

ADVERTISEMENT
REQUEST FOR PROPOSALS

The Gulf of Maine Lobster Foundation (GOMLF) is seeking proposals to provide: 1) specialized waste collection and transportation; and 2) rope recycling and product development. The GOMLF is conducting a project to remove used float rope (any rope made of polypropylene, polyethylene or some combination of the two) from active fishing use along the coast of Maine and is soliciting proposals for one or both components of this RFP to collect, transport and/or recycle one half million (500,000) pounds of used float rope from southern Maine in May 2007. Organizations based in Maine are encouraged to apply.

A copy of the RFP detailing specifications may be obtained by contacting Laura Ludwig by telephone (207/985-8088) or email to laura@gomlf.org or from the GOMLF website at www.gomlf.org.

Completed proposals may be emailed to Laura Ludwig (laura@gomlf.org) as a PDF file with the subject "Rope Recycling Project" or a hardcopy mailed to GOMLF, Rope Recycling Project, PO Box 523, Kennebunk, ME 04043. The deadline to receive proposals is **2:00 p.m. on March 16, 2007**. Proposals received after the date and time specified will not be considered. There are no exceptions.

The names of bidders will be announced, but all business and cost proposals will be kept confidential. The GOMLF reserves the right to reject any or all proposals.

ROPE RECYCLING PROJECT

I. Introduction

The Gulf of Maine Lobster Foundation (GOMLF) is conducting the Bottom Line Project, a voluntary rope exchange program for Maine lobstermen, to help them comply with upcoming Final Rule to the Atlantic Large Whale Take Reduction Plan. The Final Rule will specify new gear requirements for Maine's lobster industry, specifically a prohibition on the use of floating rope between lobster traps (known as groundlines) in many areas of Maine. GOMLF, a small Maine-based non-profit organization that works with lobstermen in collaborative research, has been awarded federal funds to help lobstermen defray the costs of converting from floating to sinking groundlines. Floating line is any rope made of polypropylene, polyethylene or some combination of the two and that has a specific gravity less than that of seawater. The Final Rule will outline the extent of the ban on the use of floating groundlines in Maine and set a deadline for the conversion from floating to sinking groundlines to take place. The Final Rule is due to be released in 2007 by the National Marine Fisheries Service (NMFS).

During this first phase of the Bottom Line Project, GOMLF intends to buy one half million pounds of used float rope from lobstermen with a goal of recycling 100% of the rope collected. Participants for this first phase have been identified through a survey to Maine commercial lobstermen conducted by GOMLF. Future phases of this rope recycling project will be conducted after the release of the Final Rule.

II. Background Information

Float rope, also known as poly, is comprised of polypropylene, polyethylene or some combination of the two. Its use in the commercial lobster industry has been implicated in the entanglement of large whales in the Gulf of Maine, such as the critically endangered North Atlantic Right Whale. According to federal fisheries managers, replacing floating groundlines (the rope fished between traps on the bottom) with sinking groundlines may mitigate the threat of whale entanglement in lobster gear by reducing arc of rope floating in the water column. However, many Maine lobstermen contend they cannot use sinking groundlines in rocky and tidal areas because the rope becomes caught on rocks, hangs down, causes unsafe working conditions and a loss of traps when the rope chafes or breaks.

For lobstermen who feel they can operate with sink rope on their groundlines and who want to take advantage of the economic assistance, the Phase I Collection for the voluntary Bottom

Line Project will get underway in the Spring 2007. Participating lobstermen will drop off their float rope at a collection site and receive a voucher to be used toward the purchase of sink rope at a participating rope vendor.

GOMLF has mailed a survey to all commercial Maine lobstermen to help gauge the level of participation in this program and to inform us on the optimal number and location of rope collection sites which will be required along the Maine coast. Preliminary response to the survey indicates that some 300 lobstermen are interested in bringing in used float rope for recycling during the Phase I Collection (May 2007), for a total of nearly 500,000 pounds of rope to be collected in southern Maine at a site between Portland and Kittery.

