



STATE OF TENNESSEE
CENTRAL PROCUREMENT OFFICE

INVITATION TO BID # 32110-13957
QUESTIONS AND COMMENTS RESPONSES
FOR WINTER ROAD MAINTENANCE MATERIALS

DATE: September 2, 2026

ITB # 32110-13957 AS CONTINUATION TO RFI # 32110-13927 IS AMENDED AS FOLLOWS:

1. State responses to questions and comments in the table below amend and clarify this ITB.

Any restatement of ITB text in the Question/Comment column shall NOT be construed as a change in the actual wording of the ITB document.

RFP SECTION	PAGE #	QUESTION / COMMENT	STATE RESPONSE
		1. The estimated annual quantity (line item 11) for liquid calcium chloride shows 1,500 gallons; however, the minimum quantity in the Specs shows a minimum quantity of 1,800 gallons.	Please see revised Cost Proposal with updated Estimated Annual Quantity values.
		2. There should be a maximum load size of 4,400 gallons per delivery, as this is the maximum amount of gallons that a tanker can haul. Tanker will not be required to make more than 3 stops per delivery within any TDOT District.	The State is not open to this change. The Contract shall not have maximum order or delivery requirements.
		3. What is the annual requirement for the 32% Calcium Chloride to be supplied for this bid?	The State cannot guarantee that it will buy any minimum quantity of goods or services under this Contract, per Terms and Conditions Section 6.1. The Estimated Annual Quantity values in the Cost Proposal are intended to reflect anticipated annual quantity purchased. Please see revised Cost Proposal with updated Estimated Annual Quantity values.
		4. Does the 32% Calcium Chlorine have to contain a corrosion inhibitor?	Cost Proposal lines 13-14, 36-37, 59-60, and 82-83 shall contain a corrosion inhibitor and have a calcium chloride minimum concentration of 29%. Cost Proposal lines 11-12, 34-35, 57-58, and 80-81 shall have a calcium chloride concentration of 32% either with or without a corrosion inhibitor. Please see revised Specifications Sections E.1 and F.1.
		5. Does the 32% Calcium Chloride have to be delivered at a certain temperature?	Yes. Please see Specifications Section E.1.

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		6. What are the terms of billing and payment for the 32% Calcium Chloride Bid?	Please see Terms and Conditions Section 6 (Payment Terms and Conditions). Under Tenn. Code Ann. Section 12-4-703, the State is required to pay for each non-Defective good, which is delivered to and accepted by the State in accordance with this Contract, within thirty (30) days after receipt of a conforming invoice covering the delivered item(s).
		7. I was asked to request a COI for the bid for this job. Which information would you like me to add for the certificate holder?	Please see Terms and Conditions Section 7.40.1, in which the certificate holder is specified in the second paragraph.
		8. What is the bid date and time for the SWC504 Winter Rd Maintenance Materials?	ITB # 32110-13957 opens on September 2, 2026.
		9. Why do Bid Items 22–23, 45–46, 68–69, and 91–92 specify Aquaphalt in the item description when other containerized products are also approved under QPL 13.001?	The State is specifically requesting Aquaphalt since the State has found in its testing Aquaphalt can be used in a wider range of weather conditions due to its water-activated formulation. This water-activated formula places Aquaphalt in its very own category of products within the scope.
		10. How should the estimated quantities be interpreted? The Item Description specifies a tonnage per order, while the Estimated Annual Quantity column lists an unlabeled quantity. Does the Estimated Annual Quantity represent the anticipated number of orders to be placed? If so, should the total contract quantity be calculated by multiplying the tonnage per order by the Estimated Annual Quantity? Example: Line 1, Bulk High Performance Cold Patch Region 1 - 50 Tons Per Order, Delivered: 50 tons per order × 140 orders = 7,000 tons for the contract term.	The Estimated Annual Quantity values in the Cost Proposal are intended to reflect anticipated annual quantity purchased. Please see revised Cost Proposal with updated Estimated Annual Quantity values. The State cannot guarantee that it will buy any minimum quantity of goods or services under this Contract, per Terms and Conditions Section 6.1. No, the Estimated Annual Quantity does not represent the number of orders to be placed. The Estimated Annual Quantity is expressed by the Unit of Measure (UOM) for the line. Totals are not calculated as described in the question's example scenario.
		11. Is TDOT requesting a delivered unit price for each line item at each individual plant location within a region, or a single delivered unit price for each line item that applies to all plant locations within that region?	The State requests pricing as described and shown in the Cost Proposal, which is one unit price per line item per region. Pricing shall not be provided per each Contractor location.
		12. In reviewing the figures for "Estimated Annual Quantity", we understand that these are just estimates, and not commitments for future	The State confirms the Estimated Annual Quantity values are estimates and not commitments for future purchases. The State cannot guarantee that it will buy any

