



State of New Jersey

DEPARTMENT OF TRANSPORTATION
P.O. Box 600
Trenton, New Jersey 08625-0600

PHIL MURPHY
Governor

DIANE GUTIERREZ -SCACCETTI
Commissioner

SHEILA Y. OLIVER
Lt. Governor

Date: September 1, 2020

To: All Interested Bidders

Re: **Snow Plowing & Spreading Waiver**

Proposal Submission Due Date: **Tuesday, September 8, 2020 @ 10:00am**

ADDENDUM #4

The following constitutes Addendum #4 to the above referenced solicitation. This addendum is divided into the following parts:

Part 1: Answers to questions.

Part 2: Clarifications to the RFQ

It is the sole responsibility of the bidder to be knowledgeable of all of the additions, deletions, clarifications and modifications to the RFQ and/or the New Jersey Standard Terms and Conditions relative to this solicitation as set forth in all addenda.

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

PART 1

Snow Plowing & Spreading Waiver

Answers to Questions

Note: Some of the questions have been paraphrased in the interest of readability and clarity. Each question is referenced by the appropriate solicitation page number(s) and section where applicable.

1. Why is the DOT entertaining additional bids for 2020, when the phase 1 bids for 2020 salt spreading and Snowplowing prices are extremely higher than the 2018 contract still in place? Now that this is known, why are they attempting to award the 2020 phase 1 contract when clearly it is not in the best interest for the DOT or the taxpayers of the state of New Jersey? Please explain

The specifications, scope of work and pricing of the 2018 contract and the 2020 are very different, which reflects the difference in price. This waiver uses the new 2020 specifications and it is for specific open areas (# of areas see the specification) that were not awarded under the Division of Purchase and Property publicly advertised bid.

- 1a. The DOT still has a 2018 contract in place which was extended and the prices Are more advantageous to the state and the taxpayers of New Jersey with this contract. Mr. Centrofante has referenced on numerous occasions that the DOT would do what is best for the state of New Jersey based on price and it is also written all over the specifications for this bid! Please refer to his letter of August 18, 2020 Which It is now clear the phase 1 2020's bid is much higher than the existing prices for the 2018 contract that is still in place! Why is the state contemplating on spending Ridiculous more money for the same services that can be completed for the 2018 prices much cheaper and with competent/responsible contractors? Please explain

The extension options under the 2018 contracts expired and the State must rebid the contract.

2. It appears the state is looking at tens of millions dollars if phase 1 2020 bids alone are awarded (if the contract is performed for (3) years and an additional 2year extensions are granted it will be a lot more based on the prices that were submitted! why would the DOT do this when they have a 2018 contract that has three one year extensions and the pricing is much more advantageous to the DOT ,the state and the taxpayers of New Jersey Taxpayers should not have to bare the burden with these much higher prices/costs for phase 1 2020 bid? Will this be the case for phase 2, 2020? Please explain

This waiver uses the 2020 specifications and it is for specific open areas (# of areas see the specification) that were not awarded under the Division of Purchase and Property publicly advertised bid and will coincide with the 3 year award period of Division of Purchase and Property publicly advertised bid.

Any extensions period will also coincide with the award made by the Division of Purchase and Property publicly advertised bid.

3. Why didn't the DOT extend the contract 2018 when the contract for 1 full year when it was more favorable and advantageous to the DOT And the taxpayers of New Jersey? Please explain

The extension options under the 2018 contracts expired and the State must rebid the contract.

The specifications, scope of work and pricing of the 2018 contract and the 2020 are very different, which reflects the difference in price. This waiver uses the 2020 specifications and it is for specific open areas (# of areas see the specification) that were not awarded under the Division of Purchase and Property publicly advertised bid.

4. During 2020 phase1 preconstruction meeting for bids more than 109 questions from different contractors were asked and it was made clear and emphatic by numerous contractors that the base prices for this bid would be much higher upon submission and it seems that the state and the DOT were ignoring what has now become factual and reality in that the prices bid are much more expensive to complete the plowing and salting. These prices as evidenced in Kristopher Centrofonte letter of August 18, 2020 in which he has allowed {Redacted} Trucking, {Redacted} Trucking out of there submissions who obviously didn't take into account the deployment and as referenced in Mr. Centofrae's August, 18 2020 letter is now moving on to other contractors when the fact of the matter is that the prices for the next award of contractors for phase1 bids are 30%-100% higher than compared to the contractors now being recommended for award in the same letter. Why is the DOT spending all this additional money for the same project that can be completed by the 2018 contractors at a much less cost to the state and the taxpayers of New Jersey! All they had to do was extend the contract one year at a time for the next three years and save a ton of money. Why wasn't this done?

