



REQUEST FOR PROPOSALS

RFP 2025-01-SHELVING

PROFESSIONAL SHELVING AND FIXTURE SERVICES

JANUARY 9, 2025

Issued by:



**New Hampshire
Liquor Commission
50 Storrs Street
Concord, NH 03301**

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TABLE 1: SCHEDULE OF EVENTS

The following table sets forth the Schedule of Events for this Request for Proposal (“RFP”). The Schedule of Events is subject to change at the sole discretion of the New Hampshire Liquor Commission (“NHLC”). The NHLC will post any changes on its website located at <https://gov.liquorandwineoutlets.com/public-notices/>. Bidders are responsible for monitoring the website for changes.

Event	Date	Time
Request for Proposals Issued by NHLC	Thursday, January 9, 2025	
Deadline for Potential Vendors to Submit Inquiries by Electronic Mail to NHLC Issuing Officer	Friday, February 7, 2025	2:00 p.m. ET
Anticipated Date of Response to Vendor Inquires by the NHLC	Friday, February 14, 2025	2:00 p.m. ET
Deadline for Vendors to Submit Proposals	Friday, February 28, 2025	2:00 p.m. ET

PART I: GENERAL INFORMATION AND SCOPE OF WORK

A. PURPOSE

The NHLC seeks to procure services for professional shelving and fixtures, as described within, at various NHLC Liquor and Wine Outlets. The NHLC is issuing this RFP to solicit and evaluate proposals from interested Vendors with the goal of contracting with one selected Vendor. This RFP describes the services sought by the NHLC and provides the terms governing the procurement process, including instructions pertaining to the required content of a proposal and the criteria by which submissions are evaluated. A Vendor may submit a proposal as further described in Part III of this RFP.

B. INSTRUCTIONS

Interested Vendors must read the entire RFP and submit the required documents in the manner specified herein. Vendors are responsible for reviewing the most updated information related to this RFP before submitting proposals. If a Vendor's response to this RFP does not comply with the conditions for submittal, the NHLC may reject it without further consideration.

C. SCOPE OF WORK

Minimum Qualifications

- 1) The successful Contractor shall have a minimum of five (5) years' experience providing shelving and fixture services for commercial projects.
- 2) The successful Contractor shall furnish all materials, equipment, labor, and transportation necessary to provide the services described herein.
- 3) The successful Contractor shall have the technical capability and employ a sufficient number of trained technicians to serve the NHLC Headquarters and **all Liquor and Wine Outlets**, including new stores that may open during the life of the contract, according to the requirements contained in this RFP.

NHLC Liquor & Wine Outlet locations are set out in Appendix B. Store locations are subject to change as stores may be opened, closed, or relocated.

D. PROJECT DELIVERABLES

Proposers should view these performance requirements as minimum requirements. All shelving, fixtures, and related products must be equal or superior to the standards provided. The NHLC Contracting Officer will be the sole judge of equivalency. The successful Contractor will be expected to provide the following services for various NHLC Liquor and Wine Outlet locations:

PRODUCT OFFERINGS:

- The NHLC operates 65 retail stores, and it must periodically renovate/replace shelving in these stores. Store locations range from small (approximately 3,500 square feet of retail space) to large (approximately 20,000 square feet of retail space). The NHLC may also open

new stores that will require entirely new shelving floorplans. As a result, the NHLC requires expediency and versatility in shelving options.

- NHLC's stores predominantly make use of adjustable metal shelving. Photos of the shelving and other units featured at NHLC's stores are located at pages 2 through 8 of Appendix C.
- Contractor must provide adjustable metal shelving in a broad variety of colors and styles.
- Contractor must have sufficient product resources available to it to provide shelving and other units to multiple NHLC retail locations per year.
- Contractor must have the ability to obtain and incorporate beverage coolers and wine vaults (*i.e.* temperature and humidity-controlled wine displays) of varying sizes into the shelving layout.
- Contractor must have the ability to obtain and incorporate other shelving materials, (*e.g.* wood, glass display cases, etc.) and to develop or obtain specialty fixtures, including illuminated cases/cabinets.
- Contractor must have the ability to provide store cash wraps/check-out lanes and other specialty counters.

QUOTING A PROJECT:

- All quotes shall include pricing for furnishing necessary shelving and fixtures, materials, products, equipment, as well as transportation for proper delivery.
- Contractor shall carefully review any specifications/drawings that may be part of the project.
- Contractor must provide a written quote that includes the following: store location and number, product description, pricing, transportation cost, and timeframe for delivery.
- Contractor shall verify all quantities and configurations with the drawings and specifications.
- Contractor shall be responsible for the preparation of CAD renderings and conceptual drawings. The CAD renderings provided by the Contractor will be based on initial drawings/ other materials provide by the NHLC.
- The NHLC will not be responsible for freight or re-stocking fees for refused items.
- All quotes must be submitted to the Contracting Officer or Project Manager(s) and approved by the NHLC.
- The NHLC reserves the right to request quotes for installation from Contractor.

DELIVERY:

- Contractor and the Contracting Officer or designated Project Manager(s) will identify a staging area for the delivery of products/materials.
- Contractor will coordinate all arrival dates with the Contracting Officer or Project Manager(s).
- If requested by the NHLC, Contractor will deliver all furniture, shelving components, products, and fixtures to the final building destination and will set all items in place, leveled and properly aligned with adjacent units and in accordance with the specifications provided.

WORKMANSHIP:

Satisfaction of these workmanship requirements is within the sole discretion of the NHLC.

- Only high-quality workmanship shall be acceptable.
- Framing parts shall be straight.
- All parts must be properly aligned and securely fastened.
- All fittings must be neat.
- Any connections requiring bolting, welding, or riveting shall be neatly done.
- Any surface that may be exposed shall be nonabrasive.
- Components with chipped paint are not acceptable.
- Contractor is responsible for immediate minor repairs, paint touch-ups, or replacement of damaged items.
- Upon request, Contractor will instruct the NHLC in the operation, installation, or adjustment of any items, materials, or products provided.

WARRANTIES AND GUARANTEES:

- Contractor will furnish written guarantees for all products and materials.
- Contractor will be responsible for all claims of manufacturing defect or freight damage.
- Contractor shall guarantee all shelving products, fixtures, and other materials furnished for a period of one (1) year against defects in material or workmanship. This guarantee shall start with the date of acceptance by the Contracting Officer.

- Contractor shall replace, free of charge, any material proved to be defective, within the guaranty period covered, provided that the NHLC has, within the guarantee period, given written notice of the defect.

