

# PORT AUTHORITY OF GUAM

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## News Release

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### **PORT RANKS PRIVATIZATION PROPOSALS**

The Port has officially notified the three companies that submitted proposals for the privatization of the Port's terminal operations and equipment maintenance of their ranking. The Port will now begin negotiations with the top ranked offeror.

Out of the three offerors (SSAT, [www.ssamarine.com](http://www.ssamarine.com); Portek International Ltd., [www.portek.com](http://www.portek.com); and International Container Terminal Services, Inc. (ICTSI) [www.ictsi.com](http://www.ictsi.com)) ICTSI was ranked the highest by the evaluation committee made up of two Port Board members, the General Manager and two senior managers. Portek International came in second and SSAT was ranked third. Thirteen companies had originally picked up proposal packets and attended a pre-proposal meeting and site visit in early May. The three companies submitted bids on July 1 of this year.

The Port was directed to privatize the operations of the island's only cargo terminal when Public Law 27-60 lapsed into law without the Governor's signature in December 2003. Following the implementation of the law, the Port entered into a contract with Mercator Transportation Group in August of 2004 to develop the RFP and help with the awarding of the privatization contract.

The Port had originally anticipated the review process to take about 30 days. After initially reviewing the proposals the Port asked an independent auditor to review the financial proposals of the offerors. Now that the proposals are ranked, the Port will begin negotiations with ICTSI. If an agreement is reached, the contract will be submitted to the Governor's Office for submittal to the Legislature. Under Public Law 27-60, the Legislature must approve the contract within 60 days after they receive it or it will be considered disapproved. If the Port is unable to reach a contract agreement with ICTSI, it has the option of negotiating with the next highest rank or canceling the RFP.

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