



Internal use only	
TEDOCS #:	_____
CTM #:	_____
CSN #:	_____
PROGRAM:	

## STATE OF MAINE DEPARTMENT OF TRANSPORTATION

### COOPERATIVE AGREEMENT *Payable*

<b>Project Location:</b> Searsport	<b>Cooperative Agreement Maximum Amount:</b> \$577,850.00
<b>State W.I.N. #:</b> 020804.00	<b>Cooperative Agreement Begin Date:</b> 3/13/18
<b>Federal W.I.N. #:</b> N/A	<b>Cooperative Agreement Expiration Date:</b> 10/31/2018
<b>Vendor ID# VC1000057955</b>	

This Cooperative Agreement (Agreement) is entered into by and between the **MAINE DEPARTMENT OF TRANSPORTATION (MaineDOT)**, an agency of state government with its principal administrative offices located on Child Street, Augusta, Maine, and **Maine Port Authority (MePA)**, a state government agency with its principal administrative offices located at Child Street Augusta ME , hereinafter the “Parties”.

The following attachments are hereby incorporated into this Agreement:

- Appendix A – Method of Payment and Price, Overhead Rate
- Appendix A-1 – Rates
- Appendix B – Agency’s Proposal / Detailed Scope of Work
- Appendix C – DBE/WBE Utilization Plan (*Not Required for State Funded Only Contracts*)
- Appendix D – Federal Provisions (*Not Required for State Funded Only Contracts*)
  - FHWA 1273
  - FTA Federal Provisions
  - FAA Federal Provisions
  - Grant Provisions

**WHEREAS**, during the term of this Agreement MePA intends to Purchase one (1) 20ft Ram Revolver Model 4121 for use with the Mobile Harbour Crane;

**WHEREAS**, the purchase of the Capital Equipment has been approved by the majority of the MePA Board as of March 12, 2018;

**WHEREAS**, MaineDOT has funding to support Multimodal Transportation initiatives.

**NOW THEREFORE**, the Parties hereby agree as follows:

MePA will purchase the Capital Equipment in accordance with the manufacturer’s recommendations between the execution date of this Agreement and October 31, 2018 at which time this Agreement will expire.

## **FINANCIAL PROVISIONS:**

- A. The total cost of the Capital Equipment is: **\$577,850.00**
- B. MaineDOT will, using State Funds, reimburse MePA up to a maximum of: **\$577,850.00**
- C. MePA will invoice MaineDOT for the reimbursement. Invoices will include all supporting documents. MePA may invoice MaineDOT for cost that are treated by MePA as accrued due to such cost having been billed to MePA and recognized by MePA and MaineDOT as valid and undisputed, due and payable. By submitting accrued but unpaid cost for reimbursement, MePA agrees that within ten (10) days of receipt of reimbursement, the full amount submitted as a reimbursable accrued cost will be paid to the Capital Equipment Provider.
- D. This project has been programmed using 100% State of Maine funding through MaineDOT.

## **MAINEDOT SHALL:**

- A. Provide a maximum of \$577,850.00 using State of Maine funding in support of the scope of work stated above.

By signing this Agreement, MePA certifies that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency. If MePA is unable to certify to this statement, it shall attach an explanation to this Agreement. MePA shall promptly notify MaineDOT if it or its principals becomes debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.

In addition, the MePA agrees that it will not hire a consultant or contractor who is now debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal or state department or agency.

MaineDOT shall have all of its common law, equitable and statutory rights of set-off. These rights shall include, but not be limited to, the state's option to withhold for the purposes of set-off monies due the MePA up to any amounts due and owing to MaineDOT with regard to this Agreement any other Agreement, any other Contract with any State Department or Agency, including any Contract for a term commencing prior to the term of this Agreement, plus any amounts due and owing to the State for any other reason including, without limitation, tax delinquencies, fee delinquencies or monetary penalties relative thereto. MaineDOT shall exercise its set-off rights in accordance with normal State practices including, in cases of set-off pursuant to an audit, the finalization of such audit by the MaineDOT, its representatives, or the State Controller.

