

**Questions and Answers
for the Port of Los Angeles and Port of Long Beach
Request for Proposals for the
Demonstration of Air Pollutant Emission Reduction Technologies for
Commercial Harbor Craft
August 24, 2017**

Below is a complete list of all questions received in response to the above referenced Request for Proposals (RFP).

Question 1: Will the Port of Los Angeles or Port of Long Beach provide emission testing services for our technology, or will the technology provider have to acquire them independently?

Answer 1: The Ports will not directly conduct emissions testing. Emission testing is an eligible cost in accordance with Section 3.5.1 of the RFP. Emissions testing should be considered as part of the project scope and its project team.

Question 2: Will the Port of Los Angeles or Port of Long Beach provide emission testing service vendors for selection by the technology provider?

Answer 2: The Ports cannot recommend specific emissions testing vendors or laboratories. The Ports suggest that known companies that have a track record working with the California Air Resources Board (ARB) and/or the South Coast Air Quality Management District (SCAQMD) conducting successful emissions evaluation for similar equipment and/or technologies be considered or added to the project team. Please refer to Question 9 for additional guidance related to emissions testing.

Question 3: Will the Port of Los Angeles or Port of Long Beach provide criteria for successful emissions results or criteria for acceptable emission testing services?

Answer 3: For the first part of the question, please refer to RFP Section 4.1, "Minimum Emission Reduction Effectiveness." The goal of the RFP is to demonstrate harbor craft emission reduction strategies resulting in NO_x emission levels lower than Tier 4 standards, or allow existing harbor craft to be retrofitted to achieve Tier 3¹ or Tier 4 emission levels. Regarding the second part of the question, please refer to Question 2.

Question 4: Will the Port of Los Angeles or Port of Long Beach provide criteria for use of acceptable emission testing equipment by the technology provider?

¹ Commercial Harbor Craft already subject to Tier 3 requirements would not be eligible for this program.

Answer 4: No, the Environmental Protection Agency (EPA) and CARB dictate test procedures codified in the Code of Federal of Regulation (CFR) and flowed down to the California Code of Regulation (CCR) – these are the Federal Test Procedures (FTPs) and all of the various test cycles, which also specify environmental conditions, etc. The lab should comply with all testing requirements codified in the CCR.

Question 5: What is the purpose of the 10% cash, and what is the basis for its calculation?

Answer 5: The basis for the calculation is greater than or equal to 10% of the project proponent(s)' total project contribution. The required amount of cash contribution for a project – as opposed to in-kind contributions – is at the discretion of the Ports and is included to ensure that the technology developers are invested in the project.

Question 6: What amount is the basis for the 50% calculation?

Answer 6: Total project cost, inclusive of all port contributions and project co-funding.

Question 7: For equipment installation, please confirm use of non-union installer is acceptable. The installer will be approved by the ship owner?

Answer 7: The harbor craft owner would have full say as to who performs the installation on their vessel.

Question 8: For emission testing, please confirm use of SCAQMD approved independent testing company is acceptable.

Answer 8: Please see the answer to Question 2.

Question 9: What emission testing protocol would you recommend for this project? We will propose de-NOx SCR and DPF equipment to work with existing Tier 2 engine.

Answer 9: Please refer to ARB for requirements related to verification and emissions testing requirements: <https://www.arb.ca.gov/diesel/verdev/verdev.htm>

Further, it is recommended that you contact ARB staff before conducting emissions testing if you intend to verify your emissions control strategy to ensure that the testing can be used for verification.

Question 10: Can you provide an estimated total number of Harbor Crafts that have Tier I and Tier II diesel engines for both ports? Any data related to and in both ports in terms of the number of vessels that "could be" available to market emissions reduction technology to after successful demonstration will be beneficial to us in estimating our ROI.

Answer 10: The Ports' Emissions Inventories contain information that is helpful in assessing the market for harbor craft emission reduction technologies. Please visit the below websites for more information:

- POLA 2015 Air Emissions Inventory: https://www.portoflosangeles.org/environment/studies_reports.asp
- POLB 2015 Emissions Inventory: <http://www.polb.com/environment/air/emissions.asp>

Question 11: My question was related to our search for a port tenant who may have a vessel. If you have a list of suitable candidates we could approach them with our proposal to participate in the Ports Technology Advancement Program and search out a suitable partner. Any support would be most appreciated.

Answer 11: The Ports do not maintain a list of candidate demonstration partners. Please note that the demonstration partner may be located within either the Port of Long Beach or the Port of Los Angeles. As noted in RFP Section 4.2, proposers are not required to secure a demonstration partner as part of their proposal. However, proposals that do include a firm commitment from a demonstration partner will score higher in the evaluation criterion. Below includes information on some of the Ports' current tenants that operate in San Pedro Bay:

- POLA: https://www.portoflosangeles.org/maritime/tugboats_salvage.asp
- POLB: (see below table)

Company	Contact	Job Title	Office Phone	E-mail Address
Sause Bros.	Emile Schiff	Operations Manager	562-901-0365	emiles@sause.com
Crowley Petroleum Services	Norman George	Director, Chartering Operations	310-732-6526	norman.george@crowley.com
Crowley Petroleum Services	Ray Loera	Director, Chartering Operations	310-732-6527	ray.loera@crowley.com
Millennium Maritime, Inc. / Harley	Capt. Douglas Houghton	So California General Manager	310-549-2980	dhoughton@harleymarine.com

Marine Services				
Millennium Maritime, Inc. / Harley Marine Services	Andre Nault	Marine Operations Manager, Southern California	310-221-9117	anault@harleymarine.com
Pacific Tugboat Service	Ralph Botticelli	V.P. Business Development/Special Projects LA/LB	562-590-8188	ralph@pacifictugboats.com
Pacific Tugboat Service	Pat Neal	Operations Manager	562-590-8188/619-533-7932 x 12	Pat@pacifictugboats.com
AmNav Maritime Corporation	Milton Merritt	President/CEO		miltamnav@aol.com
Catalina Classic Cruises (Pier H)	John Caliva	General Manager	562-495-3566	jcaliva@catalinaclassiccruises.com
Connolly-Pacific Co.	David Scott	Safety and Compliance Director	562-437-2831	david.scott@conpaco.com
Connolly-Pacific Co.	Steve Schryver	Vice President / General Manager	562-437-2831	steve.schryver@conpaco.com
Marine Express, Inc.	Bill Workman	Port Captain	877-523-6279	waworkman@marineexpress.us