



State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
OFFICE OF THE DIRECTOR

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Acting Director

September 12, 2025

Via Electronic Mail Only to anatoliatrtransportllc.com

Selim Yigiter
Anatolia Transport LLC
15 Woods Edge Dr.
Jackson, NJ 08527

Re: I/M/O Bid Solicitation #25DPP01134 Anatolia Transport LLC
Protest of Notice of Intent to Award
T0777 – Snow Plowing and Spreading Services - NJDOT

Dear Mr. Yigiter:

This final agency decision is in response to your letter delivered via electronic mail on behalf of Anatolia Transport LLC (“Anatolia”) received by the Division of Purchase and Property’s (“Division”) Hearing Unit on September 10, 2025 (“Protest”). In that letter, Anatolia, generally and without specificity to any particular Price Lines protests the Procurement Bureau’s (“Bureau”) September 5, 2025, Revised Notice of Intent to Award letter (“September NOI”) issued for Bid Solicitation #25DPP01134 – T0777 Snow Plowing and Spreading Services - NJDOT (“Bid Solicitation”).

By way of background, on January 23, 2025, the Bureau issued the Bid Solicitation on behalf of New Jersey Department of Transportation (“NJDOT”). The purpose of the Bid Solicitation was to solicit Quotes for snow plowing and spreading services on all State interstates and highways under the jurisdiction of the NJDOT. Bid Solicitation Sec. 1.1, *Purpose and Intent*. Bid Solicitation Section 1.2, *Background*, cautioned Bidders that this Bid Solicitation addressed the State’s current requirements. Pursuant to Bid Solicitation Section 3.17, *State Supplied Price Sheet Instructions*, there were three (3) categories (and accompanying price sheets) that Bidders could submit bids for. The first category is for Snow Plowing and Hauling Services. The second category is for Other Equipment that the Bidder can provide to the NJDOT. The third category is for Spreading Services. Pursuant to Bid Solicitation Section 1.1 *Purpose and Intent*, for the first category (Price Lines 1-317, Snow Plowing and Hauling Services), “the Division intends to award one (1) responsive Bidder per Price Line for Snow Plowing and Hauling Services, Class A Snow Plowing Truck – With Bidder Provided Snow Plow (1st preference), or Class A Snow Plowing Truck – With NJDOT Provided Snow Plow (2nd Preference).” (Emphasis in the original). With respect to the second category (Price Lines 318-326, Snow Plowing and Hauling Services; Other Equipment – Loaders and Graders), “the Division Intends to award all Price Lines to all responsive Bidders for Snow Plowing and Hauling Services; Other Equipment – Loaders and Graders.” Id. Finally, for the third category (Price Lines 327-392, Spreading Services), “the Division intends to award one (1) responsive Bidder per Price Line.” Id.

In accordance with Bid Solicitation Section 2.5, *Optional Pre-Quote Conference*, an optional Pre-Quote Conference was held on February 6, 2025, providing all potential Bidders with an overview of the Bid Solicitation and Quote submission procedures and requirements. Representatives from eight (8) potential bidding entities attended (Mathis Construction, Jersey Construction, Inc., Mark Veniero Trucking, Seashore Asphalt Corp., IEW Construction Group, Inc., J&K Toro Trucking, Gomez Brothers Trucking, and Encalada Trucking).

In accordance with Bid Solicitation Section 2.1, *Electronic Question and Answer Period*, an electronic portal enabling the Bureau to receive questions electronically was available to all potential Bidders until 2:00 P.M. Eastern Time on February 13, 2025. One (1) Bid Amendment was issued for this Bid Solicitation, which provided revisions to the Bid Solicitation and responses to questions received from potential Bidders.

On April 4, 2025, the Division's Proposal Review Unit ("PRU") opened one hundred seventy-six (176) Quotes. The Quotes submitted by BLM Contractors LLC, Kaya Trucking, Longford Landscapes & Excavation, Inc., Mathis Construction Co Inc., Samson Concrete and Masonry, Shimp Farms, South Jersey Contracting LLC, V.A. Spatz and Sons Construction, Inc., and Woolston Construction Company, were Automatically Rejected by the PRU pursuant to the provisions of N.J.A.C. 17:12-2.2. Protests were received from Longford Landscapes & Excavation, Inc., Samson Concrete and Masonry, South Jersey Contracting LLC, V.A. Spatz and Sons Construction, Inc., and Woolston Construction Company. Final Agency Decisions responding to the protests and upholding the PRU automatic rejections were sent to these bidders and no appeals were filed in response to the Final Agency Decisions stemming from PRU rejections. The PRU also issued formal notice and a warning letter to four (4) Bidders that they were not in compliance with Business Registration Certificate requirements. The remaining one hundred sixty-eight (168) Quotes were deemed administratively complete by the Proposal Review Unit and released to the Bureau for further review and evaluation.