Notwithstanding any other provision of this Agreement, if the State does not receive sufficient funds to fund this Agreement and other obligations of the State, if funds are de-appropriated, or if the State does not receive legal authority to expend funds from the Maine State Legislature or Maine courts, then the State is not obligated to make payment under this Agreement.

To the extent permitted by law, MePA shall indemnify and hold harmless MaineDOT, its agents and employees from all claims, suits or liabilities arising from any negligent or wrongful act, error or omission by MePA, its consultants or contractors. Nothing herein shall waive any defense immunity or limitation of liability that may

be available under the Maine Tort Claims Act (14 M.R.S. Section 8101 et seq.) or any other privileges or immunities provided by law. *This provision shall survive any termination or expiration of this Agreement.*

MaineDOT may postpone, suspend, abandon or otherwise terminate this Agreement upon thirty (30) days written notice to the MePA and in no event, shall any such action be deemed a breach of contract. Postponement, suspension, abandonment or termination may be taken for any reason by MaineDOT or specifically as the result of any failure by MePA to perform any of the services required under this Agreement to the satisfaction of MaineDOT.

MePA shall keep itself informed of and comply with all applicable federal and State laws, rules, regulations, orders, and decrees ("Law") affecting the work including all environmental, wage, labor, equal opportunity, safety, patent, copyright, or trademark laws. If required by Contract, MePA must also comply with applicable local law, ordinances, and regulations in any manner affecting the conduct of work as defined by the scope of work.

**IN WITNESS WHEREOF**, the Parties hereto have executed this Agreement in duplicate effective on the day and date last signed.

**MAINE PORT AUTHORITY**

Date: 3/13/2018

By:   
Print Name: **Matthew Burns, Acting Director**

*I certify that the signature above is true and accurate. I further certify that the signature, if electronic: (a) is intended to have the same force as a manual signature; (b) is unique to myself; (c) is capable of verification; and (d) is under the sole control of myself.*

**STATE OF MAINE  
DEPARTMENT OF TRANSPORTATION**

Date: 3/13/18

By:   
**Nathan Moulton, Director Freight & Business Services**

*I certify that the foregoing signature is true and accurate, and if electronic, I further certify that it (a) is intended to have the same force as a manual signature, (b) is unique to myself, (c) is capable of verification, (d) is under the sole control of myself, and (e) is linked to data in such a manner that it is invalidated if the data are changed. 10 M.R.S.A. §9502, et seq.*

Date: 14<sup>th</sup> February 2018

Proposal Ref PR3201

**Maine Port Authority**  
**460 Commercial St, Portland,**  
**ME 04101, USA**

**Re: FOR THE SUPPLY OF:**  
**ONE (1) 20ft RAM REVOLVER® MODEL 4121 FOR USE WITH MOBILE HARBOUR CRANE**

Dear Sirs,

Thank you for your Enquiry.

We are pleased to submit our proposal for the design, manufacture and delivery to your Terminal of **One (1) RAM Revolver® Model 4121 for use with MHC crane.** in accordance with your specification Document.

**Method**

We believe that we have been able to put forward a competitive price indicating the cost effectiveness of the RAM Spreader design, which has been developed by our design team, incorporating well experienced engineers both in design and manufacturing procedures.

**Design**

The proven design used in the existing RAM Spreaders is the basis for our proposal, modified to meet your Specification and amended to reflect the improvements carried out during the period the spreaders have been in operation. We have also given consideration to those features which can improve the operation or maintenance of the equipment.

**Project Management**

A Project Team will be appointed for the duration of your Contract, headed by a Project Manager and supported by experienced engineers for the design and manufacturing activities. This will ensure that all technical and commercial decisions are made at the appropriate time and that all necessary resources will be made available in good time to meet the programme.

**Quality Assurance**

The policy, organisation and systems at RAM SMAG Lifting Technologies Pte Ltd have been assessed and comply with the Quality Assurance requirements of:  
ANSI/ISO/ASQ/Q9001:2000, BS EN ISO 9001: 2000, ISO 9001:2000, JISQ 9001:2000,  
SSISO:9001:2000.

