



PORT OF ANACORTES STEVEDORING SERVICES REQUEST FOR PROPOSALS

The Port of Anacortes is requesting interested service providers to submit their proposals for providing stevedoring and terminal work for the loading of bulk products (currently petroleum coke and prilled sulfur) at the Port of Anacortes Pier Two. The scope of work involves the following:

1. Loading Services and Equipment:

Stevedore to provide all labor, labor supervision and all necessary equipment including vessel loader, conveyors, ramps, etc. required for the proper and efficient accomplishment of the work needed to load petroleum coke, and prilled sulfur to vessels (ships and barges) in a safe and efficient manner. Loading operations will comply with all federal, state, county and local regulations and restrictions relating to health, safety and environmental protection.

2. Pricing

Stevedore will provide the port with a price per ton to load the bulk commodities. Pricing will include vessel standby and dead time. Pricing may be differentiated by both commodity and/or load rate. For planning purposes:

- 2011 year to date load rate for petroleum coke is 351 m/t per hour.
- 2011 year to date 7 ships 130,000 m/t and six barges 37,200 m/t
- 2012 budgeted tonnage is 250,000 m/t pet coke and 100,000 m/t prilled sulfur
- Hours of operation – currently from 08:00 to 22:00 hours

All questions regarding the scope of work should be directed to John Hachey at the Port of Anacortes, (360) 299-1829, johnh@portofanacortes.com

All proposals must be submitted on the Port of Anacortes' Proposal Form and must be received before 5 p.m. on **Wednesday, December 7, 2011**. Mail or deliver proposals to:

Port of Anacortes
First Street and Commercial Avenue
PO Box 297
Anacortes, WA 98221
ATTN: Teri Switalski, Engineering Office Manager

Proposals will be evaluated based upon the following criteria:

1. Price per ton with coverage and exclusions;
2. Proposed process for rate escalation;
3. Level of service and availability;
4. Pacific Maritime Association membership
5. Statement of Qualifications (included in Port's proposal packet); and
6. References which validate performance and responsiveness.

The Port reserves the right to refuse any and all proposals. The party submitting the successful proposal will be required to enter into a minimum of a 3-year Service Contract with the Port of Anacortes commencing June 1, 2013. Proposal may request a longer initial term and/or extensions. A copy of this Contract is included in the proposal packet, which can be obtained by request to teri@portofanacortes.com.

The Port of Anacortes is an equal opportunity employer and does not unlawfully discriminate based on any protected classes.