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Mr. Bedford reviewed the following questions prior to the August 7, 2024, pre-proposal meeting:

1. Average Hourly Rate:

Based on the RFP case volume for 2037, Alabama ABC is projected to ship 5,957,800 cases over a year. Based on 208 shipping days that equates to an average of 28,644 cases per day (47.74 CPM over a 10-hour day)

Answer: *This is a 25-year solution in terms of Automation. The projected case volume in 25 years will be between 8 and 9 million cases per year. The new warehouse should be designed to expand another 80,000 (+ -) sq. ft. after 10 years in operation as needed. The goal is to upsize the warehouse for the space needed, but the automation must keep up for the duration of 25 years. Although the annual case growth per year the past 12 years has averaged about 5%, (Not including COVID Years) the Alabama ABC Board is using a conservative 3% projection in our forecast numbers. IF the annual growth rate remains at 5% for the next 25 years, the annual case volume shipped would be approximately 13,545,419 cases.*

2. Peak Hourly Rate:

Utilizing the 100 CPM requirement over the course of 10 hours, we calculate the peak daily rate to be 60,000 cases per day. This leads to a Peak-to-Average ratio of 2.1.

Answer: *The anticipated monthly volume average in 25 years is forecasted to be over 700,000 cases, and peak (November and December) to be about 850,000 cases those months, approximately 41,000 cases per day. This is based on 3% growth per year. If the growth matches our 12-year average (5%) that number would Peak at 1.35 million cases shipped in December of 2050 and be about 64,000 cases per day.*

3. Is the 100 CPM a desired sustained rate or is this reflective of the actual design day case volume requirement when extrapolated to a peak day?

Can you confirm that these are the design rates for the system?

Answer: *Yes, desired rate is mentioned in #2 above.*

4. Downlines and Dock Doors:

With a request of 6 downlines and 1 palletizing line we estimate that the loading rate per dock door to be 875 cases per hour assuming 60,000 cases per day over 10 hours. This is based on a 750 cases per hour palletizing line rate.

Can you confirm this loading rate per dock door? Our experience is 400-500 cases per hour as an industry standard.

Answer – Yes, confirmed. We are averaging between 750 and 800 per hour (per line) floor stacking trailers. Regarding palletizing rates, the following figures are based on integrating the DDS store (Direct Store Delivery) to the new warehouse. In addition, overall palletized customers (daily) is approximately 4,500 cases. The forecasted growth in our operation will place the 10-year volume (2036) at 6,000 cases palletized per day.

5. For the 6-year payment, are you open to financing independently and paying us according to our standard terms?

Answer: No.

6. Are we to provide the GC as well or have you selected them already?

Answer: The GC is selected.

7. We would like to submit electronically by the due date with a full proposal response. In this way we will be able to take full advantage of the time given. We would like to assemble the bound copies per the directive and have them overnighted, but if allowed, they would arrive later. I see this is called out in the document. It would require us to obtain your approval. Please let us know if you can approve

Answer: All interested parties must follow the requirements of the RFP.

8. What are the hours of operation for the site in each functional area?

Answer: We average 10 hours of operation in each functional area below

- a. Receiving
- b. Replenishment
- c. Picking
- d. Shipping

9. What is the design year to size the system to? Are we to size the system to volume in 2047 or 2037?

Answer: The solution outlined in the bid should address how growth is handled through 2050.

10. Any additional materials to be handled information would be greatly appreciated. –

Answer: Please clarify question

11. Are sortation rates to be design to 135 CPH peak (100 CPH +35%)?

Answer: See RFP

12. WMS question. is this ok for our bid, and would you like us to bring in a WMS partner to include in our proposal?

Answer: All necessary and eligible representatives of your company are welcome to attend.

13. How many pallets do you want to store in the ASRS –

Answer: *The peak capacity of the ASRS to support growth as specified in the RFP.*

14. How many pallet picks / hours do you want to plan for from the ASRS?

Answer: *Need more specificity, please clarify question.*

15. Case Pick Module(s)

- a. What percentage of case picks do you want to be oddballs (not from a pick mod) vs. pick-to-belt from the case pick modules? It looks like 1000 SKUs are 89.7% of volume and if you wanted a pick face for each of those, you'd have a lot of pick mod lines. We could do some cluster locations and carton flow bays for SKUs 500-1000 if that makes sense to you.

Answer: *Yes, that makes sense as we currently break down oddball into OB1 and OB2.*

- i. *Caseflow = 430 SKUs*
- ii. *Cluster = 150 SKUs*
- iii. *OB1 = 470 SKUs⁹ (currently in carton flow rack)*
- iv. *OB2 = 1070 SKUs (pick to cart and added to the OB1 belt by hand)*
- v. *Hyper = 140 SKUs*
- vi. *Wholesale = 410 SKUs – pic to cart and added to the OB1 belt by hand*

- b. How deep do you want the pallet flow lanes in the mods to be (4 deep?)

Answer -Design should be based on your concept for need and efficiency to support the growth based on the RFP

16. Can we have a call with you before the pre-bid meeting to start working out design requirements?

Answer: *No, all questions must be submitted per the instructions of the RFP.*