RAM Spreaders has developed, over many years, a reputation of high engineering quality, coupled with long and efficient operational service life, together with delivery dates being met on time. This reputation has been developed from the immense depth of expertise gained in providing equipment working in the most arduous operating conditions, for major terminal operators and shipping lines world-wide,

We trust that we have correctly interpreted your requirements.



We shall be pleased to provide any further information you may require and we are available at all times to meet with you to discuss our offer which we hope you will receive favourably.

Yours faithfully

**RAM Spreaders**  
**RAM SMAG Lifting Technologies Pte Ltd**

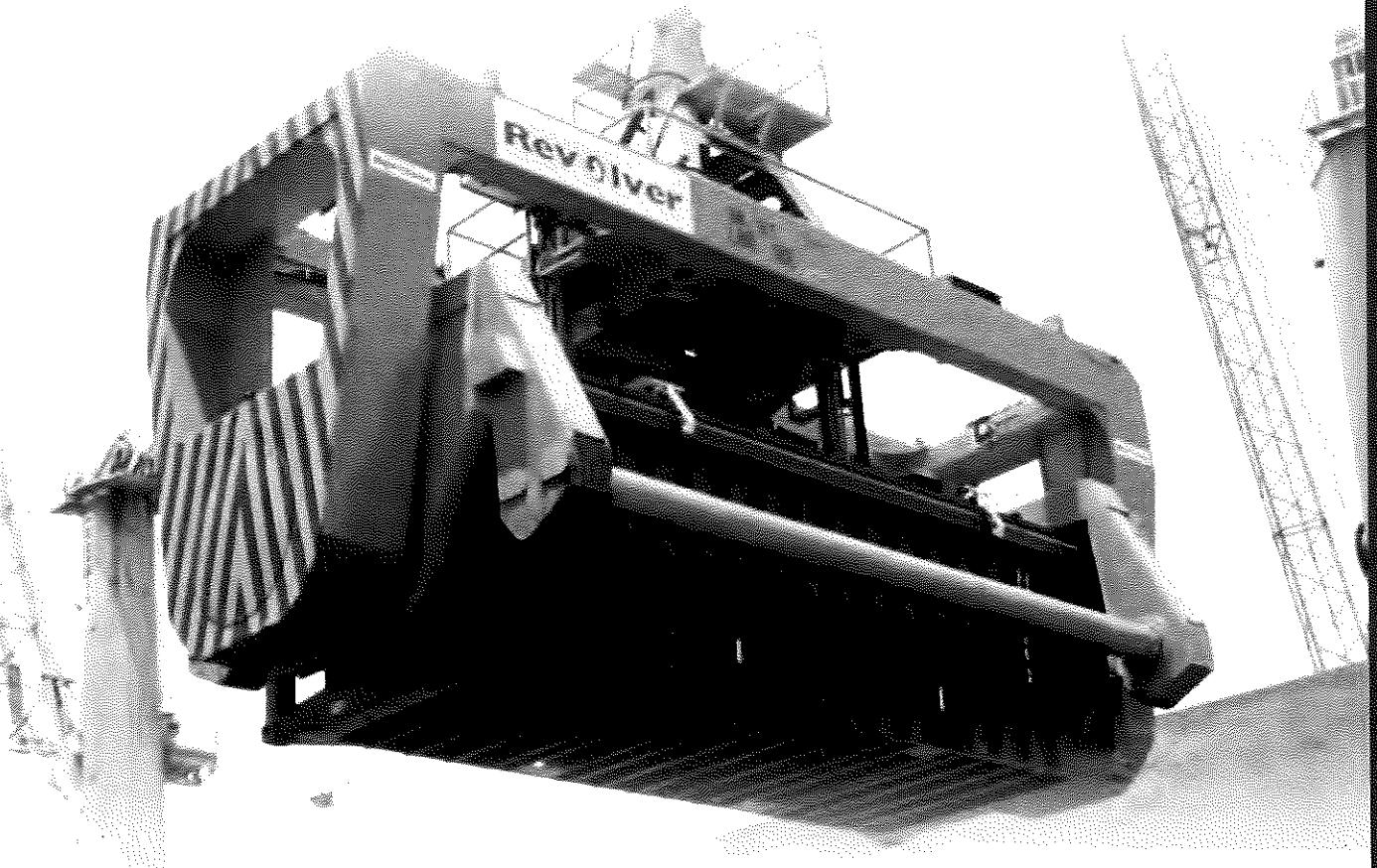
A handwritten signature in black ink, appearing to read "Eddie Mills".

