

Request for Proposal by The Port of Itawamba, Fulton, MS.

Port of Itawamba, Fulton, MS.

Request for Proposal for equipment to be used for a Container on Barge transportation project on the Tenn-Tom Waterway portion of the M-65 U.S. Marine Highway System.

RFP # 51911

5-10-2011

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1 Statement of Work

1.1 Purpose

The purpose of this Request for Proposal (RFP) is to invite prospective vendors to submit a proposal to provide open or covered hopper Inland River barges to The Port of Itawamba, Fulton, MS. The RFP provides vendors with the relevant information, and terms and conditions to offer the equipment for sale to The Port of Itawamba, Fulton, MS.

1.2 Coverage & Participation

The intended coverage of this RFP, and any agreement resulting from this solicitation, shall be for the use of all departments at The Port of Itawamba, Fulton, MS. The Port of Itawamba, Fulton, MS. reserves the right not to enter into any contract, to add and/or delete elements, or to change any element of the coverage and participation at any time without prior notification and without any liability or obligation of any kind or amount.

2 General Information

2.1 Original RFP Document

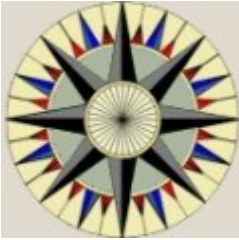
The Port of Itawamba, Fulton, MS. shall retain the RFP, and all related terms and conditions, exhibits and other attachments, in original form in an archival copy. Any modification of these, in the vendor's submission, is grounds for immediate disqualification.

2.2 The Organization

The Port of Itawamba, Fulton, MS is a port facility used to load, unload and store cargo from marine vessel, ground, truck, and rail. It is located at mile marker 390 along the Tenn-Tom Waterway on the M-65 North American Marine Highway.

The objective for The Port of Itawamba, Fulton, MS. is to be a loading and unloading point for a Container on Barge freight project between the Port of Mobile, AL and The Port of Yellow Creek at Iuka, MS. mile marker 458 along the Tenn-Tom Waterway on the M-65 North American Marine Highway.

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Situated in the heart of northeastern Mississippi, Port Itawamba is located in the City of Fulton on the Tennessee-Tombigbee Waterway. Strategically located halfway between Memphis and Birmingham, Port Itawamba is only twenty miles east of Tupelo, northeast Mississippi's retail and industrial trade center, and is within six hours of every major automobile manufacturer in the Southeast.



2.3 Existing Equipment and Services

Being the only inland slip on the Tenn-Tom Waterway, Port Itawamba is the headquarters for total logistic solutions. From warehousing to cargo handling, our superb intermodal capabilities and modern sixty-ton crane can handle any shipment requirement to best service any industry.

2.4 Schedule of Events

The following is a tentative schedule that will apply to this RFP, but may change in accordance with the organization's needs or unforeseen circumstances. Changes will be communicated by e-mail to all invited bidders.

Issuance of RFP	May 16, 2011
Technical Questions/Inquiries due	June 1, 2011 10:00 am Central
RFP Closes	June 8, 2011 2:00 pm Central
Complete Initial Evaluation	June 13, 2011
Final Award Notification	June 30, 2011

3 Proposal Preparation Instructions

3.1 Vendor's Understanding of the RFP

In responding to this RFP, the vendor accepts full responsibility to understand the RFP in its entirety, and in detail, including making any inquiries to The Port of Itawamba, Fulton, MS as necessary to gain such understanding. The Port of Itawamba, Fulton, MS reserves the right to disqualify any vendor who demonstrates less than such understanding. Further, The Port of Itawamba, Fulton, MS reserves the right to determine, at its sole discretion, whether the vendor has demonstrated such an understanding. That right extends to cancellation of award, if award has been made. Such disqualification and/or cancellation shall be at no fault, cost, or liability whatsoever to The Port of Itawamba, Fulton, MS.

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3.2 Good Faith Statement

All information provided by The Port of Itawamba, Fulton, MS. in this RFP is offered in good faith. Individual items are subject to change at any time. The Port of Itawamba, Fulton, MS makes no certification that any item is without error. The Port of Itawamba, Fulton, MS is not responsible or liable for any use of the information or for any claims asserted there from.

3.3 Communication

Verbal communication shall not be effective unless formally confirmed in writing by the Executive Director who is designated as the official in charge of managing this RFP process. In no case shall verbal communication govern over written communication.

