THE PORT OF VIRGINIA
AMERICA'S MOST MODERN GATEWAY

VIRGINIA INTERNATIONAL TERMINALS, LLC
1431 International Terminal Blvd, Norfolk, VA 23505
757-440-7160

ADDENDUM NO. 1

Invitation for Bid: IFB 2027-01-VIT Crane Lifting & Rigging Services
Closing Date: November 18, 2026 @ 2:00 p.m.

Please see below for updates to the dates of this solicitation:

Bids Due Date November 18, 2026 @ 2:00PM EST

The following questions and answers are provided for all bidders:

Q1. I need some clarification on the weight ranges listed on the Bid Tab Sheet—for example, 100,001-110,000 and 110,001–120,000. Are these ranges referring to the crane's rated lifting capacity or the actual weight of the load being lifted? If they refer to load weight, is there a specific operating radius we should use for pricing?

Answer. This refers to the weight of the load being lifted. Consider the radius as a more standard mass within the reach of the crane and not something overly long or wide requiring more complex rigging.

Q2. "Weekly" and "Monthly" – Should we be bidding this at straight time only or would some over time need to be considered?

Answer. Bid using straight time costs with any overtime differentials provided separately if applicable. Please also provide the terms under which overtime applies.

Q3. "Straight time (Hr)" and "over time" – All our crane rentals work off a 4 hour or 8 hour minimum. Do you wish to see the true hourly cost or do you want us to provide the cost of the minimum?

Answer. Please provide the hourly cost with the minimum terms separately.

Q4. Are exhibits H/I/J/L to be submitted with bid? They aren't relevant to this IFB

Answer. All Exhibits are still required to be submitted to be deemed responsive. Notate "Not applicable" where necessary.

Q5. How many days of a 'heads up' will the Port be providing before a lift is needed to occur?

Answer. Please provide the lead time you require for notice of a lift.

Q6. If equipment is mobilized to the project site a day prior and the lift is postponed through no fault of the contractor, is the contractor then entitled to bill for mobilization?

Answer. If this is your requirement, please let us know in your general terms.

Q7. Please confirm that VIT will provide credentialed certified riggers for each lift.

Answer. Yes, VIT will be providing certified riggers for each lift.

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Q8. Can VIT provide historical crane utilization, number of lifts, crane capacities used, and anticipated annual usage as a guage of usage?

Answer. The volume level for oversized/overweight cargo is unpredictable, but through our breakbulk & ro-ro terminals and container terminals, there is a regular amount of work to support the market demand.

Q9. Is there an estimated annual contract value or minimum guaranteed utilization under this agreement?

Answer. No. The volume level for oversized/overweight cargo is unpredictable, but through our breakbulk & ro-ro terminals and container terminals, there is a regular amount of work to support the market demand.

Q10. Will VIT provide ground-bearing capacities, underground utility information, pavement restrictions, and designated crane setup locations at each terminal?

Answer. VIT will provide ground bearing capacities and any restriction information, but it is the responsibility of the crane & rigging vendor to provide a plan that meets these capacities and restrictions. This plan must be vetted by VIT prior to any move.

Q11. Are specialized rigging, engineered lift plans, additional support equipment, and third-party services separately billable?

Answer. If these are needed to conduct certain lifts, please provide the itemized rates for each within your bid.

Q12. What are the required response times for routine, emergency, and after-hours crane services?

Answer. VIT will work with you on the necessary lead time needed to provide services. Please specify the needed lead times required to provide. VIT understands the shorter the lead time, the chance equipment and/or labor may not be available.

Q13. Will annual rate adjustments for labor, fuel, equipment, and insurance escalation be permitted during contract renewals?

Answer. Not as the IFB is currently solicited. Bidders should provide rate escalation proposals with their bids for VIT's consideration.

Q14. Will marine insurance requirements, including $25 million P&I and vessel pollution coverage, apply only to operations involving vessels?

Answer. Yes. The marine insurance requirements, including Protection & Indemnity (P&I) and Vessel Pollution Liability coverage, apply only when vessels are used in the performance of the Work.

