



State of New Jersey

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June 1, 2020

To: All Interested Vendors {Bidders}

**Re: Bid Solicitation # 20DPP00538
T0213 - Rock Salt, Treated Salt and Solar Salt - Statewide**

~~Original Quote Submission Due Date: June 3, 2020 (2:00 p.m. Eastern Time)~~

Revised Quote Submission Due Date: June 12, 2020 (2:00 p.m. Eastern Time)

Bid Amendment #1

The following constitutes Bid Amendment # 1 to the above referenced Bid Solicitation:

- This Bid Amendment includes answers to questions; and
- Please note that for all additions, deletions, clarifications and modifications to Attachment 2, please refer to the Revised Attachment 2 entitled **“T0213 Revised Attachment Quasi-State Entities Locations and Commitment Totals 6.1.20”**
- Please note that for all additions, deletions, clarifications and modifications to the Bid Solicitation, please refer to the Revised Bid Solicitation entitled **“T0213 Revised Bid Solicitation 6.1.20”**
- Please note that for all additions, deletions, clarifications and modifications to the State-Supplied Price Sheets, please refer to the Revised State-Supplied Price Sheets entitled **“T0213 State Supplied Price Sheet Bagged Product 6.1.20”** and **“T0213 State Supplied Price Sheet Bulk Product 6.1.20”**

It is the sole responsibility of the Vendor {Bidder} to be knowledgeable of all of the additions, deletions, clarifications, and modifications to the Bid Solicitation and/or the New Jersey Standard Terms and Conditions relative to this Bid Solicitation as set forth in all Bid Amendments.

All other instructions, terms, and conditions of the Bid Solicitation shall remain the same.

Bid Solicitation # 20DPP00538
T0213 - Rock Salt, Treated Salt and Solar Salt - Statewide

Answers to Questions

Where applicable, each question references the appropriate Bid Solicitation section.

Note: This question has been paraphrased in the interest of readability and clarity.

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
1	Bid Solicitation Cover Page	Please be advised that the Quote submission date has been extended from Wednesday, June 3, 2020 2:00 PM (EST) to Friday, June 12, 2020 2:00 PM (EST).
2	The Entire Bid Solicitation	The following Sections have been revised to reflect the new Price Line numbering: • Section 1.1 Purpose and Intent • Section 3.4.6 Adjusting Delivery Locations • Section 4.4.5.2.1 State- Supplied Price Sheet Instructions – Bulk Product Only • Section 4.4.5.2.2 State- Supplied Price Sheet Instructions – Bagged Product Only • Section 4.4.5.4 Delivery Time and Cost • Section 6.6 Evaluation Criteria • Section 7.2 Final Blanket P.O. Award Please see revision to the Bid Solicitation entitled “T0213 Revised Bid Solicitation 6.1.20”
3	Hard Copy Quote Submissions	Q. Are hard copy Quote submissions acceptable? In light of the dangers posed by the COVID-19 virus outbreak and the declaration by the World Health Organization of a global pandemic and Governor Murphy Executive Orders (https://www.state.nj.us/infobank/eo/056murphy/approved/eo_archive.html) which declared both a Public Health Emergency and State of Emergency please be advised that <u>all Quotes shall be submitted electronically through NJSTART.</u> Vendors {Bidders} may refer to the “Vendor Registration” and “Submit a Quote” Quick Reference Guides for instructions on how to enroll in NJSTART and how to submit an electronic Quote through NJSTART. The Quick Reference Guide entitled “Submit a Quote” is available here: https://www.state.nj.us/treasury/purchase/njstart/pdf/Create-a-Quote.pdf. Additionally, to ensure that you have properly submitted the required documents you may also review the Quick Reference Guide entitled “How to Review a Submitted Quote” which is available here: https://www.state.nj.us/treasury/purchase/njstart/pdf/HowtoReviewaSubmittedQuote.pdf. Answers to Frequently asked Questions and all Quick Reference Guides are located on the NJSTART Vendor Support Page. If further assistance is needed, please email NJSTART Vendor Administration Team at: njstart@treas.nj.gov. Please see revisions to the following Bid Solicitation sections:

