Alabama State Port Authority  
Request for Proposal  
December 30, 2009

Pinto Island Steel Slab Terminal

The Alabama State Port Authority (ASPA) is seeking proposals to provide contract stevedoring services at the Pinto Island Slab Handling Terminal (Pinto). ASPA has a long-term agreement in place for the transfer of steel slabs from ocean vessels to barges. Contractor will direct the discharge of vessel, prepare cargo for discharge, operate ASPA supplied electro-permanent magnet equipped lift trucks for the movement of slabs from vessel hold wings to center of the hatches, collect and off-load any cargo dunnage as required. At full capacity, Pinto is expected to discharge an average of one vessel per week. Terminal will discharge vessels on a basis of two 10 hour shifts per day, without stopping operations for meal breaks. Ships will work on a SSHINC basis Work will done with 1-3 cranes with an average of 2 working the majority of the time. Operators and stevedoring personnel will move from hatch to hatch without having to maintain “gang” integrity.

Applicants must schedule a site visit during the period outlined below. ASPA will make individuals with operational and technical knowledge of the plant and its equipment available to address questions. Site visits may be scheduled by requesting a date and time (morning or afternoon) at pinto@asdd.com.

During the initial phase of terminal operations, contractor will require per shift two (2) equipment operators and two (2) longshoremen to prepare cargo and handle any dunnage. At terminal full capacity, contractor will require three (3) equipment operators and up to six (6) longshoremen for vessel unloading operations for each shift. No dunnage or cargo handling will be required for barge loading operations. One (1) stevedoring superintendent will be required to be aboard during any vessel discharge operations.

The Alabama State port Authority will review the information submitted. Selection criteria will include, but not be necessarily be limited to:

- ASPA licensed stevedore with current operations and an active presence in the Port of Mobile.
- Applicant will be required to submit steel tonnages handled annually for the last three (3) years. If other port tonnage is shown, tonnage handled in Mobile only will have to be shown also.
- Applicant will be required to submit safety record for the previous five (5) years, including lost time and reportable accidents per year and frequency rates.
- Applicant will be required to submit the number of equipment operators utilized in the Port of Mobile on a regular basis.
- All equipment operators will require proof of current OSHA basic forklift training and certification to satisfy 29 CFR 1910.178.
- Applicant will be required to submit list of superintendents available in the Port Of Mobile
- Applicant will provide rates per classification on an hourly basis inclusive of tools, equipment and insurance (exclusive of lift machines). The minimum call out period for each classification should be clearly stated as well as provisions and requirements for overtime. Applicant to submit annual escalation in basic classification hourly rate.

Compensation for labor will be made on a ten (10) hour straight time shift at proposed rates based on timesheet recorded and approved daily with signature by authorizing ASPA contract personnel.
Contractor must comply with ASPA insurance requirements. All contractors’ personnel will be required to possess Transportation Worker Identification Credential (TWIC) and an ASPA Security Credential. Contractor must comply with ASPA Access Policy.
This contract shall be effective for one (1) year beginning February 1, 2010 through January 31, 2011, with an option for yearly renewal, not-to-exceed four (4) renewals.

The proposal should be clearly marked “Alabama State Port Authority-Pinto Island Slab Handling Terminal Stevedoring Proposal” by 4:00 PM CDT, January 11, 2010. The proposal should be addressed to Mr. Brad Ojard, Alabama State Port Authority, 250 N. Water Street, Mobile, Alabama 36602. Responses will not be accepted by oral communications, telephone, email or facsimile transmission.

The Port Authority contemplates that submissions made pursuant to this request will lead to negotiations for the provision of stevedoring services at the Port Authority’s Pinto Island Slab Handling Terminal. However, this request for proposals, the submission of any information in response thereto, the consideration of such information by the Port Authority, or discussions or negotiations with the Port Authority shall not create any obligation on the part of the State of Alabama, the Alabama State Port Authority nor their agents to enter into any agreement with any party making such submission, or otherwise impose any duties on the Port Authority or vest any rights in any proposer. The Port Authority also reserves the right, in its sole discretion, to reject any and all proposals.
**ANTICIPATED PROCUREMENT PROCESS**

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<thead>
<tr>
<th>Event</th>
<th>Dates</th>
<th>Details</th>
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<tbody>
<tr>
<td>RFP</td>
<td>12/30/2009</td>
<td>ASPA issues a Request for Proposals for the operation of the Project.</td>
</tr>
<tr>
<td>Inspection Period</td>
<td>01/04 – 01/08/2010</td>
<td>Interested firms schedule a site visit (mandatory)</td>
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<tr>
<td>Questions</td>
<td>12/30/2009 - 01/08/2010</td>
<td>Interested firms submit questions to RFP in writing</td>
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<tr>
<td>Response to questions</td>
<td>12/30/2009 - 01/08/2010</td>
<td>ASPA responds to questions as received</td>
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<tr>
<td>Response to RFP</td>
<td>01/11/2010</td>
<td>Respondents submit proposals to ASPA.</td>
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<tr>
<td>Proposal Evaluation and Award</td>
<td>01/11 -01/14/2010</td>
<td>ASPA awards the Project to the most qualified firm providing the proposal most advantageous to the Authority, and to the State.</td>
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Questions pertaining to this RFP should be directed in writing to the ASPA at [pinto@asdd.com](mailto:pinto@asdd.com).

All responses to questions will be e-mailed to each respondent via Addenda.