



RFP Response
To provide staffing services
upon the MV Charlie Wells.

22 February

2018

RFI response to provide Herron Island Home Owners
Association with staffing and operation services for the
MV Charlie Wells.

NOT FOR PUBLIC
DISSEMINATION

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Description of Project

Herron Island is a unique island community in South Puget Sound served with a HOA owned ferry; the MV Charlie Wells. The Charlie Wells is a small car / passenger ferry that services the island residents and guests. The current COI requires a master with a 100 ton Inland license or better and a deckhand with little formal training and no USCG MMC licensure required.

Praetorian Fire Rescue, (PFR) herein proposes to enter into a contract to staff, operate, maintain, and fuel the Charlie Wells on behalf of HMC. Please find below Praetorian Fire Rescue responses to request for proposal (RFP) for operation of the Charlie Wells Ferry. Numbered and bulleted items are from the RFP and may appear in a different numerical order as previously submitted.

1.0 Marine Propulsion System Knowledge:

Our knowledge of marine propulsion systems is based on the licenses and positions held by our mariners and that we maintain vessels in the harshest conditions in the Alaska and the Arctic daily. We have USCG licensed chief engineers as well as QMED (Qualified Member of Engine Department) rated personnel. In addition the personnel that would be placed on the Charlie Wells are all seasoned mariners with experience operating in the harshest conditions in the world and on all types of vessels. 300-1000 hp marine propulsion systems would be common systems on a small tugboat or a smaller crew vessel, which we operate. Maintenance of the John Deere and Twin Disk reduction gear would be a regular part of our daily routine. In addition we would be utilizing the NS Enterprise marine vessel operations system to manage and document service as well as preventative maintenance cycles per the manufacturer's recommendations to ensure the longest lifespan and reliability of the system. Our personnel are trained and certified in MEECE (Management of Electrical and Electronic Control Equipment) as required by the USCG to meet IMO required gap closing. Repair and maintenance of electrical and control systems is imperative to the safe operation and transit of a vessel and is statistically the most likely cause of failure in a marine environment. We are fully qualified to operate, maintain, and repair the electrical, diesel propulsion, reduction gearing, fuel, steering, lighting, cooling, hydraulic, pneumatic, and peripheral systems on the Charlie Wells, as well as most issues on the loading ramps on the island and mainland respectively. Including the power generation units, and the electrical switchgear that distributes the power. Normally we maintain systems up to 10,000 HP. 300hp would be a medium sized generator, or hydraulic pump or air compressor on the vessels we operate.

2.0 Praetorian Fire Rescue (PFR) structure:

PFR is a niche services provider specializing in emergency response and support services for the maritime, oil and gas industry as well as government agencies, both domestic and international. We operate as needed on various contracts and have serviced contracts in the United States, Canada, and more. PFR has operated since 2015 as an LLC registered in Washington State and as Pacific Wildfire since 1996

PFR Currently operates with up to 12 full time response and project managers to provide management and command / control of local subcontracted personnel. We have had as many as 3000 personnel in our system via subcontracted labor force. We have had affiliations with the International Association of Fire Firefighters (IAFF), International Longshore and Warehouse Union

(ILWU), Inlandboatmens Union of the Pacific. (IBU) Captains, engineers and able bodied seaman at PFR have been IBU members in good standing for as long as 25 years.