With the funds currently available to GOMLF, a Phase II Collection will occur in late 2007 or early 2008 after the Final Rule is announced. Maine lobstermen will at that point be able to determine if they want to participate based on an understanding of the extent of the ban on floating groundlines. Phase II will target an additional 500,000 pounds of used float rope for collection and recycling from the Midcoast and Downeast portions of Maine. Receipt of additional funds may allow for more extensive collection efforts in 2008. This RFP is concerned only with the Phase I Collection scheduled for May 2007. The successful bidder for Phase I may be awarded a contract extension to conduct future phases of this project. However, GOMLF reserves the right to issue a new RFP for future phases of this project.

III. Project Description, Products and Work Schedule

The goal of the Bottom Line Project is three-fold: to remove up to one million pounds of floating line from active use as groundlines in the Maine lobster industry over the course of the current funding cycle; to recycle 100% of the collected float rope; and to use the raw material in a product made or used in Maine. This RFP deals with the Phase I Collection scheduled for May 2007 to collect 500,000 pounds of rope from southern Maine; recycling 100% of the collected rope; and encouraging use of the recycled material in manufacturing a value-added product or process in Maine.

In preparation for this project, GOMLF has met with many groups regarding the collection, hauling, processing, and recycling of used float rope. It is understood that some steps of the rope collection and recycling process may need to occur outside of the state of Maine, but it is the aim of the program to hire and involve Maine companies in as much of the work as possible, including collection, loading, transport, warehousing, recycling, and development

of an end-product. Preference will be given to proposals which collaborate between recycling companies, plastic processing plants, composite manufacturers and experimental, private and university programs within the state of Maine.

For the purposes of this Request, GOMLF will consider bids for one or both of the following:

1. Collection and Transport of 500,000 pounds of used poly rope from southern Maine
2. Recycling and Product Development of 500,000 pounds of used poly rope from southern Maine

1. Collection and Transport of 500,000 pounds of used poly rope from southern Maine

GOMLF seeks a company to collect and transport up to 500,000 pounds of used float rope. GOMLF will work with the successful bidder to determine the number of collection dates to handle the product. Rope will be prepared for collection by the lobstermen as per instruction from GOMLF, who will work closely with the successful bidder to ensure that delivery and collection logistics are understood by and communicated to the lobster industry for streamlined handling on collection days.

The Phase I Collection will occur in May 2007 over a period of days at a location in southern Maine to be determined by the bidder and GOMLF, and will involve the collection of up to 500,000 pounds of used float rope.

The bidder should describe the ideal collection site and then describe the methods, equipment and personnel it will provide on-site to accept the rope; weigh it (or measure it), prepare it for transport, and load it for transport. Describe the amount of time (in days) required for collection of 500,000 pounds of used float rope. If warehousing is to be part of the process, describe the facilities associated with that option.

Once collection is complete, the rope must be transported to a processing and/or storage facility. The bidder should describe the method of transportation to be used including the size and number of trucks and indicate an accounting of transportation costs. The rope transport route should be described, including likely destination for processing.

2. Rope Recycling and Product Development

GOMLF seeks a provider to process used float rope into a marketable raw material and identify an end market for the raw material. The used float rope will be comprised of polypropylene and/or polyethylene, and will likely suffer from UV damage, show operational wear and tear, and be contaminated by organic matter including seaweed, sand, barnacles, grass, leaves, dirt, etc. The used float rope may also be contaminated with non-recyclable contaminants, primarily fishing gear debris, including degradable and/or stainless steel hog rings, Styrofoam buoys, plastics, or pieces of sinking (polyester or cotton) rope. GOMLF will strive to ensure that all extraneous non-recyclable contaminants be removed from the used float rope by the lobstermen before collection.

The bidder will describe the processes for converting the used float rope into a marketable raw material. The bidder should describe the various grades of raw material to be made from the used float rope. The bidder should also include an estimate of the value of the raw materials created from processing the used float rope and reflect this in the proposal budget.

