



HOUSTON-GALVESTON AREA COUNCIL

Date: September 8, 2021

SUBJECT: Letter of Clarification No. 1
Solicitation Title: Trailers - Equipment, Cargo & Specialty
REF: Solicitation No.: TR02-22
TO: All Prospective Respondents

This Letter of Clarification is issued for the following reason:

To amend the solicitation to include Tipper Trailers, Transfer Trailers, Walking Floor Trailers, and Ejector Trailers as product categories on pg. 8 under Product Codes and Categories. Form D has been updated to reflect the change.

To provide a response to potential respondent(s) questions. The following questions and H-GAC responses are hereby incorporated and made part of the Solicitation:

- 1 During these times we are getting surcharge increases about every 30 days so making a price book with the correct pricing will be very difficult. Can we do the pricing at the current pricing and as we receive the surcharge increases send them into you as we do not make new price books each time we get these.

Answer: Material surcharges will be stated on the contract pricing sheet that accompanies the purchase order at the time of sale. Contractor must also provide a letter from the manufacturer justifying the surcharge at that time.

- 2 We are custom trailer manufacturer that mainly deal with waste transfer trailers for municipalities.

We build Steel or Aluminum transfer trailer, including ejector, dump, walking floor and tipper trailers. Our trailers are custom built for each customer.

- a) Is H-GAC accepting bids on these type of trailers?
- b) What category will these trailers fall under? Example, On form D are they under J.) Specialized/heavy Haul Trailers?

Answer:

a) Yes.

b) Tipper trailers, transfer trailers, walking floor trailers, and ejector trailers have been added to Form D.



3 The 3rd character on form D, we offer a variety of axles.

Answer: Please list your base model on form D. Other axle variations can be listed as options on Form E.

4 Item 9 sec. A & B) in the bid it states we are responsible for State inspection Stickers. We do not provide State inspection Stickers as we sell our trailers in all 50 states and are not a licensed inspection agent in Pennsylvania or able to provide temporary tags due to PA-DOT rules. My question is are we still eligible for the bid if we can not provide Inspection stickers and Temp-Tags?

Answer: Please see p. 7, Safety Inspection, of the solicitation.

5 Due to customer's specific requirements we have many options for size of trailer, lighting systems, tailgates, paint, axles, air ride suspension, lift axles and many more options.

a) With regard to pricing are we able to just publish a base model for each trailer?

b) Are we required to list every option on your web-site?

c) If so do we need to put the option price or a % of the total price for the trailer?

Answer:

a) List each base model on Form D.

b) Options, attachments, upgrades, etc. can be listed on Form E or provided in your catalog.

c) Yes, pricing & discounts should be included.

6 Can you confirm the price of using your services is 1.5% of the sales price per trailer?

Answer: Please see p. 6, Section 8. Administrative Fee, of the solicitation.

7 What is the time frame an order must be delivered if received?

Answer: Please see p. 18, Section R. Deliveries/Shipping Terms, of the solicitation.

8 Would we be able to list our basic models for our trailers and if customers ask for customized models would we be able to make a new quote up and add to our listed trailers?

Answer: Options for customizations need to be included on Form E.

9 Due to the fluctuating pricing of raw materials in the current economy do we need to wait 12 months after bid opening to change our price or can we change our pricing sooner?

Answer: Please refer to Section IV, M. Contract Price Adjustments (page 16).

10 How will we be able to handle to shipping costs of our trailers? Are we able to add the freight cost on the final invoice?

Answer: Please see pg. 10, Section I.3, of the solicitation.

When issued, Letter(s) of Clarification shall automatically become a part of the solicitation documents and shall supersede any previous specification(s) and/or provision(s) in conflict with the Letter(s) of Clarification. It is the responsibility of the respondent to ensure that it has obtained all such letter(s). By submitting a proposal on this project, respondents shall be deemed to have received all Letter(s) of Clarification and to have incorporated them into their proposals.