3.0 Regulatory compliance: Commercial vessels do not operate under a single set of laws and regulations. Multiple agencies have regulatory responsibility including, including:

3.1 DHS MARSEC:

All of our mariners hold the USCG required Vessel Security Officer (VSO) endorsement and we regularly operate under the strictest of maritime security (MARSEC) levels. Our proposed personnel in Valdez, Alaska regularly operate in the exclusive security zone of the Trans Alaska Pipeline System (TAPS) Security zone and are intimately familiar with the requirements of MARSEC levels 1 through 3. We hold regular onboard security drills as well as company security drills quarterly as required by law. Knowing the different MARSEC levels and how to operate within them is second nature for professional mariners. Knowing the inspection requirements and vessel operation limits within each level is paramount to maintain integrity of the vessel and operating within the law. In addition we have Company Security Officer (CSO) Rated personnel that will serve as the required Shoreside POC. One will be available 24 hours a day every day of the year to provide the CSO Services per 33CFR 104.210

3.2 United States Coast Guard

- 3.2.1 Licensing of operators
- 3.2.2 Regular inspection of vessels
- 3.2.3 Receipt of 2692 and issuance of 835 correction notices.
- 3.2.4 Coordination of vessel movements
- 3.2.5 Sets the local port MARSEC level per 33CFR 101.200

3.3 Classification Society. American Bureau of Shipping

Classification society responsible for the oversight of construction and modification, repair of commercial vessels upon the waterways of the United States.

3.4 Washington State

State of Washington has laws specific to the operation of passenger and vehicle ferries. Including requirements for spacing of vehicles as well as loading operations.

3.5 OSHA

OSHA is well known for regulating the workplace safety of employees within industrial plants and factories, but also has overlapping responsibility for marine vessel operations. Some areas that OSHA provides oversight for the Charlie Wells include, but are not limited too.

3.5.1 Competent Person Program for confined spaces.

The steering gear compartments on the Charlie Wells at each end are designated confined space (and most likely the engine spaces) are not designed for continuous occupancy by a person. As such, they require a trained and equipped competent person to test and certify the space for entry and work. It is a violation

of law to enter these spaces without a confined space entry program, 4 gas meter and documentation, as well as a SCP rated person. PFR personnel are Shipyard Competent Person (SCP) trained and are fully versed in proper implementation. (29 CFR 1915.7) It is also a requirement that permits be written by a competent person not only for entry into these spaces, but to attest to the safety of a hot work permit where applicable or to extend a marine chemists hot work permit as required for any work producing sparks.

3.5.2 Hearing Conservation.

All marine vessels produce harmful noise. Crews that are exposed to harmful noise must be monitored and regularly tested to meet statute and preserve the hearing of the employees. 29 CFR 1910.95(c) Industry practice is to monitor yearly (part of our medical program yearly) is to have an audiogram and track trends before permanent damage becomes realized.

3.5.3 Reserved

3.6 EPA

Marine vessels fall under another myriad of programs administered by the EPA. Charged with maintaining the health of the environment of the United States the EPA is primarily concerned with vessel discharges. Monitoring, testing regularly as well as documenting discharges on the vessel is required.

3.6.1 Clean Water Act (CWA) The CWA requires that all vessels operate in a manner that prevents accidental and incidental discharge of pollutants to the waterways and inland waters of the United States.

3.6.2 Vessel General Permit (VGP) Inspected vessels over 79 feet are subject to the EPA VGP requirements, as such the Charlie wells would be exempt from VGP requirements. Recognizing that there are thousands of vessels under this statutory limit though the EPA enacted the sVGP to address smaller commercial vessel and bring them into compliance. Section 402 of the EPA CWA NPDES. Amongst other items there are requirements for regular inspection and documentation of possible contaminants on the Charlie Wells. Engine oil and coolant leaked to deck is a contaminant that must be cleaned up and documented before it is discharged over board via rainwater or vessel wash-down.

3.7 TSA

The transportation security agency (TSA) administers the TWIC identification program that issues transportation workers vetted identification required for an MMC to be valid. These identification cards are required when operating from most commercial docks as well as ports, and all shipyards. 33CFR 101.514 as well as NVIC USCG-2006-24196

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4.0 Operation of Passenger Ferry:

I have personally operated the Charlie Wells for more than 8 years as relief captain. In that time I have mastered the operation of the vessel as well as noted the deficiencies that would be corrected if we were to take over the operation of the vessel. In addition I have 9 licensed masters that have served as captains on crew vessels and tugboats around the world in the harshest of conditions. These vessels operate in support of oil and gas companies as regular passenger, and freight and range from 90-140 feet and 1600-12000 horsepower. Our personnel have operated in the Gulf of Mexico (GOM) as well as the Bering Sea, North Sea, and all oceans in between.