E. ADDITIONAL REQUIREMENTS

- Any service required above and beyond normal manufacturer preventative maintenance in an amount over \$500.00 will require a written estimate. Contractor shall provide the written estimate and obtain approval from the Contract Officer, before any work is performed. Contractor shall provide estimates at no cost to the NHLC.
- Contractor shall perform all work and furnish all materials, tools, equipment, and safety devices necessary to perform the work in the time specified.
- Contractor shall have readily available and supply all replacement parts, which shall be new and of the same quality and brand as that being replaced. Substitutions will be permitted only with prior authorization of the Contract Officer or his or her designee.
- Contractor shall perform all work according to the best practices and standards of the trade and in accordance with the local, state, and federal codes.
- Contractor shall complete work to the satisfaction of the NHLC and in accordance with the specifications mentioned herein.
- Contractor shall take all responsibility for work under this contract, which includes, but is not limited to, preventing injuries to persons and damage to property/utilities. Contractor shall in no way be relieved of its responsibility by any right of the NHLC to give permission or issue orders relating to any part of the work, or by any such permission given or orders issued, or by failure of the NHLC to give such permission or issue such orders.
- Contractor shall bear all losses on account of the amount or character of the work performed or because the nature in which the work performed is different from what was estimated or expected, or on account of the weather, elements, or other causes.
- The NHLC shall require correction of the defective work or damages to any part of the building or its appurtenances when caused by Contractor. Upon failure by Contractor to proceed promptly with the necessary corrections, the NHLC may withhold any monetary amount owed to Contractor that is necessary to correct all defective work or damages.
- The NHLC may require that Contractor represent that any employee of Contractor working at any NHLC location has satisfied a standard criminal background check and carries a credential indicating that they are in fact an employee or representative of Contractor.
- Contractor or its employees shall not represent themselves as employees/agents of the NHLC.

- Contractor and their employees shall perform all work in such a manner as not to inconvenience building occupants. The Contractor shall determine the NHLC's normal working conditions and activities in progress and shall conduct the work in the least disruptive manner.
- Contractor and their employees shall be allowed only in areas approved by the assigned NHLC Project Manager.
- The Vendor shall take all responsibility for the work under the contract, for the protection of the work, and for preventing injuries to persons and damage to property and utilities on or about the work. The Vendor shall in no way be relieved of this responsibility by any right of the NHLC to give permission or issue orders relating to any part of the work, or by any such permission given on orders issued or by failure of the NHLC to give such permission or issue such orders. The Vendor shall bear all losses on account of the amount or character of the work performed, or due to any error on the part of the Vendor in their estimation or expectation of project requirements or due to the weather, elements, or other causes.
- The Vendor shall furnish all materials, equipment, labor, and transportation necessary to provide the services described herein.
- Normal Working Hours: "Normal Working Hours" are 8:00 a.m. to 4:30 p.m., Monday through Friday. (Warehouse hours are 7:00 a.m. to 3:00 p.m., Monday through Friday). If the Vendor's normal working hours are different, that should be noted in the Proposal.
- Other Hours: "Other Hours" are holidays, weekends, and hours outside of Normal Working Hours.
- Response Time: Vendor shall respond by phone to all service requests within twenty-four (24) hours.
- Upon arrival at the job site, the Vendor shall either sign in or log in (if paperless) with the manager of the store or the person in charge. The Vendor shall note, and the manager or person in charge shall initial, both the time of arrival and of departure.
- At the completion of each maintenance or service, either planned or unplanned, the Vendor shall provide a work order to the NHLC Contracting Officer or his/her designee and to the NHLC Accounts Payable department. A work order shall be made for each unit serviced and sent in with the invoice for payment.
- Major repair service (i.e. those over \$1,000.00) will require a free-of-charge estimate. In addition, the State reserves the right to get a second estimate for major repairs.
- All work shall be performed by skilled professionals and shall be executed in a workmanlike manner in accordance with the best standards and practices of the trade and in accordance with local, state, and federal codes.

- The Vendor's staff shall consist of qualified persons completely familiar with the products and equipment they will be required to use. The Contracting Officer may require the Vendor to dismiss from the work such employees as he or she deems incompetent, careless, insubordinate, or otherwise objectionable, or whose continued employment on the work is deemed to be contrary to the public interest or inconsistent with the best interest of security.
- The Vendor shall perform all the work and furnish all the materials, tools, equipment, and safety devices necessary to perform work in the proper manner and within the time specified. The Vendor shall complete the entire work to the satisfaction of the NHLC and in accordance with the specifications herein described, and at the agreed-upon price. All the work, labor, and equipment to be done and furnished under the contract shall be completed and provided strictly pursuant to, and in conformity with, the specifications described herein and any directions of the NHLC representatives as given from time to time during the progress of the work, under the terms of the contract.
- The Vendor shall secure and pay for all permits, inspections, and licenses necessary for the execution of the work.
- Unsatisfactory response to any of the listed services or requirements will be considered a basis for termination of the contract. The NHLC reserves the right to terminate the contract at any given time with a 30-day written notice.
- The Vendor shall maintain a Certificate of Good Standing with the Office of the Secretary of State of New Hampshire at all times and shall produce the same, dated within sixty (60) days, upon request.

PART II: CONTRACT TERMS AND CONDITIONS

A. TYPE OF CONTRACT AND CONTRACT PERIOD

Any contract resulting from this RFP shall be structured as a not-to-exceed contract. The contract will be for a period of three (3) years with a possibility of two (2), two-year extensions.

Contract Continuity: Upon expiration of the initial contract term or any extension to it, the Vendor must continue to provide all services required under the same terms and conditions of the then-in-force contract on a month-to-month basis for a period not to exceed four (4) months to enable the NHLC to identify a satisfactory replacement.

B. PROPOSALS AND AWARDS; NON-EXCLUSIVE CONTRACT

The NHLC intends to award a contract to one Vendor. However, the NHLC reserves the right, at any time and in its sole discretion, to reject any or all proposals, wholly or in part, and/or to award multiple contracts to one or more Vendors, wholly or in part. A Vendor will not retain any exclusive rights to provide the services and supplies described in this RFP. The NHLC reserves the right, at its discretion, to retain other contractors to provide any of the services or deliverables identified in this RFP or make an award by item, part or portion of an item, group of items, or total Proposal.

C. STANDARD CONTRACT TERMS

The NHLC will require the selected Vendor to execute a contract using the Standard Terms and Conditions of the State of New Hampshire (Form P-37) which is attached as Appendix A. In no event is a Vendor to submit its own standard contract terms and conditions as a replacement for the State's terms in response to this RFP.

The terms of this RFP and the selected Vendor's Proposal will be used to form the terms of any resulting contract. The resulting contract may incorporate some or all of the selected Vendor's Proposal. References in Form P-37 to Exhibits A, B, and C are references to the required structure of any resulting contract (Exhibit A – Special Provisions/Amendments to the P-37, Exhibit B – Scope of Services, and Exhibit C – Payment Terms) and are not references to sections of this RFP.

The NHLC may consider modifications to Form P-37. If a Vendor believes that exceptions to Form P-37 are necessary, the Vendor shall raise those issues during the RFP Inquiry and Response Period by requesting an exception to the provision at issue. The NHLC will review requested exceptions and accept, reject, or note that it is open to negotiation of the proposed exception. The NHLC will provide notice of the exceptions that have been accepted or deemed negotiable by posting this information on its website.

PART III: REQUEST FOR PROPOSAL PROCESS

A. AGENCY POINT OF CONTACT

The Issuing Officer and sole point of contact for this RFP is:

Janet Donnelly, Paralegal
NH Liquor Commission
50 Storrs Street
Concord, NH, 03301
janet.m.donnelly@liquor.nh.gov

B. PROHIBITED COMMUNICATIONS

From the issue date of this RFP until an award is made and announced regarding the selection of a Vendor, the Issuing Officer shall serve as the sole point of contact for this RFP. Vendors are prohibited from distributing any part of their proposals except to the Issuing Officer as required under this RFP. All communication with personnel employed by or under contract with the NHLC regarding this RFP is prohibited unless first approved by the RFP Issuing Officer. NHLC employees have been directed not to hold conferences and/or discussions concerning this RFP with any potential Vendor during the selection process, unless otherwise authorized by the RFP Issuing Officer. Vendors may be disqualified for violating this restriction on communications.