**Eddie Mills**  
**Senior Manager - Americas**

# **RAM** **SPREADERS**

Proposal  
For the supply of:

RAM 4100 Revolver for MHC Crane



Date: 14th February 2018

Proposal Ref: PR3201

**Maine Port Authority**  
**460 Commercial St, Portland,**  
**ME 04101, USA**

**RE: PROPOSAL FOR THE SUPPLY OF**  
**ONE (1) 20ft RAM REVOLVER® MODEL 4121 FOR USE WITH MOBILE HARBOUR CRANE**

#### **1.0 GENERAL DESCRIPTION**

**RAM 4100 series – RAM Revolver®**, the Revolving container bulk handling machine has been designed to handle bulk cargo containers. The RAM Revolver® can be suspended from a hoisting device such as a ship crane, quay crane or mobile harbour crane. It allows the bulk cargo container to tip around an axis through the container so that bulk materials such as grain, coal, iron ore etc. can be tipped from the container to the ship or other receiving space.

RAM Spreaders will build and supply a Revolving bulk handling machine capable of latching onto, lifting and then tipping the contents of a 20ft shipping container. The Revolver will be made to the same robust standards as the hundreds of RAM Spreaders supplied internationally.

The RAM Revolver® includes a fixed post that connects to the crane through pin connection. An inner tipping frame connects to the dry bulk container in the same way in which a spreader connects to the container. The inner and outer frame is pivotally engaged so that drive motors, mounted on the outer frame can tip the inner frame thereby tipping the container.

The RAM Revolver® has the capacity to handle up to 38 tonnes Safe Working Loads (SWL). The Revolver is fitted with a self-contained high performance power unit, which is used to operate the ISO floating twistlocks and the tipping drives. The periphery of the RAM Revolver® is fitted with fixed different height guides for easy landing on the container.

The RAM Revolver® electrical system is designed to operate at the same voltage as the crane and in accordance with IEC Regulations and is equipped with a controller for handling the rotation and control logic.

A multi-pin electrical socket is fitted to one side of the on-board electrical enclosure to accept the multi-pin plug connection from the mobile harbour crane. The system is controlled by the crane operator from the crane cabin

**Leading Particulars:****Lifting Capacity**

RAM Revolver® 4121	38 tonnes (SWL)
Tare Weight	15.0 tonnes (maximum) (Subject to final design)
Lid Lifter (optional)	0.5 tonnes
Container Size	20ft Long x 8ft wide x 8ft high, Open Top ISG Container

**Operating Speeds**

Rotation: 0-180 degrees	15 seconds (approximately)
Twistlock Operation Speed	1.5 seconds

**Lid Lifter (Optional)**

Lid lifter down	8.0 seconds (approximately)
Twistlock lock	2.0 seconds (approximately)
Lid lifter up	7.0 seconds (approximately)

**Hydraulic Characteristics**

System Running Pressure	150 kg/cm <sup>2</sup>
Pump Flow Rate	100 l/min
Tank Capacity	280 litres

We recommend that you contact the OEM manufacturer of the Mobile Harbour Crane to discuss and determine if any upgrades are required for the crane in order to operate with the RAM Revolver.