5.0 Interactions with the island residents.

It is natural to make friendships with the island residents as we work the ferry. In the 8 years I have worked as a relief I have gotten to know many of the residents and I anticipate my crew to do the same. While our primary mission is to safely transport the residents and guests there is no reason to not be friendly. Customer service is a core value, as is being polite and professional and we plan on doing what is necessary to help friends out. Dead Battery? Give them a jump start! Out of gas on the ferry – give them a hand and get them going. Being courteous and considerate is not hard to be.

6.0 There are many ways that optimization and efficiencies can be brought to the ferry operation.

6.1 More ferry runs into the evening are possible with a wider mid-day gap in operations. This keeps the masters under hours as well as provides the island more access at no increased cost.

6.2 Our personnel will be staying on the island in company owned housing. This lends to efficiencies through the availability of the personnel.

6.3 Insurance rates are anticipated to go down, since both crewman will have passed WCT with yearly physicals and hold licenses.

6.4 Staffing: all of our personnel would be qualified and licensed to serve as both deckhands and as captains. This allows much more flexibility when staffing roles and when covering for shifts. Our personnel are also

6.5 Daily Rate: A day rate is how professional mariners are paid at most operations. This allows for financial forecasting, alleviates crushing budgets with overtime and allows for a consistent, smooth billing cycle and for the island to fix budgets to predictable numbers. With exception to capital improvements the ferry operation is by far the largest expense that the HOA faces.

6.6 Schedules: The current schedule acts against the island and the mariner. Traditional marine operations are on a binary schedule, but do it weeks at a time. Our personnel have spent careers working 4, 6, and 8 week schedules or longer on and off vessels. This allows for a level of stability not realized by the current schedule. Currently there are 104 crew changes a year. This is 104 chances for a crewman to be late, get held up in traffic, or be delayed some other way. A 4 week binary schedule is 12 crew changes a year and allows for crewman sufficient off time to keep morale high. The current schedule has mobilization and

demobilization of crews every few days. A lot of time is spent by the crews in motion that does not add to the operation, but increases exposure for crewing issues.

- 6.7 Maintenance: All regular maintenance and most mechanical repairs short of an overhaul would be performed by our personnel. Many of our masters are also trained as engineers and QMED or DDE qualified. 300hp John Deere engines would be the smallest engines we operate.
- 6.8 NS Enterprise Vessel Management Software: Nautical Systems has developed a software suite integrated with all of the major manufacturers and includes their recommended maintenance intervals. This software is hours based and will notify the crew daily with what maintenance items are required to be performed within the window for optimal life cycle of equipment. NS Enterprise software is credited for extending the lifespan of operational equipment by up to 100% in many cases. In addition non manufacturer items may be added by management that require attention, like greasing cables, washing of decks, maintenance on generators and ramp railings may all be added. This software puts mariners in the spotlight and assigns the task to a qualified on watch individual. It requires it to be done and then signed off to be cleared. "Pencil whipping" is completely eliminated since the last person assigned the task is clearly the responsible party. Knowing that your name is the last one that was supposed to lube a bearing, means it gets done and then signed off as required. Maintenance tracking software is now industry software and best practice.
- 6.9 Fueling: PFR would perform the fueling of the Charlie Wells utilizing our equipment and personnel. The current system requires the use of a commercial truck in excess of 50 thousand pounds and the amounts transferred are considered a reportable / threshold meeting quantity. We anticipate utilizing our trucks with smaller, more frequent fueling evolutions in a quantity less than would trigger the necessity of a standby boat being positioned. The island has traditionally been trying to do less frequent fuelings in an attempt to reduce the amount of standby money expended. Normally there is a savings to reducing fueling evolutions to as few as possible in delivery fees, man hours expended, etc, but this is not the case in this situation.
- 6.10 Less admin time: The island manager spends a great deal of time filling gaps in schedules, figuring out staffing for holidays, soliciting, vetting and interviewing candidates in a revolving door to maintain a roster of Masters and Deckhands. The island manager would be able to concentrate more on tasks at hand and hours would be minimized managing the ferry operation. Ferry management burden would be shifted to PFR.
- 6.11 Reserved.
- 6.12 Operational insurance for Praetorian Fire is on a contract by contract basis and as specified by the terms of the contract. At minimum we maintain the necessary coverages required for a particular task, i.e. auto, general liability, etc. PFR will have in place the same

