



REQUEST FOR SEALED PROPOSALS
FOR
SERVICES UNDER A FAIR
AND OPEN PROCESS
FOR
ELECTRIC CARGO HANDLING EQUIPMENT
SJPC-ECE090921

SOUTH JERSEY PORT CORPORATION

101 Joseph A. Balzano Boulevard

Camden, NJ 08103

Proposal Due Date: Thursday, September 9, 2021 at 2:00 p.m. EST

Bid Advertisement

South Jersey Port Corporation
Request for Sealed Proposals for
Electric Cargo Handling Equipment

Notice is hereby given that sealed Proposals for Electric Cargo Handling Equipment, pursuant to N.J.S.A. 19:44A-20.7, will be received by the South Jersey Port Corporation (herein after "SJPC"). Five (5) original sealed copies of each firm's proposals shall be submitted to Patrick Boyle, Senior Purchasing Agent, South Jersey Port Corporation, 101 Joseph A. Balzano Boulevard (formerly Beckett Street), Camden, NJ 08103, by September 9, 2021 on 2:00pm EST at which time the sealed proposals will be opened and recorded.

Each submission to be considered shall comport to the criteria set forth in the proposal packets. The proposal packets may be obtained from SJPC at <http://www.southjerseyport.com> or upon request to: South Jersey Port Corporation, Attention: Patrick Boyle, Senior Purchasing Agent, 101 Joseph A. Balzano Boulevard (formerly Beckett Street), Camden, NJ 08103 or by calling 856-757-4950.

Bidders are required to comply with the requirements of N.J.S.A. 10:5-31 et seq. and N.J.A.C. 17:27 et seq.

INFORMATION TO RESPONDENTS

Sealed proposals shall be received in accordance with Public Advertisement as required by law, a copy of said notice being attached hereto and made part of these specifications.

Submission of Proposals

All proposals must be submitted in sealed envelopes bearing on the outside the name of the proposer, address and the name of the professional service for which the proposal is submitted. Proposals must be addressed to the attention of:

SOUTH JERSEY PORT CORPORATION
c/o Patrick Boyle, Senior Purchasing Agent
101 Joseph A. Balzano Boulevard (formerly Beckett Street),
B Building,
Camden, NJ 08103

Proposals Forwarded through the Mail

In order to be considered, five (5) hard copies of the Proposal must be received by the SJPC prior to Thursday, September 9, 2021 at 2:00 P.M. EST, in a sealed envelope marked:

"THIS IS A SEALED PROPOSAL AND SHALL NOT BE OPENED AND READ UNTIL THURSDAY, SEPTEMBER 9, 2021 AT 2:00 P.M. BY PATRICK BOYLE OR HIS DESIGNEE: SJPC- ECE090921"

The South Jersey Port Corporation (hereinafter "SJPC") will not assume responsibility for proposals not delivered in person to the above address.

The sealed proposals will be opened and recorded at the Balzano Marine Terminal, 101 Joseph A. Balzano Boulevard (formerly Beckett Street), Camden, New Jersey 08103

Receipt of Proposals

All proposals must be received by Thursday, September 9, 2021 at 2:00 p.m. EST. No proposal will be received after the specified time.

Reservations

The SJPC reserves the right to reject any or all proposals, to waive irregularities and technicalities, to request re-submissions, and to award proposals as the SJPC deems will best serve the interest of the SJPC.

Questions regarding this Request for Proposals may be directed to Patrick Boyle, Senior Purchasing Agent, in writing at pboyle@southjerseyport.com. No questions will be answered after 5:00pm EST on August 25, 2021.

REQUEST FOR BIDS ELECTRIC CARGO HANDLING EQUIPMENT

1.0 Overview

The South Jersey Port Corporation (SJPC) is an agency of the State of New Jersey with a mission to develop, maintain and operate marine terminals and related intermodal transportation infrastructure within the South Jersey Port District. The agency has primary offices and port operations in Camden, New Jersey at the Balzano Marine Terminal and the Broadway Terminal. The agency also has facilities in Salem and a new terminal in Paulsboro. SJPC is grantee of Foreign Trade Zone #142.