- 3.3.1 **Vendors' Inquiries.** Applicable terms and conditions herein shall govern communications and inquiries between The Port of Itawamba, Fulton, MS and vendors as they relate to this RFP. Inquiries, questions, and requests for clarification related to this RFP are to be directed in writing to:

The Port of Itawamba, Fulton, MS.
Port Director
Post Office Box 577
Fulton, Mississippi 38843

Attention: Greg Deakle
Telephone: (662) 862 4573
Fax: (662) 862 5637
E-mail: gdeakle@itawamba.com

- 3.3.2 **Informal Communications** shall include, but are not limited to: requests from/to vendors or vendors' representatives in any kind of capacity, to/from any Port of Itawamba, Fulton, MS employee or representative of any kind or capacity with the exception of The Port of Itawamba, Fulton, MS, Executive Director, Greg Deakle for information, comments, speculation, etc. Inquiries for clarifications and information that will not require addenda may be submitted verbally to the named above at any time.

- 3.3.3 **Formal Communications** shall include, but are not limited to:

- Questions concerning this RFP must be submitted in writing and be received prior to June 1, 2011 10:00 am Central Daylight Time.
- Errors and omissions in this RFP and enhancements. Vendors shall recommend to The Port of Itawamba, Fulton, MS any discrepancies,

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errors, or omissions that may exist within this RFP. With respect to this RFP, vendors shall recommend to The Port of Itawamba, Fulton, MS any enhancements, which might be in The Port of Itawamba, Fulton, MS best interests. These must be submitted in writing and be received prior to May 30, 2011 5:00 pm Central Daylight Time.

- Inquiries about technical interpretations must be submitted in writing and be received prior to June 1, 2011 10:00 am Central. Inquiries for clarifications/information that will not require addenda may be submitted verbally to the buyer named above at any time during this process.
- Verbal and/or written presentations and pre-award negotiations under this RFP.
- Addenda to this RFP.

3.3.4 Addenda: The Port of Itawamba, Fulton, MS will make a good-faith effort to provide a written response to each question or request for clarification that requires addenda within three business days. All questions, answers, and addenda will be shared with all recipients.

The Port of Itawamba, Fulton, MS will not respond to any questions or requests for clarification that require addenda, if received by The Port of Itawamba, Fulton, MS after June 1, 2011 10:00 am Central Daylight Time.

3.4 Proposal Submission

Proposals must be delivered sealed to:

Greg Deakle, Executive Director
The Port of Itawamba, Fulton, MS
Post Office Box 577 or 107 W. Wiygul St.
Fulton, Mississippi 38843

On or prior to June 8, 2011 2:00pm Central Daylight Time. The Port of Itawamba, Fulton, MS shall not accept proposals received by fax or email.

Vendors are to submit 1 original copy of proposal marked "Original" and 3 copies each marked "Copy." Each original and copy must be individually bound.

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3.5 Criteria for Selection

The evaluation of each response to this RFP will be based on its demonstrated competence, compliance, format, and organization. The purpose of this RFP is to identify those suppliers that have the interest, capability, and financial strength to supply The Port of Itawamba, Fulton, MS with the equipment needed as per the specifications identified in the Scope of Work.

Evaluation Criteria:

1. Condition and age of barges
2. Number of flotation compartments in barges
3. Price of barges
4. Location and delivery of barges
5. Certified third-party condition survey of barges
6. Procurement requirements

3.6 Selection and Notification

Vendors determined by The Port of Itawamba, Fulton, MS who possess the capacity to compete for this contract will be selected to move into the negotiation phase of this process. Written notification will be sent to those vendors via mail. Those vendors not selected for the negotiation phase will not be notified.

4 Specifications & Requirements

4.1 Specifications

9 - 195ft long x 35ft wide by min.10ft and max.13ft hull height

Open or covered hoppers

Raked on one end

4 – mid body flotation compartments

3 – Stern and 3 – Bow separated flotation compartments

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4.2 Specifications

This RFP requires that the barges be transferred to the Port of Itawamba, Fulton, MS with the following proposed options.

Option 1: The Port of Itawamba Fulton, MS purchases and owns the barges.

Option 2: The Port of Itawamba Fulton, MS has the right to purchase then resell the barges back to the original seller for a predetermined price and the original seller must re-purchase the barges.

Port Itawamba will consider other options for the procurement. However, any option must include the transfer of title of the supplied equipment to the Port of Itawamba for a minimum of three consecutive years.

4.3 Functional Requirements

The barges must be of a quality that no repairs should be necessary for a period of three years based on normal wear and tear for a service that loads and unloads the barges weekly.

The barges will need to be delivered to one or all of the following locations

Port of Mobile, AL.

