



STATE OF DELAWARE  
EXECUTIVE DEPARTMENT  
OFFICE OF MANAGEMENT AND BUDGET

January 30, 2020

TO: ALL OFFERORS

FROM: DENNIS J SMITH  
STATE CONTRACT PROCUREMENT OFFICER

SUBJECT: REQUEST FOR PROPOSAL – ADDENDUM #2  
NO.: GSS20617-HVY\_TRUCKS  
Heavy Duty Trucks, Parts and Service

**ADDENDUM #2**

The purpose of this addendum is to respond to questions submitted regarding the solicitation and to make some adjustments to the timeline associated with this solicitation.

Q1	My question pertains to truck parts, service and body repair work. I believe there is a separate contract that covers a service and parts facility for work on any/all units?
A1	For the purpose of this contract, Truck parts and service refers to OEM parts and are described for each spec. This will not duplicate contract GSS16652-HVY_EQP_PART.
Q2	My management has asked if this contract covers all work done at a repair facility, or only the work done on the new trucks covered under the contract, since the title of GSS20617-Hvy_Trucks shows “Heavy Duty Trucks, Parts and Service” If there is a separate contract, please advise our status.
A2	The Heavy Duty Vehicle Parts and Accessories contract is GSS16652-HVY_EQP_PART
Q3	Do you anticipate extending the bid due date?
A3	Addendum #1 has been posted with several date changes along with changes to the RFP.
Q4	What additional details are you willing to provide, if any, beyond what is stated in bid documents concerning how you will identify the winning bid?
A4	All aspects as to how the State will identify the winning bid(s) as per Delaware code Title 29, Chapter 6923 are contained in the RFP.
Q5	Was this bid posted to the nationwide free bid notification website at www.mygovwatch.com?
A5	No the solicitation has not been advertised on www.mygovwatch.com.



Q6	Other than your own website, where was this bid posted?
A6	As per Delaware Code Title 29 Chapter 6923(b), the solicitation is publicly advertised on the State of Delaware's contracting portal.
Q7	We are interested in placing a bid for parts in section 8 brakes. There are no part numbers There are no quantities listed. Do you have this information to help us provide you with a price quote?
A7	The parts for this contract are to be OEM for each specific spec that you bid.
Q8	Previously DeIDOT accepted and evaluated multiple offerings from one dealer/vendor. Example: Vendor 1 has the ability to offer a chassis with body company A and a chassis with body company B. DeIDOT would evaluate and choose which combination would serve their needs best. If Vendor 1 has multiple chassis brands they would/could submit each chassis with each body company and again, DeIDOT has the ability to select what's best for them. Is this format still acceptable?
A8	A bidder may bid only one manufacturer per spec, see Addendum #1 for details.
Q9	In reference to Pilot Models, Will DEL DOT pay for the chassis when Chassis is delivered to the Body/Equipment.installer after the Pilot model is approved? This had been the procedure on prior contracts saving floor plan expenses & charges to the dealer. Is Chassis Pilot model required at Dover location before delivery to Body upfitter?
A9	Yes, once the confirmed receipt of the chassis has been delivered to the body builder Deldot will pay for the chassis' value. The PDI is performed once the complete truck has been mfg. This is generally held at the body builder's site with the Chassis mfg representative there as well. However, if there are any DE state travel restrictions we will have the complete truck delivered to Dover and the PDI will be performed there. All parties are required to be in attendance.
Q10	Page 27: Force Majeure; Force Majeure in the current contract does not include price increases out of the prime bidders control. Would the state consider a compromise of increase in the event of Government price increases or other non controllable increases?
A10	This decision will be made at the time of the occurrence.
Q11	Page 102; Sect.1.2: Is the list of common Parts necessary for the initial quotation proposal, or only at time of Delivery?
A11	At time of delivery
Q12	Spec D: 10.13 Keyed alike: Are units to be ordered in Multiples? As this option can only be available if multiple orders are placed at a time.
A12	All units for any given Fiscal year are ordered at one time.
Q13	Page 116 Spec E: 2.3: Trailer towing Package: A compressor is not a OEM option on this size truck. Would you like the truck spec'ed with an aftermarket compressor to link to the glad hands? Or was this a typo?
A13	Strike the compressor requirement, not Applicable for this spec
Q14	Page 116 Spec E: 2.5: Cab Steps and noted in 6.1. Also Noted on 118, section 10.8 Notes "first step on each side shall be 16".. As this is a lighter medium duty truck, there are not multiple steps. Will Single cab step be acceptable?
A14	Strike the "first step on each side shall be 16" requirement. Not Applicable for this spec

