



January 9, 2012

To: Prospective Bidders

Re: California Architectural Paint Recovery Program Paint Processing RFP Questions and Answers

1. Considerable preparation time was lost in the past two weeks due to the holidays. Would you extend the Proposal deadline by at least an extra week?

No.

2. There appears to be a typo on page 25 and 26. Based on the definitions provided within the RFP, shouldn't the first word in 3.1 be "Subcontractors" instead of "Bidders"? The same question applies to 3.2 and 4. Please clarify because if "Bidders" is correct, then all three instances imply information that must be submitted with our proposal response.

The RFP text is correct.

3. At the top of page 12, the RFP states that California HHW Programs collected 57,837,941 pounds of oil-based and latex paint for the 2009/2010 fiscal year. However, according to the "Fiscal Year 2009/2010 HHW Program Totals" spreadsheet posted on CalRecycle's website the total latex and oil-based paint was 26,434,035 pounds (Latex = 15,448,007 lbs. and Oil-Based Paint = 10,986,029 pounds). Where did the additional 31,403,906 pounds come from? Please verify if the estimated 4 million gallons of paint to be collected in the first program year is correct.

CORRECTION: The 57,837,941 pounds is incorrect; this reflects an estimate of paint collected from 2006-2010. For the purposes of the RFP, assume 26,434,035 pounds of paint was collected in the 2009-2010 reporting period.

From page 11. If an estimated 59,300,000 gallons of paint were sold in CA in 2010, 4 million gallons represents 6.7% of annual sales or what we anticipate to be a fully functional paint stewardship collection program. If all of the 26,434,035 pounds reported in the CalRecycle report was program material this would represent 2.6 million gallons or 4.4% of annual sales.

PaintCare does not guarantee any minimum amount of paint to be collected under the program.

4. How will program containers in the system be tracked at processing facilities? How will you tell how long a certain container has been on my site and have to be ready for pickup in 14 days? 14 days seems a bit quick and will require a lot of double handling based on Paint Care quantity estimations. And what if we don't have a turn-around time of 14 days, what implications will be applied?



Each tote will have a unique id number. At time of pick-up, the transporter will write down these unique tote numbers on the Bill of Lading.

Each Bill of Lading will be signed and dated by the receiving facility. This will begin the 14-day clock.

Reusable totes in the PaintCare program will represent a considerable investment for the program. The 14-day turnaround is required to ensure totes are continuously flowing through the PaintCare system. If a processor cannot quickly return totes to the system, volumes will be diverted to other processors.

5. What is your definition of stored? Does this include finished products waiting for disposition to the market place? Or only non-processed program materials?

Non-processed program materials.

6. What are the expected payment terms to the service providers from Paint Care?

Net-30 from receipt of invoice.

7. Will a consistent data tracking program or some sort of system be used by all participating service providers to make reporting more straight forward and uniform to meet the demands of the program? Or do we all have to create our own system that will not be consistent with other participating service providers and become very difficult for the Paint Care agency to interpret reports from provider to provider?

A data tracking program does not currently exist. In the short-term, service providers must provide required collection site data as required by contract. As the program develops, we may implement an on-line data entry program to simplify and standardize this process.

8. In response to page 6, section 1.3 What kind of notice will be given, phone or email? If phone, will the notice be given to anyone who answers the phone or must be an authorized manager in charge at the facility?

Notice would be given by phone to the person authorized to bind the company contractually.

9. Page 11, 3. Do all processing facilities for latex paint have to reside in California for this plan?

No.



10. Page 18, 5.3 Is a security/performance bond required for this RFP? What factors would require a bidder to provide a bond?

A bid bond is not required for the RFP. A contract performance bond may be requested if PaintCare deems that the proposal and financial health of the bidder represents a liability risk to the program.

11. Page 26, 3.4 Everything has to be processed within 3 months, but processed into what? What is the definition of processed? Does the process have to end with a marketable product or just be processed from or out of the original container it was received?

Processed in this context refers to paint being removed from its original container and blended into recycled paint or an alternative product.

12. Please clarify net weight definition on Table 3. Is this for weight of paint in each can (minus the can itself) or just the outer shipping container.

Gross weight is the outer tote, drum, roll-off and contents (program products).

Net weight is gross weight minus the outer shipping container (tote, drum or roll-off). Individual paint cans are included in net weight.