**1.1 TECHNICAL COMMENTS**

Overload Detection is not supplied on RAM Revolver and overload detection system would be part of the crane load cell system



## 2.0 PRICE SCHEDULE

### SCOPE OF SUPPLY:

2.1	<b>One (1) Unit RAM Revolver® 4121</b>	USD \$380,000.00/Unit
	<ul style="list-style-type: none"> <li>• 20ft length.</li> <li>• Rotation: 360 degrees.</li> <li>• Capacity: 38 tonnes (SWL).</li> <li>• Suitable for 20ft wide</li> <li>• Delivery terms: F.C.A Shanghai, China</li> </ul>	
2.2	<b>Shipment of Revolver D.A.P Searsport, Maine USA</b>	USD \$37,500.00/Unit
	RAM Revolver is over height and over width cargo.	
2.3	<b>On-site Commissioning &amp; Maintenance Training</b>	USD \$14,000.00 Free of Charge
2.4	<b>RAM Revolver Spare Parts</b>	USD \$30,000.00
2.5	<b>Ten (10) 20ft x 8ft x 8ft High ISG Open Top Containers</b>	USD \$8,800.00/Unit
	Heavy Duty/High Cycle; 38 Tonnes MGW; Cubic Capacity 28m3	
	Smooth internal walls, with external ribs.	
	Designed for discharge via 360 Degree Rotation.	
	Special Hempel 47751 Interior Painting (Food Grade)	
	Delivery terms: ex works Nantong, China	
2.6	<b>Shipment of Ten (10) Containers D.A.P Searsport, Maine USA</b>	USD \$4,235.00/Unit
	<b><u>TOTAL PACKAGE PRICE (Items 2.1 to 2.6)</u></b>	<b><u>USD \$577,850.00</u></b>

## 3.0 COMMERCIAL SCHEDULE

### 3.1 **Conditions of Contract**

In accordance with RAM SMAG Lifting Technologies Pte Ltd Limited's Standard Conditions of Sale that may be viewed upon request. Contract Language shall be in the English language.

The purchase order/ contract for the equipment detailed in this proposal should be addressed to RAM SMAG Lifting Technologies Pte Ltd, 160A Gul Circle, Singapore, 629635

### 3.2 **Price Validity**

Prices in the proposal are in USD and valid for acceptance for 30 days and fixed for the delivery period.



### 3.3 Payment Terms

Thirty percent (30%) advance payment against order confirmation and design commencement.

Sixty Percent (60%) of the total contract in an irrevocable letter of credit via a First Class Bank at sight to be established in favour of RAM SMAG Lifting Technologies Pte Ltd within one month after effective date of contract and shall be paid upon presentation of shipping documents. Or we will accept a wire transfer payment which should be received in RAM SMAG's account before 7 days of the ex-works date.

Telegraphic Transfer reimbursement allowed within three banking days upon receipt of negotiating bank, (any negotiating bank is allowed and reimbursing bank has to be clearly stated) tested telex by the Letter of Credit issuing bank.

Ten percent (10%) payable on the signing of the RAM SMAG Lifting Technologies Pte Ltd Acceptance Certificate from the Commissioning at site.

Should site commissioning be delayed for any reason not related to the Revolver equipment, then the Ten percent (10%) payment shall be payable within a maximum of 120 days from the date of delivery to site.

Commercial use of the Revolver equipment at any time prior to signing of the Acceptance Certificate shall be deemed as indication of successful commissioning and shall activate the final Ten percent (10%) payment

All bank charges are to the Purchasers account.

### 3.4 Delivery

**One (1) RAM Revolver® 25/27 weeks to F.C.A Shanghai, China** upon confirmation of order receipt of pre-payment and approval of design drawings.

If for any reason the Purchaser fails to take delivery on schedule, a grace period of two weeks will be given and after which full repayment will have to be made and warranty period will commence.

### 3.5 Operation & Maintenance Manual

Each RAM Revolver® will be supplied with two (2) sets of fully detailed Operation and Maintenance Manuals together with a CD. Each Operations and Maintenance Manual contains the spare parts list, operating instructions, maintenance instructions and general arrangement drawings of the spreader and mechanical systems.

### 3.6 Quality Assurance

The policy, organisation and systems at RAM SMAG Lifting Technologies Pte Ltd have been assessed and comply with Quality Assurance requirements of BS EN ISO 9001:2000



### 3.7 **Warranty**

RAM SMAG Lifting Technologies Pte Ltd guarantees all parts against faulty design, defective materials and workmanship for twelve (12) months starting from the date of acceptance or sixteen (16) months from the real date of shipment, whichever comes first.

