



STATE OF DELAWARE
EXECUTIVE DEPARTMENT
OFFICE OF MANAGEMENT AND BUDGET

May 8, 2019

TO: ALL OFFERORS

FROM: Steven Chillas
STATE CONTRACT PROCUREMENT OFFICER I

SUBJECT: ADDENDUM #1 TO REQUEST FOR PROPOSAL:
Contract #GSS19469-ROCKSALT, Rock Salt, Solar Salt, and Ice Melt

ADDENDUM #1

This addendum is issued to clarify questions submitted by interested vendors as per the RFP – GSS19469-ROCKSALT.

Question 1: In reviewing the bid documents could you clarify the due date for submission? Page 1 & 4 states 5/30/2019, but page 2 states 5/23/2019.

Answer 1: The correct date for submission is **Thursday May 30, 2019 (5/30/2019)**. Completed bids are due no later than 3:00 PM Local Time.

Question 2: Appendix B – PRICING FORMS does not indicate any tonnage amounts. Will there be a separate document posted to indicate tonnage amounts for the DOT and Non-DOT locations in each county/district?

Answer 2: The actual tonnage storage capabilities and on hand tonnage will not be disclosed. Tonnage amounts will vary based on vendor, delivery location, whether Rock Salt or Solar Salt was delivered and weather. Additional factors that will affect tonnage would be the type of weather event and the use of brine, for example. In a routinely mild winter, brine is used more often than the direct application of rock salt which affects the amount of tonnage ordered and delivered. The total tonnage for 2017 – Bulk Salt: 145,085 tons/ Solar Salt: 4,356 tons. The total tonnage for 2018 – Bulk Salt: 88,857 tons/ Solar Salt: 1,729 tons. The total spent for FY 2017, FY 2018, & FY 2019 was \$9,692,894.

Question 3: Can you provide a bid tabulation for the previous letting of this solicitation?

Answer 3: Information for the previous bid can be found at: http://contracts.delaware.gov/contracts_detail.asp?i=3152 . This includes current vendors, previous Request for Proposals, previous bid received and usage information from 2011-2017. An actual “bid tabulation” is public information available through the Freedom of Information Act request process.

Question 4: There are no specification standards included in the solicitation. Do you have standards that the bagged ice melt should meet?

Answer 4: On page 59 of the RFP under the General paragraph for product specifications the bid calls for: *“Potential vendors will list chemical compound and additives for each Ice Melt specification offered. This includes chemicals used in the process of “anti-caking” and coloring.”* On page 62 of the RFP, above the table, the last bullet calls for blend types and composition to be listed on a separate sheet as part of the proposal.

The State of Delaware is seeking a “best representation” of what the market considers to be the best overall composition for “Ice Melt”. As the commodity for “Ice Melt” can be broad and encompass many standards, the Evaluation Committee will review submissions with that in mind as one of the scoring factors. The State has provided for up to five (5) blend types per bid. This allows for different grades of “bagged” ice melt to be purchased in bulk.

Question 5: We are unable to determine the estimated amount of package ice melt that is being requested. Please direct us to the appropriate location in the request for proposal document that identifies the amount. If not stated in the bid documents, please provide us an estimated amount for us to consider.

Answer 5: On page 62 of the RFP, the information above the table asks for pricing based on bulk delivery. Bulk delivery being defined in this example as ½ truck (441 – 50lb bags) or full truck, (882 – 50lb bags). The State is unable to determine future weather patterns, therefore past orders would not provide enough information to determine a future amount. Based on State of Delaware Procurement thresholds, once a commodity reaches \$25,000.00 in spend over the course of 12 months, a contract is required. This commodity has been added to the Rock Salt contract as the potential annual cost for bagged “Ice Melt” could exceed the procurement threshold based on future, unknown, weather events.

Question 6: Could you please provide the estimates for next season? If you are not able to provide, could you provide total sales from the last 3 years?

Answer 6: While it is impossible to determine weather patterns/ events for upcoming seasons, you can review the current contract at http://contracts.delaware.gov/contracts_detail.asp?i=3152 to evaluate the average annual usage. For reference a single storm event may utilize 12,000 tons, 8,000 tons for New Castle County, 4000 for Kent County and 4000 for Sussex County.

Question 7: On page 3 under “Purpose”, please clarify the “possibly removal of bulk salt”.

Answer 7: Removal may occur dependent upon unacceptable product, refuse found in product, high moisture content in product, etc. (If removal occurs for a product that fails inspection, the State of Delaware will not be billed.)

Another occurrence where removal of bulk salt may be requested may be based on an emergency situation or significant event wherein the State of Delaware will request the company’s assistance in moving bulk salt from one location in the State to another. The bid amount for “pick-up” of bulk salt will be used to determine costing.

Question 8: Is “by the shipload” the only option for this bid?

Answer 8: Currently, “by the shipload” is the preferred method as the Delaware Department of Transportation and State municipalities do not have rail delivery capabilities.

Options other than “shipload” will be reviewed and evaluated based on convenience and need of the State of Delaware.

Question 9: Is delivered via truck to the locations listed from our depot permissible? Or only from the Wilmington Terminal?

Answer 9: Notwithstanding delivery specification and quality control requirements, alternate delivery methods will be evaluated based on convenience and the needs of the State of Delaware. The contract still requires an amount of 12,000 tons to be on hand at the Port of Wilmington to cover (1) one significant occurrence in the event of an emergency or shortage.

Question 10: Is there a particular reason this is being rebid?

Answer 10: Yes. Expiration of all extension options for original contract.

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