The extension options under the 2018 contracts expired and the State must rebid the contract.

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

5. What is the procurement specialist role in awarding these contracts, is there any other input from other personnel with the DOT or other agencies from the state with regards to input of these bids. If there is other personnel involved can we have the names, emails and contact information.

You followed the correct procedure for contacting the NJDOT concerning this Waiver Advertisement.

6. What was/is the intent/purpose of having the deployment to pay half price in these 2020 bids supposed to do?

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

- 6a. Why is the seasonal minimum of \$1500 per truck, change of truck blades, And no hook up or detach fees eliminated from the 2020 contract. It appears these numbers were factored also in the high bid prices submitted for phase 1, 2020. What was the intent/purpose to do this? How would it benefit the state DOT?

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

7. Who made the recommendation to award phase 1, 2020 bids? And are the upper management at the DOT made aware that these bids will be costing DOT and the state of New Jersey taxpayers tens of millions of dollars more, when they have a contract in place for 2018 that saves that money and is advantageous to the state and the taxpayers of New Jersey? Why isn't this being done when it is clearly in the best interests of the DOT in the state of New Jersey tax payers to extend the 2018 contract for the next three years because it is in their best interests. As indicated on numerous occasions Mr. Centofrante continually talks about how the DOT will do what's best for the state. It is not in the State's best interest to award these 2020 contracts? Why is the DOT attempting to move forward when they already have a better deal in place with the 2018 contracts? Please explain

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

8. How is it that foreign contractors keep getting awarded contracts when the state supervisors at each yard have nothing but problems with their performance?

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

9. 3.3 of your specification states that all contractors shall have good communication skills with the state supervisors. It is well known that foreign company's drivers and supervisors do not speak English and cannot take direction, which can be verified by your state supervisors at the different locations and yards. It is our understanding that many MT 55s have been processed against these contractors, why does the state continue to award sections to them, when it is not financially favorable to the state? It has been our experience that these contractors have followed our trucks back to our yard on numerous occasions and I personally had to deal with them. I would try to talk to them and they would hand me their phones and say talk to Boss, are these the type of contractors the state of New Jersey wants working for them that are inefficient and cost the state additional money because companies like ours have to go back and go over the work because we are requested by your supervisors to do this because they can't follow directions. Why is the State keep entertaining their bids when there is nothing but chaos with their unqualified performances and the state has the back-up reports to disqualify contractors like this? Please explain

NJDOT is unaware that any foreign contractors received awards in 2018 or under Bid Solicitation 20DPP00525.

10. Why does the state keep awarding contracts to a contractor who in 2016 2017 abandoned their sections in the middle of the winter and had companies like ours Step in To cover these routes, but then in 2020 the same contractor is being recommended for an another contract? Please explain

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

11. Why does the state put out a specification which outlines all the rules and regulations but does not follow these guidelines strictly? Please explain

The guidelines of the waiver process is established by the Division of Purchase and Property and will be strictly followed.

12. Has the state vetted contractors that have numerous sections? If so what was asked of them to provide? When we were awarded all our sections we were told to produce registrations within 24 hours for all the sections that we were low bid on or risk losing them, were these ultimatums put on these contractors to supply this information immediately within 24 hours that have multiple low bids for phase 1 2020? If so please explain what the details that were requested?

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

13. In the preconstruction notes there were 109 questions asked in phase 1 2020's contract, numerous contractors reiterated And inquired why is the state putting the deployment in the contract for half price, when this is going to do nothing but drive higher prices from the contractors in their submission of bids? It has now become a fact that the prices submitted for phase 1, 2020 are much higher and I cannot understand how the state DOT is considering moving forward when it's going to cost a lot more money. The DOT has a fiduciary duty to do what is best for the state of New Jersey and the taxpayers. Clearly this is not the case and Mr. Centrofante has made it very clear as well as in the specifications that the state will do what is best interest for the state DO. Again clearly this is not the case when comparing the 2018 bid prices in 2020 prices submitted. Why are they doing this?

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

14. Who made the recommendation to award phase 1, 2020 contract and what was the award based on?

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

15. Is there upper management at the DOT aware/involved with the situations/oversight with these bids and have they approved this process Or had any say? Is there any documentation that we can have that either supports or denies this process from anyone in the DOT management?

NJDOT upper management is aware of this waiver as a supplement to the original bid awarded by the Division of Purchase and Property.