C. RFP INQUIRIES AND RESPONSES

- 1. Inquiry Submission.** All inquiries concerning this RFP, including but not limited to, requests for clarifications, questions, any changes to the RFP, and any exceptions to the contract terms in Appendix A, including the Form P-37, shall be submitted via electronic mail (with the subject line titled “RFP-2025-01-SHELVING - Inquiries”) to the Issuing Officer, Janet Donnelly, at Janet.M.Donnelly@liquor.nh.gov. Vendors shall not contact the Issuing Officer by telephone. Vendors shall not contact the Issuing Officer after the close of the inquiry period. All inquiries must be received by the Deadline to Submit Inquiries (see Table 1: Schedule of Events herein).
- 2. NHLC Responses to Inquiries.** The NHLC intends to issue responses to inquiries submitted on or before the date specified in Table 1: Schedule of Events; however, this date is subject to change at the NHLC’s discretion. The NHLC may consolidate and/or paraphrase questions for sufficiency and clarity. Oral statements, representations, clarifications, or modifications concerning the RFP shall not be binding upon the NHLC. The NHLC will post responses at <https://gov.liquorandwineoutlets.com/public-notices/>. Vendors are responsible for reviewing the most updated information related to this RFP before submitting a proposal.

D. AMENDMENT TO THE RFP

The NHLC may amend this RFP at any time and at its sole discretion. The NHLC will post any amendments to the RFP on the NHLC official website located at <https://gov.liquorandwineoutlets.com/public-notices/>. In the event of an amendment to this RFP, the NHLC may extend deadlines and/or invite submission of additional information. Vendors are responsible for checking the website periodically for any new information or amendments to the

RFP. The NHLC shall not be bound by any verbal information or any written information that is not contained within the RFP or formally issued as an amendment by the Issuing Officer.

E. PROPOSAL SUBMISSION

1. **Proposal Submission Deadline:** Proposals must be submitted in hard copy and clearly marked “New Hampshire Liquor Commission, Response to RFP-2025-01-SHELVING” Proposals must be received by the Issuing Officer no later than the Deadline for Submission of Proposals in Table 1: Schedule of Events. Any Vendor that elects to mail its proposal must allow sufficient mail delivery time to ensure timely receipt of its proposal. The NHLC accepts no responsibility for mislabeled, damaged, undeliverable, or delayed mailed proposals. Proposals will not be accepted via electronic mail or facsimile transmission.

If, due to inclement weather, natural disaster, or any other cause the location to which proposals are to be returned is closed on the Deadline for Submission of Proposals in Table 1: Schedule of Events, the deadline for submission shall be automatically extended until the next day the office is open, unless the Vendors are otherwise notified. The time for submission of proposals shall remain the same. Proposals not received by the Deadline for Submission of Proposals in Table 1: Schedule of Events or as otherwise extended pursuant to this RFP will be rejected.

2. **Proposal Receipt:** A Proposal will be considered received on the date and time of the NHLC’s receipt as officially documented by the NHLC.
3. **Submission Information:**
Proposals shall be delivered to the address below and identified on the envelope as:

Proposals: New Hampshire Liquor Commission
ATTN: Janet Donnelly, RFP-2025-01-SHELVING
50 Storrs Street
Concord, NH 03302

From: Company/Vendor Name
Address of Vendor
Phone No. Of Vendor
Fax No. of Vendor
Email Address of Vendor

4. **Format of Submission:**
All proposals submitted must consist of:
 - a. One (1) original (clearly identified as such) and three (3) copies (clearly identified as such) of the Technical Proposal, including all required attachments; and
 - b. One (1) original Cost Proposal **in a separate and sealed envelope** labeled “**COST PROPOSAL.**”

5. Requirements of Proposal:

Vendors must submit a complete response to this RFP using the format specified in Part V and provide all information requested. If the Vendors response does not comply with the conditions for submittal to this RFP, the NHLC may reject it.

6. Economy of Preparation:

Proposals should provide a straightforward, concise description of the Vendor's ability to meet the requirements of the RFP.

F. RFP TERMS AND CONDITIONS

1. Proposal Preparation Cost: By submitting a proposal, the Vendor agrees that in no event shall the NHLC be either responsible for or held liable for any costs incurred by a Vendor in the preparation of or in connection with the proposal, or for work performed prior to the Effective Date of a resulting contract.

2. Validity of Proposal: Proposals must be valid for one hundred and eighty (180) days following the Deadline for Submission of Proposals in Table 1: Schedule of Events, or until the Effective Date of any resulting contract, whichever is later, and can be further extended by mutual agreement.

3. Debarment: Vendors who are ineligible to bid on proposals, bids or quotes issued by the New Hampshire Department of Administrative Services, Division of Procurement and Support Services pursuant to the provisions of RSA 21-I:11-c shall not be considered eligible for an award under this RFP.

4. Non-Collusion: The Vendor's signature on a proposal submitted in response to this RFP guarantees that the prices, terms, conditions, and work quoted have been established without collusion with other Vendors and without effort to preclude the NHLC from obtaining the best possible competitive proposal.

5. Property of the NHLC: All material received in response to this RFP shall become the property of the NHLC and will not be returned to the Vendor. Upon contract award, the NHLC reserves the right to use any information presented in any proposal.

6. Proposal Confidentiality: Unless necessary for the approval of a contract, the substance of a proposal must remain confidential until the Effective Date of any contract resulting from this RFP. A Vendor's disclosure or distribution of proposals other than to the NHLC may be grounds for disqualification.

7. Non-Commitment: Notwithstanding any other provision of this RFP, this RFP does not commit the NHLC to award a contract. The NHLC reserves the right, at its sole discretion, to reject any and all proposals, or any portion thereof, at any time; to cancel this RFP; and to solicit new proposals under a new acquisition process.

- 8. Electronic Posting of RFP Results and Resulting Contract:** At the time of receipt of proposals, the NHLC will post the number of responses received with no further information. No later than five (5) business days prior to final approval, or submission of a contract to the Department of Administrative Services, the NHLC will post the ranks or scores of each responding Vendor. By submitting a proposal, Vendors acknowledge and agree that the NHLC may make any contract resulting from this RFP accessible to the public online.
- 9. Challenges to Identification of Selected Vendor:** Within five (5) business days of the NHLC's posting of its selection on its website, Vendors may, in accordance with RSA 21-G:37, request that the NHLC review its selection process. The request must be in writing and must specify all points on which the Vendor believes the NHLC erred in its process and shall contain such argument in support of its position as the Vendor seeks to present. In its request for review, a Vendor shall not submit, and the NHLC will not accept nor consider, any substantive information that was not included in the original proposal. The NHLC will respond to the request within (5) business days of its receipt.
- 10. Ethical Requirements:** From the time this RFP is published until a contract is awarded, no Vendor shall offer or give, directly or indirectly, any gift, expense reimbursement, or honorarium, as defined by RSA 15-B, to any elected official, public official, public employee, constitutional official, or family member of any such official or employee who will or has selected, evaluated, or awarded an RFP, or similar submission. Any Vendor that violates RSA 21-G:38 shall be subject to prosecution for an offense under RSA 640:2. Any Vendor who has been convicted of an offense based on conduct in violation of this section, which has not been annulled, or who is subject to a pending criminal charge for such offense, shall be disqualified from bidding on the RFP, or similar request for submission issued by any state agency.
- 11. Public Disclosure:**
- a. The information submitted in response to this RFP (including all materials submitted in connection with it, such as attachments, exhibits, addenda, and presentations), any resulting contract, and information provided during the contractual relationship may be subject to public disclosure under Right-to-Know law, including RSA 91-A. In addition, any contract entered into as a result of this RFP may be made accessible to the public online.
 - b. Confidential, commercial, or financial information may be exempt from public disclosure under RSA 91-A:5, IV. If a Vendor believes that any information submitted in response to this RFP should be kept confidential, the Vendor must specifically identify that information where it appears in the submission in a manner that draws attention to the designation and must mark/stamp each page of the materials that the Vendor claims must be exempt from disclosure as "CONFIDENTIAL." Vendors must also provide a letter to the Issuing Officer, identifying the specific page number and section of the information the Vendor considers to be confidential, commercial, or financial and providing the rationale for each designation. Marking or designating an entire proposal, attachment, or section (*e.g.* pricing) as confidential shall neither be

