

SAINT JOHN PORT AUTHORITY
FUNDY CRUISE MARKET CANADIAN APPAREL CONTRACT
REQUEST FOR PROPOSAL (RFP)

Background

Port Saint John (the Port) is seeking proposals from businesses interested in an exclusive contract to provide Canadian Apparel at the Fundy Cruise Market.

| Description | Number/Year(s) | Further Comments |
|--|--|---|
| Term | 2020-2023 (4 years) | The average season runs from April to the end of October. |
| Average number of passengers per season over the term. | 200,000* | On average 35% of passengers come between April and August with the remaining 65% due in September and October. |
| Area of rental | 4 booths totalling between 520 sqft to 676 sqft. | These spaces will be adjacent to one another. |

***Note this is provided an estimate only.**

The exclusivity:

Children and Adult Apparel imprinted by place name with Saint John, New Brunswick, Canada, Bay of Fundy, St Martins, etc. or apparel imprinted with Canadian images of a maple leaf (excluding sports teams), the Canadian flag, moose, lobster, beaver, etc. This exclusivity for imprinted apparel will be for:

1. Sweatshirts
2. T-Shirts
3. Fleece Wear
4. Hoodies
5. Ball Caps
6. Polo Shirts
7. Ties
8. Socks
9. Mittens
10. Scarves
11. Wind Breakers
12. Raincoats

Note: During the term of the agreement, should there be any disagreement as to the definition of exclusive Canadian Apparel, the decision of the Port, acting reasonably, will be considered final.

Applications will be reviewed based on the following criteria:

1. Financial Considerations to the Port over the 2020-2023 term.
2. Reputation

3. Business Experience
4. Past Relationship with the Port.

The Port reserves the right to not accept any offer and retains the right to negotiate alternative terms with the successful vendor. Except for planned vessels carrying less than 300 passengers, and unplanned vessels of less than 1200 passengers, the successful vendor must be open to all cruise ships during the term of this agreement.

Setup will be available one week prior to the first ship, and tear down up to one week following the departure of the final scheduled vessel.

Normal operating hours of the Fundy Cruise Market are from the time the gangway is opened until the gangway is closed but will not open before 8 a.m. or close later than 7 p.m. when cruise ships are in port.

The Anticipated 2020 season will run from May until November.

Payment Schedule:

Payments will be due at the first of each month and divided into equal payments over the course of the season (ex: April – October = 7 months) with the first payment due prior to set up each season.

Deadline for application: December 31, 2019 at 4pm AST.

Any questions must be made in writing by the interested party to: jruncie@sjport.com. Deadline to receive questions is: December 13, 2019.

Interested parties should make their submissions to:

John A. Runcie, MM
Commercial Services Manager
jruncie@sjport.com

A decision will be made by the Port shortly after closing of the application, and all applicants will be advised regardless of whether they are successful or not. In submitting an application all bidders agree to accept the decision of the Port as final.

The Saint John Port Authority would like to thank all those in advance who take the time to submit a proposal.