



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header @ 2

List View

General Information

Contact

Default Values


Discount

Document Information

Clarification Request

Procurement Folder: 1508795


Procurement Type: Central Master Agreement

Vendor ID: VS0000037558 


Legal Name: Ruan Transport Corporation

Alias/DBA: Ruan Transport

Total Bid: \$0.00

Response Date: 10/08/2024 

Response Time: 12:51

Responded By User ID: Ruan 

First Name: Jason

Last Name: Dobbs

Email: Jdobbs@ruan.com

Phone: 859-609-9192

SO Doc Code: CRFQ

SO Dept: 0708

SO Doc ID: ABC2500000006

Published Date: 9/30/24

Close Date: 10/8/24

Close Time: 13:30

Status: Closed

Solicitation Description: Distribution & Transportation for WVABCA

Total of Header Attachments: 2

Total of All Attachments: 2



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Solicitation Response

Proc Folder: 1508795
Solicitation Description: Distribution & Transportation for WVABCA
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2024-10-08 13:30	SR 0708 ESR10082400000002455	1

VENDOR
VS0000037558
Ruan Transport Corporation

Solicitation Number: CRFQ 0708 ABC2500000006
Total Bid: 0
Response Date: 2024-10-08
Response Time: 12:51:16
Comments:

FOR INFORMATION CONTACT THE BUYER
Joseph E Hager III
(304) 558-2306
joseph.e.hageriii@wv.gov

Vendor		
Signature X	FEIN#	DATE

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Wholesale distribution services - CASE	0.00000	CASE	3.490000	0.00

Comm Code	Manufacturer	Specification	Model #
80141702			

Commodity Line Comments: Years 1 - 3 = \$3.49
Year 4 = \$3.58
Year 5 = \$3.67
Year 6 = \$3.76

Extended Description:

The West Virginia Purchasing Division is soliciting bids on behalf of WEST VIRGINIA ALCOHOL BEVERAGE CONTROL ADMINISTRATION (WVABCA) to establish an Open-End Contract to provide distributions & transportation for liquor beverages from the WVABCA warehouse located at 97 Independent Avenue, Nitro, WV 25143 per the specifications and instructions contained in the solicitation.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Wholesale distribution services - HOUR	0.00000	HOUR	36.990000	0.00

Comm Code	Manufacturer	Specification	Model #
80141702			

Commodity Line Comments:

Extended Description:

The West Virginia Purchasing Division is soliciting bids on behalf of WEST VIRGINIA ALCOHOL BEVERAGE CONTROL ADMINISTRATION (WVABCA) to establish an Open-End Contract to provide distributions & transportation for liquor beverages from the WVABCA warehouse located at 97 Independent Avenue, Nitro, WV 25143 per the specifications and instructions contained in the solicitation.

RUAN

Ruan Dedicated Contract Transportation Capabilities

INTEGRATED SUPPLY CHAIN SOLUTIONS

+ Dedicated Contract Transportation + Managed Transportation + Value-Added Warehousing + Brokerage Support Services



Ruan is a privately-held, family-owned corporation that was founded in Des Moines, IA in 1932.

We are an asset-based 3PL with customer dedicated warehouse space and an annual revenue of **\$1.75 billion.**



**13,000 ACTIVE
CARRIER
PARTNERSHIPS**



**300 OPERATIONS
NATIONWIDE**



5,400 TEAM MEMBERS



**4,200 PROFESSIONAL
DRIVING TEAM
MEMBERS**



**OWN/OPERATE 3,900
POWER UNITS & 11,000
TRAILERS**



RUAN

INDUSTRIES WE SERVE



AGRICULTURAL



BEVERAGE



BUILDING
MATERIALS



CHEMICALS



CONSUMER
PACKAGED GOODS



FOOD GRADE



FOOD PROCESSING



GROCERY



INDUSTRIAL
GASES



MANUFACTURING



MEDICAL SUPPLIES



METALS



RETAIL

Integrated Supply Chain Solutions | Dedicated Contract Transportation | Managed Transportation | Value-Added Warehousing | Brokerage Support Services

Meet Herb, — + — **Meet Leah,**
COO of the Iowa Alcoholic Beverages Division.
He's part of a statewide leadership team.
That regulates and distributes
spirits in Iowa — safely.