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		purchases. So, we assume that these estimates are provided ONLY for background information as a convenience to Vendors. Therefore, we assume that the "Estimated Annual Quantity" figures are NOT to be used in the actual mathematical calculation of the "Extended Price". QUESTION: Is that an accurate understanding?	minimum quantity of goods or services under this Contract, per Terms and Conditions Section 6.1. The Estimated Annual Quantity values in the Cost Proposal are used in the calculation of the Extended Price. Please see revised Cost Proposal instructions.
		13. To be sure that we know the correct method for calculating the "Extended Price", please allow me to use an example to demonstrate my current understanding. (If my understanding is wrong, please help me to correct it.) As an example, we consider Line 50 (Region 3 Groups, Bulk High Performance Cold Patch - Picked Up At Plant): The standard order size for this "Item Description" is 50 Tons. The "UOM" is the Ton. Assuming that we have determined our selling price to be \$100.00 per Ton, we would therefore write "\$100.00" into the spreadsheet as the "Price". Then, to obtain the Extended Price, we would multiply the Price of \$100.00 per Ton by the standard order size of 50 Tons (\$100.00 x 50), which would equal \$5,000.00. We would therefore write "\$5,000.00" into the spreadsheet as the "Extended Price". THIS \$5,000.00 AMOUNT WOULD BE THE EXTENDED PRICE FOR ONE ORDER OF 50 TONS. (We note that the "Estimated Annual Quantity" is 136. To our understanding, this means 136 orders of 50 Tons per order, for an annual (estimated) total of 6,800 Tons. While these numbers are helpful to us in formulating our bid, we assume that the Estimated Annual Quantity is NOT part of the Extended Price calculation.) QUESTION A: Could you please let me know if my example above shows the correct method for calculating the Extended Price? QUESTION B: On the other hand, if the "Estimated Annual Quantity" actually DOES need to be part of the actual calculation, then I have	The scenario described is incorrect. Please see revised Cost Proposal with updated Estimated Annual Quantity values. The Estimated Annual Quantity does not represent the number of orders to be placed. The Estimated Annual Quantity is expressed by the Unit of Measure (UOM) for the line. In the Cost Proposal, the Estimated Annual Quantity values will be multiplied by the corresponding provided Price per UOM to get the Extended Price. For Individual lines, cost will be evaluated using each Extended Price value. For Grouped lines, cost will be evaluated using the sum of the Extended Price values of that group, called the Extended Price Total. Please see the revised Cost Proposal instructions.

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		misunderstood how to figure it. If that is the case, can you please help me understand the proper way to ascertain the "Extended Price"?	
		14. QUESTION: When the bidding process has been completed, and after the contract has been awarded, will all bid participants be provided with a bid tabulation showing the detailed complete bid amounts for all items from all bidders? When will this documentation be available?	Respondents who provide a response to the solicitation will have the ability to request this information during the Open File Period after the Notice of Intent to Award is released.

2. **Delete RFI # 32110-13927, in its entirety, and replace it with ITB # 32110-13957, attached to this amendment.** Revisions of the original ITB document are emphasized within the new release. **Any sentence or paragraph containing revised or new text is highlighted.**
3. **Effective Date.** The revisions set forth herein shall be effective upon release. All other terms and conditions of this ITB not expressly amended herein shall remain in full force and effect.