accepted nor honored by the NHLC. Vendor pricing will be subject to disclosure upon contract approval.

- c.** Notwithstanding a Vendor's designations, the NHLC is obligated under the Right-to-Know law to conduct an independent analysis of the confidentiality of the information submitted in a proposal. If a request is made to the NHLC to view or receive copies of any portion of a proposal, the NHLC shall first assess what information it is obligated to release. The NHLC will then notify the Vendor that a request has been made, indicate what, if any, information the NHLC has assessed is confidential and will not be released, and specify the planned release date of the remaining portions of the proposal. To halt the release of information by the NHLC, a Vendor must initiate and provide to the NHLC, prior to the date specified in the notice, a court action in the Superior Court of the State of New Hampshire, at its sole expense, seeking to enjoin the release of the requested information.
- d.** By submitting a proposal, Vendors acknowledge and agree that:

 - i.** The NHLC may disclose any and all portions of the proposal or related materials which are not marked as confidential and/or which have not been specifically explained in the letter to the Issuing Officer.
 - ii.** The NHLC is not obligated to comply with a Vendor's designations regarding confidentiality and must conduct an independent analysis to assess the confidentiality of the information submitted in the proposal; and
 - iii.** The NHLC may, unless otherwise prohibited by court order, release the information on the date specified in the notice described above without any liability to a Vendor.

PART IV: EVALUATION OF PROPOSALS

A. CRITERIA FOR EVALUATION AND SCORING

The NHLC Evaluation Team will review and evaluate each responsive proposal according to the criteria outlined below using a scoring scale of 100 points:

CATEGORIES	POINTS	
TECHNICAL PROPOSAL		80
Experience – Vendor’s prior experience performing the services listed withing the RFP	20	
Capacity - Vendor’s organizational capacity to handle the services listed withing the RFP	20	
Product Offerings and Product Quality – Types of products available and product quality	40	
COST PROPOSAL		20
Pricing – Store layout - total cost	20	
TOTAL POTENTIAL POINTS		100

B. PLANNED EVALUATION STEPS

The NHLC will use the following process for evaluation of submitted proposals:

1. Initial screening for compliance with submission requirements;
2. Evaluation of Technical Proposals and scoring;
3. Review of Cost Proposals and scoring;
4. Best and Final Offer (BAFO), if deemed beneficial; and
5. Final selection of the highest scoring Vendor and begin contract negotiation.

C. INITIAL SCREENING

The NHLC will conduct an initial screening to verify that a Vendor is in compliance with the proposal submission requirements set forth in this RFP. The NHLC may reject a proposal that fails to satisfy the requirements. The NHLC may waive or offer a limited opportunity to cure immaterial deviations from the RFP requirements if it is determined to be in the best interest of the NHLC.

D. REVIEW OF TECHNICAL PROPOSALS

The NHLC will select an Evaluation Team to score Technical Proposals.

E. SCORING OF COST PROPOSALS

The Evaluation Team will unseal and review Cost Proposals after the final scoring of the Technical Proposals. Vendors are advised that this **is not a low bid award** and that the scoring of the Cost Proposal will be combined with the scoring of the Technical Proposal to determine the overall highest scoring Vendor. Each Cost Proposal category will be scored according to the following formula:

$$\text{Vendor's Cost Proposal Score} = \left(\frac{\text{Lowest Proposed Cost}}{\text{Vendor's Proposed Cost}} \right) \times \text{Total Possible Points}$$

F. BEST AND FINAL OFFER

Upon completion of the scoring process, the NHLC may, at its sole option, invite the highest scoring Vendors to submit a “Best and Final Offer” (BAFO) for the NHLC’s consideration. The NHLC reserves the right to select a Vendor based solely on the initial proposals and is under no obligation to solicit or accept a BAFO from any Vendors. As the NHLC may not request a BAFO, Vendors are encouraged to provide their most competitive prices in their initial proposals.

The BAFO is a one-time invitation only process for a Vendor to submit its lowest priced offer for the NHLC’s consideration. The NHLC will provide a deadline submission date for the BAFO and may uniformly communicate in writing any price/cost targets that the NHLC is seeking in the BAFO. All restrictions on contact with State employees outlined in this RFP shall remain in effect.

Each invited Vendor may only make one BAFO. The BAFO may not alter the substance of the Vendor’s Technical Proposal. The BAFO may only amend the Vendor’s initial Cost Proposal.

To the extent the NHLC solicits and receives a BAFO pursuant to this section, the NHLC will re-score the BAFO participants’ Cost Proposals after review of the BAFO in accordance with Paragraph E: Scoring of Cost Proposals above. The NHLC will not select a Vendor based on the lowest priced BAFO proposal. A final selection, if any, shall be based on the combined score of the Technical Proposal and BAFO pricing. Only those Vendors who were invited to submit a BAFO will be considered for the award.

G. FINAL SELECTION

The NHLC will conduct a final selection based on the final evaluation of the proposals or, if requested, as a result of a BAFO. If the NHLC elects to make an award, the NHLC will issue an “intent to negotiate” notice to the highest-scoring Vendor. Should the NHLC be unable to reach agreement with the selected Vendor, the NHLC may negotiate with the second preferred Vendor and so on, or the NHLC may reject all proposals, cancel this RFP, or solicit proposals under a new procurement process.

H. RIGHTS OF THE NHLC IN ACCEPTING AND EVALUATING PROPOSALS

The NHLC reserves the right, at its sole discretion, to:

1. Make independent investigations in evaluating proposals;
2. Request additional information to clarify elements of a proposal;
3. Waive minor or immaterial deviations from the RFP and contract requirements, if determined to be in the interest of the State;

4. Omit any planned evaluation step, if in the NHLC's view, the step is not needed;
5. Reject any and all proposals at any time or cancel this RFP; and
6. Open contract discussions with the second highest scoring Vendor and so on, if the NHLC is unable to reach an agreement on contract terms with the highest scoring Vendor(s).