Meet Leah,
Dedicated Transportation Manager at Ruan.
She's part of a hardworking logistics team.
That stores, picks, and delivers beverage
shipments — seamlessly.

Keeping customers' shelves stocked and consumer spirits high. Together.

Human to human is the most important connection we make.
When our team comes to the table, we become your team. We learn your business top to bottom. So we can provide custom solutions that increase efficiency in your warehouse and result in on-time and in-full deliveries to your customers— just ask Herb and Leah.

For more information about how our personal approach can help improve your business performance, call (866) 782-6669, email us at solutions@ruan.com or visit ruan.com.

Our team is yours.

RUAN



The relationship between IABD and Ruan goes well beyond a typical partnership. Ruan knows their business. Their challenges. And, most importantly, their goals. We collaborate to improve processes, optimize operations and deliver results.



State of Iowa ALCOHOLIC BEVERAGES DIVISION

The Iowa Alcoholic Beverages Division is the alcoholic beverage control authority for the state of Iowa regulating liquor wholesales.

Ankeny, IA

Statistics

- + 39 team members
- + 180,000 square feet
- + 24 trailer spots
- + 10 dock doors
- + 125,000 weekly unit picks

Other Features

- + Integrated with IABD order management system
- + Real-time inventory transactions
- + Directed put away and pick routes defined by Ruan's WMS
- + Inventory transactions completed at time of shipping
- + Real-time visibility to suppliers
- + Supporting more than 75 suppliers

Dedicated Fleet

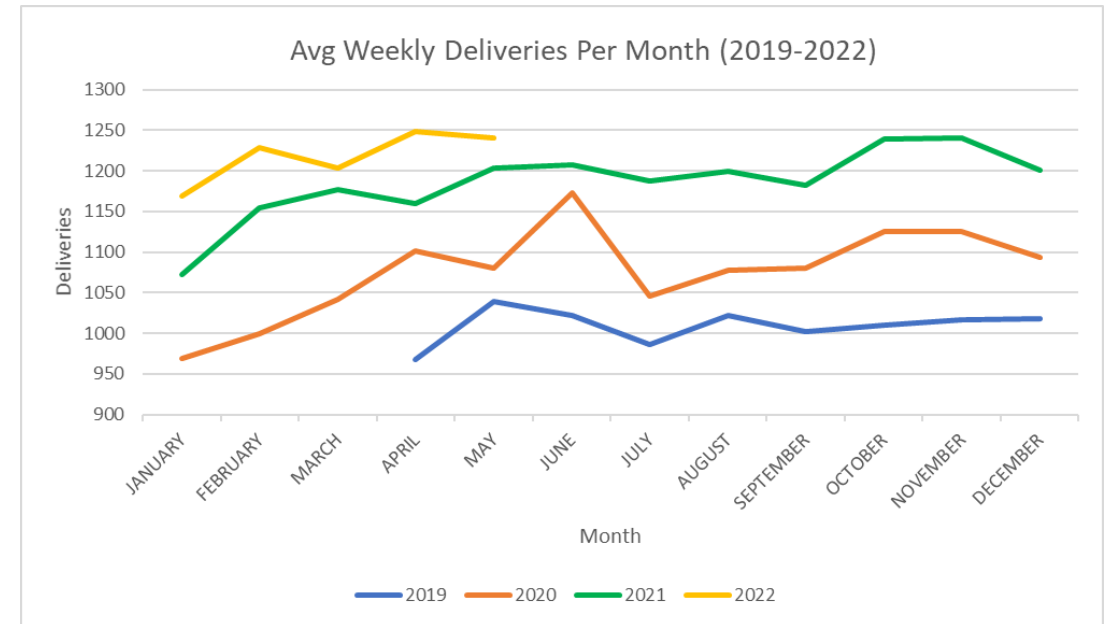
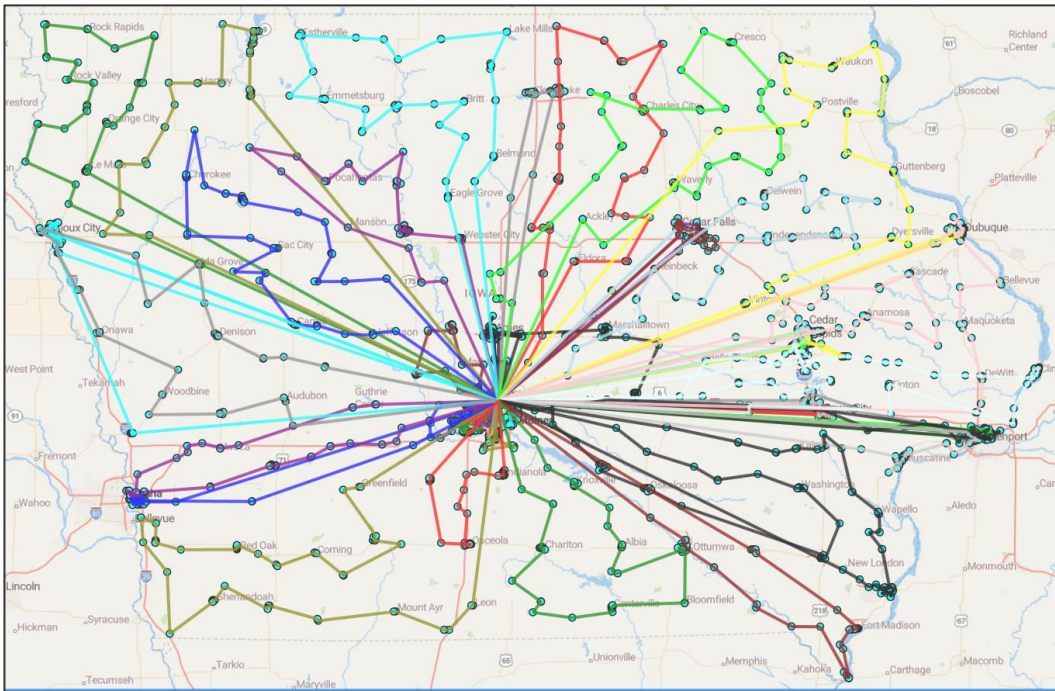
- + Dedicated fleet servicing 1,900 retailers and wholesalers throughout Iowa
 - 18 drivers
 - 32 dry vans



