note, that is where we ask for the optional  
5 prices on two door, four door and four by  
6 four, all of that stuff.

7 Now, we have left the chassis.

8 PAUL WELLER: Paul Weller.  
9 Bayshore Ford, Western Star Trucks.

10 I got to flip back to Page 92.  
11 13.2.

12 MR. UNKLE: You said Page 92?

13 PAUL WELLER: 13-2. Horsepower,  
14 I don't have a problem with. I know how your  
15 trucks go out loaded with salt, loaded with a  
16 plow, and 750 pounds of torque, excuse me,  
17 ain't going to cut it. You got to get closer  
18 to 800 foot pounds to move that kind of a  
19 load. That would move you then into a wet  
20 sleeve engine and be more competitive across  
21 all manufacturers.

22 WAYNE HOKE: We agree with that  
23 statement, too.

24 MR. JUDY: I agree.



1 MR. HARDY: We should write that  
2 part of the spec as 800.

3 PAUL WELLER: That would be an  
4 excellent minimum.

5 MR. UNKLE: We take your advice  
6 seriously, and we will amend the contract to  
7 make that a minimum of 800.

8 WAYNE HOKE: Wayne Hoke.  
9 International of Delmarva.

10 I agree with that. All our  
11 manufacturers, we can either supply the  
12 smaller engine or the larger engine. What you  
13 do with this truck, this is what I was bring  
14 out before, 750 is not going to be enough.  
15 You will be disappointed.

16 MR. UNKLE: Everybody agrees 800  
17 is sufficient.

18 WAYNE HOKE: 800 minimum. Yes.

19 MR. UNKLE: I think you  
20 indicated before you will have 860.

21 There will be an addendum coming  
22 out anyway. There are some body issues that  
23 we have to correct. So, there will be an  
24 addendum, at least one addendum for sure. We



1 will include that in the addendum.

2 MR. UNKLE: Moving away from the  
3 chassis now and now we're getting into --

4 JOE PIEROSCHEK: Joe Pieroschek.  
5 Western Star Trucks.

6 Going back to Page 81. 13.19,  
7 heat exchanger should be stainless steel. We  
8 brought that up a little bit ago. You told us  
9 about the transmission.

10 But the next page is 14, that is  
11 where all the transmission is and transmission  
12 cooler. It doesn't say anything about that.  
13 I really think the way this is written, they  
14 are talking about the EGR cooler supposed to  
15 be stainless steel. It is under the engine  
16 spec, not under the transmission spec.

17 MR. CHADICK: I can't speak for  
18 all manufacturers. Some truck manufacturers  
19 put a transmission cooler up on the radiator.  
20 Some of them are actually external and mounted  
21 elsewhere that have coolant running through  
22 them and the transmission oil being cooled by  
23 that. They are mounted down on the chassis  
24 somewhere where we experience high rust. They



1 rot out, and we end up replacing them after  
2 just a couple of years.

3 JOE PIEROSCHEK: If the coolant  
4 is through the radiator, it does not matter  
5 that it is not stainless steel. But if it is  
6 external --

7 MR. CHADICK: External.

8 MR. UNKLE: Thank you for that  
9 clarification.

10 Moving onto the body specs.  
11 Ten-wheel dump truck. Spec F.

12 Page 118.

13 BRUCE SCHULTE: Bruce Schulte.  
14 Henderson Supplies.

15 I noticed in the general  
16 definition, you're talking about aluminum  
17 and/or stainless steel body and it says  
18 underbody hoist.

19 If you look at the detail  
20 specifications under the hoist, it actually  
21 calls for front mounted telescopic. That is  
22 just a contradiction.

23 MR. UNKLE: Well, this spec  
24 really is written around an aluminum body.



1 You will note later in the package, it is  
2 asking for option price. If you so desire to  
3 quote a stainless steel body, you have that  
4 right.

5 We will consider that in lieu of  
6 the aluminum.

7 BRUCE SCHULTE: You want a  
8 detailed specification on stainless steel  
9 because it is manufactured and built  
10 differently.

