



State of New Jersey

PHILIP D. MURPHY
Governor

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
PROCUREMENT BUREAU
33 WEST STATE STREET
P. O. BOX 230
TRENTON, NEW JERSEY 08625-0230
<https://www.njstart.gov>

ELIZABETH MAHER MUOIO
State Treasurer

SHEILA Y. OLIVER
Lt. Governor

MAURICE A. GRIFFIN
Acting Director

November 08, 2019

To: All Interested Vendors {Bidders}

**Re: Bid Solicitation # 20DPP00478
T-2789 Bucket Truck, 19,500 lb. GVWR Crew Cab & Chassis, DRW, 4WD with Service Body,
Minimum 42 Foot Working Height Insulated Rear Stowing Aerial Basket & Accessories**

~~**Quote Submission Due Date: November 13, 2019 (2:00 p.m. Eastern Time)**~~

Revised Quote Submission Due Date: November 22, 2019 (2:00 pm Eastern Time)

Bid Amendment # 3

The following constitutes Bid Amendment # 3 to the above referenced Bid Solicitation:

- This Bid Amendment includes answers to questions
- Please note that for all additions, deletions, clarifications and modifications to the Bid Solicitation, please refer to the Revised Bid Solicitation entitled "T2789 Revised Bid Solicitation 11.08.19."
- Please note that for all additions, deletions, clarifications and modifications to the State Supplied Price Sheet, please refer to the Revised State Supplied Price Sheet entitled "T2789 Revised State Supplied Price Sheet 11.08.19."
- Please note that the Vendor {Bidder} shall submit a manufacturer's published list of options, compatible with the Unit offered for the service body and aerial lift, with corresponding pricing for each Unit bid with its Quote. FAILURE TO PROVIDE THESE DOCUMENTS WITH YOUR QUOTE SHALL RENDER YOUR QUOTE NON-RESPONSIVE.
- Please note that the Vendor {Bidder} shall submit manufacturer's specification sheets for all Units offered with its Quote. The specification sheets must document that its product bid meets or exceeds the requirements of the Bid Solicitation specifications. FAILURE TO PROVIDE THESE DOCUMENTS WITH YOUR QUOTE SHALL RENDER YOUR QUOTE NON-RESPONSIVE.

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 #20DPP00478
T2789**

Answers to Questions

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

#	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, November 13, 2019 2:00 PM (EST) to Friday, November 22, 2019 2:00 PM (EST).
2	1.2 Background	The following revisions have been made to Bid Solicitation Section 1.2: Bid Solicitation Section 1.2 has been revised as follows: <i>“Notable changes include, but are not limited to:</i> 4.4.3.3 Manufacturer's Published List of Options/Price List <i>The Vendor {Bidder} shall submit a manufacturer's published list of options, compatible with the Unit offered for the service body and aerial lift, with corresponding pricing for each Unit bid with its Quote.</i> 4.4.3.4 Product Literature/Manufacturer's Specifications <i>The Vendor {Bidder} shall submit manufacturer's specification sheets for all Units offered with its Quote. All submittals should be properly labeled, showing the Vendor's {Bidder's} name and Quote number.”</i> The following language has been deleted from Bid Solicitation Section 1.2: <i>"Section 4.4.3 Submittals</i> <i>The Vendor {Bidder} shall submit with its Quote a manufacturer's certification confirming that all items offered in response to this Bid Solicitation conform to the requirements set forth in Section 3.0 of this Bid Solicitation.</i> <i>Manufacturer's certification shall be submitted on company letterhead and signed by an officer of the company.”</i> Please see revision to the Bid Solicitation entitled “T2789 Revised Bid Solicitation 11.08.19.”
3	3.4.2 Vehicle Manufacturer's Options	The following revision has been made to Bid Solicitation Section 3.4.2: <i>“Note: Upon Blanket P.O. award, the State intends to upload the vehicle manufacturer's published options for the chassis bid utilizing a third party database. The vehicle manufacturer's chassis options for the make, model and model year bid will be based on the vehicle manufacturers MSRP pricing. As such, the Vendors {Contractor's} discount awarded on Price Line 2 will be applied to the vehicle manufacturers MSRP pricing.”</i>