2.0 Purpose of Proposal / Specifications

Purpose of Proposal / Specifications

SJPC is accepting proposals to purchase **nine (9)** 10,000 lb. electric forklifts, **seven (7)** 15,000 lb. electric forklifts, **four (4)** 17,500lb.electric forklifts, **six (6)** 36,000 lb. electric forklift, and **one (1)** electric terminal tractor per the specifications below. Proposed equipment must minimally meet the expressed specifications:

10,000 Lb. Electric Forklift - Qty : 9

- Solid tires
- Parts Manual
- Service Manual
- Blue LED Spotlight (PED)
- Work Lights LED
- Heater
- Air Conditioning
- Enclosed Cab
- Fire Extinguisher
- Free Delivery to Destination
- Freezer rated battery
- 48" forks
- Three-Stage mast: 208" lift height, 102" overall lowered height
- 80v System or Greater
- Lithium Ion Battery (70 kwh or greater)
- Outdoor charger (480V 3 phase, 40kwh or higher, 85V 500ah)
- Remote Battery monitoring
- 12 mph or greater max speed with full load

15,000 Lb. Electric Forklift: Qty : 7

- Solid tires
- Parts Manual
- Service Manual
- Blue LED Spotlight (PED)
- Work Lights LED
- Heater
- Air Conditioning
- Enclosed Cab
- Lithium Ion Battery (50k whr or greater)
- Fire Extinguisher
- Free Delivery to Destination
- Back up alarm
- Outdoor charger (350V 192AH 50kw or higher)
- 350V system or greater
- Strobe light
- 48" forks
- New and full charge under 90 minutes
- Permanent magnet synchronous motors

- Traction motor 60hp or greater (continuous rotating)
- Pump motor 80hp or greater (continuous rotating)
- Motor controllers rated for max output current at or above 450A
- Liquid cooled truck motors and controllers
- Will hold feature with operator in seat
- Air suspension seat
- E-Hydraulics controlled by fingertip levers
- Zero turn radius
- Rear view camera availability
- 14 mph or greater max speed with full load
- 80 fpm lift speed
- Truck must have ability to achieve 30% or greater gradeability with full load
- Integrated battery
- Three-Stage mast: 185" lift height, 102" overall lowered height, 56" free lift height

17,500 Lb. Electric Forklift - Qty : 4

- Solid Tires
- Parts Manual
- Service Manual
- Blue Spot Light (PED)
- Work Light (LED)
- Heater
- A/C
- Enclosed Cab
- Lithium Ion Battery 50 kWh. or greater
- Fire Extinguisher
- Free Delivery to destination
- Back up Alarm
- Outdoor charger 350v 182 AH 50kw or high
- 350v system or greater
- Strobe light
- 48" forks
- Needs full charge under 90 minutes
- Permanent magnet synchronous motors
- Traction motor 60hp or greater (continuous rating)
- Pump motor 80hp or greater (continuous rating)
- Motor controller rated for max output current at/or above 450A
- Liquid cooled truck motor & motor controllers
- Hill hold feature with operator in seat

- Air suspension seat
- E-hydraulics controlled by fingertip levers
- 13 mph or greater max speed with full load
- 74 fpm lift speed or greater with full load
- Truck must have ability to achieve 26% or greater grade ability with full load
- Integrated Battery
- 3 Stage mast 181" max lift high 107" lowest height

36,000 Lb. Electric Forklift - Qty : 6

- Solid Tires
- Parts Manual
- Service Manual
- Blue Spot Light (PED)
- Work Light (LED)
- Heater
- A/C
- Enclosed Cab
- Back up alarms
- Strobe light
- Fire extinguisher
- Free delivery to destination
- 96" forks
- Coil ram attachment
- 2 stage no free lift mast 212" max lift height, 173" overall lowered
- (4) 70kwh Li-ion battery packs 280kwh total
- 10 hours of runtime no charge
- Integrated battery
- Li-ion battery charger 90kw 200amp 3 phase 480v
- Outdoor charger
- Front & rear camera availability

Electric Terminal Tractor – Qty: 1

- Pneumatic Tires
- Parts Manual
- Service Manual
- Blue Spot Light (PED)