Consumables parts, normal wear and tear components (solenoid, coil, electrical switches, seal kit, filter element, etc.), and any other defects or damage attributable to the gross negligence are excluded. All claims for warranty must be made in writing within the warranty period.

In any case, this warranty is only limited to the pertinent equipment for adequate replacement and repair of the faulty components and parts. All claims for warranty must be made in writing within the warranty period.

### 3.8 **Liability**

Under no circumstances will RAM SMAG Lifting Technologies Pte Ltd be liable for economic or consequential damages of any kind whatsoever, including but not limited to the loss of anticipated profits, or any other losses caused by reason of non-operational or malfunction of the equipment supplied by RAM SMAG Lifting Technologies Pte Ltd.

### 3.9 **Prevailing Law**

Except as otherwise expressly provided in the final sales contract, this shall form part of the agreement terms. Any dispute arising out of the interpretation of the terms and conditions contained in the contract shall be resolved by arbitration and in this connection the Laws of Singapore shall be applicable.

**RAM Spreaders**  
**RAM SMAG Lifting Technologies Pte Ltd**



**Eddie Mills**  
**Senior Manager, Americas**



**Burns, Matthew**

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**From:** Andrew Sawyer <sawyer60@maine.rr.com>  
**Sent:** Tuesday, March 06, 2018 11:04 AM  
**To:** Burns, Matthew; Nass, Jonathan  
**Subject:** Re: MPA purchase of RAM Revolver for Searsport

Matt, i support the purchase.

Andrew Sawyer  
Sawyer60@maine.rr.com  
207-653-9530

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----- Original message -----

From: "Burns, Matthew" <Matthew.Burns@maine.gov>  
Date: 3/6/18 7:38 AM (GMT-08:00)  
To: "Gervais, George" <George.Gervais@maine.gov>, "Nass, Jonathan" <Jonathan.Nass@maine.gov>, Greg Johnson <groggsrfme@yahoo.com>, Andrew Sawyer <sawyer60@maine.rr.com>, 'John Worth' <jdworth@roadrunner.com>, Dick Ingalls <ringall1@maine.rr.com>, Matt Maddox <mmaddox@washburndoughty.com>  
Subject: MPA purchase of RAM Revolver for Searsport

Members of the Board,

I am seeking approval to move forward with the purchase of a RAM Revolver Rotating Spreader for the Searsport Terminal. This equipment will be used for bulk material handling. I would like to enter into a cooperative agreement with the MaineDOT for the reimbursement of the cost, up to \$577,850 (the quoted cost of the spreader and ten containers). Payments will be made in installments during the construction, delivery and commissioning of the spreader. Upon receiving board approval, I will finalize and execute the agreement with MaineDOT, and then negotiate the purchase contract with RAM spreaders. We anticipate delivery to happen in six months.

In case any of you are wondering exactly what this spreader can do, there are some interesting videos of these things at work that you can find [here](#).

Attached, you will find the quote from RAM Spreaders and the draft cooperative agreement between the MPA and MaineDOT. Also, you will find an information package about RAM Spreaders.

If any of you have any questions or need further explanation, don't hesitate to contact me.

Best Regards,

**Matthew B. Burns**

Director of Ports and Marine Transportation, MaineDOT

Acting Executive Director, Maine Port Authority

Office (Augusta): (207) 624-3409

Office (IMT): (207) 200-2401

Cell: (207) 592-3221

## **Burns, Matthew**

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**From:** Richard Ingalls <Ringall1@Maine.rr.com>  
**Sent:** Tuesday, March 06, 2018 7:54 PM  
**To:** Burns, Matthew  
**Subject:** RE: MPA purchase of RAM Revolver for Searsport

Matt:

I approve of the spreader purchase described in your e-mail of this date. I would like to discuss the purchase further with you by phone tomorrow, I'll call your cell at 0900. Please advise if there is a better time to talk.