11 MR. UNKLE: Absolutely.  
12 Thickness and strength and all of that is  
13 strictly for our evaluation.

14 BRUCE SCHULTE: Also the  
15 telescopic cylinder that it talks about in the  
16 hoist section is not an underbody hoist, as it  
17 states in the general paragraph section. Two.

18 MR. UNKLE: That is correct.  
19 Some of the spec, I guess, didn't pick up on  
20 moving underbody lift. Every one of our dump  
21 trucks bodies are no longer the underbody  
22 cylinders. It is all telescopic up front.

23 Page 119. Page 120. Page 121.  
24 Page 122. Page 123.





1                   JEFF BEUTEL: Jeff Beutel  
2 representing Whelen Engineering.

3                   This is repetitive throughout, I  
4 think, on 141 and 160.

5                   Section 8.3. We originally did  
6 not include the two, four-inch round brake  
7 turn taillights above the mud flaps.

8                   Is this something you are  
9 requiring with cable?

10                  MR. UNKLE: Which paragraph are  
11 you on?

12                  JEFF BEUTEL: 8.3.

13                  MR. UNKLE: It is your lighting,  
14 that model number.

15                  JEFF BEUTEL: What I am saying,  
16 the two, four-inch rounds that are there are  
17 not included on our last build.

18                  Is this something you want me to  
19 include?

20                  MR. UNKLE: Now, we have centers  
21 that took away and moved them under the mud  
22 flaps and moved them out behind each wheel  
23 because of the tar and chip and because of the  
24 salt shoot. Those rounds --



1                   JEFF BEUTEL: Yes. The  
2 four-inch rounds?

3                   MR. UNKLE: The pilot that we  
4 did with you, was it in those, Jeff?

5                   JEFF BEUTEL: No.

6                   MR. UNKLE: Okay.

7                   JEFF BEUTEL: I have another  
8 question on Page 123.

9                   It is asking for an illuminated  
10 light plate bracket, which Whelen does not  
11 provide.

12                   Is this clarification maybe  
13 you're meaning a license plate illumination  
14 light?

15                   MR. UNKLE: No.

16                   MR. HARDY: What number was  
17 that?

18                   MR. CHADICK: Where is that?

19                   JEFF BEUTEL: I believe it is  
20 123. Again 8.3.

21                   MR. CHADICK: Illuminated light  
22 plate bracket.

23                   MR. UNKLE: You are saying move  
24 that --



1                   JEFF BEUTEL: Whelen does not  
2 provide an illuminated light plate bracket.

3                   MR. CHADICK: It has to be the  
4 license plate bracket.

5                   MR. UNKLE: We certainly don't  
6 want that either.

7                   MR. HARDY: That is on the truck  
8 vendor to do that.

9                   MR. UNKLE: Note, a lot of  
10 lighting on this particular page, our lighting  
11 for this new contract is totally different and  
12 much more upscale from any other previous  
13 contract or purchase order. Lots of lighting  
14 on there. If anything, it will probably blind  
15 the public, including, what do you call that  
16 that comes down over the steps, getting in the  
17 shadow light or whatever it is.

18                   JEFF BEUTEL: White lights.

19                   MR. UNKLE: To get into the  
20 truck, for the operator. For lights in the  
21 rear of the body are rather extensive. They  
22 are covered with a plate and they are also are  
23 heated. As you know, LED doesn't have any  
24 heat. Snow sticks on it and, of course,



1 diffuses the light.

2 JEFF BEUTEL: Am I allowed to  
3 skip to a further page because the subject  
4 just came up or should I wait?

5 MR. UNKLE: Any questions on  
6 123?

7 And I will say as far as the  
8 lighting from the body builders, whoever is  
9 going to get the contract -- Jeff, are you the  
10 go-to guy?

11 JEFF BEUTEL: Yes.

12 MR. UNKLE: Any questions for  
13 details, we've given their model numbers, et  
14 cetera. He can certainly give you the details  
15 of what that means. We've piloted on all his  
16 lighting and accepted that lighting because it  
17 is superior to anything out there, from my  
18 perspective.

