



State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
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August 19, 2016

Via Email [mrleibel@mmm.com] and USPS Regular Mail

Matt Leibel
Bid & Contract Department
3M Traffic Safety & Security Division
3M Center Bldg. 225-4N-14
St. Paul, MN 55144-1000

RE: Bid Solicitation #16DPP00018 / Sheeting, Reflective

Dear Mr. Leibel:

This correspondence is in response to your email of June 22, 2016, to the Procurement Bureau (Bureau) of the Division of Purchase and Property (Division) on behalf of 3M Traffic Safety & Security (3M). In that email, 3M requests a clarification regarding certain terms of Bid Solicitation #16DPP00018/Sheeting, Reflective (Solicitation). Specifically, 3M states:

3M strongly believes there may be confusion with the different specifications that the State is requesting in the current bid. Based on the ASTM specification for the Type VI Product, to best of our knowledge, the State does not utilize this product nor has the equipment in house to convert the product into a usable form (i.e., temporary construction roll-up sign). This product is normally converted by specialty manufacturers for the use of signs. I recognize in the current contract that a "Type VI" product exists, but the New Jersey Type VI has very different characteristics when compared to the ASTM Type VI Product Specifications.

I urge the State to review the ASTM Type VI Specifications against the State's current contract that includes a New Jersey Type VI Specification.

In consideration of 3M's request for clarification, I have reviewed the record of this procurement, including the Solicitation, submitted bidder questions, relevant statutes, regulations and case law, and have consulted with the New Jersey Department of Transportation (DOT) and the New Jersey Department of Corrections (DOC).

By way of background, this Solicitation was advertised by the Bureau on behalf of DOT and DOC April 27, 2016. The purpose of this Solicitation is to solicit quotes for reflective sheeting for use by DOT and DOC in the manufacture of signs. In accordance with the requirements of this Solicitation, questions were to be submitted electronically through the Q&A tab in *NJSTART* by May 6, 2016. (Solicitation § 1.3.1 *Electronic Question and Answer Period.*) Several questions were received and an

amendment responding to those questions was issued on June 17, 2016. Because 3M's request for clarification was not received until June 22, 2016, the email correspondence was forwarded to the Division's Hearing Unit for review as a specification protest.

With respect to 3M's clarification request, the Hearing Unit's review has resulted in a revision to this Solicitation. Please review Bid Amendment #9 which has been posted on [NJSTART](#) in connection with this Solicitation.

Thank you for your company's interest in doing business with the State of New Jersey and for registering your company with [NJSTART](#) at www.njstart.gov, the State of New Jersey's new eProcurement system, which went live on June 20, 2016.

Sincerely,



Maurice Griffin
Chief Hearing Officer

MAG: RUD

c: J. Kerchner
K. Thomas
D. Holt