- Work Light (LED)
- Heater
- A/C
- Back-up alarm
- Enclosed Cab
- Rated voltage: 422V , capacity: 420 Ah Energy: 177 kWh
- Pneumatic safety remote release of the 5th wheel
- All windows tinted and made of safety glass
- Air conditioning and heating system
- Reading lamp in the cabin
- Central electric in the cabin, protected, easily accessible
- 7-pin trailer power socket
- Two LED-headlights at front (high and low beam) with integrated turn signal
- Two combined LED brake lights, turn signals and rear lights
- Air suspended rear axle active up to 14 tons
- 2 x mud flaps, rear and front (2 x pairs)
- Two LED working lights behind front mudguards illuminating 5th wheel area
- Computer terminal holder
- Exterior mirrors heated and power actuated
- Central greasing system, type Lincoln
- Occupant / seat belt interlock
- Voltage converter 24V with connection unit 12V for 7-pole socket
- Charger - 480V 3 phase 26Amps
- Delivered in approx. 6-7 month
- 2 sets with operating and maintenance instructions in English language
- 5x USB-stick (electric, hydraulic and pneumatic diagrams, spare parts catalogue and sub-supplier manuals)
- Download link for dealer / agent Additional manuals can be obtained against surplus price.

Electric Cargo Handling equipment shall be delivered to:

South Jersey Port Corporation - Broadway Terminal
 2500 Broadway
 Camden, New Jersey 08104

3.0 Submission/Proposal Request

3.1 The proposal should include:

1. Letter of Transmittal – The letter is not intended to be a summary of the proposal itself and must contain the following statements and information:

a. Company name, address, and telephone number(s) of the firm submitting the proposal.

b. Name, title, address, e-mail address, and telephone number of the person or persons to contact who are authorized to represent the firm and to whom correspondence should be directed.

c. Federal and state taxpayer identification numbers of the firm.

d. Briefly state your understanding of the services to be performed and make a positive commitment to provide the services as specified.

e. The letter must be signed by a corporate officer or other individual who is legally authorized to bind the applicant to both its proposal and cost schedule.

f. Statement which indicates “proposal and cost schedule (see #7) shall be valid and binding for ninety (90) days following proposal due date and will become part of the contract that is negotiated with the SJPC.”

g. General Vendor Information – Please provide the following information:

i. Length of time in business

ii. Length of time in business of providing proposed services

iii. Total number of clients

iv. Total number of public sector clients

ix. Location of headquarters and any field offices

x. Location of office which would service this account

2. Describe how your firm is positioned to provide the services listed above and provide a history of experience on providing similar services.

3. Describe your approach to providing these services and your methodology for providing ongoing support.

4. Provide the name, title, address and telephone number of three references for clients whom you have provided similar services. Please provide information referencing the actual services provided, customer size (number of users), and the length of tenure providing services to this client.

5. Staff Resources – Identify names of principals and key personnel who will perform the work; if applicable.

6. The SJPC facilities are federally regulated under the Maritime Transportation Security Act and any onsite vendor representative(s) must possess a Transportation Worker Identification Credential (TWIC) issued by the Transportation Security Administration.

7. Cost/Proposal: Please provide the total cost for each equipment class/type, (including delivery and any other fees):

- 10,000 lb. Electric Forklifts
- 15,000 lb. Electric Forklifts
- 17,500 lb. Electric Forklift
- 36,000 lb. Electric Forklifts
- Electric Terminal Tractor

8. The Form of Bid Security shall be Proposal Bond in the amount of 10% of the total bid price not to exceed \$20,000 duly executed by the bidder as principal, and having as surety thereon a surety company approved by the South Jersey Port Corporation. Any bid bond shall be without conditions or endorsements.

Each bid shall also be accompanied by a letter of intent from the Bidder's Bonding Company confirming that, if the Bidder is awarded the Contract, the Bonding Company will furnish the required Performance Bond and Payment Bond to the Bidder for the Project. Each Surety submitted with the bid must be with a company that is rated at least A- or better with AM Best and proof of same must accompany the bid.

4.0 Additional Applicant Responsibilities In Responding To The Request for Proposals

4.1 The applicant/proposer shall, in response to the SJPC's Request for Proposal, also include the following information:

- a) Insurance. The proposer shall provide documentation of insurance for liability coverage with limits as to liability of not less than \$1,000,000.
- b). Small Business Enterprise Questionnaire. The applicant/proposer shall submit a completed form (exhibit Q1).
- c) Mandatory Equal Opportunity. The applicant/proposer shall submit a completed form (exhibit Q2 and Q3).

