

Timber Sale Preparation Contract Frequently Asked Questions (FAQ)

Q. I am confused about the negotiated sales listed on the DNR website. How do you go about getting a negotiated sale? Are any of the terms of the sale changed? For example the due dates?

A. Advertised work that goes No Bid or where bids are rejected becomes available on a 'first come, first serve' basis, for a reasonable price. Negotiated sales are work that has gone No Bid or that had rejected bids when the work was first advertised and was then awarded to a contractor. After the bid opening was over and the results posted, a contractor made an offer to do the work at the same terms as were originally advertised. If the offered price was reasonable, we accepted the offer.

Q. I'm in the process of completing my Statement of Qualifications. I have a question regarding qualification and the status of the "marking and cruising written test" and the "3 year field test". I took and passed the written test last spring, but did not renew my 3 year field test as there was no work being awarded last year (therefore I could not justify the loss of wages while taking time out for the field test). Can I still submit my Statement of Qualifications at this time, and then take the field test prior bidding on any potential projects?

A. Though the contract is being renewed, the requirements for obtaining a contract have not changed. To obtain a contract, the contractor needs to be certified at the time they submit their SOQ. This insures that only qualified applications are submitted. The internet web page shows the current status of contractor qualifications. If you're 3-year recertification has expired, you would need to complete this before submitting your SOQ. The field plot tests for the three year recertification can be taken at any time. Contact your local Timber Management Specialist for details. The one day classroom and written test will be offered in April. We are currently working on the exact time and location.

Q. How long with the new timber preparation contract be issued for and when will it take effect?

A. The contract will be written for 3 years, with 2-1 year extensions, for a total of 5 years. Extensions will be based upon contractor performance, and agreement from both parties, to extend.

Q. How does DNR want to receive the electronic version of SOQ?

A. Electronic copy of SOQ should be sent by either 1) email to squibbk@michigan.gov, with the SOQ as a Word document attachment, or 2) a CD-ROM. All documents and data must be created using tools that are compatible with the Microsoft Office standard desktop tools, without need for conversion. The electronic format may be saved in a compressed format.

Q: We would like to bid on timber sale preparation work for this next round of MDNR jobs. In the past we have done small amounts of contract work for timber industries and logging companies. We just want to make sure in advance that it is ok for us to bid on the MDNR timber sale preparation bids and that it wont be a conflict of interest.

For example, we sometimes do contract work for a logger who wants to bid on certain MDNR timber sales. He hires us to cruise the timber and report the volumes, distance to mill etc. The logger takes our data and determines his own bid. We also work for a utility pole manufacturer who hires us to cruise timber and mark utility poles on state land for them.

A: If your company has awarded a bid item, then your company should have no involvement with the bidding or harvest of the State Forest Timber Sale Contract associated with that bid

item. This would be considered a conflict of interest and a violation of your timber sale preparation contract.

Q: Are you saying the mill or logger are prohibited from bidding on sales set up by the contractor? I know in the past that if a procurement forester worked on the timber sale prep of a sale for the state that thier company was prohibited from bidding on the sale.

A: The consultants the DNR has on contract appear to be independent contractors, in other words no one is an employee of a mill or logger. The mill or logger would not be able to hire the contractor that prepared the sale to do any work on that sale either before bidding or after contract award, but the mill or logger could still bid on that sale even though they from time to time hire the services of that contractor. They are prevented from using the consultant on a sale that the consultant prepared, but they are not prevented from using the consultant on other sales.

If a mill or logger were to hire a consultant as an employee, then that company could not bid on any sale prepared by the consultant. If for example, a consultant employs a student and that student is then hired by a mill, that mill cannot bid on any work done by the student for the consultant.

This rule is bid item/sale specific.