DISTRIBUTION MODEL

- Ruan's fleet delivers to all 1,900 customers on set weekly routes
- Orders are palletized and loaded in reverse stop sequence
- Orders are delivered same day, or next day on longer routes
- Average of 21 deliveries per load

Snapshot of weekly deliveries



Deliveries have steadily increased since Ruan took over, while still maintaining a 98-99% on time rate

RUAN

***Dedicated Contract
Transportation***

SAFETY FIRST CULTURE

Safety. We pioneered it.

Our award-winning Megasafe Safety Program was an industry first and continues to set the bar for our best-in-class safety culture, reducing risk for customers and ensuring each of our 4,200 professional drivers return home safely every day.

In addition to equipping our tractors with the latest safety technologies, our drivers are also trained to handle materials that require additional expertise including bulk food, gases and chemicals, metals, and more.

Megasafe7

Rules of Safe Driving

1. PREPARE TO DRIVE

TAKE THE REQUIRED STEPS TO READY YOURSELF TO DRIVE.

2. EXPAND YOUR VIEW

LOOK FARTHER DOWN THE ROAD SO YOU HAVE MORE TIME TO REACT.

3. MAINTAIN PROPER FOLLOWING DISTANCE

KEEP GOOD VISIBILITY AND HAVE TIME TO SLOW DOWN.

4. USE YOUR MIRRORS

TAKE FREQUENT SURVEILLANCE OF THOSE AROUND YOU.

5. EXECUTE SAFE LANE MANEUVERS

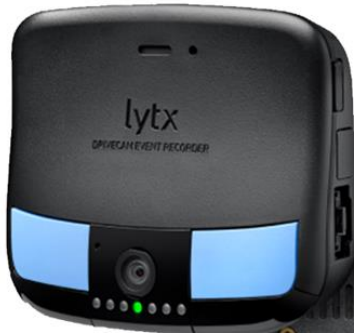
USE THE S.O.S. SYSTEM TO SAFELY CHANGE LANES.