coverage that Washington State ferry workers have through the State Department of Labor and Industries. Our UBI number is 603 567 672 for verification with the State of Washington.

7.0 Additional Requirements for Submittal.

7.1 Praetorian Fire Rescue
Eric or Natasha Helpenstell
4007 66th Street NW
Gig Harbor, WA 98335
360 731 2627
Helpenstell@PraetorianFire.com

7.2 2 Years as Praetorian Fire Rescue LLC. 23 Years as Pacific Wildfire International LLC, 405 West Fourth Street, Winnemucca Nevada.

7.3 Praetorian Fire Rescue
Eric Helpenstell
4007 66th Street NW
Gig Harbor, WA 98335
360 731 2627
Helpenstell@PraetorianFire.com

7.4 Reserved

7.5 PFR is not a signatory to the IBU contract and does not intend to do so.

7.6 \$31,000.00USD per month all-inclusive for staffing, exclusive of consumables.

7.7 There is no litigation in the last 5 years to list.

7.8 No person or entity or PFR is debarred or proposed for debarment by the USG

7.9 Signature page for proposal is included at end of this document.

7.10 Current D&B report. (attached at end)

Anticipated Operations

8.0 It is anticipated that current employees would have to meet our standards to be considered eligible for employment in our system the use of our outside work I am able to maintain a much larger pool of captains and professional mariners than the Herron Island HOA can. If current employees can meet the requirements outlined in our submittal previously we would consider them.

8.1 Minimum Requirements for employment, including:

Project Manager:

- Master 100 ton.
- CSO/VSO (a CSO onshore, is required. The vessel master on the vessel may not serve in both roles by definition.
- Basic and Advanced firefighting.
- TPIC Tankerman Person in Charge.
- AB rating.

Vessel Master:

- Master 100 ton.
- CSO/VSO (a VSO onshore, is required. The vessel master on the vessel may not serve in both roles by definition.
- Basic and Advanced firefighting.
- TPIC Tankerman Person in Charge.
- AB rating.
- Basic and advanced firefighting.
- NS Enterprise fluent.

Deckhand:

- Master 100 ton.
- CSO/VSO (a VSO onshore, is required. The vessel master on the vessel may not serve in both roles by definition.
- Basic and Advanced firefighting.
- TPIC Tankerman Person in Charge.
- AB rating.
- Basic and advanced firefighting.
- NS Enterprise fluent.

8.2 Additional requirements for all employees.

- All employees working are expected to live in PFR housing and be available on the vessel within 10 minutes for emergency callout.

- All employees will be scheduled to a 2 week or 4 week on and off binary schedule. Crew change day will be on Wednesdays at 1000, with off going crew relieved at 1200. 2 hours of overlap for training is expected.
- All employees will undertake a physical and work capacity test (WCT) inline with Washington State Ferries and other marine operators. Site of test will be:

U.S. Health Works, 3223 First Avenue South, Suite C. Seattle WA.,
206 624 3651

USCG 719K form is the basis for the physical, WCT requirements are available from US Health Works above or from PFR at time of application.