The Bureau determined that the Quotes submitted by Colonnelli Brothers, Inc., Whittendale Excavating Corp., Eazy Trucking LLC, NKO Trucking LLC, UIN Transportation Inc., Liberty US Transport LLC, M. Matias Trucking Inc., MYK Trucking LLC, Garden State Pavement Solutions LLC, Ankapoint LLC, Ken Nagy Jr and Son Trucking LLC, Seashore Asphalt Corpl, J&D Trucking Inc, DI Trucking LLC, Stratton Contracting LLC, and JDG Transport LLC, were fully non-responsive due to non-compliance with mandatory elements of the Bid Solicitation and therefore ineligible for award. Recommendation Report at pgs. 49-52. The Bureau found that the remaining Quotes met, and complied with, the mandatory requirements for at least one award-eligible Price Line of the Bid Solicitation.

Having completed its evaluation of the Quotes received in response to the Bid Solicitation, on June 27, 2025, the Bureau issued a Notice of Intent to Award letter ("June NOI") advising all Bidders that it was the State's intent to award Contracts to the 64 Bidders set forth in the chart on pages 1-14 of the Recommendation Report dated June 25, 2025 ("Recommendation Report"). Several protests were received in response to the June NOI and were resolved. On July 15, 2025, the Bureau issued a Revised Notice of Intent to Award letter ("July NOI"). No protests were received in response to the July NOI.

On September 10, 2025, prior to the close of the protest period set forth in the September NOI, Anatolia submitted a Protest challenging the Division's determination that the award of Price Lines 153, 154, 155 and 158 awarded to Anatolia were to be rescinded. According to the Revised Recommendation Report dated September 4, 2025 ("Revised Recommendation Report"), while Anatolia responded to the request by NJDOT to inspect and scheduled the inspection, it was determined that Anatolia did not possess the required plows, therefore NJDOT could not ascertain if Anatolia possessed the equipment necessary to service the awarded Price Lines.

In their Protest, Anatolia states they “are writing to express my serious concerns regarding the late Friday email notifying us of the contract cancellations. This abrupt decision has caused significant financial and operational hardship not only for myself, but for many others who made substantial investments based on the awarded contracts.” Protest page 1. Anatolia also states that “[i]mmmediately after the contracts were issued, I contacted Anthony Emmas [sic.] to inform him that we did not yet have the required plows. I received a response from his team instructing me to proceed with the purchase and to submit a paid receipt – which I did. I have a full record of these communications.” Protest page 1. Anatolia further states that six (6) NJDOT representatives visited for vehicle inspections and the company incurred a loss of \$1200 per truck (28 trucks were inspected) as work needed to be halted for the day. Finally, Anatolia states that the plows are in transit and “the factory will not cancel the shipment or refund the cost. These are non-recoverable expenses directly tied to the fulfillment of your contract requirements.” Protest page 1. As attachments to their protest, Anatolia included a Business Line of Credit Statement from PNC Bank for the period 8/2/2025 – 9/3/2025; an invoice from ILKA International LLC dated August 14, 2025 (“ILKA Invoice”); a check from Anatolia Insurance Agency LLC to ILKA International LLC; a photo of a snow plow; schematics for a snow plow; a copy of a check from the account of Anatolia Transport LLC payable to Creston Hydraulics, Inc.; and a Quotation from Creston Hydraulics Inc. dated 7/22/2025 (“Creston Quotation”).

Although Anatolia requested an in-person presentation as permitted by N.J.A.C. 17:12-3.3(e), it should be noted that “[t]he Director has sole discretion to determine if an in-person presentation by the protester is necessary to reach an informed decision on the matter(s) of the protest. In-person presentations are fact-finding for the benefit of the Director.” Further, “[i]n cases where no in-person presentation is held, such review of the written record shall, in and of itself, constitute an informal hearing.” N.J.A.C. 17:12-3.3(d). I have reviewed the record of this procurement, including the Bid Solicitation, the Quotes received, the Bureau’s Recommendation Report, the relevant statutes, regulations, case law, and the protest submitted by Anatolia. The issues raised in the protest were sufficiently clear such that a review of the record of this procurement has provided me with the information necessary to determine the facts of this matter and to render an informed final agency decision on the merits of the protest submitted by Anatolia on the written record, as such an in-person hearing is not warranted. I set forth herein the Division’s Final Agency Decision.