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
		Please see revision to the Bid Solicitation entitled "T2789 Revised Bid Solicitation 11.08.19."
4	4.4.3 Submittals	The following language has been deleted from Bid Solicitation Section 4.4.3: • <u>" Specification Conformance:</u> ○ <i>The Vendor {Bidder} shall submit with its Quote a manufacturer's certification confirming that all items offered in response to this Bid Solicitation conform to the requirements set forth in Section 3.0 of this Bid Solicitation.</i> ○ <i>Manufacturer's certification shall be submitted on company letterhead and signed by an officer of the company."</i> Please see revision to the Bid Solicitation entitled "T2789 Revised Bid Solicitation 11.08.19."
5	4.4.3.3 Manufacturer's Published List Of Options/Price List	The following revisions have been made to Bid Solicitation Section 4.4.3.3: 1. Bid Solicitation Section 4.4.3.3 has been revised as follows: <i>"The Vendor {Bidder} shall submit a manufacturer's published list of options, compatible with the Unit offered for the service body and aerial lift, with corresponding pricing for each Unit bid with its Quote.</i> 2. The following language has been deleted from Bid Solicitation Section 4.4.3.3: <i>"If a Vendor {Bidder} does not provide the manufacturer's published list of options with corresponding pricing for the price line item(s) bid with its Quote, the State reserves the right to request such information from the Vendor {Bidder}. The Vendor {Bidder} must respond to such request by providing all requested information within forty-eight (48) hours. If the information requested is not received within forty-eight (48) hours, the Quote may be rejected.</i> <i>In the event that the manufacturer's published list of options, compatible with the Unit offered, with corresponding pricing for each Unit bid are not provided with a Vendor's {Bidder's} Quote, the Vendor {Bidder} shall also provide a manufacturer's certification confirming that all manufacturer's published options, compatible with the Unit offered, with corresponding pricing provided for the items offered in response to this Bid Solicitation are/were valid and accurate at the time of Quote opening. Vendor {Bidder} must provide the certification within 48 hours following a written request from the State.</i> <i>Manufacturer's certification shall be submitted on company letterhead and signed by an officer of the company."</i> Please see revision to the Bid Solicitation entitled "T2789 Revised Bid Solicitation 11.08.19."
6	4.4.3.4 Product Literature/ Manufacturer's Specification	The following revisions have been made to Bid Solicitation Section 4.4.3.4: 1. Bid Solicitation Section 4.4.3.4 has been revised as follows:

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
		<i>"The Vendor {Bidder} shall submit manufacturer's specification sheets for all Units offered with its Quote. All submittals should be properly labeled, showing the Vendor's {Bidder's} name and Quote number."</i> 2. The following language has been deleted from Bid Solicitation Section 4.4.3.4: <i>"If a Vendor {Bidder} does not provide the manufacturer's specifications sheet for all Units offered with its Quote, the State reserves the right to request such information from the Vendor {Bidder}. The Vendor {Bidder} must respond to such request by providing all requested information within forty-eight (48) hours. If the information requested is not received within forty-eight (48) hours, the Quote may be rejected."</i> <i>In the event that the manufacturer's specification sheets for all Units offered are not provided with a Vendor's {Bidder's} Quote, the Vendor {Bidder} shall also provide a manufacturer's certification confirming that all manufacturer's specification sheets for all Units offered in response to this Bid Solicitation are/were valid and accurate at the time of Quote opening. Vendor {Bidder} must provide the certification within 48 hours following a written request from the State."</i> <i>Manufacturer's certification shall be submitted on company letterhead and signed by an officer of the company."</i> Please see revision to the Bid Solicitation entitled "T2789 Revised Bid Solicitation 11.08.19."
7	4.4.5.2 State-Supplied Price Sheet	The following revisions have been made to Bid Solicitation Section 4.4.5.2: <i>"Step 3 – For price line two (2), the Vendor {Bidder} shall insert a firm, fixed percentage discount only in the column entitled "Unit Price" on the State-Supplied Price Sheet."</i> <i>Note: Upon Blanket P.O. award, the State intends to upload the vehicle manufacturer's published options for the chassis bid utilizing a third party database. The vehicle manufacturer's chassis options for the make, model and model year bid will be based on the vehicle manufacturers MSRP pricing. As such, the Vendors {Bidders} discount offered on Price Line 2 will be applied to the vehicle manufacturers MSRP pricing."</i> <i>For price lines four (4), and six (6), the Vendor {Bidder} shall insert a firm, fixed percentage discount or markup in the column entitled "Unit Price" on the State-Supplied Price Sheet."</i> <i>A Vendor's {Bidder's} entry in the "Unit Price" for price lines price lines two (2), four (4), and six (6) shall be considered a percentage (%). For example, an entry of "50" shall be considered "50%" and that of "0.50" shall be considered "0.50%". If a Vendor {Bidder} leaves the "Unit Price" column blank on price line 2, it shall be considered that the Vendor {Bidder} provided no Quote for that price line item. A series or a range of discounts or markups or fixed prices (firm dollar amount) on price lines \ price lines two (2), four (4), and six (6) shall not be acceptable, and shall result in rejection of the Quote for that price line and the Group that price line item is part of."</i>

