

## **ADDENDUM NO. 1**

Request for Proposal: RFP 2026-28-VIT ROLL-ON/ROLL-OFF (RORO) TRAILERS  
Closing Date: April 30, 2026 @ 2:00 p.m.

The following questions and answers are provided for all bidders:

Q1. On the specification you are requesting 10 stud hubs and wheels. Normally we are welding the wheels to the hubs so you have no studs and nuts. This is cheaper, last longer and requires no retightening of the wheel (less maintenance). If you need to remove the wheel for replacing a tire, you just need to loosen the center nut of the hub. Would this be acceptable?

Answer. This is outside the requested spec and will be considered as such. If there is a time savings and cost savings associated with this deviation state in the submittal and it will be graded accordingly.

Q2. As we haven't done business with VIT before, there is of course a lot to learn about your procedures and there is a lot of appendixes as I am not even sure will be relevant for us as a European company. And most important there is the terms & conditions. We cannot accept the terms and conditions as presented in this RFP, so if we should proceed with this, we need to have some kind of negotiation. We prefer to make frame agreements with larger companies that doesn't accept our terms and conditions, so we don't need to negotiate every time there is a request or a tender. Are you open to negotiate and enter such a frame agreement?

Answer. Since this is a Request for Proposal (RFP) we do have some latitude to negotiate terms, however all of the exceptions must be noted on the appropriate form in your proposal submission, and any other agreements or terms that you wish us to consider should be included with your proposal submission.

Q3. After the contract is awarded, when will an order be placed with the selected supplier for the initial units?

Answer. The order will be place within 45 days of contract finalization.

Q4. Technical Specifications- Will VIT provide the required Port of Virginia logo decals?

Answer. We will provide the drawings/ sizes and locations. VIT will not supply the actual decal.

Q5. Section 3: After Sales Support- Please clarify how many training sessions are required. Does one per purchase mean one per unit purchased or one session per order each year?-How in depth does the training session need to be? Is a general overview of the maintenance procedures acceptable?

Answer. One session per order year. Overview of maintenance procedures and requirements is acceptable.

Q6. Exhibit B. 15. Preventative Maintenance- Will our technicians be allowed to complete the preventative maintenance onsite at NIT?

Answer. Your technicians will be allowed to preform maintenance onsite as long it is part of the training. For warranty your technician will be allowed to perform any work under the supervision of a VIT technician.

Note: A signed acknowledgement of this addendum must be received via email to [proposals@vit.org](mailto:proposals@vit.org) either prior to the proposal due date and hour or attached to your proposal. Signature on this addendum does not substitute for your signature on the original proposal document. The original proposal document must be signed.

Best Regards,



Meg Guerriero  
Procurement Manager

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Name of Firm

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Signature/Title

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Date