- All employees will pass pre-employment drug screening as well as be subject to a random drug test pool.
- All employees will be cross trained to fill in as either deckhand or master of the MV Charlie Wells.
- All employees will prove their ability to operate the MV Wells in all-weather conditions in all positions, before being signed off to operate unsupervised.
- All employees will be subject to random audit of abilities to operate the vessel in any weather or position at least once a year.
- Employee evaluations will be performed yearly. Benchmarks of performance and other relevant metrics will be made and tracked for improvement.
- Reserved

8.2.1 Reserved

8.3 Crew duration and endurance.

Current schedule of a just a few days on and off creates more logistical issues than necessary. Short duration hitches increase the frequency of crew change issues. In the current scheme there are 104 crew changes a year to deal with. 104 opportunities for a crewman to be late and be out of position and increases the drama associated with crew change. Our 2 and 4 week hitch length reduces 104 crew changes down to as little as 12 or 24 if we work a 2 week hitch length. Housing will be provided on the island where we expect our crewman to live for the duration of their deployment to the island.

9.0 Mobile Ticketing:

The mobile ticketing system currently used on the island is functional, but there must be a better way to streamline payment and tracking. PFR is open to researching additional systems and bringing them forward if they fill the need to track and collect funds more transparently and efficiently.

9.1 Trust Funds:

I dislike the idea of handling trust funds on behalf of others, it's just not a good feeling to be responsible for others cash. We like the idea of digitizing as much as possible, but will always act in transparency. Unless otherwise directed PFR would reconcile daily cash income and tickets for deposit with the island managers office. We anticipate installing a secure lock box for funds to be installed at the HOA office building at PFR cost.

9.1.1 Reserved.

10.0 Attachments Below.

As always, please do not hesitate to call upon my office for clarification or to answer any questions that may arise from this RFI response. Until a contract is signed by both parties my availability will be chaotic as I meet other clients' needs.

Submitted,

Eric Helpenstell
Praetorian Fire Rescue
Helpenstell@PraetorianFire.com
+1 360 731 2627

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CERTIFICATION

I **ERIC LEE HELPENSTELL**, the undersigned and authorized agent for the proposed contactor/vendor, having carefully examined the Request for Proposal, propose to furnish services in accordance therewith as set forth in the attached proposal.

I further agree that this proposal will remain in effect for not less than sixty (60) calendar days from the date that the proposals are due, and that this proposal may not be withdrawn or modified during that time.

Being first duly sworn, on my oath, I hereby certify that this proposal is genuine and not a sham or collusive proposal, or made in the interests or on behalf of any person not therein named; I have not directly or indirectly induced or solicited any Contractor or supplier on the above work to put in a sham proposal or any person or corporation to refrain from submitting a proposal; and that I have not in any manner sought by collusion to secure to myself an advantage over any other contractor(s) or person(s).

In order to induce the HMC to consider this proposal, the proposer irrevocably waives any existing rights which it may have, by contract or otherwise, to require another person or corporation to refrain from submitting a proposal to or performing work or providing supplies to Pierce HMC, and proposer further promises that it will not in the future directly or indirectly induce or solicit any person or corporation to refrain from submitting a bid or proposal to or from performing work or providing supplies to Pierce HMC.

Name: **Eric Lee Helpenstell**

Signature: _____

By:

NOTARY

State of ALASKA

SS

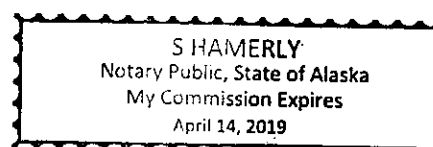
County of _____

Subscribed and sworn before me this 23rd day of February, 2018.

Notary Public in and for the State of Alaska

Residing at Valdez, AK

My commission expires April 14, 2019



THE SIGNATURE PAGE MUST BE SIGNED, NOTARIZED, AND RETURNED WITH THE PROPOSAL.