# Solicitation Amendment 1

00816 - Trailers

This document is posted to capture the questions received during the Pre-Bid for 00816, Trailers and changes to the solicitation.

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Q: Delivery is to be included in bid pricing?

A: After considering the question and discussions with both Vendors and Customers present it was decided to incorporate all delivery fees into the bid pricing. Delivery will be FOB Destination.

Q: What is the New Vehicle Template on Exhibit B – Good/Service Specifications?

A: The State of Washington utilizes the Contract Automobile Request System (C.A.R.S.) for some contracts to facilitate the display, quoting, and purchase requests for some commodities. This system was in consideration for adoption of this contract. After discussions with vendors present it was decided that this requirement will be waived in lieu of having vendors provide a link to an online catalog of products with list pricing. One of the benefits to the C.A.R.S. program is providing the state with real time data on items and options being purchased on the contract.

Vendors suggested that an alternative would be a report created and provided by the vendors identifying the sales on the contract complete with model/item numbers, options, customer name and contact info, and other similar information as requested by the state. The state finds this acceptable however the state reserves the right to implement the C.A.R.S. requirement in the future unilaterally if in the best interest of the state.

Q: What about other types of trailers? What can be bid?

A: The state requires a wide variety of trailers to complete the missions of entities. The “discount off list price” method of this solicitation will make an award to 1 vendor per manufacture. This type of award will incorporate all products produced by that manufacturer.

Q: Our manufacture doesn’t have a MSRP price list. Only a cost list. How do we bid that?

A: The state requests a price list that is used by the vendor for all sales to their customers along with the multiplier that the state will pay if awarded. If the list is a MSRP list it is assumed that the multiplier will be a percentage off list price. If the list is a cost list. Then it is assumed that the multiplier will be a cost plus model. Remember that any price listing you provide the state will be subject to public disclosure and will be posted on the state contract website for public/customer consumption. Marking bid pricing as confidential is not allowed and will not be honored.

Questions or responses included in this document require changes to the solicitation document. The solicitation document has been updated and all changes are highlighted in yellow. Failure to utilize the updated documents provided below may result in bid rejection.

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| **Exhibit B Specifications (pg 14)**  Updated to identify vendor responsibility to develop and maintain online catalog/pricing as well as reporting requirements.  **Exhibit C Bid Price (pg 15)**  Updated to identify Bid Pricing shall be FOB Destination. |  |

Any additional questions regarding this solicitation must be directed to

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