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
		• Cover Sheet • 1.3.2 Submission of Quotes • 1.4.7.1 Quote Withdrawal Prior to Quote Opening • 1.4.7.2 Quote Withdrawal After Quote Opening, But Prior to Blanket P.O. Award • 1.4.11 Electronic Signatures • 4.2 Quote Delivery and Identification • 4.3 NJSTART Electronic Submission • 4.3.1 NJSTART Submission of Quote • 4.3.2 Hard Copy Submission • 4.4 Quote Content • 4.4.1 Forms, Registrations and Certifications Required with the Quote Please see revision to the Bid Solicitation entitled “T0213 Revised Bid Solicitation 6.1.20”
4	1.1 Purpose and Intent	Q. There are primary and secondary awards. Can you bid to be a primary only? A. No. Pursuant to Section 4.1, “Vendor {Bidder} proposed terms or conditions that conflict with those contained in the Bid Solicitation, as defined in Section 2.0 of this Bid Solicitation, or that diminish the State’s rights under any Blanket P.O. resulting from the Bid Solicitation, may render a Quote non-responsive.” Please see revised Section 6.6 for an explanation of how the price lines will be awarded to the primary and secondary vendors. Please see revision to the Bid Solicitation entitled “T0213 Revised Bid Solicitation 6.1.20”
5	1.4.9 Reciprocity For Jurisdictional Preference	Q. Can this section be clarified as it relates to the Vendor’s {Contractor’s} state of operation? A. It is unclear exactly what clarification is being sought. Vendors {Bidders} should consult the lists identified in Section 1.4.9 or review their state’s procurement laws for information regarding which states have an in-state preference.
6	3.3.1.2 Vendor {Contractor} General Requirements	Q. Should the contact info for the 2 Customer Service Representatives be submitted with the Quote or Blanket P.O. award? A. As a Vendor {Contractor} requirement, this information shall be provided to the Using Agency after Blanket P.O. award.
7	3.3.1.7 Vendor {Contractor} General Requirements	Q. Should the contact info for the key operational people be submitted with the Quote or upon Blanket P.O. award? A. As a Vendor {Contractor} requirement, this information shall be provided to the Using Agency after Blanket P.O. award.
8	3.3.5.2 Source Supply and Quality Requirement	Q. Can the statement 'Written approval will be provided within 24 hours of verbal approval' be explained? A. This section has been deleted.

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
		Additionally, please see revisions to Section 3.5.1 General Delivery Requirements – All Using Agencies and Section 3.5.3 Emergency Delivery, of the Bid Solicitation entitled “ T0213 Revised Bid Solicitation 6.1.20 ”
9	3.3.5.2 and 3.3.5.3 Source Supply and Quality Requirement	Q. Does this mean that for every order placed by a Using Agency, the Vendor must get written approval for the product? Despite bidding and certifying as to the specs of the product? A. These sections have been deleted. Please see revision to the Bid Solicitation entitled “T0213 Revised Bid Solicitation 6.1.20”
10	3.3.5.5 Source Supply and Quality Requirement	Q. The bid states "within twelve (12) hours of receipt of a new shipment, the Vendor {Contractor} shall notify the designated Using Agency representative with the product information, including, but not limited to, brand, size, quantity, location, etc." What does "new shipment" refer to? A. This section has been deleted. Please see revision to the Bid Solicitation entitled “T0213 Revised Bid Solicitation 6.1.20”
11	3.4.2.3 Using Agency & Vendor {Contractor} Minimum/Maximum Obligations	Q. The bid states that minimums apply only to primary Vendor {Contractor}. Do maximums apply to both primary and secondary Vendors {Contractors}? A. Yes. Maximum order amounts apply to the primary Vendor {Contractor} and secondary Vendor {Contractor}.
12	3.5.1 General Delivery Requirements - All Using Agencies	Q. Can a verbal order be accepted? A. Yes. A verbal order may be accepted from a designated Using Agency representative and will be followed by written confirmation with 24 hours. Please see revision to the Bid Solicitation entitled “T0213 Revised Bid Solicitation 6.1.20”
13	3.5.1.9 General Delivery Requirements - All Using Agencies	Q. Does this section apply to all Using Agencies or only State Agencies? A. This section applies to all Using Agencies. Please see revision to the Bid Solicitation entitled “T0213 Revised Bid Solicitation 6.1.20”
14	3.5.3 Emergency Delivery	Q. Can a verbal order be accepted? A. Yes. A verbal order may be accepted from a designated Using Agency representative and will be followed by written confirmation with 24 hours. Please see revision to the Bid Solicitation entitled “T0213 Revised Bid Solicitation 6.1.20”
15	4.4.1.3 Subcontractor Utilization Plan	Q. Did not see subcontracting set aside goals in the bid documents-are there goals? A. No. This procurement is not designated as a Small Business Set-Aside.