DISCUSSION

The New Jersey Courts have long recognized that the purpose of the public bidding process is to “secure for the public the benefits of unfettered competition.” Meadowbrook Carting Co. v. Borough of Island Heights, 138 N.J. 307, 313 (1994). To that end, the “public bidding statutes exist for the benefit of the taxpayers, not bidders, and should be construed with sole reference to the public good.” Borough of Princeton v. Board of Chosen Freeholders, 169 N.J. 135, 159-60 (1997). The objective of New Jersey’s statutory procurement scheme is “to guard against favoritism, improvidence, extravagance and corruption; their aim is to secure for the public the benefits of unfettered competition.” Barrick v. State of New Jersey, 218 N.J. 247, 258 (2014) (citing Keyes Martin & Co. v. Dir. of Div. of Purchase and Prop., 99 N.J. 244, 256 (1985)).

When evaluating Quotes received, the Division is charged with ensuring that the Contract is awarded to that responsible Bidder whose Quote, conforming to the Bid Solicitation, is most advantageous to the State, price and other factors considered. Bid Solicitation Section 1.1 *Purpose and Intent*. A responsive Quote is a Quote that is deemed by the Division and/or evaluation committee to have adequately addressed all material provisions of a Bid Solicitation’s terms and conditions, specifications, and other requirements. N.J.A.C. 17:12-1.3. A Quote that is not complaint or responsive to the material requirements of the Bid Solicitation shall not be eligible for further consideration for award of a Contract and the bidder offering said Quote shall receive notice of the rejection of its Quote. N.J.A.C. 17:12-2.7(c).

It is firmly established in New Jersey that material deviations may not be waived. Twp. of Hillside v. Sternin, 25 N.J. 317, 324 (1957). In Meadowbrook Carting Co., supra, 138 N.J. at 315, the New Jersey Supreme Court adopted the test set forth by the court in Twp. of River Vale v. Longo Constr. Co. for determining materiality. 127 N.J. Super. 207 (Law Div. 1974). “In River Vale, the court declared that after identifying the existence of a deviation, the issue is whether a specific non-compliance constitutes a substantial [material] and hence non-waivable irregularity.” In re Protest of Award of On-Line Games Prod. and Operation Servs. Contract, 279 N.J. Super. 566, 594 (App. Div. 1995), citing River Vale, supra, 127 N.J. Super. at 216. The River Vale court set forth a two-part test for determining whether a deviation is material:

First, whether the effect of a waiver would be to deprive the [government entity] of its assurance that the contract will be entered into, performed and guaranteed according to its specified requirements, and second, whether it is of such a nature that its waiver would adversely affect competitive bidding by placing a bidder in a position of advantage over other bidders or by otherwise undermining the necessary common standard of competition.

[River Vale, supra, 127 N.J. Super. at 216.]

“If the non-compliance is substantial and thus non-waivable, the inquiry is over because the bid is non-conforming and a non-conforming bid is no bid at all.” On-Line Games, supra, 279 N.J. Super. at 595 (citing River Vale, supra, 127 N.J. Super. at 222).

Anatolia submitted a Quote for numerous Spreading Services Price Lines and numerous Snow Plowing and Hauling Services Price Lines. Although not explicitly stated by Anatolia, since there were several other protest periods pursuant to awards made under this Bid Solicitation and the specific language of the September NOI that “The Division shall only accept Letters of Protest regarding the revised awards detailed in this letter and the Amended Recommendation to Award Report.” we will address the recession of Price Lines 153, 154, 155 and 158 (together herein referred to as “Rescinded Lines”) which were previously awarded to Anatolia in the June NOI.