PART V: INFORMATION REQUIRED FROM THE VENDOR

Proposals must be submitted in the following format, including heading descriptions:

A. TECHNICAL PROPOSAL

1. Company Capability

Describe in detail the company's background, and its capability with regard to providing shelving and fixture services to the NHLC's numerous retail locations. Include an overview of the company's ability to manage large scale projects and create unique shelving solutions. Within your narrative answer, include the following general background information:

- a. Full legal company name and year business started;
- b. If applicable, information on any parent or subsidiary relationships;
- c. State of formation and location of headquarters;
- d. Current number of individuals employed;
- e. Relevant licenses or certifications held; and
- f. Three (3) customer references, including the name, current address, telephone number, and email of the responsible official who may be contacted by the NHLC.

2. Company Experience

Describe how the company intends to provide the NHLC with the deliverables set forth in Provide a detailed summary of your company's experience providing shelving and fixture services to commercial clients, with an emphasis on retail businesses, including wine and liquor stores, if any. Include examples of projects completed for retail businesses where the size and scope are similar to the size of the NHLC and the projects encompassed by this RFP. Also include an explanation that sets forth the reasons that your company's experience with other clients indicates that your company will be successful as a business partner to the NHLC. Provide two (2) detailed references by customers, including the name, current address, and telephone number of the official who may be contacted. The NHLC reserves the right to contact all persons listed by the Proposer concerning past work experience. All contact information must be current. The NHLC shall not be responsible to search for contract information.

Product Offerings and Product Quality

The NHLC operates 77 retail stores and must periodically renovate or replace shelving in its retail locations. Typical store locations range from small (approx. 3,500 sq. ft. retail space) to large (approx. 13,000 sq. ft. retail space) and, with regard to certain stores, can contain over 20,000 square feet of retail space. The NHLC may also open new stores that will require entirely new shelving floorplans. As a result, the NHLC requires versatility in shelving options and quick availability of quality products.

With this in mind, provide a detailed explanation of your company's product offerings and the quality of products provided, including but not limited to, product longevity, versatility, aesthetics, and functionality. Additionally, provide a detailed explanation of why your product offerings are superior to that of your competitors and advantageous to the NHLC.

NHLC's stores predominantly make use of adjustable metal shelving. Provide a detailed overview of your adjustable shelving options, including color and style options. Provide a

detailed summary that demonstrates that you have sufficient product resources available to timely provide shelving to numerous NHLC retail locations per year.

Provide a summary of your ability to obtain and incorporate other shelving materials (e.g. wood, glass display cases, etc.) into store shelving designs as well as the ability to obtain and incorporate beverage coolers into shelving layout. Also include a detailed overview of your ability to design and obtain specialty fixtures, including checkout lanes, showcases, wine vaults, illuminated cabinets/cases, etc.

For examples of the shelving and specialty features presently in place at the NHLC outlet stores see the photographs included in Appendix C to this RFP.

B. COST PROPOSAL

As established above, this RFP does not pertain to any specific job or retail store location. Rather, due to the NHLC's consistent shelving needs, the RFP process is intended to result in the selection of a highly capable, skilled, and appropriately priced contractor to meet the NHLC's needs over a period of years.

In order to assess the competitiveness of pricing, attached to this RFP at Appendix C, page 1 is a depiction of a NHLC store layout that contains the shelving elements that are typically found in an NHLC Liquor and Wine Outlet store. This existing store layout, being relatively typical of a job/project that is likely to arise under any contract resulting from this RFP, will serve as a hypothetical project for the Proposers to provide pricing for.

The shelving elements included in the above-referenced hypothetical store layout (Appendix C, page 1) are listed below. Each shelving element is assigned a letter. The assigned letters correspond with the letters that are overlaid on the photographs included at pages 2 through 8 of Appendix C. The photographs shall serve as an example of each shelving element.

- A – Cash Wrap/Check-out Lanes
- B – Gondola Shelving
- C – Wall Mounted Shelving
- D – Wine Chillers
- E – Nip Racks
- F – Pass Through Shelving (Back Fill)
- G – Wine Vault
- H – Premium Spirits Display
- I – Register End-cap

Proposers are to provide pricing for **each of the elements individually** as well as a “**total cost**” for the entire store layout. For shelving elements sold by the linear foot, proposers should include their standard price per linear foot for each type. For standalone elements (*i.e.* cash wraps, wine vaults, and beverage

chillers), proposers should provide per-unit pricing. If a proposer has varying product quality levels within an element (*e.g.*, multiple types of gondola shelving of varying qualities), the proposer should provide pricing as to each product level.

APPENDIX A

GENERAL PROVISIONS - FORM P-37

FORM NUMBER P-37 (version 2/23/2023)

Notice: This agreement and all of its attachments shall become public upon submission to Governor and Executive Council for approval. Any information that is private, confidential or proprietary must be clearly identified to the agency and agreed to in writing prior to signing the contract.

AGREEMENT

The State of New Hampshire and the Contractor hereby mutually agree as follows:

GENERAL PROVISIONS

1. IDENTIFICATION.

1.1 State Agency Name		1.2 State Agency Address	
1.3 Contractor Name		1.4 Contractor Address	
1.5 Contractor Phone Number	1.6 Account Unit and Class	1.7 Completion Date	1.8 Price Limitation
1.9 Contracting Officer for State Agency		1.10 State Agency Telephone Number	
1.11 Contractor Signature Date:		1.12 Name and Title of Contractor Signatory	
1.13 State Agency Signature Date:		1.14 Name and Title of State Agency Signatory	
1.15 Approval by the N.H. Department of Administration, Division of Personnel <i>(if applicable)</i> By: _____ Director, On: _____			
1.16 Approval by the Attorney General (Form, Substance and Execution) <i>(if applicable)</i> By: _____ On: _____			
1.17 Approval by the Governor and Executive Council <i>(if applicable)</i> G&C Item number: _____ G&C Meeting Date: _____			

2. SERVICES TO BE PERFORMED. The State of New Hampshire, acting through the agency identified in block 1.1 (“State”), engages contractor identified in block 1.3 (“Contractor”) to perform, and the Contractor shall perform, the work or sale of goods, or both, identified and more particularly described in the attached EXHIBIT B which is incorporated herein by reference (“Services”).

3. EFFECTIVE DATE/COMPLETION OF SERVICES.

3.1 Notwithstanding any provision of this Agreement to the contrary, and subject to the approval of the Governor and Executive Council of the State of New Hampshire, if applicable, this Agreement, and all obligations of the parties hereunder, shall become effective on the date the Governor and Executive Council approve this Agreement, unless no such approval is required, in which case the Agreement shall become effective on the date the Agreement is signed by the State Agency as shown in block 1.13 (“Effective Date”).

3.2 If the Contractor commences the Services prior to the Effective Date, all Services performed by the Contractor prior to the Effective Date shall be performed at the sole risk of the Contractor, and in the event that this Agreement does not become effective, the State shall have no liability to the Contractor, including without limitation, any obligation to pay the Contractor for any costs incurred or Services performed.

3.3 Contractor must complete all Services by the Completion Date specified in block 1.7.

4. CONDITIONAL NATURE OF AGREEMENT.

Notwithstanding any provision of this Agreement to the contrary, all obligations of the State hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability and continued appropriation of funds. In no event shall the State be liable for any payments hereunder in excess of such available appropriated funds. In the event of a reduction or termination of appropriated funds by any state or federal legislative or executive action that reduces, eliminates or otherwise modifies the appropriation or availability of funding for this Agreement and the Scope for Services provided in EXHIBIT B, in whole or in part, the State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to reduce or terminate the Services under this Agreement immediately upon giving the Contractor notice of such reduction or termination. The State shall not be required to transfer funds from any other account or source to the Account identified in block 1.6 in the event funds in that Account are reduced or unavailable.