- d) Stockholder Disclosure Certificate. The applicant/proposer shall submit a completed form (exhibit Q4).
- e) Non-Collusion Affidavit. The applicant/proposer shall submit a completed form (exhibit Q5).
- f) Debarred List Affidavit. The applicant/proposer shall submit a completed form (exhibit Q6).
- g) Affirmative Action Evidence for Procurement. The applicant/proposer shall submit a completed form (exhibit Q7).
- h) Business Registration Certificate. The applicant/proposer shall submit a completed form (exhibit Q8).
- i) Set-Off State Tax. The applicant/proposer shall submit a completed form (exhibit Q9).
- j) Acknowledgement of Receipt of Addenda Form. The applicant/proposer shall submit a completed form (exhibit Q10).
- k) Executive Order #129 Vendor Disclosure Form. The applicant/proposer shall submit a completed form (exhibit Q11).
- l) Executive Order #189 Vendor Code of Ethics Affidavit. The applicant/proposer shall submit a completed form (exhibit Q12).
- m) Executive Order #117 Two Year Chapter 51/ Vendor Certification and Disclosure of Political Contributions. The applicant/proposer shall submit a completed form (exhibit Q13).
- n) Executive Order #151 Contract Compliance. The applicant/proposer complete and submit form AA302 (exhibit Q14).
- o) Employee Information Report. The applicant/proposer shall submit a completed form AA302 (exhibit Q15).
- p) Ownership Disclosure Form. The applicant/proposer shall submit a completed form (exhibit Q16).
- q) Prevailing Wage Notification. The applicant/proposer shall submit a completed form (exhibit Q17).

- r) Public Workers Contract Registration. The applicant/proposer shall submit a completed form (exhibit Q18).
- s) Buy American Notice. In the performance of the work under this contract, the contractor and all subcontractors shall use only domestic materials. (exhibit Q19).
- t) Executive Order #117 Pay-to-Play Restrictions. The applicant/proposer shall submit a completed form (exhibit Q20).

5.0 Insurance Requirements

PROFESSIONAL and/ or CONTRACTOR SERVICES CONTRACTS

A. General Insurance Requirements:

1. Professional or Contractor Services shall not commence until the Professional / Contractor Service provider has obtained, at their own expense, all of the insurance as required hereunder and such insurance has been approved by the South Jersey Port Corporation; nor shall the Professional / Contractor Service provider allow any Subcontractor to commence work on any South Jersey Port Corporation projects until all insurance required of the Subcontractor has been so obtained and approved by the Contractor. Approval of the necessary insurances required will be at the sole discretion of the South Jersey Port Corporation for Professional / Contractor Services. Provisions may be granted only after submission to the South Jersey Port Corporation, original certificates of insurance signed by authorized representatives of the insurers or, at the South Jersey Port Corporation request, certified copies of the required insurance policies.
2. The Professional or Contractor Service provider shall require all Subcontractors to maintain during the term of the Contract commercial general liability insurance, business auto liability insurance, and workers compensation and employer's liability insurance at the same limits required of Professional Service Contractor.
3. All insurance policies required hereunder shall be endorsed to provide that the policy is not subject to cancellation and non-renewal until thirty (30) days prior written notice has been given to the Owner by the Professional / Contractor Services provider.
4. No acceptance and/or approval of any insurance by the South Jersey Port Corporation shall be construed as relieving or excusing the Professional / Contractor Service provider (or the Professional / Contractor Service provider's Surety, if applicable) from any

liability or obligation imposed upon either or both of them by provisions of this Contract.

5. Any deductibles or retention's of (\$5,000) or greater shall be disclosed by the Professional / Contractor Service provider, and subject to South Jersey Port Corporation's written approval. Any deductible or retention amounts elected by the Professional / Contractor Service provider or imposed by the Professional / Contractor Service provider insurer(s) shall be the sole responsibility of the Professional / Contractor Service provider.
6. All insurance coverage shall be with AM Best's A- or better insurance companies licensed to do business in the State of New Jersey.
7. Insurance provided to the South Jersey Port Corporation as specified herein shall be primary, and any other insurance, self-insurance, coverage or indemnity available to the Owner and Owner's shall be excess of and non-contributory with insurance provided.