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
16	4.4.4 Financial Capability of the Vendor {Bidder}	Q. I am a privately held company that does not want to disclose financial information. Will not providing financial information make my Quote non-responsive? A. As per Bid Solicitation Section 4.4.4, <u>Financial Capability of the Vendor {Bidder}</u>, the Vendor {Bidder} <i>“should provide sufficient financial information to enable the State to assess the financial strength and creditworthiness of the Vendor {Bidder} and its ability to undertake and successfully complete the Blanket P.O. In order to provide the State with the ability to evaluate the Vendor’s {Bidder’s} financial capacity and capability to undertake and successfully complete the Blanket P.O., the Vendor {Bidder} should submit the following:</i> A. <i>For publicly traded companies the Vendor {Bidder} should provide copies or the electronic location of the annual reports filed for the two most recent years.</i> B. <i>For privately held companies the Vendor {Bidder} should provide the certified financial statement (audited or reviewed) in accordance with applicable standards by an independent Certified Public Accountant which include a balance sheet, income statement, and statement of cash flow, and all applicable notes for the most recent calendar year or the Vendor’s {Bidder’s} most recent fiscal year.</i> <i>If the information is not supplied with the Quote, the State may still require the Vendor {Bidder} to submit it. If the Vendor {Bidder} fails to comply with the request within seven (7) business days, the State may deem the Quote non-responsive.”</i> Note however, that a Vendor {Bidder} may provide alternative information including, but not limited to, evidence of the Vendor’s {Bidder’s} current contracts of similar size and scope for like goods and/or services and information regarding the Vendor’s {Bidder’s} presence, footprint and market share in the industry(ies) relevant to the subject Bid Solicitation that provide the State with the ability to evaluate the Vendor’s {Bidder’s} capacity and capability to undertake and successfully complete the Blanket P.O. Q. If I were to submit financial information to the State, would it be deemed confidential (not subject to the Open Public Records Act? A. As per Bid Solicitation Section 4.4.4, <u>Financial Capability of the Vendor {Bidder}</u>, the Vendor {Bidder} <i>“may designate specific financial information as not subject to disclosure when the Vendor {Bidder} has a good faith legal/factual basis for such assertion. A Vendor {Bidder} may submit specific financial documents in a separate, sealed package clearly marked “Confidential-Financial Information” along with the Quote.</i> <i>The State reserves the right to make the determination to accept the assertion and shall so advise the Vendor {Bidder}.</i>
17	Standard Terms and Conditions 5.4 State's Option to Reduce Scope of Work	Q. Would the reduction request and evaluation, if the Vendor {Contractor} is not in agreement with the Director's adjustment, be done prior to contract award? A. No. This section applies to changes made after the contract has been awarded.