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
		<i>The Vendor {Bidder} is permitted to bid a % markup (by entering "+5%" or "5% markup", for example) on the manufacturers options price list in the "Unit Price" column on price line / price lines four (4) and six (6).</i> <i>If a Vendor {Bidder} fails to insert the "+" or term "markup" on the price line, the State will assume that the percentage offered is a discount.</i> <i>The NJSTART system is able to accept Unit Prices containing up to two (2) decimal places to the right of the decimal point. Unit Prices may be offered on the State-supplied Price Sheet up to two (2) decimal places to the right of the decimal point. Price Sheet formatting will automatically round Unit Prices containing more than two (2) decimal places to the right of the decimal point so as not to exceed this limit. The State will only consider pricing offered up to two (2) decimal places to the right of the decimal point and will not round any figures beyond two (2) decimal places to the right of the decimal point."</i> Please see revision to the Bid Solicitation entitled "T2789 Revised Bid Solicitation 11.08.19."
8	4.4.5.7 Price List And/Or Catalog Pricing	The following revision has been made to Bid Solicitation Section 4.4.5.7: <i>"The Vendor's {Bidder's} signature guarantees that prices set forth within the applicable manufacturer's preprinted price lists and/or catalogs will govern for the period of the Blanket P.O. or, for chassis only, until the vehicle manufacturer updates its model year and issues a new options price list. By signature, the Vendor {Bidder} also acknowledges that any reference to conditions or provisions affecting the Quote pricing as entered for the Bid Solicitation price lines, including, but not limited to, minimum orders, order threshold charges, service charges, price escalation clauses, FOB shipping point limitations, and shipping charges, contained in the preprinted price lists, catalogs, and/or literature, is not a condition or provision of its Quote and will not be part of any Blanket P.O. awarded as a result of this Bid Solicitation."</i> Please see revision to the State-Supplied Price Sheet entitled "T2789 Revised State Supplied Price Sheet 11.08.19."
9	State Supplied Price Sheet	The following revisions have been made to Bid Solicitation the State-Supplied Price Sheet: 1. Price line 2 on the State-Supplied Price Sheet has been revised as follows: <i>"Vehicle Manufacturer's Options Discount, as specified in Section 3.4.2 of the Bid Solicitation."</i> 2. The State-Supplied Price Sheet has been revised as follows: <i>"Upon Blanket P.O. award, the State intends to upload the vehicle manufacturer's published options for the chassis bid utilizing a third party database. The vehicle manufacturer's chassis options for the make, model and model year bid will be based on the vehicle manufacturers MSRP pricing. As such, the Vendors {Bidders} discount offered on Price Line 2 will be applied to the vehicle manufacturers MSRP pricing."</i>

#	Bid Solicitation Section Reference	Question (Bolded) and Answer
		3.The following language has been deleted from the State-Supplied Price Sheet: <i>“NOTE: The Vendor {Bidder} shall submit with its Quote a manufacturer’s certification confirming that all items offered in response to this Bid Solicitation conform to the requirements set forth in Section 3.0 of this Bid Solicitation. Manufacturer’s certification shall be submitted on company letterhead and signed by an officer of the company.”</i> Please see revision to the State-Supplied Price Sheet entitled “T2789 Revised State Supplied Price Sheet 11.08.19.”