19 Go ahead.

20 JEFF BEUTEL: You mentioned  
21 heated glass, Page 141.

22 MR. UNKLE: Page 141.

23 JEFF BEUTEL: I can provide that  
24 at this point with the build.



1 MR. UNKLE: That's just recent.

2 JEFF BEUTEL: Yes.

3 MR. UNKLE: In other words,  
4 there is one more pilot coming in without that  
5 cover. Right?

6 JEFF BEUTEL: Mm-hmm.

7 MR. UNKLE: Next page, Page 124.  
8 9.3 A and B will be removed. D and E will  
9 remain, and E will be removed. We will be  
10 inserting a new 9.3 A, B in there. Actually,  
11 A, B and C. So, this page is going to get  
12 modified.

13 What this says, the hydraulic  
14 tank -- the valve box and hydraulic box are  
15 two separate entities. We don't want that.  
16 We want them to be one continuous or one  
17 complete box all one in the same. I'm  
18 assuming you all have built that or done that  
19 or whatever.

20 If you want to look at what we  
21 mean, I have pictures for you to see. You  
22 can't really see this. Hydraulic and valve  
23 box, one continuous component. Feel free to  
24 look at the picture just so you understand it



1 clearly. This Page 124 will be amended  
2 accordingly.

3 As you'll see, that will go for  
4 every body, the ten wheel, six wheel and Lo  
5 Pro.

6 Other than that, anything on 124  
7 that has totally changed.

8 Page 125. Page 126.

9 BRUCE SCHULTE: Bruce Schulte  
10 with Henderson Products.

11 In regard to 10.A, you call out  
12 the plow push frame. Just for clarification,  
13 on the Henderson side, is that considered your  
14 truck portion of the hitch?

15 MR. UNKLE: Something that  
16 requires a plow to hook up to.

17 BRUCE SCHULTE: You call out the  
18 J&J Custom Model. How do we come an approved  
19 vendor?

20 MR. UNKLE: Submit it with your  
21 bid.

22 BRUCE SCHULTE: Is there a  
23 detailed specification of that particular  
24 hitch?



1 MR. UNKLE: I don't think so.  
2 Submit what you would like to provide with  
3 your detail. I assume you provide this for  
4 other customers?

5 BRUCE SCHULTE: Yes.

6 MR. UNKLE: Note who they are.

7 And as it states, it says,  
8 J&J's, blah, blah, blah, or equal.

9 Page 127. Page 128. Page 129.  
10 Page 130. Page 131. Page 132.

11 BRUCE SCHULTE: Henderson  
12 Products.

13 Item 18A. It calls out the  
14 pre-wet as an option, the second sentence. It  
15 is not on the option price page. Is that  
16 going to be an option, or is it included in  
17 base price?

18 MR. UNKLE: 18A?

19 BRUCE SCHULTE: Yes.

20 MR. UNKLE: That should not be  
21 an option at all. For this particular spec,  
22 pre-wet is absolutely a requirement.

23 Page 133. Page 134. Page 135.

24 JEFF BEUTEL: Jeff Beutel



1 representing Whelen Engineering.

2                   Calling out for a Model No.  
3 MPABB. I believe that is a typo. You should  
4 remove the A. It should be MPBB. That was an  
5 easy one.

6                   MR. UNKLE: I will make that  
7 clear as part of the addendum as well, so that  
8 is clear for everybody.

9                   Anything else on Page 135?

10                  BRUCE SCHULTE: Bruce Schulte.  
11 Item 22 wing plows. I don't actually see  
12 anywhere specification for the wing plows.

13                  Is there an actual spec?

14                  MR. UNKLE: No. What you intend  
15 on, or would intend on supplying is to provide  
16 that information in the proposal -- detailed  
17 information.

18                  That's something that LJ and I  
19 were just talking about. We probably really  
20 should give you some sort of minimum spec on  
21 the wing plow. We would like to have it this  
22 long, that high, that thick would be nice.  
23 We'll try to get that for you.

24                  BRUCE SCHULTE: It's important.





1 MR. UNKLE: Rather have a piece  
2 of tin with no light on it.

3 BRUCE SCHULTE: There are  
4 different height reaches.

5 MR. UNKLE: We have been getting  
6 these as pilots and running over them. What  
7 we are receiving is, I think, acceptable.