Port of Fulton, MS

5 Vendor Qualifications & References

All vendors must provide the following information in order for their proposal to be considered:

1. *A brief outline of the vendor company including:*
 - *Full legal name of the company – primary contact person*
 - *Year business was established*
 - *Number of people currently employed*
2. *An outline of the product and/or services currently provided.*
3. *A description of geographic reach and market.*
4. *An outline of partnerships and relationships.*
5. *An outline of current and future interest in Container-on-Barge markets.*

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6 Budget & Estimated Pricing

All vendors must fill out the following cost breakdown for the implementation of their solution for the equipment purchase of Port of Itawamba, Fulton, MS as described in this RFP. Costs should be identified as either capital or non-capital in nature. The vendor must agree to keep these prices valid for 60 days as of June 8, 2011 2:00 pm Central Daylight Time.

6.1 Estimated Costs

For all available deployment models, provide a three year cost summary as displayed below.

Total Cost Summary						
Costs						
Mobilization						
Barge 1						
Barge 2						
Barge 3						
Barge 4						
Barge 5						
Barge 6						
Barge 7						
Barge 8						
Barge 9						
Total:						

7 Additional Terms & Conditions

7.1 Non-Disclosure Agreement

The Port of Itawamba, Fulton, MS reserves the right to require any Respondent to enter into a non-disclosure agreement.

7.2 Costs

The RFP does not obligate the Port of Itawamba, Fulton, MS to pay for any costs, of any kind whatsoever that may be incurred by a Respondent or any third parties, in connection with the Response. All Responses and supporting documentation shall become the property of the Port of Itawamba, Fulton, MS, subject to claims of confidentiality in respect of the Response and supporting documentation.

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7.3 Intellectual Property

The Respondent should not use any intellectual property of the Port of Itawamba, Fulton, MS including, but not limited to, all logos, registered trademarks, or trade names of the Port of Itawamba, Fulton, MS, at any time without the prior written approval of the Port of Itawamba, Fulton, MS, as appropriate.

7.4 Respondent's Responses

All accepted Responses shall become the property of the Port of Itawamba, Fulton, MS and will not be returned.

7.5 Governing Law

This RFP and the Respondent's Response shall be governed by the laws of the State of Mississippi.

7.6 No Liability

The Port of Itawamba, Fulton, MS shall not be liable to any Respondent, person, or entity for any losses, expenses, costs, claims, or damages of any kind:

- Arising out of, by reason of, or attributable to, the Respondent responding to this RFP; or
- As a result of the use of any information, error, or omission contained in this RFP document or provided during the RFP process.

7.7 Entire RFP

This RFP, any addenda to it, and any attached schedules, constitute the entire RFP.

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8 Vendor Certification

This certification attests to the vendor's awareness and agreement to the content of this RFP and all accompanying calendar schedules and provisions contained herein.

The vendor must ensure that the following certificate is duly completed and correctly executed by an authorized officer of your company.

This proposal is submitted in response to 51911 issued by the Port of Itawamba, Fulton, MS. The undersigned is a duly authorized officer, hereby certifies that:

(Vendor Name)

agrees to be bound by the content of this proposal and agrees to comply with the terms, conditions, and provisions of the referenced RFP and any addenda thereto in the event of an award. Exceptions are to be noted as stated in the RFP. The proposal shall remain in effect for a period of 60 calendar days as of June 8, 2011.

The undersigned further certify that their firm (check one):

- IS
 IS NOT

currently debarred, suspended, or proposed for debarment by any federal entity. The undersigned agree to notify the Port of Itawamba, Fulton, MS of any change in this status, should one occur, until such time as an award has been made under this procurement action.

Person[s] authorized to negotiate on behalf of this firm for purposes of this RFP are:

Name: _____ Title: _____

Signature: _____ Date: _____

Name: _____ Title: _____

Signature: _____ Date: _____

Signature of Authorized Officer:

Name: _____ Title: _____

Signature: _____ Date: _____

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Schedule "A" Notice of Intention

[RFP ID]

NOTICE OF INTENTION REQUEST FOR PROPOSAL

From:

[VENDOR ORGANIZATION NAME]

[AUTHORIZED REPRESENTATIVE]

[TELEPHONE NO.]

[FAX NO.]

[E-MAIL]

Please state your intention with regard to the Request for Proposal [RFP ID] by selecting one of the following:

Intends to respond to the Port of Itawamba, Fulton, MS Request for Proposal

Does not intend to respond to the Port of Itawamba, Fulton, MS Request for Proposal

TO:

Greg Deakle, Executive Director
The Port of Itawamba, Fulton, MS
Post Office Box 577
Fulton, Mississippi 38843