16. Have upper management at the DOT seen Mr. Centrofante's letter of August 18, 2020? And if so did they make any kind of evaluation or comparisons with the 2018 prices under contract and the 2020 phase 1 bids submitted? If so can we get any documents of any determinations/recommendation made by upper management?

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

17. It seems as though the process for these bids is non-transparent as It is very tough to get any answers or direction of what is happening with these bids? Mr. Centrofante had sent out an email basically telling all contractors not to communicate with anyone from the state and vice versus for state employees, why?

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

18. Why is it that Mr Centrofante and his letter of August 18, 2020 gives only (3) days to protest anything in that letter. He Also did this when phase 1, 2020 bid results were released And gave only (7)days to protest that bid? Since contractors do not have access to the bid at the time they are opened it's impossible to meet these deadlines. When in fact we asked for copies we were told that they couldn't release anything because the bids were under review. In order to Oprah Request this information, that office said they have (7) days to release the information, therefore it's impossible to protest the bid for phase 1, 2020 in time frame allotted because we do not have the information to look and see what we can protest, it seems like this is just a way for the state to move forward without having to deal with any kind of protest of the documents? Why was there inadequate time being given When it is virtually impossible to protest anything? Please explain

NJDOT is unable to answer questions specific to Bid Solicitation 20DPP00525 and outside the scope of this Waiver Advertisement. Questions specific to Bid Solicitation 20DPP00525 should be directed to the Division of Purchase & Property.

19. Now that it is clear that the 2020 phase 1 prices have come in much higher than the 2018 contract in place, is the state considering extending the 2018 contract that is more advantageous to the DOT and the taxpayers of New Jersey or was it never a thought to consider these prices? Please explain why or why not?

The extension options under the 2018 contracts expired and the State must rebid the contract.

20. Who from the state DOT is involved with the decision making regarding the comparison and award of these bids?

This waiver bid uses the 2020 specifications and it is for specific open areas (# of areas see the specification). The evaluation will be made by the NJDOT and submitted to the Division of Purchase and Property for final approval.

21. Who are the personnel making the decisions regarding the 2018 And 2020 bids/contracts? This is our request for employees Names and contact information from the DOT or agency that is responsible for these decisions?

The requested information for the 2018 contract can be obtained through the OPRA process with the Division of Purchase & Property. Information for the 2020 contract is not available until after awards are made to protect the integrity of the public bidding process.

22. It appears that the DOT eliminated certain things in the 2020 Phase 1 contract and like adding the deployment for half price and at the same time extended the 2018 contract and tried to hedge its position with the 2020 phase 1 to see if more favorable prices would be received and it has backfired based on the results provided! This was expressed in the preconstruction of the 2020 Bid by numerous contractors it's apparent that the 2018 Bid is more favorable than the 2020 phase 1. Why isn't the state moving forward with the 2018, contract and opposing the much higher bids that were submitted for phase 1, 2020 which has blatantly hire prices obviously? Please explain

The extension options under the 2018 contracts expired and the State must rebid the contract.

23. How will the contract process play out when other contractors realize that the deployment rate is cut in half and they will only be paid half price and more than likely you will have disgruntled contractors Who want to terminate the contracts?

NJDOT doesn't anticipate this situation.

24. Is contract T2924 still in place? If so how does the state justify keeping this contract in place when the prices bid were \$399.00 per hour with the 2018 contract language, Where there is no half-price deployment In place? Again this is not in the best interest of the State of New Jersey or the taxpayers if this contract is still in place. Why isn't this contract being re-bid if in fact it's still in place does the state pick and choose some contracts to keep in place and get rid of others? If this is the case, seems like there is no advantage with this contract? Please advise if this contract is still in place and why it wasn't part of the re-bid?

This waiver uses the 2020 specifications and it is for specific open areas (# of areas see the specification). The evaluation will be made by the NJDOT and submitted to the Division of Purchase and Property for final approval.

NJDOT is unable to answer questions specific to T2924 because it is outside the scope of this Waiver Advertisement. Questions specific to T2924 should be directed to the Division of Purchase & Property.

25. Are there other additional sections still open for bid that are not listed In this bid for September 8 2020? Why arent these sections being bid with this bid if in fact there are other sections still available?

This waiver uses the 2020 specifications and it is for specific open areas (# of areas see the specification). The evaluation will be made by the NJDOT and submitted to the Division of Purchase and Property for final approval.

26. Will there be a 2020 phase 3 bid?

This waiver uses the 2020 specifications and it is for specific open areas (# of areas see the specification). There will not be any other bidding opportunities for these services.

PART 2

Snow Plowing & Spreading Waiver

Clarifications to the RFQ

#	Page #	Clarifications
		None