



Delaware Department of Natural Resources and Environmental Control
Division of Parks and Recreation
89 Kings Hwy
Dover, DE 19901

September 16, 2015

TO: ALL OFFERORS

FROM: BECKY LOVIN
PARALEGAL III

SUBJECT: REQUEST FOR PROPOSAL – ADDENDUM
NO.: NAT15001-MARINA_LIFT
MARINA LIFT (FORKLIFT)

ADDENDUM #1

The purpose of this addendum is to answer questions that were submitted.

1. Does the Forklift need to be lowered past zero degrees (into the water)?
 - a. Yes.
2. Can the Forklift be refurbished to new or have refurbished parts?
 - a. No, Per pg. 53, Appendix A, Scope of Work (1.)(a.)(1.), The FORKLIFT offered shall be new and unused.
3. What is the serial number and model of the trade in Lift?

- a. Wiggins Marina Bull Model W220m2, Serial # 052032. It was delivered to our Marina on 6/2/05. The year built was 2005 and it has 6,619.0 hours on the machine.
4. Can we submit a substitute that meets the requirements?
 - a. Yes, Per pg. 13, IV. Proposal Evaluation Procedures (A.)(8.) OR EQUAL (PRODUCTS BY NAME), Specifications of products by name are intended to be descriptive of quality or workmanship, finish and performance. Desirable characteristics are not intended to be restrictive. Substitutions of products for those named will be considered provided the vendor certifies that the function, characteristics, performance and endurance qualities of the material offered is equal or superior to that specified.
 5. Can distributors submit a bid if a manufacturer submits a bid?
 - a. Yes, however, per pg. 13, IV. Proposal Evaluation Procedures (A.)(6.) DISQUALIFICATION OF VENDORS, Any one or more of the following causes may be considered as sufficient for the disqualification of a vendor and the rejection of its proposal or proposals:
 - More than one proposal for the same contract from an individual, firm, or corporation under the same or different names.
 - Evidence of collusion among vendors.
 - b. The State of Delaware will review each proposal to determine whether bids may be considered. We will state that it is not likely that two vendors will be awarded if they are offering the exact same model/brand equipment. Our goal is to award in the best interest of the State of Delaware and to the vendor that best meets the terms, conditions and specifications of the request for proposal. Bids are evaluated and scored to determine award.
 6. What is the physical address you have the trade-in model to be inspected? Also please provide the address you want the new forklift to be purchased or leased delivered to if different.
 - a. The address for both is 39415 Inlet Road, Rehoboth Beach, DE 19971.

7. What is the contact information for whoever is responsible for an onsite inspection of the trade-in model?
- Per pg. 56, Appendix A (f.)(4.), Inspection requests for the Division of Parks and Recreation current marina forklift are available by appointment only and must be completed PRIOR TO THE BID OPENING DATE.
 - To set up an appointment for review of the trade-in forklift, please contact:
 - Rebecca Lovin, rebecca.lovin@state.de.us or 302-739-9206
 - Only service and performance shall be reviewed during inspection. Discussion of the active Request for Proposal is prohibited.
8. Both existing forklifts at your facility have 13 ft. negative, but new spec is only asking for 12 ft. negative. Please confirm, will 12 ft. now work for you?
- We have done a review on the specification and have determined that **we are requesting 13 ft. negative. Please ensure all submissions are 13 ft.**
 - This Addendum amends Appendix A (c.)(3.) to read:

3. Lift Height: 32' Positive Lift and 13' Negative Lift

9. Item 5: "Carriage: Corrosive package to include galvanized forks, frame and chassis." Is this a typographical error, perhaps 2 lines were combined into one? Typical "carriage" specifications provide dimensions and type of fork mounting. Typical "corrosion packages" include galvanized forks, galvanized overhead guard frame (OHG), and galvanized carriage structure. A galvanized frame and chassis, if it is possible, would add many tens of thousands of dollars to the cost. I am not sure there is a galvanizing facility in the US with the capability to galvanize a frame this large and weighing many tons. Manufacturers of marina forklifts can use zinc-based primer coatings and undercoating to provide corrosion protection to the frame, mast, and chassis components.
- We have done a review on the specification and have determined that **we are requesting galvanized forks.** Other coatings on frame and chassis should be to industry standards or propriety to the manufacturer.
 - This Addendum amends Appendix A (c.)(5.) to read:

5. Carriage: Corrosive package to include galvanized forks. Frame and chassis shall be coated to industry standards or propriety to the manufacturer.

10. Can you tell me how much was spent on the purchasing or leasing of your two current model Forklifts in use? I am talking about the two (2) Wiggins Marina Bull model forklifts (22,000 & 23,000), how much did you spend on purchasing or leasing those? How old are they? Did you buy/lease them new or used?

- a. The State of Delaware shall not disclose purchase or lease cost of existing equipment as we don't feel that information is pertinent to this Request for Proposal or the trade-in value in today's market. We are looking for fair-market value of our trade-in lift.
- b. The current potential trade-in we have is a Wiggins Marina Bull Model W220m2 and it was built in 2005. It was purchased new.