5. CONTRACT PRICE/PRICE LIMITATION/PAYMENT.

5.1 The contract price, method of payment, and terms of payment are identified and more particularly described in EXHIBIT C which is incorporated herein by reference.

5.2 Notwithstanding any provision in this Agreement to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments authorized, or actually made hereunder, exceed the Price Limitation set forth in block 1.8. The payment by the State of the contract price shall be the only and the complete reimbursement to the Contractor for all expenses, of whatever nature incurred by the Contractor in the performance

hereof, and shall be the only and the complete compensation to the Contractor for the Services.

5.3 The State reserves the right to offset from any amounts otherwise payable to the Contractor under this Agreement those liquidated amounts required or permitted by N.H. RSA 80:7 through RSA 80:7-c or any other provision of law.

5.4 The State’s liability under this Agreement shall be limited to monetary damages not to exceed the total fees paid. The Contractor agrees that it has an adequate remedy at law for any breach of this Agreement by the State and hereby waives any right to specific performance or other equitable remedies against the State.

6. COMPLIANCE BY CONTRACTOR WITH LAWS AND REGULATIONS/EQUAL EMPLOYMENT OPPORTUNITY.

6.1 In connection with the performance of the Services, the Contractor shall comply with all applicable statutes, laws, regulations, and orders of federal, state, county or municipal authorities which impose any obligation or duty upon the Contractor, including, but not limited to, civil rights and equal employment opportunity laws and the Governor’s order on Respect and Civility in the Workplace, Executive order 2020-01. In addition, if this Agreement is funded in any part by monies of the United States, the Contractor shall comply with all federal executive orders, rules, regulations and statutes, and with any rules, regulations and guidelines as the State or the United States issue to implement these regulations. The Contractor shall also comply with all applicable intellectual property laws.

6.2 During the term of this Agreement, the Contractor shall not discriminate against employees or applicants for employment because of age, sex, sexual orientation, race, color, marital status, physical or mental disability, religious creed, national origin, gender identity, or gender expression, and will take affirmative action to prevent such discrimination, unless exempt by state or federal law. The Contractor shall ensure any subcontractors comply with these nondiscrimination requirements.

6.3 No payments or transfers of value by Contractor or its representatives in connection with this Agreement have or shall be made which have the purpose or effect of public or commercial bribery, or acceptance of or acquiescence in extortion, kickbacks, or other unlawful or improper means of obtaining business.

6.4. The Contractor agrees to permit the State or United States access to any of the Contractor’s books, records and accounts for the purpose of ascertaining compliance with this Agreement and all rules, regulations and orders pertaining to the covenants, terms and conditions of this Agreement.

7. PERSONNEL.

7.1 The Contractor shall at its own expense provide all personnel necessary to perform the Services. The Contractor warrants that all personnel engaged in the Services shall be qualified to perform the Services, and shall be properly licensed and otherwise authorized to do so under all applicable laws.

7.2 The Contracting Officer specified in block 1.9, or any successor, shall be the State’s point of contact pertaining to this Agreement.

8. EVENT OF DEFAULT/REMEDIES.

8.1 Any one or more of the following acts or omissions of the Contractor shall constitute an event of default hereunder ("Event of Default"):

8.1.1 failure to perform the Services satisfactorily or on schedule;

8.1.2 failure to submit any report required hereunder; and/or

8.1.3 failure to perform any other covenant, term or condition of this Agreement.

8.2 Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1 give the Contractor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) calendar days from the date of the notice; and if the Event of Default is not timely cured, terminate this Agreement, effective two (2) calendar days after giving the Contractor notice of termination;

8.2.2 give the Contractor a written notice specifying the Event of Default and suspending all payments to be made under this Agreement and ordering that the portion of the contract price which would otherwise accrue to the Contractor during the period from the date of such notice until such time as the State determines that the Contractor has cured the Event of Default shall never be paid to the Contractor;

8.2.3 give the Contractor a written notice specifying the Event of Default and set off against any other obligations the State may owe to the Contractor any damages the State suffers by reason of any Event of Default; and/or

8.2.4 give the Contractor a written notice specifying the Event of Default, treat the Agreement as breached, terminate the Agreement and pursue any of its remedies at law or in equity, or both.

9. TERMINATION.

9.1 Notwithstanding paragraph 8, the State may, at its sole discretion, terminate the Agreement for any reason, in whole or in part, by thirty (30) calendar days written notice to the Contractor that the State is exercising its option to terminate the Agreement.

9.2 In the event of an early termination of this Agreement for any reason other than the completion of the Services, the Contractor shall, at the State's discretion, deliver to the Contracting Officer, not later than fifteen (15) calendar days after the date of termination, a report ("Termination Report") describing in detail all Services performed, and the contract price earned, to and including the date of termination. In addition, at the State's discretion, the Contractor shall, within fifteen (15) calendar days of notice of early termination, develop and submit to the State a transition plan for Services under the Agreement.

10. PROPERTY OWNERSHIP/DISCLOSURE.

10.1 As used in this Agreement, the word "Property" shall mean all data, information and things developed or obtained during the performance of, or acquired or developed by reason of, this Agreement, including, but not limited to, all studies, reports, files, formulae, surveys, maps, charts, sound recordings, video recordings, pictorial reproductions, drawings, analyses, graphic representations, computer programs, computer printouts, notes, letters, memoranda, papers, and documents, all whether finished or unfinished.

10.2 All data and any Property which has been received from the State, or purchased with funds provided for that purpose under this Agreement, shall be the property of the State, and shall be returned to the State upon demand or upon termination of this Agreement for any reason.

10.3 Disclosure of data, information and other records shall be governed by N.H. RSA chapter 91-A and/or other applicable law. Disclosure requires prior written approval of the State.

11. CONTRACTOR'S RELATION TO THE STATE. In the performance of this Agreement the Contractor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Contractor nor any of its officers, employees, agents or members shall have authority to bind the State or receive any benefits, workers' compensation or other emoluments provided by the State to its employees.

12. ASSIGNMENT/DELEGATION/SUBCONTRACTS.

12.1 Contractor shall provide the State written notice at least fifteen (15) calendar days before any proposed assignment, delegation, or other transfer of any interest in this Agreement. No such assignment, delegation, or other transfer shall be effective without the written consent of the State.

12.2 For purposes of paragraph 12, a Change of Control shall constitute assignment. "Change of Control" means (a) merger, consolidation, or a transaction or series of related transactions in which a third party, together with its affiliates, becomes the direct or indirect owner of fifty percent (50%) or more of the voting shares or similar equity interests, or combined voting power of the Contractor, or (b) the sale of all or substantially all of the assets of the Contractor.

12.3 None of the Services shall be subcontracted by the Contractor without prior written notice and consent of the State.

12.4 The State is entitled to copies of all subcontracts and assignment agreements and shall not be bound by any provisions contained in a subcontract or an assignment agreement to which it is not a party.