GOMLF's financial obligation for the rope recycling will end with the processing of rope into raw materials; however, it is our goal to see the recycled rope turned into a value-added product either manufactured or with its end use in the state of Maine. Therefore, the bidder should describe the final disposition of the rope. If the bidder does not have a market identified, the proposal should include a description of how it plans to work with other companies, including but not limited to those that have been identified by GOMLF as possible outlets for recycled float rope. The successful recycling of the used float rope into a recycled product, preferably manufactured or used in Maine, will have a significant bearing on the GOMLF's willingness to extend the contract for future phases of collection and recycling.

Under no circumstances will the GOMLF consider proposals requiring the rope and/or the recycled product be shipped overseas; or identifying a landfill as the only outlet.

GENERAL INSTRUCTIONS

1. The bidder may compete for one or both components of this RFP. Please clearly indicate for which component(s) of this RFP you are submitting a proposal. Two or more separate entities may work together to bid on the two components of this RFP.
2. The proposal submitted must include detail on the experience and knowledge required to meet the needs of the program as outlined in Section III of this RFP. Include a description of your company's qualifications including your experience, understanding and ability to provide services. You must provide two examples of specific recent agreements of this nature with which you have been involved. If you are unable to do so, please explain why. You must also provide three professional references.
3. Provide a fixed cost proposal to deliver the services detailed in Section III of this RFP for each component of this RFP that you are bidding on. If you are bidding on the recycling component of this RFP, your budget should indicate the anticipated profits from selling the raw materials created from processing the used float rope, and your overall budget should be reduced accordingly. The Gulf of Maine Lobster Foundation reserves the right to negotiate the final award amount and associated deliverables. Proposals lacking complete and adequate information will not be considered.
4. Please indicate where the services provided by the bidder will be performed. If different services are to be provided in different locations, please indicate the location of each. Include the state or states if services are to be provided in the US or the country if the service will be provided outside the US.
5. Bidders should direct written questions regarding these specifications to Laura Ludwig at the Gulf of Maine Lobster Foundation, PO Box 523, Kennebunk, Maine, 04043, or by email to Laura Ludwig at laura@gomlf.org by **March 7, 2007**. Questions received after March 7, 2007 will not be answered. Questions and their responses will be posted at www.gomlf.org.
6. The bidder's proposal must be emailed to Laura Ludwig at the Gulf of Maine Lobster Foundation laura@gomlf.org as a PDF file with the subject "Rope Recycling Project" or mailed to the Gulf of Maine Lobster Foundation, Rope Recycling Project, PO Box

523, Kennebunk, ME 04043. All proposals must be typewritten and should not exceed 15 pages in length, and should include no more than 2 pages of corporate marketing materials. All proposals must be received **by March 16, 2007 at 2:00 pm.** There are no exceptions.

7. The Gulf of Maine Lobster Foundation will not accept responsibility for any costs incurred by a bidder in the preparation of their proposal.
8. The Gulf of Maine Lobster Foundation reserves the right to reject any or all proposals.
9. The Gulf of Maine Lobster Foundation reserves the right to require interviews with key personnel of bidders prior to contract award. Members of the evaluation team will include Gulf of Maine Lobster Foundation staff and members of its board of directors.
10. Failure of the bidder to honor commitments made in this RFP may constitute grounds for bidder disqualification. The Gulf of Maine Lobster Foundation will provide a contract for services and will not entertain the use of a bidder-written contract.
11. The Gulf of Maine Lobster Foundation reserves the right to renew any contractual agreements as a result of this RFP based on mutually agreeable terms.

TIME TABLE

The competitive bidding process involves the following steps and timetable:

- Publication of specifications – February 15, 2007
- Deadline for questions – March 7, 2007
- Deadline for proposals – **March 16, 2007 at 2:00 p.m.**

SELECTION CRITERIA

Selection will be based on the following criteria:

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|--------------------------------|-----------|
| • Proposed Costs | 25 points |
| • Demonstrated Experience | 25 points |
| • Proposal Specifications | 40 points |
| • Final Disposition of Product | 10 points |