Inspections of equipment are set forth for in Bid Solicitation Section 8.7 *State’s Right to Inspect Bidder’s Facilities*, and Bid Solicitation Section 4.12.2 *Equipment Inspections*, both of which state that all bidders’ facilities, vehicles, and equipment, whether provided by the Contractor or the NJDOT, shall be subject to inspection to ensure the bidder can perform the contract. On or about July 17, 2025 the NJDOT sent a letter to Anatolia (“NJDOT Letter”) informing them that they were the “Intended, 1st Preference Awardee of” Price Lines 153, 154, 155 and 158, and that the NJDOT Winter Operations staff will be conducting an inspection of all trucks and snow plowing equipment.” The NJDOT Letter also stated that “[a]t the time of the inspection, each vehicle and equipment must be physically on site and presented with a valid vehicle registration”. On July 21, 2025, Mr. Yigiter emailed Anthony Ennas of NJDOT which included the subject line “Snow Plow Equipment Inspection – Plows Pending Delivery”. In that email, Mr. Yigiter states that regarding inspections, “We are fully prepared to bring our trucks along with the drivers in for inspection at the scheduled time. However, we would like to inform you that the plow attachments have been ordered but are not expected to arrive until September 2025.” On July 22, 2025 at 9:30am Mr. Yigiter emailed Mr. Ennas stating “We can do the inspection on truck but I don’t have the plow yet”. At 9:45am that day, Mr. Ennas responded to the email from Mr. Yigiter questioning “Where are the plows?” At 9:59am that day, Mr. Yigiter responded, “I’ve been talking to many different manufacture companies. I have a meeting at 12 o’clock with Snow dog. I am doing my best to purchase them.” At 11:33am that same day, Mr. Ennas responded “That’s problem, not going to be good as you need the plows in your possession

at time of award.” NJDOT inspected Anatolia’s equipment on July 30, 2025 and while Anatolia had trucks present for the inspection, no plows were present for inspection.

In their Protest, Anatolia claims that NJDOT told them to “proceed with the purchase [of the plows] and to submit a paid receipt” Protest page 2. The email below from Mr. Yigiter to Mr. Ennas and Samantha Canulli at NJDOT on September 8, 2025 in which Mr. Yigiter stated:

From: SELIM YIGITER <anatoliatransportllc@gmail.com>
Sent: Monday, September 8, 2025 11:59:09 AM
To: Ennas, Anthony [NJDOT] <Anthony.Ennas@dot.nj.gov>
Cc: Canulli, Samantha [NJDOT] <Samantha.Canulli@dot.nj.gov>
Subject: Re: [EXTERNAL] Anatolia Transport LLC

Good morning Anthony AND Samantha
I was very surprise to see email on friday about snow plows
I completed my inspection with all the trucks and paid invoice like i was told
I paid \$106,470.00 to Creston AND \$38,760.00 to Ilka to purchase snow plow and now they don't want to give my money back because they all ready made the plows
Please help me with this i don't know what to do
Selim Yigiter
732-610-6944
Thank you

Is the first email between Anatolia and NJDOT in which snow plow receipts is mentioned and it is mentioned by Anatolia. This email also included the same attachments submitted with Anatolia’s Protest.

Despite their claim in their Protest that “I have a full record of these communications”, Protest page 2. Anatolia did not provide this “full record” with their Protest. Indeed, nowhere, in any correspondence provided does it show that Anatolia was instructed to purchase snow plows by a member of NJDOT. In fact, in numerous instances Mr. Ennas questioned where the plows were and stated that not having the plows at the time of inspection would be a problem. By their own admission in their email on July 21, 2025, Anatolia stated that “we would like to inform you that the plow attachments have been ordered but are not expected to arrive until September 2025”. Pursuant to Bid Solicitation Section 4.2 *Winter Season*, October 1 of each year of the Contract is the beginning of the time period during which “[t]he Contractor shall provide services”.

Bidders could chose to bid 1st Preference or 2nd Preference on Price Lines 1-317, however, if a bidder bid 1st Preference, they were advised in multiple sections in the Bid Solicitation that they would be responsible for providing their own plows for those lines where they bid 1st Preference. Bid Solicitation 3.17.1 *Snow Plowing and Hauling Services (Price Lines 1-317) Price Sheet Instructions* step 2 outline the differences relating to equipment needs between bidding 1st Preference and bidding 2nd Preference.

Step 2: For **Price Lines 1 – 317**, Bidders shall provide hourly rate unit pricing for **either** 1st Preference **or** 2nd Preference for each Price Line being bid. Failure to provide unit pricing for 1st Preference or 2nd Preference for Price Lines 1 – 315 shall result in the Quote being deemed non-responsive for the respective Price Line.

NOTE: If a Bidder provides unit pricing for both the 1st Preference and 2nd Preference options of a Price Line, only the 1st Preference pricing shall be considered and evaluated. Refer to Section 8.9.2, *Equipment Preference and Pricing Evaluation*, subsections included, for more information.

Bidders are advised that if they bid both 1st Preference and 2nd Preference on a line, and their 1st Preference rate is evaluated and awarded (pursuant to the above and Section 8.9.2.1), that Bidder will be required to provide their own plows for that Price Line. Bidders are advised to only bid 1st Preference on lines that they are willing and able to provide their own plows for.