Q15	Page 116 Spec E, 3.1;Battery: 3 Batteries are requested, while 3 batteries is not an option in the size vehicle. Would Dual Heavy duty Batteries be acceptable?
A15	Dual heavy duty will be acceptable. It would be best to take exception on Attachment #3 to the 3 batteries and offer 2.
Q16	Page 118 Spec E, 10.2 Drivers seat, sect.a: Drivers seat is quoted as air ride bucket seat. Air ride is not available in this size truck. Would standard/stationary be acceptable?
A16	Standard, but adjustable forward/backward etc seat will be acceptable. It would be best to take exception to this and offer your alternate on Attachment #3.
Q17	Page 118, Spec E, 10.7: Windshield Currently spec'ed with 1 or 2 piece HEATED windshield. Heated windshield is not available in this size model, would "defrost" be sufficient in this model?
A17	Defrost is acceptable. As stated in previous questions, Take exception and offer your alternate on attachment #3.
Q18	Page 118, Spec E, 10.9, Air horn: Air horn requires a compressor, which is not OEM on this option. Would you like a compressor upfitted aftermarket to run the air horn? Air horn would not be OEM either.
A18	Take exception and offer your alternate on attachment #3.
Q19	Page 121: 12.14 air pressure gauge- Air pressure gauge will not be oem. If A compressor is to be added aftermarket, if requested. The gauge would not be oem, as it is not available on this size model.
A19	Take exception and offer our alternate on attachment #3.
Q20	Page 87 para 13.5 Vertical exhaust stack has top mounted bracket securing stack to the cab. This is an approved EPA GHG17 system. Bottom stack end is connected thru stainless steel flex pipe. Requesting this is an acceptable option.
A20	Make the exception on attachment #3.
Q21	Updated Dates: EXTEND QUESTIONS SUBMITTED DUE: JAN 30TH. ANSWER TO BE COMPLETED FEB 6TH. PROPOSALS DUE FEB.28TH.
A21	See Addendum #1
Q22	Pg. 15- Sect. D: Are balance and Income statements required for all subcontracts used within vendors Contract. As this information is confidential: is it allowed to be submitted in separate sealed folder, and not on USB.
A22	Not needed for body company, as prime bidder is responsible for subcontractors. Mark as confidential as per instructions in the RFP.
Q23	Pg.17 Sect. V: Please confirm that all Prime Vendors must be in attendance of the pre-bid meeting in order to submit a Proposal, and that "piggy-backing" off of body up fitters in attendance is not acceptable.
A23	As per the RFP Proposal Reply Section VII, The Pre-Bid meeting was mandatory. Bids received for any company not in attendance will not be considered.
Q24	Pg. 34; Sect.51: How does section 51 pertain to Pg.22 section 15? Does Sect. 51 supersede Section 15 & 17 in changes to be made within life of award? Resulting in the dismissal of CPI-U average Language.
A24	Section 51 applies to SOW changes & change orders. This does not apply to materials. Pricing is to be submitted as per #15 – firm for 2 year term. CPI-U is used during extension consideration.