13. INDEMNIFICATION. The Contractor shall indemnify, defend, and hold harmless the State, its officers, and employees from and against all actions, claims, damages, demands, judgments, fines, liabilities, losses, and other expenses, including, without limitation, reasonable attorneys' fees, arising out of or relating to this Agreement directly or indirectly arising from death, personal injury, property damage, intellectual property infringement, or other claims asserted against the State, its officers, or employees caused by the acts or omissions of negligence, reckless or willful misconduct, or fraud by the Contractor, its employees, agents, or subcontractors. The State shall not be liable for any costs incurred by the Contractor arising under this paragraph 13. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the State's sovereign immunity, which immunity is hereby reserved to the State. This covenant in paragraph 13 shall survive the termination of this Agreement.

14. INSURANCE.

14.1 The Contractor shall, at its sole expense, obtain and continuously maintain in force, and shall require any subcontractor or assignee to obtain and maintain in force, the following insurance:

14.1.1 commercial general liability insurance against all claims of bodily injury, death or property damage, in amounts of not less than \$1,000,000 per occurrence and \$2,000,000 aggregate or excess; and

14.1.2 special cause of loss coverage form covering all Property subject to subparagraph 10.2 herein, in an amount not less than 80% of the whole replacement value of the Property.

14.2 The policies described in subparagraph 14.1 herein shall be on policy forms and endorsements approved for use in the State of New Hampshire by the N.H. Department of Insurance, and issued by insurers licensed in the State of New Hampshire.

14.3 The Contractor shall furnish to the Contracting Officer identified in block 1.9, or any successor, a certificate(s) of insurance for all insurance required under this Agreement. At the request of the Contracting Officer, or any successor, the Contractor shall provide certificate(s) of insurance for all renewal(s) of insurance required under this Agreement. The certificate(s) of insurance and any renewals thereof shall be attached and are incorporated herein by reference.

15. WORKERS' COMPENSATION.

15.1 By signing this agreement, the Contractor agrees, certifies and warrants that the Contractor is in compliance with or exempt from, the requirements of N.H. RSA chapter 281-A (*"Workers' Compensation"*).

15.2 To the extent the Contractor is subject to the requirements of N.H. RSA chapter 281-A, Contractor shall maintain, and require any subcontractor or assignee to secure and maintain, payment of Workers' Compensation in connection with activities which the person proposes to undertake pursuant to this Agreement. The Contractor shall furnish the Contracting Officer identified in block 1.9, or any successor, proof of Workers' Compensation in the manner described in N.H. RSA chapter 281-A and any applicable renewal(s) thereof, which shall be attached and are incorporated herein by reference. The State shall not be responsible for payment of any Workers' Compensation premiums or for any other claim or benefit for Contractor, or any subcontractor or employee of Contractor, which might arise under applicable State of New Hampshire Workers' Compensation laws in connection with the performance of the Services under this Agreement.

16. WAIVER OF BREACH. A State's failure to enforce its rights with respect to any single or continuing breach of this Agreement shall not act as a waiver of the right of the State to later enforce any such rights or to enforce any other or any subsequent breach.

17. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given in blocks 1.2 and 1.4, herein.

18. AMENDMENT. This Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto and only after approval of such amendment, waiver or discharge by the Governor and Executive Council of the State of New Hampshire unless no such approval is required under the circumstances pursuant to State law, rule or policy.

19. CHOICE OF LAW AND FORUM.

19.1 This Agreement shall be governed, interpreted and construed in accordance with the laws of the State of New Hampshire except where the Federal supremacy clause requires otherwise. The wording used in this Agreement is the wording chosen by the parties to express their mutual intent, and no rule of construction shall be applied against or in favor of any party.

19.2 Any actions arising out of this Agreement, including the breach or alleged breach thereof, may not be submitted to binding arbitration, but must, instead, be brought and maintained in the Merrimack County Superior Court of New Hampshire which shall have exclusive jurisdiction thereof.

20. CONFLICTING TERMS. In the event of a conflict between the terms of this P-37 form (as modified in EXHIBIT A) and any other portion of this Agreement including any attachments thereto, the terms of the P-37 (as modified in EXHIBIT A) shall control.

21. THIRD PARTIES. This Agreement is being entered into for the sole benefit of the parties hereto, and nothing herein, express or implied, is intended to or will confer any legal or equitable right, benefit, or remedy of any nature upon any other person.

22. HEADINGS. The headings throughout the Agreement are for reference purposes only, and the words contained therein shall in no way be held to explain, modify, amplify or aid in the interpretation, construction or meaning of the provisions of this Agreement.

23. SPECIAL PROVISIONS. Additional or modifying provisions set forth in the attached EXHIBIT A are incorporated herein by reference.

24. FURTHER ASSURANCES. The Contractor, along with its agents and affiliates, shall, at its own cost and expense, execute any additional documents and take such further actions as may be reasonably required to carry out the provisions of this Agreement and give effect to the transactions contemplated hereby.

25. SEVERABILITY. In the event any of the provisions of this Agreement are held by a court of competent jurisdiction to be contrary to any state or federal law, the remaining provisions of this Agreement will remain in full force and effect.

26. ENTIRE AGREEMENT. This Agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supersedes all prior agreements and understandings with respect to the subject matter hereof.

APPENDIX B: STORE LOCATIONS

STORE NUMBER	LOCATION	ADDRESS
Warehouse	Concord	50 Storrs Street Concord, NH 03301
Maintenance	Concord	14 Hall Street Concord, NH 03301
1	Concord	80 Storrs Street Concord, NH 03301
2	W Chesterfield	100B NH-9 West Chesterfield, NH 03466
5	Berlin	17 Pleasant Street Berlin, NH 03570
6	Portsmouth	738 Islington Street Portsmouth, NH 03801
7	Littleton	784 Meadow Street Littleton, NH 03561
8	Claremont	367 Washington Street Claremont, NH 03743
10	Manchester	68 Elm Street Manchester, NH 03103
11	Lebanon	12 Centerra Parkway Lebanon, NH 03766
12	Center Harbor	Route 25, 12A Main Street Center Harbor, NH 03226
13	Somersworth	481 High Street Somersworth, NH 03878
14	Rochester	170 Market Place Boulevard Rochester, NH 03867

STORE NUMBER	LOCATION	ADDRESS
15	Keene	15 W. Swanzey Road Keene, NH 03431
16	Woodsville	1 Forest Street Woodsville, NH 03785
18	Colebrook	16 Metallak Place Colebrook, NH 03576
19	Plymouth	22 Ridge View Lane Plymouth, NH 03264
20	Derry	19C Manchester Road Derry, NH 03038
21	Peterborough	19 Wilton Road Peterborough, NH 03458
22	Brookline	44a Route 13 Brookline, NH 03033
23	Conway	234 White Mountain Highway Conway, NH 03818
30	Milford	21 Jones Road Milford, NH 03055
31	Manchester	850 Gold Street Manchester, NH 03103
32	Nashua	6 Northwest Boulevard Nashua, NH 03063
33	Manchester	1100 Bicentennial Drive Manchester, NH 03104
34	Salem	92 Cluff Crossing Road Salem, NH 03079

STORE NUMBER	LOCATION	ADDRESS
35	Hillsboro	15 Antrim Road Hillsborough, NH 03244
37	Lancaster	199A Main Street Lancaster, NH 03584
38	Portsmouth	605 Route 1 Bypass South Portsmouth, NH 03801
39	Wolfeboro	35 Center Street Wolfeboro Falls, 03896
40	Walpole	32 Ames Plaza Lane Walpole, NH 03608
41	Seabrook	380 Lafayette Road Seabrook, NH 03874
42	Meredith	71 Route 104 Meredith, NH 03253
44	New Hampton	325 NH Route 104 New Hampton, NH 03256
47	Lincoln	165 Main Street Lincoln, NH 03251
48	Hinsdale	849 Brattleboro Road Hinsdale, NH 03451
49	Plaistow	32 Plaistow Road Plaistow, NH 03865
50	Nashua	294 Daniel Webster Highway Nashua, NH 03060
51	Pelham	150 Bridge Street Pelham, NH 03076