6. ASSESS INTERSECTIONS

SCAN INTERSECTIONS BEFORE YOU GET TO THEM.

7. ADJUST SPEED FOR CONDITIONS

SLOWER IS SAFER.



Ruan launched our Video Safety Program, including installing DriveCam **video safety technology in all Ruan trucks**, maintenance vehicles, and company cars.



DRIVER RECRUITING, QUALIFICATION AND RETENTION

Ruan's driver **retention rate is 3x the national average.**

Ruan employs over 4,000 professional company drivers who meet strict safety and service requirements. The keys to our success are training, engagement, and ongoing communication.



DRIVER RECRUITING

Our internal recruiting staff is comprised of 22 Ruan team members who work on approximately 900 driver applications each week.

Recognized as an employer of choice

In-house driver recruiting and marketing team

Attractive hours and consistent schedules

Late model, safe equipment

Competitive pay and excellent benefits

DRIVER QUALIFICATION

Driver applications are reviewed to ensure they meet Ruan standards

Incorporate customer specific requirements

Drivers are required to pass a road test and pre-trip and post-trip inspections

DRIVER RETENTION

Work-life balance
On-site account management
Customer-specific training manuals

Safety courses and awards:

- Driver of the Year
- Driver Appreciation Week
- Million Mile Driver
- Safety training and driving programs

Uniform programs and appearance mandates

Annual employee engagement survey

Driver-inclusive communication of company strategic initiatives, values and guiding principles

DRIVER ORIENTATION AND MEGASAFE TRAINING

Megasafe is Ruan's proprietary safety program encompassing **training and job safety analysis** specific to each job function.

All employees receive our award-winning Megasafe training and drivers are re-certified every other year.

- Ruan company orientation
- Classroom training on Ruan Megasafe7 Rules of Safe Driving and Ruan Megasafe 5 Rules of Working Safely combined with passing test grade requirement
- Driver observations performed by certified driver trainers

ONGOING QUARTERLY SAFETY TRAINING FOCUSED ON STANDARD OPERATING PROCEDURES BASED ON THE UNIQUE PRODUCT DELIVERY REQUIREMENTS, HANDLING PROCESS, EQUIPMENT REQUIREMENTS, AND ESSENTIAL PPE.



PARTNERSHIP TRANSITION

From drivers and their families to equipment sourcing and best in class service, Ruan is committed to providing a seamless transition. We take ownership and we achieve our timelines.

Ruan Project Management

Ruan's in-house project management team will build a time-phased project plan designed to exceed expectations.

Our teams will meet weekly to perform project planning, execution and monitoring throughout the transition.