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
		Q. If not, how would it be done? A. The State would notify the Vendor {Contractor} by letter that the Scope of Work was being reduced. The details of the reduction would be included in the letter based upon the facts dictating the reduction.
18	Standard Terms and Conditions 6.3 Payment to Vendors, Item B	Q. State of New Jersey, will you accept bill of lading at time of delivery? A. Yes. Additionally, please refer to revised Bid Solicitation Section 5.16 Modification and Changes To The State Of NJ Standard Terms and Conditions (SSTC) for revised language replacing Bid Solicitation Section 6.3.B. Please see revision to the Bid Solicitation entitled “T0213 Revised Bid Solicitation 6.1.20”
19	Bag Product Quantity Per Delivery	Q. I don't see quantities for the bag product? A. Quantity information for Bagged Product is not provided in this Bid Solicitation. The Bid Solicitation includes quantities for Bulk Product only, as requested by Using Agencies that have submitted commitment totals. Q. Should the pricing be based on full truck load, half truck load or single pallet per delivery location? I believe the previous bid for the bag product wanted a price for half truckload delivery and full truck load delivery. A. As per Bid Solicitation Section 4.4.5.2.2 and the State-Supplied Price Sheet entitled “T0213 State Supplied Price Sheet Bagged Product 6.1.20”, pricing shall be offered on a price per bag basis. Bid Solicitation Section 3.4.4.2, has been revised to read: <i>When placing orders for bagged product the Using Agency shall order no less than one (1) full truck load, ranging from sixteen (16) to nineteen (19) pallets or half truck load ranging from seven (7) to ten (10) pallets.</i> Bid Solicitation Section 3.4.4.3, has been revised to read: <i>The Vendor {Contractor}, at its discretion, may refuse to deliver any order placed for less than one half (1/2) full truck load, as per Bid Solicitation Section 3.4.4.2.</i> Please see revision to the Bid Solicitation entitled “T0213 Revised Bid Solicitation 6.1.20” Q. Is it to be delivered on a flatbed truck or closed van? A. The means of delivery are at the Vendor's {Contractor's} discretion. However, the Vendor {Contractor} shall meet the delivery requirements as specified in Bid Solicitation Section 3.5.1 and Bid Solicitation Section 4.4.5.4 Q. If it's a closed van does it require a liftgate and pallet jack? A. As per Bid Solicitation Section 4.4.5.4, A.R.O/F.O.B. pricing “does include delivery on the receiving platform of the Using Agency”. It is the Vendor's {Contractor's} responsibility to ensure adequate equipment is provided by the Vendor {Contractor} to meet this requirement.

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
20	Attachment 2: Quasi State Entities	Is the delivery location of George Washington Bridge Maintenance Tolls Parking Lot Central Road Fort Lee, NJ 07024 intended to be on the document twice? A No. Please see revision to the Bid Solicitation entitled “T0213 Revised Bid Solicitation 6.1.20” Please see revision to the Attachment entitled “T0213 Revised Attachment Quasi-State Entities Locations and Commitment Totals 6.1.20”
21	State Supplied Price Sheet Bulk Product	The following revisions have been made to the State Supplied Price Sheet Bulk Product: A. Price Line 92 “South Jersey Transportation Authority, as per Attachment 2 Quasi-State Agencies Locations and Commitment Totals” has been removed. B. The following price lines have been added: • Price Line 92 8125 Martin Terrace, Pleasantville, NJ 08232, as per Attachment 2 Quasi-State Agencies Locations and Commitment Totals • Price Line 93 465 Old Erial Road, Sicklerville, NJ 08081, as per Attachment 2 Quasi-State Agencies Locations and Commitment Totals • Price Line 94 Trooper Lane, Hammonton, NJ 08037, as per Attachment 2 Quasi-State Agencies Locations and Commitment Totals C. The total number of price lines has been revised from “132” to “134”. D. All price lines after price line 91 (92 -134) have been re-numbered. Please see revision to the State Supplied Price Sheet entitled “T0213 State Supplied Price Sheet Bulk Product 6.1.20”
22	State Supplied Price Sheet Bagged Product	The following revisions have been made to the State Supplied Price Sheet Bulk Product: A. Price Line 92 “South Jersey Transportation Authority, as per Attachment 2 Quasi-State Agencies Locations and Commitment Totals” has been removed. B. The following Price Lines have been added: • Price Line 92 8125 Martin Terrace, Pleasantville, NJ 08232, as per Attachment 2 Quasi-State Agencies Locations and Commitment Totals • Price Line 93 465 Old Erial Road, Sicklerville, NJ 08081, as per Attachment 2 Quasi-State Agencies Locations and Commitment Totals • Price Line 94 Trooper Lane, Hammonton, NJ 08037, as per Attachment 2 Quasi-State Agencies Locations and Commitment Totals C. The total number of price lines has been revised from “131” to “133”.

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
		D. All price lines after price line 91 (92 -133) have been re-numbered. Please see revision to the State Supplied Price Sheet entitled “T0213 State Supplied Price Sheet Bagged Product 6.1.20”