



Port of Juneau

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From: Port Director
To: Assembly
Thru: (1) Docks & Harbor Board
(2) City Manager
Date: January 22nd, 2025
Re: Bid Award - DH25-161 Purchase and Delivery of 60 Ton Marine Hydraulic Yard Trailer

1. In October 2024, Docks & Harbors advertised for a new boatyard trailer to replace the SEALIFT self-propelled hydraulic boatlift which was procured through a US DOT MARAD (Maritime Administration) TIGER grant for \$529,500 in 2012. The SEALIFT no longer met the operational needs of the commercial boatyard at the Auke Bay Loading Facility and was sold through the CBJ public surplus process for \$225,100 (net) in December 2021. MARAD was kept abreast of Docks & Harbors actions to surplus the SEALIFT and to procure a new apparatus using the proceeds of the sale. Typically, MARAD manages grants into perpetuity with annual reporting required from the grantee. In this case, using proceeds from the sale would require meeting the grant requirements issued in the original TIGER grant agreement.
2. The procurement for a new boatyard trailer resulted in only one submission, Kropf Industrial Inc of Ontario, Canada for \$319,700 (fob Juneau). Docks & Harbors consulted with other US companies who manufacture similar equipment but Kropf Industrial was the only one who could meet the unique specifications needed at the steep incline at the Auke Bay Loading Facility. Under most circumstances, procurement of equipment not manufactured in the USA would not be consistent with MARAD grant requirements; however, consultation with MARAD resulted in a January 6th, 2025 letter stating: *This letter serves as notification to the Port that DOT is hereby relinquishing its Federal interest in the boat lift, thereby authorizing the Port to retain the proceeds of the boatlift with no further obligation to DOT, on the condition that the Port purchase a comparable boat lift as originally purchased under the TIGER grant for use at the Port.*
3. I recommend that the Assembly approve RFB #DH25-161 (Purchase and Delivery of 60 Ton Marine Hydraulic Yard Trailer) award to Kropf Industrial Inc for \$319,700. Funding is provided by \$225,100 from previous sale with proceeds in Fleet Reserve and \$94,600 FY25 Fleet Reserve funds.

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Copy: Finance Department
Law Department