→ **The Driver Experience**

- + Engagement & Recognition
- + Transparency
- + Safety Focus

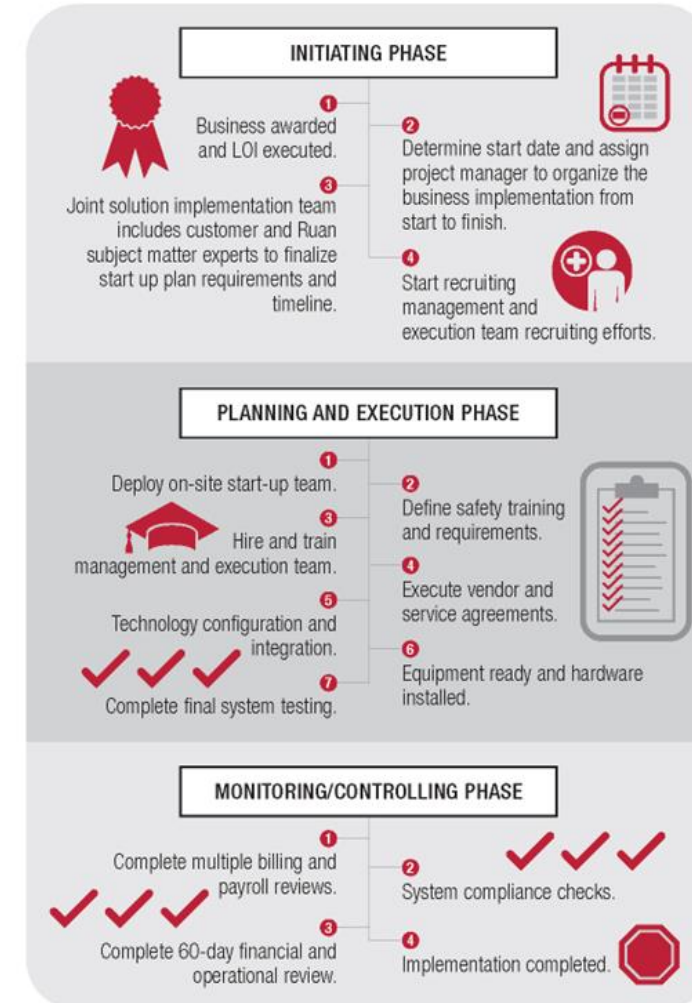
→ **Equipment Procurement**

- + Pricing based on 2025 model year
- + Explore incumbent purchase options
- + Provide short term solutions

→ **Operational excellence**

- + Site visits / Business requirements
- + Flex drivers & Power only partners
- + Exceptional customer service
- + Business intelligence

