



**PORT OF GUAM**  
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Lourdes A. Leon Guerrero  
Governor of Guam  
Joshua F. Tenorio  
Lieutenant Governor

September 8, 2021

Dr. Jeffrey C. Johnson  
Chairman, Guam Public Utilities Commission  
Suite 207 GCIC Building  
414 West Soledad Avenue  
Hagatna, GU 96910



RE: PETITION: Performance Management Contract for Gantry Cranes at the Port Authority of Guam

*Hafa Adai* Chairman Johnson:

*Buenas!* On behalf of the Port Authority of Guam (PAG), I am writing to file PAG's petition for the Guam Public Utilities Commission to review and approve the Request for Proposal (RFP) procurement contract award to **Matson Navigation for the Performance Management Contract for Gantry Cranes at the Port Authority of Guam, RFP-PAG-020-005.**

The funding for this Performance Management Contract is made through PAG local funds in the amount of \$200,000 per year for an initial contract term of five (5) years, with options to renew the contract for five (5) additional years thereafter, not to exceed a total contract term of twenty (20) years.

## **BACKGROUND:**

On Friday, July 13, 2020, the PAG initiated the competitive solicitation process by advertising the request for proposal through the local newspaper. This procurement process was initiated with the Chief Procurement Officer Ms. Claudia S. Acfalle and her Administrative Advisor Mr. Robert H. Kono in accordance with 12 GCA §10401(b). Pursuant to P.L. 30-72, PAG has engaged Attorney Christine K. Claveria as the designated Special Assistant Attorney General to act as legal advisor to the procurement process for this project.

As part of the procurement process, a pre-proposal conference was held on August 13, 2020. Nine (9) Packets were picked up, but two (2) proposals were received at the submission deadline of October 1, 2020. On October 5, 2020, the evaluation committee was selected and approved by Port's management. By tally, the Evaluation Committee had selected Matson Navigation Company as the best-qualified offeror. On December 21, 2020, Port's Management approved the recommendation and assigned committee members to negotiate fees with Matson Navigation



Company. After successfully coming to an agreement on August 11, 2021, a request to approve the award was made before the Port's Board of Directors.

The PAG's Board of Directors approved the award to Matson Navigation Company for this project on the regular Board meeting of August 26, 2021. Subsequent this approval, a Board Resolution has been executed for submission to the Commission in compliance with the contract protocol requirements.

In view of the above, PAG hereby petitions the PUC, pursuant to the Contract Review Protocol for the Port Authority of Guam that was approved by the PUC, to review and approve the contract award to Matson Navigation Company for the Performance Management Contract for the gantry cranes for an initial contract term of five (5) years including additional years not to exceed a total of twenty (20) years.

Respectfully,

  
LUIS R. BAZA

Acting General Manager

Enclosures: PAG Procurement File  
Board Resolution

cc: Attorney Christine K. Claveria.  
Legal Counsel - Guam PUC