8 Right, guys?

9 MR. CLENDANIEL: Yes.

10 MR. CHADICK: Yes.

11 MR. JUDY: Yes.

12 MR. UNKLE: So, we'll take that  
13 and spec around it, I guess.

14 Good point, Guys.

15 Page 136.

16 BRUCE SCHULTE: On the price  
17 page, you have the stainless steel.

18 Is that a price upgrade over or  
19 under, let's say, aluminum, or is it a whole  
20 new price for the stainless steel or steel?

21 MR. UNKLE: My intent was to get  
22 a whole new price if it is stainless steel.  
23 Not a delta difference.

24 Moving to Specification G. That



1 is the body for the six-wheel dump 37,500 GVW.

2 Page 137. Page 138. Page 139.

3 Page 140. Page 140.

4 Now 142, this one has the same  
5 -- in Paragraph 9 it will be the same  
6 corrective action as it was back on the  
7 ten-wheel chassis relative to the hydraulic  
8 tank and reservoir tank being one in the same.  
9 I have it all written out, but it is just not  
10 in there. The wrong one got in the package.

11 And thanks to some good folks out there, they  
12 called me and said, What is wrong with you?

13 Page 143. Let me jump back and  
14 make it very clear.

15 Paragraph 9 in both -- in all  
16 three body specs will be modified.

17 Page 144. Page 145.

18 BRUCE SCHULTE: Bruce Schulte.  
19 Henderson Products.

20 Same thing on Item 10 for the  
21 snow plow hitch, the same as the other spec  
22 with regard to the J&J Model.

23 Is that correct?

24 MR. UNKLE: Yes.



1 MR. CLENDANIEL: Same thing on  
2 all three.

3 MR. UNKLE: Page 146. Page 147.  
4 Page 148. Page 149.

5 Page 150. Look under I, no,  
6 look under O. Then look under Wiring, under  
7 A, where it says, At the end of A, Or a Cirrus  
8 Spread Smart RX, blah, blah, blah, should be  
9 up under O. The addendum will so indicate  
10 that. It has no business being down there  
11 under wiring.

12 Fortunate, on the ten wheel and  
13 other specs, it got in the right place.

14 Page 151. Page 152. Page 153.  
15 Page 154.

16 Moving onto Spec H. This is a  
17 six-wheel dump 25,599 GVW Lo Pro Body.

18 Page 155. Page 156. Page 157.  
19 Page 158. Page 159.

20 Now, on Page 160, we described  
21 the hydraulic system and control system.

22 Up until this new contract, we  
23 have the same ground speed control system in  
24 all of are various models. So, Lo Pro, from



1 henceforth, we'll just have what I'll call, I  
2 hate, I don't know a better word, a dummie  
3 down ground speed control system, which is  
4 described on Page 164 starting with Paragraph  
5 12.

6 It states there: Electronic  
7 Spreader Control and Harness AS3. That is  
8 particular system, particular manufacturer.  
9 It should say, Or equal after that, and that  
10 will be modified in the addendum as well.

11 And all we want to do with this  
12 Lo Pro is monitor, or control the amount of  
13 salt being dispersed out of the blast for  
14 overpasses and bridges or whatever. There's  
15 no download -- no record of what has been  
16 dispersed electronically. There is no  
17 download to the system.

18 A lot of the reasons for that,  
19 as indicated before, a lot of desk jockeys are  
20 non daily operators that operate these. And  
21 going to ground control operating systems  
22 without training, sometimes don't accomplish  
23 what we need to accomplish anyway.

24 Page 166.



1 BRUCE SCHULTE: Bruce Schulte.  
2 I have a question on Page 163, Section 10,  
3 Snowplow Hitch.

4 Is that the same as other F and  
5 G? Are you looking that the terminology is a  
6 little different, or are you talking about an  
7 axle?