Q25	Pg. 46- Are vendors allowed to separate questions onto a Letterhead to properly answer questions. As some vendors may be bidding separate franchises that have different regulations on parts and service
A25	Yes
Q26	Page 56 para 7 - MDYR roll-over for a 2-year period. Cola adj. in 2nd year? Or price to be firm for 2 full years from contract date? I am asking about pg.34 Pricing changes though, that may supersede CPI-U averages.
A26	The State will ask for roll over pricing at the end of the initial 2 year term. CPI-U is used during the extension consideration.
Q27	Para 8 Is there a dealer responsibility for the GPS system?
A27	Answer is in same Para 8- "The cost of the units and monitoring will be paid by the procuring agency/district".
Q28	Para B item # 3 How many state/Districts including resource center are required? Will CD ROMS and/or USB formats be acceptable?
A28	Total of 5 – 1 for Resource Center and 1 for each of the 4 Districts
Q29	Page 60 para p) Please clarify 2nd sentence. Extended Service Coverage Matrix are very extensive.
A29	See Addendum 1 for warranty requirements.
Q30	Page 61 par 2 VEHICLE DELIVERY 200-mile range is not possible since most body builders are beyond 200 miles from dealerships, trucks are then driven to dealership, serviced & road tested, then driven to Dover for final delivery.
A30	See Addendum 1 for requirements.
Q31	Delete all of Page 61. Spec supersedes "required equipment". 59-63 deleted. Questions Below. No longer needed. Please see Spec per Proposal for actual requests of application.
A31	See Addendum #1 for edits to the RFP
Q32	Page 64 para 1.4 Engine & Transmission Computer default settings need to be determined at a pre-award meeting before chassis are factory ordered. This is applicable to all chassis specifications. Once units are built it is very expensive to have reprogramming done in the field.
A32	They would prefer that they are programmed prior to ordering, but they have not had the best of luck with this being correct in the past
Q33	Page 65 Para 2.1 G.V.W.R. 62,000 pounds are not consistent with page 67 para 8.1 and 8.2. 8.1 & 8.2 are asking for a 54,000 gvw truck. Please clarify requirement and modify axles as needed.
A33	Changed to 18 front and 46 rear. Changes Brakes to disc brake to compensate for axles. Changes springs as well.
Q34	Para 3.1 Aluminum battery box brackets are not available. Brackets are fabricated from stamped steel. Will provide Aluminum or plastic battery box cover. Requesting this is an acceptable option.
A34	Take exception using attachment #3.
Q35	Page 66 para 3.5 Current product build places jump start terminal on the frame RH side frame rail under the hood and are wired close & directly to the starter. This eliminates possible electrical surges thru the chassis wiring. Requesting this is an acceptable option
A35	Take exception using attachment #3
Q36	Pg. 66 king pin release- need more information.
A36	8.64 height w/ 24" slide. Manual release on kingpin. Change fenders to compensate for manual kingpin.

Q37	Page. 69-11.21. Trailer tow mirrors allowed with convex shape. No particular shape needed.
A37	Just need trailer tow mirrors – state the shape you are quoting
Q38	Page 72 para 15.1 Provide (state) required Allison Transmission. There is a large cost difference between 4000RDS & 4500RDS models
A38	Spec 6 speed as the base unit, with option for 10 speed on pricing sheet. Base line 4000, with upgrade to 4500 with 10 speed on pricing sheet.
Q39	Page 76 Para 17.2 Please clarify warranty coverage is up to manufacturers stated warranty and not the vehicle life cycle.
A39	Still under the stated manufacturer warranty. No extended warranty need. Please note no extended warranties are included in the base price of any specs.
Q40	Page 76 18.1,.2.3 Requested manuals are now on an individual USB per VIN. or paper. -USB okay.
A40	Or online accepted.
Q41	Page 78 para 1.4 Engine & Transmission Computer default settings need to be determined at a pre-award meeting before chassis is factory ordered. Once units are built it is very expensive to have programming done in the field.-parameter to be set at the factory, but sometimes the truck will need new programming parameters.
A41	See Above answer
Q42	Page 79 para 3.1 Aluminum battery box mounting brackets are not available
A42	Take exception using attachment #3.
Q43	Brackets are fabricated from stamped steel. Will provide Aluminum or plastic battery box cover. Requesting this is an acceptable option
A43	Take exception using attachment #3.
Q44	81-7.1 hubs- take exception if needed.
A44	Take exception using attachment #3.
Q45	Pg. 83- 11.1- main switch cut off- additional battery disconnect mandatory
A45	Yes
Q46	Page 87 para 13.5 Vertical exhaust stack has top mounted bracket securing stack to the cab. This is an approved EPA GHG17 system. Bottom stack end is connected thru stainless steel flex pipe. Requesting this is an acceptable option.
A46	Take exception and offer your alternate on attachment #3.
Q47	Page 98 para 13.5 Vertical exhaust stack has top mounted bracket securing stack to the cab. This an approved EPA GHG17 system. Bottom stack end I connected thru stainless steel flex pipe. Requesting this is an acceptable option
A47	Take exception and offer your alternate on attachment #3.
Q48	WARRANTY REPAIRS- added 3 pages to come in addendum.
A48	See Addendum #1 for warranty requirements.
Q49	pg.94.9.2- ADD AUXILIARY SPRINGS
A49	Offer the springs that meet the GVW requirements