Implementation & Business Integration



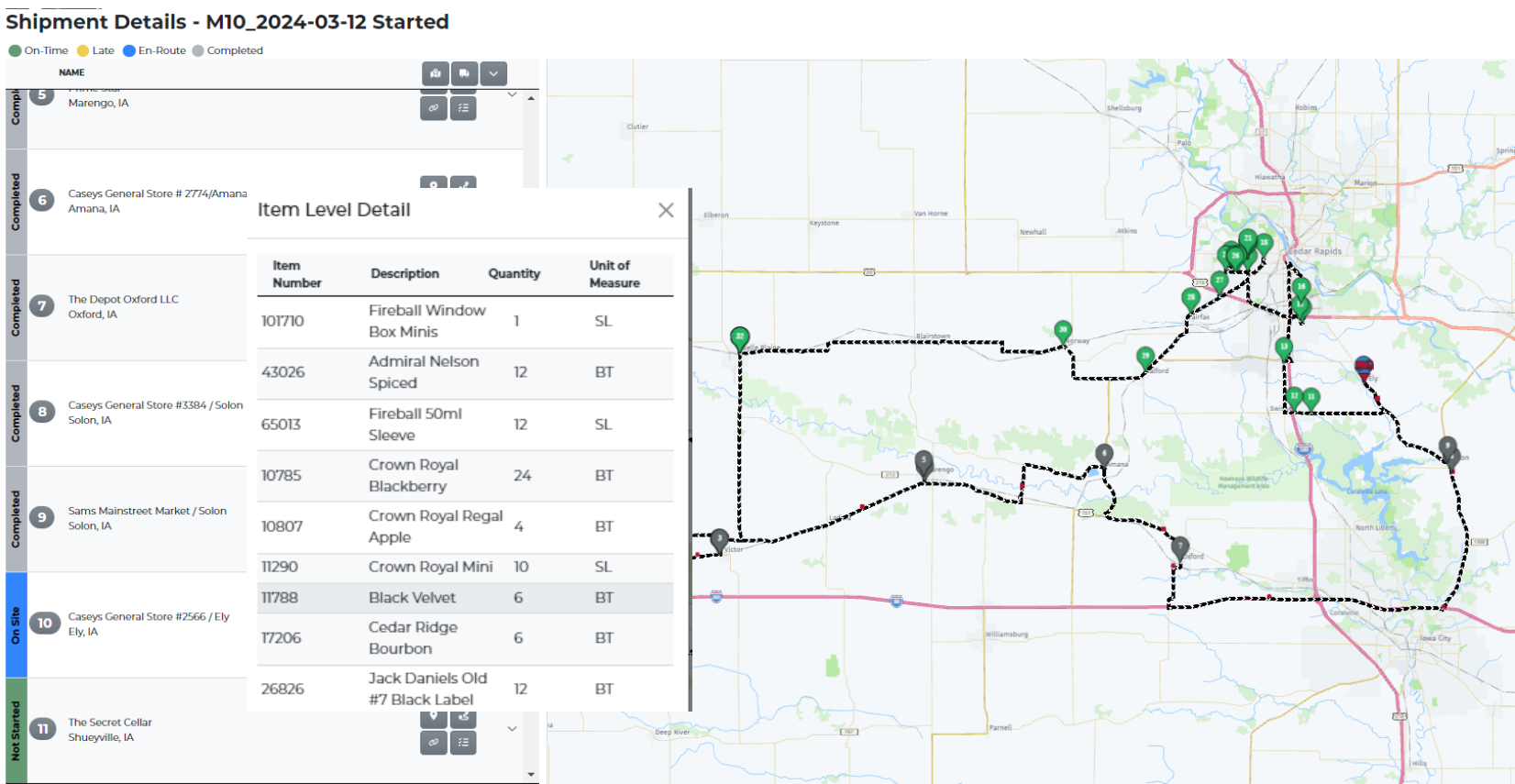
RUAN

FREIGHT VISIBILITY

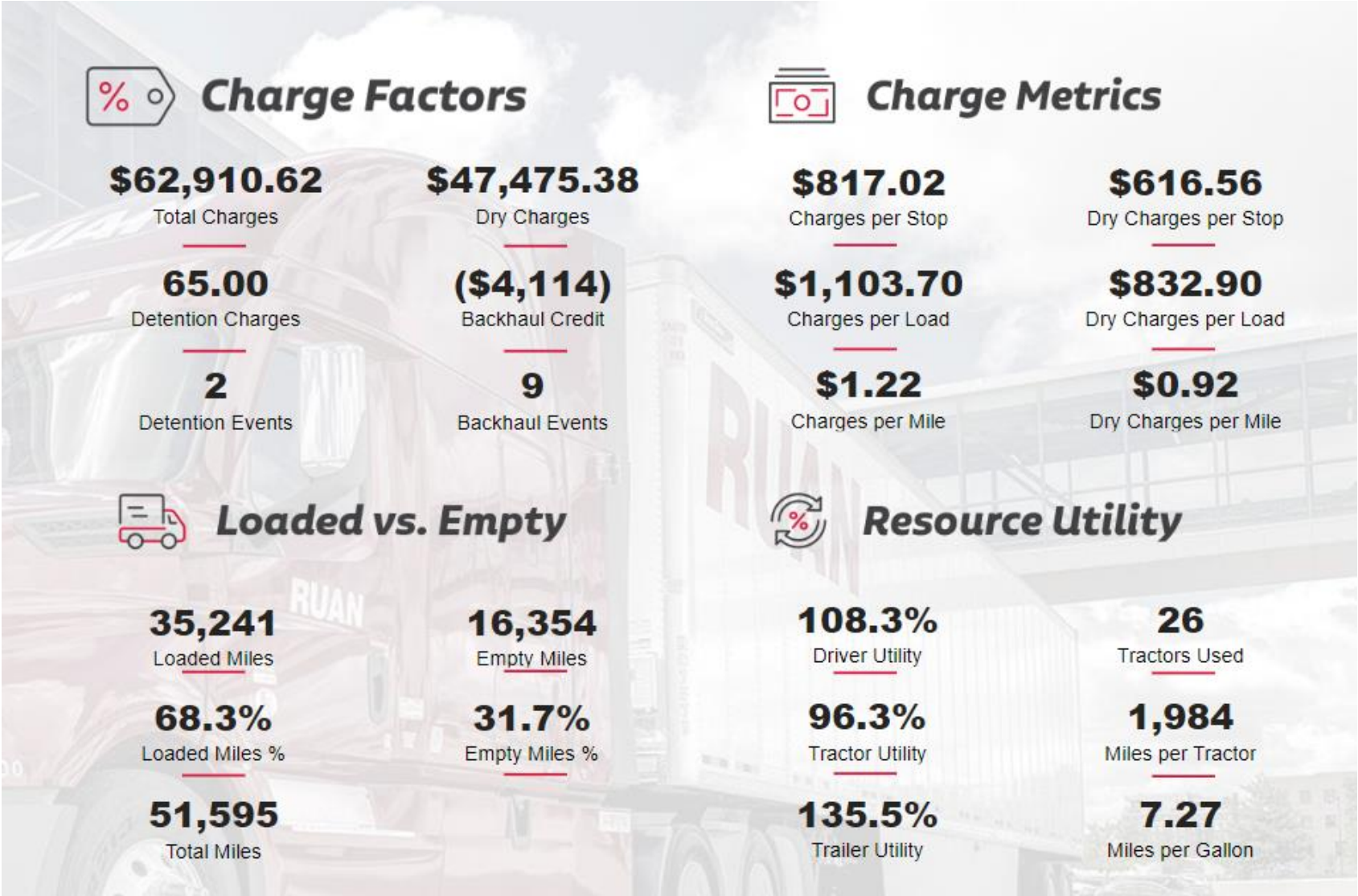
Real Time Data

- ETAs are re-evaluated every 10 minutes with updated GPS pings
- Real time updates are available to all involved parties
- Search for shipments by shipment number, location, commodity type, etc.
- Our RedTrak Android app integrates with a best-of-breed electronic logging device and RTMS2.0, our TMS

Ruan’s portal, **accessible by customers 24/7**, displays real-time updates on each truck’s physical location, estimated delivery times for future stops, and actual delivery times.



BUSINESS INTELLIGENCE



OUR VALUE PROPOSITION

Ruan offers the ideal flexible combination of asset and non-asset-based supply chain & logistics solutions to get your goods to the right places at the right time – safely and efficiently. We've built our company to anticipate and support your growth goals and help you stay ahead of evolving customer requirements - and we've powered it all with the best team in the industry.

Your dedicated team of Ruan experts deliver results every day through their deep knowledge, commitment to your mission, and their ability to leverage world class technology and data analytics to plan proactively, drive efficiencies, and manage costs on your behalf.

IT'S NOT JUST ABOUT WHAT WE DO

It's about HOW we do it.
From the top, down. Everyone is at the table.
We're imbedded with you.
We embrace your mission and align our values.