8 MR. UNKLE: It is the same --

9 BRUCE SCHULTE: Same hitch?

10 MR. UNKLE: Yes.

11 Page 167. Page 168.

12 Spec I. It is pretty clearcut.  
13 From time to time, we may need approval --  
14 purchase of a flat bed. It is clear this  
15 became steel flat bed, but it's there just in  
16 case.

17 Any questions on Page 169 to 171  
18 that I will address?

19 Spec J is the body for that 19.5  
20 GVW, typically for the sign maintenance  
21 operation trucks, bucket truck operations,  
22 chassis under those.

23 Again, chassis size, two door,  
24 four door, four by four or four by two. It



1 is, essentially, a utility body. It's exactly  
2 what it is. Compartment. Slots to put signs,  
3 various sizes, for the sign trucks. Of  
4 course, if it's bucket trucks, it would come  
5 from another contract anyway.

6 Any questions relative to that  
7 utility body, if you will?

8 This is sort of a standard  
9 utility body with certain compartments, which  
10 are built on the experience and policy of our  
11 sign truck folks, which we are trying to get  
12 them the best truck for ease and hauling of  
13 the signs and all other things they need.

14 So, we're still in a tweaking  
15 mode, but bid the standard one, and we'll  
16 leave it at that for now.

17 That's it.

18 STU BARR: Stu Barr.  
19 Freightliner of Delmarva.

20 I would like to go back and  
21 clear up a conflict in my mind.

22 Page 9 versus Page 22. Page 9,  
23 Item N, Page 22, Item 15.

24 On Page 9, it ask for prices to



1 be quoted and also shall remained fixed for at  
2 least the 2017 model year.

3 On Page 22, Item 15, it says,  
4 Prices shall remain firm for the initial  
5 two-year term of the contract.

6 I think I drew a conflict there.  
7 Model year versus two years, I think is the  
8 difference.

9 MR. UNKLE: I understand. We  
10 are asking for initial bid to cover two years.

11 STU BARR: It could be two model  
12 years?

13 MR. UNKLE: Correct.

14 STU BARR: You're going to get  
15 different interpretations here.

16 MR. UNKLE: Anne has mentioned  
17 in 2018, it is possible that California  
18 emissions will be hitting us. I don't know if  
19 that will make any difference in their costs.  
20 It could be close to \$10,000 a truck or more.  
21 They're already doing Tier 4's in the engine.  
22 Standard cost is \$10,000 or \$12,000 a truck.

23 STU BARR: This is State  
24 departure from past practice?



1 MR. UNKLE: Yes. Historically  
2 we have asked for your bid to be firm for that  
3 first model year.

4 And the second model year --  
5 STU BARR: CPI would be  
6 discussed.

7 MR. UNKLE: CPI is in there.  
8 Right?

9 STU BARR: I did not see CPI.

10 MS. NEWMAN: For the extension?

11 MR. UNKLE: Yeah. For  
12 extension.

13 MS. NEWMAN: When we do engage  
14 our vendor on extending, then we do consider  
15 CPI.

16 STU BARR: Theresa, was it in  
17 here?

18 MS. NEWMAN: It should be in  
19 there under the extension, I believe.

20 PAT SANKUS: Page 22, Paragraph  
21 17.

22 STU BARR: For two years, a lot  
23 of things can happen in that two-year time  
24 frame.





1 MR. UNKLE: Especially, with the  
2 emissions side of it. Especially, the Federal  
3 Regulations changing things every year.

4 STU BARR: Even raw materials  
5 can change, and we have no control over it.

6 MR. UNKLE: Steel prices,  
7 whatever.

8 I guess we will discuss this  
9 with our contract folks outside of this  
10 meeting and addend accordingly.

11 I'll say it like it is. I don't  
12 want to hold anything back. I feel we  
13 probably should allow whatever CPI would allow  
14 for the second year of that first two years.  
15 We will discuss that and come to an agreement.

16 STU BARR: Would you also  
17 consider any government mandated items and any  
18 changes in raw materials?

19 MR. UNKLE: Well, any government  
20 mandated if it's -- if it goes beyond the CPI,  
21 and here is my -- and Theresa can correct me  
22 if I'm wrong -- CPI pretty much stands.  
23 Whatever that says, we know it don't relate  
24 equally directly to what your costs are



1 either.

