

## Bottling Line RFP – Questions and Answers

1) The specification contains a lot of different items, do you really need a crown capper, LUX/Guala screw capper, heat shrink station, filter block, steam generator, etc.? What are you currently bottling that you need these capabilities?

Yes, we are interested in purchasing a line that has a lot of functionality. One reason is that we will be offering a winery incubation service that will operate like an alternating proprietorship, and thus we want to be prepared for whatever our clients might wish to bottle. Another reason is that we are a teaching institution and would like to be able to show students as much as possible of the different methods and options currently available for bottling. For dealing with this in the specification, it is important to list what your equipment is capable of and the add-on cost for the different options mentioned in the RFP. Is it feasible to add a crown capper to your equipment? If it is feasible to crown cap with your equipment then list out the add-on cost so that we can make an informed decision on the merits of including the add-on in the equipment purchase.

2) Your specification lists a bottling speed of from 20-50 bottles per minute (bpm). We have equipment which will operate at 40bpm, and larger and more expensive equipment that will operate at 50bpm. Which piece of equipment should we include in the specification?

We placed a large range of bottle speed in the specification because we didn't want to eliminate a particular supplier simply because their equipment would not operate at the maximum spec., and we didn't want bottling speed to be the most important aspect of the specification. We are a small winery and will have a maximum case production with incubator clients of around 3000 cases per year. Therefore, for our needs a smaller, cheaper, more versatile machine running at 40bpm would be judged more favorably than a larger, more expensive machine which could match the maximum speed specification of 50bpm. That being said, as machines get very small they tend to lose functionality, so a machine running 20bpm probably is not capable of meeting some of the other aspects of our specification, such as easy change-over between corking and screw capping.

3) Can we lump all the add-on features (filtration housing, dump table, case sealer, etc.) into a separate category?

Yes, it would be useful for us when evaluating the proposal to have those pieces of equipment which are separate from the monoblocks listed in a separate category; and even using a line-item format would be very helpful in our evaluation.

4) Are you looking for a stand-alone system or one that is connected to all the components via conveyor belt?

We're looking for a system that has the major monoblock components connected, but would also like the system to be capable of being moved around so that we could make the best use of our winery space. So, a system which could be moved by forklift into storage during non-bottling times would be beneficial for us.

5) We don't sell a filtration housing. Can we leave that item off the specification?

Yes, if you don't offer a particular piece of equipment or an optional add-on for one of the specified machine functions then please just let us know that the spec. does not include that item.