We drive value and efficiencies by listening.
Create innovations by collaborating.
Improve performance through personal connections.

HUMAN CONNECTIONS DRIVE PERFORMANCE

We are your eyes and ears.
Your best ally and biggest confidant.
Your team of experts on the inside.
That understands and cares.
That uncovers challenges - and solves them.

Day in and day out.
We work with you, beside you, and for you.



ATTACHMENT 5**REQUEST FOR QUOTATION****Qualified Vendor to provide Distribution and Transportation Services****PRICING PAGE**

WV Alcohol Beverage Control Administration Distribution and Transportation Services.

VENDOR WILL BID ON 3 YEAR BASE CONTRACT AND PRICE FOR RENEWAL YEARS 4, 5, AND 6

	Estimated Quantity	Vendor Rate	Extended Rate
(Year 1-3 Base Contract)	2,400,000 x	\$ <u>\$3.49</u> per case	\$ <u>\$8,376,000</u>
Renewal Year- Year 4	800,000 x	\$ <u>\$3.58</u> per case	\$ <u>\$2,861,80</u>
Renewal Year-Year 5	800,000 x	\$ <u>3.67</u> per case	\$ <u>\$2,933,34</u>
Renewal Year-Year 6	800,000 x	\$ <u>3.76</u> per case	\$ <u>\$3,006,678.63</u>

Hourly Rate for Transporting Supplies C Equipment for WVABCA

(Estimated 40hr yearly See Section 4.1.1-B)	120 Hours x	\$ <u>36.99</u> per hour	\$ <u>\$4,438.80</u>
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\$17,182,262.43

TOTAL BID AMOUNT:

Delivery rate per standard
Case (Bids with a sliding
Scale of rates or index will
Be Disqualified)

Vendor Name (PRINT): Ruan Transport Corporation

Vendor Signature:

DocuSigned by:
Marty Wadde
F31BA95396F6487...