2                   However, if you're paying ten  
3 cents a pound a day, and next year you're  
4 paying thirty-five cents a pound, CPI only  
5 allows you two percent. We will certainly  
6 consider -- you give me the invoice of today,  
7 you give me invoice at that time, and we'll  
8 look at that difference and the manufacturer  
9 and we'll consider giving you the appropriate  
10 increase.

11                   We don't want you selling us a  
12 truck and losing money because where is my  
13 service.

14                   STU BARR: It would be nice to  
15 have the full five-year contract. If we get  
16 bought a second year --

17                   MR. UNKLE: Right. So far, in  
18 my little 14 years here, we have never not  
19 been able to extend any truck contract.

20                   Typically, it has been three  
21 years, one one, or two years, one one or  
22 whatever. It varies. I know you've had a  
23 tough time since you're a current contract  
24 holder getting what you wanted.



1                   STU BARR: She is tough. She is  
2 tough.

3                   MR. UNKLE: We got to look out  
4 for our taxpayers, too, you know.

5                   We will give serious  
6 consideration to negotiating a price for the  
7 second year of those first two years. We will  
8 amend the contract accordingly, if we do that.  
9 Theresa and I will figure that out. I see  
10 your point. It is a very good point.

11                  PAUL WELLER: Paul Weller.  
12 Bayshore Ford.

13                  I thank you for that. And Stu,  
14 we appreciate you bringing that comment up.

15                  One other thing. If we bid the  
16 chassis, we don't have to bid the body.

17                  MR. UNKLE: No. You have to bid  
18 the full contract.

19                  PAUL WELLER: The whole nine  
20 yards?

21                  MR. UNKLE: Everything that is  
22 in here, you, as the chassis supplier, are to  
23 bid the complete dump truck.

24                  PAUL WELLER: We wouldn't be



1 able to offer you the 19,000 GVW trucks to  
2 meet the specs.

3 MR. UNKLE: If it's a particular  
4 spec that you cannot build or offer, you can  
5 say, I do not build that, or whatever you want  
6 to say. I have to no bid that spec. That is  
7 understandable. Not everybody makes  
8 everything that we are offering or asking for  
9 here. I understand that.

10 And the body manufacturers, in  
11 some cases, may not manufacture the utility  
12 body versus the dump body, et cetera. And we  
13 understand that. But some of you do.

14 So, that is why I mentioned  
15 earlier there may be a necessity to have  
16 multiple awards. Say, you are the winner, Stu  
17 is a winner, but you are the winner and you  
18 can't supply spec, whatever it was, we will  
19 award that whoever can supply that.

20 PAUL WELLER: On the same topic.

21 Under prior contracts, we were  
22 paid when the chassis --

23 MR. UNKLE: It is in there as  
24 well.



1                   When the chassis hits the body  
2 shop, body builder's facility, with approval  
3 from them that they have it, an E-mail that  
4 says I have VIN number so and so, I then will  
5 pay your invoice as the chassis portion of  
6 that truck.

7                   PAUL WELLER: Thank you.

8                   MR. UNKLE: It is written in the  
9 contract that way.

10                  STU BARR: I looked for it. I  
11 did not see it. I may have missed it, too.

12                  MR. UNKLE: It should be in for  
13 everybody's protection.

14                  I know if you have to wait for  
15 that body to be built and it's delivered to us  
16 and we don't pay it until we get it and  
17 receive it, it has to be pushed back, and  
18 you're waiting six to eight months to get your  
19 money that you've already spent. And that's  
20 quite unreasonable and unfair for you chassis  
21 guys.

22                  If it's not in the contract, I  
23 won't ask Theresa to put it in because that is  
24 -- we received a portion of that product. And



1 if we choose, we can go visit it and say, yes,  
2 it's there. But an E-mail from the body guy  
3 that says the VIN number is there and picture,  
4 I'm happy pretty much.