Another portion of Bid Solicitation Section 3.17.1 *Snow Plowing and Hauling Services (Price Lines 1-317) Price Sheet Instructions* informed bidders:

- A. 1st Preference: All-Inclusive Hourly Rate – Class A Snow Plowing Truck – With Snow Plow (snow plows provided by Contractor);
1. This Hourly Rate is PER TRUCK. All trucks must be Class A.

Bid Solicitation Section 4.15.4 *Contractor Supplied Plows, Equipment, and Attachments* also reminds bidders of the requirement of supplying its own plows stating “If the Contractor is awarded 1st Preference for a Price Line (supplying its own plows) . . .”. This language can be found again in Bid Solicitation Section 8.9.2.1 *Snow Plowing and Hauling Services* which states “1st Preference – Bidders supplying all required trucks, that are all Class A trucks, all with Bidder provided snow plows;”

Anatolia was not required to submit a Quote and State-Supplied Price Sheet bidding 1st Preference. If Anatolia did not have the required equipment and could not supply the required trucks and plows, it could have bid 2nd Preference for the amount of trucks that it had available to perform its awarded lines. Anatolia’s effort cannot be described as a good-faith effort in purchasing snow plows because it purchased them after submitting a falsified State-Supplied Price Sheet when it bid 1st Preference that it owned the plows required to perform the contract. Whatever the reason for Anatolia’s decision to submit a falsified State-Supplied Price Sheet, the failure to provide the required equipment for the permitted inspection, the public’s health, safety, and welfare should not be put at risk as a result of Anatolia’s failure to act in accordance with the Bid Solicitation and Contract requirements. Finally, as noted above, the “public bidding statutes exist for the benefit of the taxpayers, not bidders, and should be construed with sole reference to the public good.” Borough of Princeton, supra, 169 N.J. at 159-60. Here, the Division and NJDOT acted in accordance with the Bid Solicitation’s requirements, and took reasonable actions under the Bid Solicitation to ensure the State properly awarded a contract that will benefit the public’s safety, and provided Anatolia with abundant due process and notice for its options to bid, the requirements of the Bid Solicitation, and then presenting Anatolia with multiple opportunities to meet its obligations.

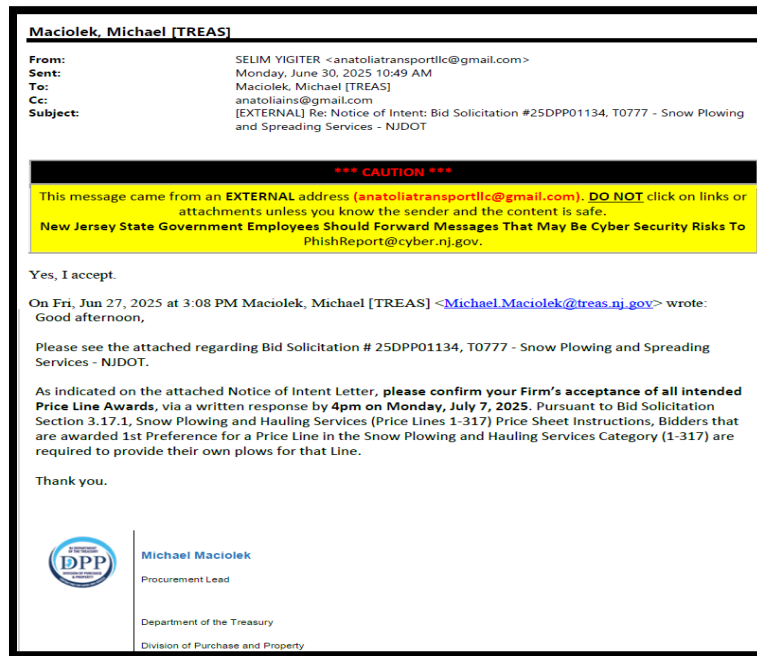
Without a physical inspection of equipment (plows in this case) as permitted by the Bid Solicitation, the State cannot be sure that a bidder possesses the correct quantity of trucks, that those trucks are of the proper class as required pursuant to the Price Lines in the Bid Solicitation and that the equipment is mechanically sound, in good working order and, capable of performing all tasks required under the Bid Solicitation. Without the inspection of equipment, the State cannot be assured “that the contract will be entered into, performed and guaranteed according to its specified requirements” as required pursuant to River Vale, supra. For a contract that impacts the public’s health, safety, and welfare significantly, the Division and NJDOT’s inspection process is a reasonable action to guarantee that its awarded contractors will be able to complete the required and are in possession of the required equipment.