B. Professional Service / Contractor Liability Insurance Requirements:

The Professional Service / Contractor shall purchase the following:

1. Commercial General Liability insurance for bodily injury, personal injury, and property damage including loss of use, with minimum limits of:
 - i) \$1,000,000 on each occurrence.
 - ii) \$1,000,000 on personal and advertising injury.
 - iii) \$2,000,000 general aggregate; and
 - iv) \$1,000,000 products/completed operation aggregate.
 - v) This insurance shall include coverage for all of the following:
 - (1) General aggregate limit.
 - (2) Liability arising from premises and operations.
 - (3) Liability arising from the actions of independent contractors.
 - (4) Contractual liability including protection for the Professional / Contractor provider from bodily injury and property damage claims arising out of liability assumed under this Contract.

2. Business auto liability insurance with a minimum limit of \$1,000,000 per accident and including coverage for all of the following:
 - i) Liability arising out of the ownership, maintenance or use of any auto.
 - ii) Auto non-ownership and hired car coverage.
3. Workers' Compensation insurance with statutory benefits as required by any state or Federal law, including standard "other states" coverage, Employers Liability insurance with minimum limits of:
 - i) \$1,000,000 each accident for bodily injury by accident.
 - ii) \$1,000,000 each employee for bodily injury by disease; and
 - iii) \$1,000,000 policy limit for bodily injury by disease.
4. Professional Liability: Professional Service / Contractors shall provide the South Jersey Port Corporation with a certificate of insurance evidencing Professional Liability Insurance with minimum limits of \$1,000,000 combined single limit.
5. Umbrella / Excess liability insurance with minimum limits of:
 - i) \$5,000,000 per occurrence.
 - ii) \$5,000,000 aggregate for other than products/completed operations and auto liability: and
 - iii) \$5,000,000 products/completed operations aggregate.

C. Indemnification

1. The selected services provider will protect, defend, indemnify and hold harmless the South Jersey Port Corporation from and against any and all losses, penalties, damages, settlements, costs, charges, professional fees or other expenses or liabilities arising out of or resulting from the performance of the work or the completed operations provided that any such claims, damage, loss or expense is attributable to bodily injury, sickness, disease, or death, or to injury to or destruction of the tangible property including the loss of the use resulting there from; and is caused in whole or in part by any negligent or willful act or omission of the Contractor, Subcontractor(s), Sub-subcontractor(s), and anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable.

2. In any and all claims against the South Jersey Port Corporation or any of their agents or employees, by an employee of the selected services provider, Contractor, Subcontractor, or any Sub-subcontractor, or anyone directly or indirectly employed by any of them, or anyone for whose acts any of them may be liable, the indemnification obligation shall not be limited in any way by any limitation on the amount or type of damages, compensation or benefits payable by or for any Contractor, Subcontractor or any Sub-subcontractor under Workmen's Compensation Acts, Disability Benefits Acts, or other Employee.

D. Financial Disclosure

The Applicant/Proposer shall file all Financial Disclosure Statements as required by Law.

6.0 Evaluation of Responses

Method

The proposal review team will consist of individuals from the SJPC who will independently analyze each proposal. Proposals should be prepared simply and economically, providing straightforward, concise description of the Vendor's capabilities to satisfy the requirements of this request.

Criteria

Proposals will be evaluated primarily on cost/cost effectiveness. The evaluation criteria are intended to be used to make a recommendation to the SJPC Board of Directors, who will award the contract, but who are not bound to use the criteria or to award to Respondent on the basis of the recommendation. Furthermore, the SJPC reserves the right to vary from this procedure as it determines to be in the SJPC's best interest.

Additional Information

The SJPC reserves the right to reject any or all proposals and to waive informalities and minor irregularities in proposals received if deemed in the best interest of the SJPC to do so. A final decision will be made only after all proposals have been received and evaluated and presented to the SJPC Board of Directors for consideration. The SJPC's evaluation process is designed to identify the vendor that provides the most advantageous solution to the SJPC by including an evaluation of each vendor's technical capabilities, past performance, and overall cost of the proposal to the SJPC.

An electronic copy may also be requested at a later date.

The SJPC reserves the right to make any and all decisions regarding the selection of the Project Team and to waive any formality and to take any action that the SJPC determines, in its sole discretion, to be in the best interest of the SJPC. The provisions of the RFP are made for the benefit of the SJPC, and no right shall be deemed to accrue to any person submitting a state of qualifications or proposal by reason of the submission of any statement of qualification or proposal, or by the waiver or non-enforcement of any provisions or requirements of the RFP or by reason of any term or terms thereof.