Dick

**From:** Burns, Matthew [mailto:[Matthew.Burns@maine.gov](mailto:Matthew.Burns@maine.gov)]  
**Sent:** Tuesday, March 06, 2018 10:38 AM  
**To:** Gervais, George <[George.Gervais@maine.gov](mailto:George.Gervais@maine.gov)>; Nass, Jonathan <[Jonathan.Nass@maine.gov](mailto:Jonathan.Nass@maine.gov)>; Greg Johnson <[grogssrfme@yahoo.com](mailto:grogssrfme@yahoo.com)>; Andrew Sawyer <[sawyer60@maine.rr.com](mailto:sawyer60@maine.rr.com)>; 'John Worth' <[jdworth@roadrunner.com](mailto:jdworth@roadrunner.com)>; Dick Ingalls <[ringall1@maine.rr.com](mailto:ringall1@maine.rr.com)>; Matt Maddox <[mmaddox@washburndoughty.com](mailto:mmaddox@washburndoughty.com)>  
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Best Regards,

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Office (IMT): (207) 200-2401  
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## **Burns, Matthew**

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**From:** Matt Maddox <mmaddox@washburndoughty.com>  
**Sent:** Monday, March 12, 2018 1:38 PM  
**To:** Burns, Matthew  
**Subject:** RE: MPA purchase of RAM Revolver for Searsport

Dear Matt:

I apologize for my delay in responding. Please consider this email my approval. Let me know if you need anything further.

Sincerely,

*Matt*

Matthew R. Maddox  
Vice President, Finance & Business Development  
Washburn & Doughty Associates, Inc.  
7 Enterprise Street  
P.O. Box 296  
East Boothbay, ME 04544  
[www.washburndoughty.com](http://www.washburndoughty.com)  
Office: 207-633-6517  
Fax: 207-633-7007  
Mobile: 207-522-7276

**From:** Burns, Matthew <Matthew.Burns@maine.gov>  
**Sent:** Monday, March 12, 2018 1:26 PM  
**To:** Gervais, George <George.Gervais@maine.gov>; Nass, Jonathan <Jonathan.Nass@maine.gov>; Greg Johnson <grogssrfme@yahoo.com>; Andrew Sawyer <sawyer60@maine.rr.com>; 'John Worth' <jdworth@roadrunner.com>; Dick Ingalls <ringall1@maine.rr.com>; Matt Maddox <mmaddox@washburndoughty.com>  
**Subject:** FW: MPA purchase of RAM Revolver for Searsport

Members of the Board,

Good afternoon to all of you. So far, I have heard from Dick, Andrew and John regarding the approval of the purchase of the RAM Spreader. The details can be found in the email below. I would like to move forward with this purchase this week, so if you have time please take a few minutes to review the information and let me know if you approve.

Thanks very much,

**Matthew B. Burns**  
Director of Ports and Marine Transportation, MaineDOT  
Acting Executive Director, Maine Port Authority  
Office (Augusta): (207) 624-3409  
Office (IMT): (207) 200-2401

Cell: (207) 592-3221

**From:** Burns, Matthew  
**Sent:** Tuesday, March 06, 2018 10:37 AM  
**To:** Gervais, George ([George.Gervais@maine.gov](mailto:George.Gervais@maine.gov)) <[George.Gervais@maine.gov](mailto:George.Gervais@maine.gov)>; Nass, Jonathan <[Jonathan.Nass@maine.gov](mailto:Jonathan.Nass@maine.gov)>; Greg Johnson <[grogssrfme@yahoo.com](mailto:grogssrfme@yahoo.com)>; Andrew Sawyer <[sawyer60@maine.rr.com](mailto:sawyer60@maine.rr.com)>; 'John Worth' <[jdworth@roadrunner.com](mailto:jdworth@roadrunner.com)>; Dick Ingalls <[ringall1@maine.rr.com](mailto:ringall1@maine.rr.com)>; Matt Maddox <[mmaddox@washburndoughty.com](mailto:mmaddox@washburndoughty.com)>  
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Cell: (207) 592-3221

**Burns, Matthew**

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**From:** Greg Johnson <grogosrfme@yahoo.com>  
**Sent:** Monday, March 12, 2018 2:24 PM  
**To:** Burns, Matthew; Gervais, George; Nass, Jonathan; Andrew Sawyer; 'John Worth'; Dick Ingalls; Matt Maddox  
**Cc:** grog@srfmaine.com  
**Subject:** Re: MPA purchase of RAM Revolver for Searsport  
**Attachments:** Coop Agree\_Pub\_Quasi-Pub\_Mun\_Payable.docx; RAM Proposal PR3201 Package.pdf; RAM Spreaders Customer Information Pack.pdf