Q50	<p>Pertaining to Specification “E” Six Wheel 19,500 gvw, 4X2 2 Passenger Medium Truck/Cab Chassis.</p> <p>I asked the question at the pre-bid meeting as to whether I can propose a Spec E Chassis, along with an Alternative Spec E Chassis. It was said this would be collusion... However, I was not clear in that both the Original and the Alternative Spec E Chassis’ proposed would be from the same Truck Manufacturer, therefore no Collusion involved. I would like to know if this would be acceptable to provide the State of Delaware with (2) options for Spec E from the same Manufacturer to choose from?</p>
A50	<p><b>Vendor may only submit ONE bid per spec regardless of manufacturer, choose your best offer.</b></p>

NOTES:

Changes to Specifications are listed below:

1. Spec A
  - a. Page 65, Para 2.1, Change 62,000 to 64,000 pounds
  - b. Page 66, Para 6.1, Add the word “Polished” before the word “Aluminum”
  - c. Page 67, Para 6.6 – Slide length is to be 24”, height is 8”. Release is manual
  - d. Page 68, Para 10.1, Change 16,000 to 18,000 pounds
  - e. Page 72, Para 15.1, Add: Transmission shall be 4500 RDS
2. Spec B
  - a. Page 80, Para 5.1, Add the word “Polished” before the word “Aluminum”
  - b. Page 81, Para 7.1, At end of the para Remove the word “Aluminum” and add “non-corrosive material.
  - c. Page 83, Para 11.1, add at end of para “Additional battery disconnect required”
3. Spec C
  - a. Page 92, Para 5.1, Add the word “Polished” before the word “Aluminum”
  - b. Page 94, Para 9.2, Add at end of para “With auxiliary Spring up to 31,000 to meet or exceed 27,000.
4. Spec F
  - a. Page 126, Para 2.3, Remove the 1<sup>st</sup> sentence.
  - b. Page 129, Para 8.1, Change 80880 to 80990.
5. Spec G
  - a. Page 150, Para 8.1, Add after the word “fender” Plow lights shall be Truck-Light LED Snow Plow and ATL lamp kit 80990.
6. Spec H
  - a. Page 167, Para 2.10, Revise the 1<sup>st</sup> sentence to read “The tailgate operating devise shall be in cab air operated control.
  - b. Page 169, Para 8.1, change Grote 01-6429-14 to read “Truck Light 80990.

APPENDIX C - PRICING SPREADSHEET CHANGES:

Line Item #'s 3, 16, 26, 38, 50, 67, 80, 94 and 110 have been removed from the Pricing spreadsheet.

Specification F, Specification G, Specification H add an additional line item:

Optional Pricing – Steel Body

**The Appendix C changes above have been incorporated into a revised pricing spreadsheet.**

**Bid pricing must be submitted on Appendix C – Revised**

All other terms and conditions remain the same.