On June 27, 2025, Anatolia received an email from the Bureau (“June 27 email”) which included the June NOI as an attachment. The June NOI awarded the Rescinded Price Lines to Anatolia. The June NOI required bidders to affirmatively accept their price lines via written response by 4pm on Monday July 7, 2025.

All awarded Price Lines must be accepted by the intended awardee(s) by 4PM on Monday, July 7, 2025. Failure to respond by the above date will be a forfeit of the award, and the award for the applicable Price Line(s) will be made to the next available responsive Bidder.

The June 27 email re-iterated this affirmative obligation on the part of awarded bidders to accept intended Price Line awards via written response. The June 27 email further reminded Anatolia that “Bidders that are awarded 1st Preference for a Price Line in the Snow Plowing and Hauling Services Category (1-

317) are required to provide their own plows for that Line.” An email was received on June 30, 2025, from Mr. Yigiter stating “Yes, I accept”. The email chain is provided below.



It was clear to bidders throughout the Bid Solicitation that by bidding 1st Preference on Price Lines 1-317, bidders were required to provide plows to service these Price Lines. If a bidder realized that they were awarded more Price Lines than they had equipment to service, the Bureau provided an opportunity via response to the June NOI to decline (or not accept) Price Lines that they did not have equipment to service. Anatolia knew they would need to provide both trucks and plows for the Rescinded Price Lines they were awarded in the June NOI and which they affirmatively accepted in their June 30, 2025 email. Anatolia made a business decision to bid 1st Preference on the Rescinded Price Lines knowing they would have to supply the plows to service those Rescinded Price Lines. They made another business decision to affirmatively accept the Rescinded Price Lines when, based upon the information provided in their Protest, they “did not yet have the required plows”. Protest page 1. Finally, Anatolia made a business decision to place orders to purchase plows in July and August that would hopefully arrive prior to October 1st which pursuant to Bid Solicitation Section 4.2 *Winer Season* is the beginning of the time period during which “[t]he Contractor shall provide services”. It should be noted that twenty eight (28) trucks in total are required to service the Rescinded Price Lines. The ILKA Invoice shows a quantity of fifty (50) Huayee snow plows ordered and the Creston Quotation shows a quantity of twenty eight (28) Snow Dogg snow plows ordered. It is unclear why Anatolia ordered seventy eight (78) snow plows in total when twenty eight (28) were required to service the Rescinded Price Lines.

Although the State has broad discretion to select among qualified and responsive Bidders in public contracting matters, the discretion afforded to the Director, “is not limitless.” See, In re Request for Proposals #17DPP00144, 454 N.J. Super. 527, 559 (App Div. 2018). “In line with the policy goal of thwarting favoritism, improvidence, extravagance, and corruption, the Division may not award a contract to a bidder whose proposal deviates materially from the [Bid Solicitation’s] requirements.” Ibid., quoting, Barrick v. State, 218 N.J. 247, 258-59 (2014)). For that reason, the Division’s governing regulations mandate stringent enforcement to maintain the equal footing of all Bidders and to ensure the integrity of the State’s bidding process. Notably, “a proposal that is not...responsive to the material requirements of

the [Bid Solicitation] shall not be eligible for further consideration for award of contract, and the bidder offering said proposal shall receive notice of the rejection of its proposal.” N.J.A.C. 17:12-2.7(c).

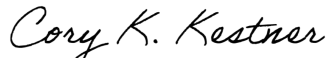
CONCLUSION

Based upon the foregoing, I find no reason to disturb the Bureau’s recommendation that the Contract be awarded as outlined in the Revised Recommendation Report. Accordingly, I sustain the September 5, 2025, Revised Notice of Intent to Award. This is my final agency decision.

Thank you for your company’s interest in doing business with the State of New Jersey. I encourage you to log into [NJSTART](#) to select any and all commodity codes for procurements you may be interested in submitting a Quote for so that you may receive notification of future bidding opportunities.

This is the Division’s final agency decision. Pursuant to N.J.A.C. 17:12-3.1, this determination is appealable to the Appellate Division of the Superior Court in accordance with the New Jersey Court Rules (R. 2:4-1) which provide a party 45 days to appeal this final agency decision.

Sincerely,



Cory K. Kestner
Acting Chief Hearing Officer

CKK:CMD

c: C. Clarke
M. Maciolek