STORE NUMBER	LOCATION	ADDRESS
52	Gorham	159 Main Street Gorham, NH 03581
53	Hudson	212 Lowell Road Hudson, NH 03051
54	Glen	65 US-302 Glen, NH 03838
55	Bedford	9 Leavy Drive Bedford, NH 03110
56	Gilford	18 Weirs Road Gilford, NH 03246
57	Ossipee	240 NH Route 16B Center Ossipee, NH 03814
58	Goffstown	605 Mast Road Goffstown, NH 03102
59	Merrimack	6 Dobson Way Merrimack, NH 03054
60	W Lebanon	265 Plainfield Road West Lebanon, NH 03784
61	Londonderry	137 Rockingham Road Londonderry, NH 03053
62	Raymond	11 Freetown Road Raymond, NH 03077
64	New London	293 Newport Road New London, NH 03257
65	Campton	25 Vintinner Road Campton, NH 03223

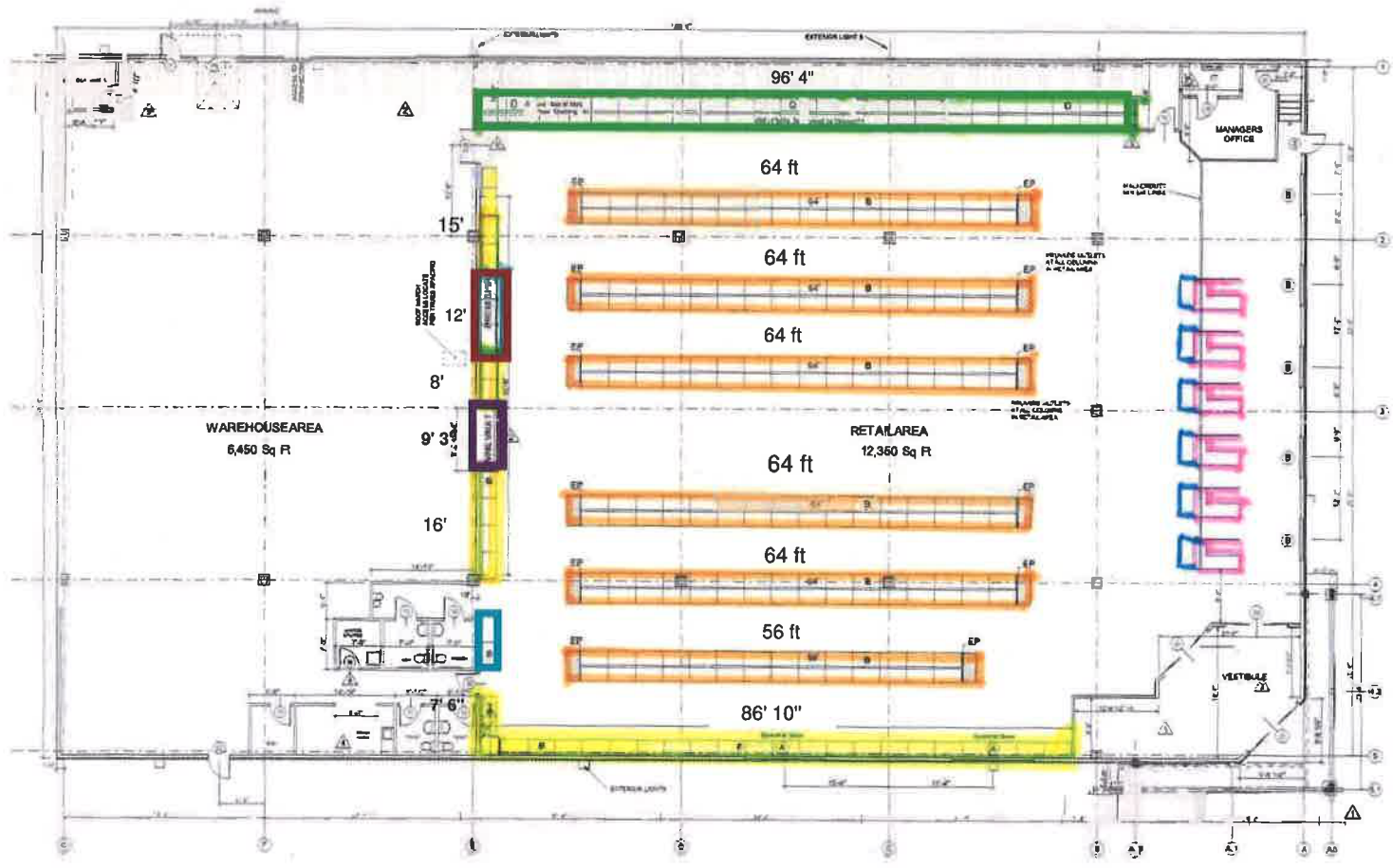
STORE NUMBER	LOCATION	ADDRESS
66	Hooksett	I-93 North, West River Road Hooksett, NH 03106
67	Hooksett	I-93 South, 25 Springer Road Hooksett, NH 03106
68	North Hampton	69 Lafayette Road North Hampton, NH 03862
69	Nashua	25 Coliseum Avenue Nashua, NH 03063
71	Lee	60 Calef Highway Lee, NH 03861
73	Hampton- S	I-95 South Hampton, NH 03843
74	Londonderry	10 Michels Way Londonderry, NH 03053
76	Hampton- N	I-95 North Hampton, NH 03843
77	Rindge	497 US-202 Rindge, NH 03461
79	Epping	5 Brickyard Square Epping, NH 03042
81	Pembroke	619 Sand Road Pembroke, NH 03275
82	Warner	14 Nichols Mill Lane Warner, NH 03278

STORE NUMBER	LOCATION	ADDRESS
83	Epsom	929 Suncook Valley Road Epsom, NH 03234
84	Tilton	80 Market Street Tilton, NH 03276
85	Concord	11 Merchants Way Concord, NH 03303

APPENDIX C
DEPICTION OF A NHLC OUTLET LAYOUT

Appendix C is provided for illustrative purposes only and not purported to be a sole representation for the intents of this RFP.

- Premium Spirits Display Case
- Gondola
- Wall Mounted
- Pass Through
- Cash Register End-caps
- Wine Vault
- Cash Wrap/Check-out Lane
- Wine Chiller







Our Finest **WINE** Selections



NO MERCHANDISE ALLOWED BEYOND THIS POINT THANK YOU!



CHILLED WINE & SPIRITS



outlet price Busters
GERARD BERTRAND
COTE DES ROSES ROSE
\$10.97 SAVE 60%
Retail: \$15.99

The Lowest Prices in America
Chateau Mont

Size: 750ml
Retail: \$15.99 Sale: 7/2



NH EXCLUSIVE BARREL BUYS



Our Finest **SPIRITS** *Selections*



NH EXCLUSIVE BARREL BUYS



NON-ALCOHOLIC