5 MS. NEWMAN: Boilerplate  
6 language. We can add.

7 STU BARR: I searched for that.

8 MR. UNKLE: I'm sure you did.  
9 It means a lot more to you than it does us.  
10 That has always been the case.

11 And I mean, you may notice I  
12 have changed my venue of my customer or my go  
13 too'er. I am not at DelDOT contracts. I'm at  
14 State contracts. I'm here because they serve  
15 us well and take care of us.

16 MS. NEWMAN: Thank you.

17 MR. UNKLE: I mean, that  
18 sincerely. It is not only this contract I  
19 come over here for.

20 We will get the addendum out  
21 probably in the next couple of days. I will  
22 get it out to Theresa. She has a time frame  
23 she has to do things based on codes and  
24 circulations and laws, blah, blah, blah.



1                   When the bids come in, the  
2                   evaluation team will receive copies. They go  
3                   off on their own and do their evaluation. You  
4                   see the score sheets. Price is 40 percent of  
5                   the bid. And the others, as you note, 40  
6                   percent, or whatever it is in the package.  
7                   They will complete the evaluation sheets that  
8                   Theresa provides. It maybe two people. It  
9                   maybe four of you bidders. But some percent  
10                  of the bidders that have submitted a bid that  
11                  looks very attractive, we will be calling you  
12                  in to clarify you understand what we want, we  
13                  fully understand your intent and make sure  
14                  everything is cool. And it goes back to  
15                  Theresa and she may call you in for the last  
16                  or final or something like that. It is all in  
17                  the package. All of that I described very  
18                  clearly. That is the process we go through.

19                               KIRK FRICIA: Kirk Fricia.  
20                               Johnson Truck Center.

21                               What is Delaware's stance on  
22                               multiple offerings from one vendor? Some of  
23                               us have dual dealerships. Some are  
24                               Freightliner International. Some are



1 Freightliner Western Star.

2 MR. UNKLE: If you have separate  
3 Federal I.D. Numbers, you can submit a bid for  
4 this Federal I.D., that Federal I.D. It is  
5 probably two different company names,  
6 obviously. Right.

7 The answer is yes, if they are  
8 separate Federal identities and separate  
9 company names.

10 MS. NEWMAN: Anybody else have  
11 any other questions?

12 I have a couple of things I do  
13 want to address.

14 I received an E-mail from a  
15 vendor. His question, basically, pertained to  
16 throughout the specifications it refers to or  
17 approved equal.

18 I just want to clarify. We  
19 don't preapprove manufacturers. Everything  
20 that is in the specifications is used as a  
21 reference. If you have something that you  
22 would like to offer that is not the particular  
23 manufacturer in the specifications, you may do  
24 so by providing that into your exceptions.





1 And then, at that point, we will evaluate what  
2 you have provided as the substitute as being  
3 an approved.

4 So, again, we do not preapprove  
5 manufacturers. Everything in here is used as  
6 a reference to base your proposal off of.

7 Everything that has been  
8 addressed in today's meeting, although The  
9 Panel may have approved you or said okay to  
10 what your questions may have been of  
11 substituting this for something else, make  
12 sure that you still put that in your  
13 exceptions. We are not going to know -- even  
14 though we may have said, yes, it is okay today  
15 -- we still need to see it in your proposal  
16 and make sure it is clear you're offering  
17 something else other than what has been  
18 specified. Unless it has been posted in the  
19 addendum, then you make sure you do put it on  
20 the exceptions.

21 And at no point during the  
22 solicitation as it's being opened are you to  
23 be in contact with DelDOT. If you have any  
24 questions, you can direct them to me, E-mail



1     them to me.  It's not all of the time I can  
2     answer your question.  Question-and-answer  
3     period is specifically for your questions and  
4     to give you your answers.  Anything out of  
5     that time period pertaining to the contract, I  
6     will not be able to address.

7                     If it's general information, and  
8     maybe you need to know where something is on  
9     the contract, I can direct you to something  
10    like that.  But when it gets into the  
11    specifications or any more details, we won't  
12    be able to address it any further after the  
13    question-and-answer period.