Matt

I support approval of the proposal. Thanks,,,,,,,,,,Grog

---

**From:** "Burns, Matthew" <Matthew.Burns@maine.gov>  
**To:** "Gervais, George" <George.Gervais@maine.gov>; "Nass, Jonathan" <Jonathan.Nass@maine.gov>; Greg Johnson <grogosrfme@yahoo.com>; Andrew Sawyer <sawyer60@maine.rr.com>; 'John Worth' <jdworth@roadrunner.com>; Dick Ingalls <ringall1@maine.rr.com>; Matt Maddox <mmaddox@washburndoughty.com>  
**Sent:** Monday, March 12, 2018 1:25 PM  
**Subject:** FW: MPA purchase of RAM Revolver for Searsport

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I am seeking approval to move forward with the purchase of a RAM Revolver Rotating Spreader for the Searsport Terminal. This equipment will be used for bulk material handling. I would like to enter into a cooperative agreement with the MaineDOT for the reimbursement of the cost, up to \$577,850 (the quoted cost of the spreader and ten containers). Payments will be made in installments during the construction, delivery and commissioning of the spreader. Upon receiving board approval, I will finalize and execute the agreement with MaineDOT, and then negotiate the purchase contract with RAM spreaders. We anticipate delivery to happen in six months.

In case any of you are wondering exactly what this spreader can do, there are some interesting videos of these things at work that you can find [here](#).

Attached, you will find the quote from RAM Spreaders and the draft cooperative agreement between the MPA and MaineDOT. Also, you will find an information package about RAM Spreaders.

If any of you have any questions or need further explanation, don't hesitate to contact me.

Best Regards,

**Matthew B. Burns**

Director of Ports and Marine Transportation, MaineDOT

Acting Executive Director, Maine Port Authority

Office (Augusta): (207) 624-3409

Office (IMT): (207) 200-2401

Cell: (207) 592-3221

## Burns, Matthew

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**From:** John worth <jdworth@roadrunner.com>  
**Sent:** Tuesday, March 06, 2018 10:48 AM  
**To:** Burns, Matthew  
**Cc:** Gervais, George; Nass, Jonathan; Greg Johnson; Andrew Sawyer; Dick Ingalls; Matt Maddox  
**Subject:** Re: MPA purchase of RAM Revolver for Searsport

Matt,  
I support this purchase.  
Thanks , John

Sent from my iPhone

> On Mar 6, 2018, at 10:38, Burns, Matthew <Matthew.Burns@maine.gov> wrote:  
>  
> Members of the Board,  
>  
> I am seeking approval to move forward with the purchase of a RAM Revolver Rotating Spreader for the Searsport Terminal. This equipment will be used for bulk material handling. I would like to enter into a cooperative agreement with the MaineDOT for the reimbursement of the cost, up to \$577,850 (the quoted cost of the spreader and ten containers). Payments will be made in installments during the construction, delivery and commissioning of the spreader. Upon receiving board approval, I will finalize and execute the agreement with MaineDOT, and then negotiate the purchase contract with RAM spreaders. We anticipate delivery to happen in six months.  
> In case any of you are wondering exactly what this spreader can do, there are some interesting videos of these things at work that you can find here<<https://www.youtube.com/watch?v=oVxbRgZ3pRY>>.  
> Attached, you will find the quote from RAM Spreaders and the draft cooperative agreement between the MPA and MaineDOT. Also, you will find an information package about RAM Spreaders.  
>  
> If any of you have any questions or need further explanation, don't hesitate to contact me.  
>  
> Best Regards,  
>  
> Matthew B. Burns  
> Director of Ports and Marine Transportation, MaineDOT Acting Executive  
> Director, Maine Port Authority Office (Augusta): (207) 624-3409 Office  
> (IMT): (207) 200-2401  
> Cell: (207) 592-3221  
>  
> <winmail.dat>