14                    MR. UNKLE:  Very good point.  It  
15    is so easy for the folks out there that deal  
16    with us for years on the contract, if you call  
17    here, she gets consistent answers back to  
18    everybody.  If you call me, everyone may not  
19    have the benefit of a good answer or good  
20    situation of how to bid a certain piece of the  
21    contract.

22                    MS. NEWMAN:  We want everybody  
23    to have that equal information.

24                    So, any questions, like I said,



1 make sure you do address them within the  
2 question period. Have them in by that date.  
3 I don't know if I have a time on there. I  
4 may. No. I don't have a time.

5 So, any questions that will be  
6 addressed by March 7th, I will be answering  
7 those. I will close it out when I come back  
8 in the next day. So, they do have to be in  
9 here by before 12:00 a.m. March 8th.

10 And then I will have them posted  
11 at some point on March 14th.

12 JOE PIEROSCHEK: Joe Pierosc hek.  
13 Western Star Trucks.

14 Are the bid openings public?

15 MS. NEWMAN: Yes.

16 MR. UNKLE: It will be in this  
17 building.

18 I would like to thank everyone  
19 for showing up.

20 MR. HARDY: I have a quick  
21 little statement.

22 The week of March 21st through  
23 24th, the holiday is the 25th, any of you guys  
24 that would like to bring your truck to us for



1 these guys to look at, we know it is not going  
2 to have the hydraulic system on it and that  
3 kind of stuff, the general overall truck, what  
4 it would look like, cab size, those trucks  
5 that we don't currently have --

6 MS. NEWMAN: What date were you  
7 saying?

8 MR. HARDY: March.

9 MR. UNKLE: We can do that, but  
10 it has to be after the bids are in.

11 MR. HARDY: Okay. We will do it  
12 after the bids are in. We are going to want  
13 to see a truck.

14 STU BARR: After the bid.

15 MS. NEWMAN: It really should be  
16 after the bids. We can't do that because it  
17 will conflict with the evaluation process.  
18 So, no. You won't be able to look at the  
19 truck.

20 MR. HARDY: Will it be part of  
21 the evaluation process?

22 MS. NEWMAN: If you wanted to  
23 include that in, we'd have to have a special  
24 type of meeting. That would have to come



1 before the bids are placed. If you guys want  
2 a period where before the proposals are due,  
3 then we can include that, possibly, into the  
4 RFP to say, during this time period, you guys  
5 can come stop by so we can review it. It will  
6 be very touchy because they are communicating  
7 with you.

8 That is something we will look  
9 into further. If there is, we will amend the  
10 RFP if there is any type of a special meeting  
11 that needs to be done.

12 MR. UNKLE: Go ahead.

13 JERRY JOHNSON: Jerry Johnson  
14 with J&J.

15 Will you guys be sending out a  
16 list of the attendees for us? Could we get a  
17 list of attendees?

18 MS. NEWMAN: Yes. There be a  
19 list posted on our website for the Prebid  
20 Meeting. Thank you.

21 There are a few people on the  
22 list that I can't read. What I will end up  
23 doing is scanning it in or calling you to  
24 clarify.



1                   Thank you. I won't know your  
2 name, but...

3                   MR. UNKLE: Some print look like  
4 signatures.

5                   Any other questions? Thank you.

6                   (The Pre-Bid Meeting was  
7 concluded at, approximately, 11:25 a.m.)

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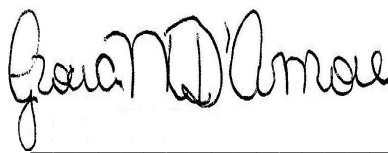
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3  
4 CERTIFICATE OF REPORTER

5  
6 I, Gloria M. D'Amore, Registered  
7 Professional Reporter and Notary Public, do  
8 hereby certify that the foregoing record,  
9 Pages 1 to 70 inclusive, is a true and  
10 accurate transcript of my stenographic notes  
11 taken on Tuesday, March 1, 2016, in the  
12 above-captioned matter.

13 IN WITNESS WHEREOF, I have hereunto set  
14 my hand and seal this 7th day of March, 2016,  
15 at Wilmington.

16  
17  
18   
19 \_\_\_\_\_

20 GLORIA M. D'AMORE, RPR



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