Q15. Is Rigger's Liability coverage required for the full declared value of each lift, and will VIT disclose cargo values before work authorization?

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Answer: Yes. Rigger's Liability coverage is required in accordance with the solicitation requirements. If coverage limits are based on the value of the item being lifted, VIT will provide the declared cargo value prior to authorizing the work. Coverage may also be satisfied through applicable policy limits and aggregates, provided they are sufficient to respond to the risk associated with the work being performed.

Q16. Since bidders must certify site inspection, will VIT arrange pre-bid terminal inspections or permit inspections before individual work orders?

Answer. If cargo is available to inspect, VIT will always allow lift terminal inspections to ensure efficiency and safety for the move. VIT will also work to provide as much detail about the cargo in advance as possible.

Q17. Will VIT accept an alternate pricing proposal consisting of an agreed schedule of land-based and floating crane equipment rates by capacity, labor classifications, and associated charges, with individual lifting assignments authorized by task order and invoiced under the established contract terms and rates?

Answer. Yes, if you have a specific way you would like to propose pricing for your services, please provide.

Q18. Will the port contact the successful bidder who holds the contract prior to hiring other crane services? It appears currently, the holder of the services agreement is not necessarily hired or contacted prior to the services that are awarded to another provider.

Answer. VIT intends to have multiple awards for this agreement in order to fulfill market and capacity demands. VIT will use the response to this bid and the contracts awarded to make decisions on the proper fit for each move. Therefore, each contract holder will not necessarily be given the opportunity on every move opportunity.

Q19. May a small business serve as the prime contractor while subcontracting crane operations, rigging, and equipment mobilization to an established crane company?

Answer. Yes, but please note any sub-contracting is at the responsibility of your company.

Q20. Can the subcontractor's experience, equipment, personnel qualifications, and insurance coverage be used to satisfy the solicitation's qualification requirements?

Answer. Yes, but please note any sub-contracting is at the responsibility of your company.

Q21. Are there any restrictions on the percentage of work that may be subcontracted?

Answer. No, but please note any sub-contracting is at the responsibility of your company.

Q22. May the subcontractor handle equipment dispatch, operator scheduling, and emergency service coordination directly with VIT personnel?

Answer. Yes, but please note any sub-contracting is at the responsibility of your company.

Q23. Is the prime contractor required to maintain its own 24-hour dispatch operation, or can this responsibility be fulfilled through a designated subcontractor?

Answer. It can be fulfilled by the sub-contractor, but please note any sub-contracting is at the responsibility of your company.

Q24. What are the required response times for routine and emergency service requests?

Answer. VIT will work with you on the necessary lead time needed to provide services. Please specify the needed lead times required to provide. VIT understands the shorter the lead time, the chance equipment and/or labor may not be available.

Q25. Who currently holds, or most recently held, the crane lifting and rigging services contract?

Answer. VIT has multiple contracts in place and will continue to do so to meet market and capacity demands.

Q26. What was the original contract award amount, including any renewals or extensions?

Answer. There is no total award amount due to this being as needed services.

Q27. What were the actual annual expenditures under the contract over the past three years?

Answer. VIT is unwilling to provide this information.

Q28. Approximately how many lifting operations or service calls does VIT request annually?

Answer. The volume level for oversized/overweight cargo is unpredictable, but through our breakbulk & ro-ro terminals and container terminals, there is a regular amount of work to support the market demand.

Q29. Are historical equipment utilization figures or crane-hour totals available?

Answer. No, but please note the volume level for oversized/overweight cargo is unpredictable, but through our breakbulk & ro-ro terminals and container terminals, there is a regular amount of work to support the market demand.

Q30. Is there a guaranteed minimum annual workload or expenditure?

Answer. No, but please note the volume level for oversized/overweight cargo is unpredictable, but through our breakbulk & ro-ro terminals and container terminals, there is a regular amount of work to support the market demand.

Q31. What crane capacities and equipment types are most frequently requested?

Answer. Most frequently, VIT is needing lifts between 80,000 to 150,000 lbs, but we do regularly have moves between 150,000 to 400,000 lbs.

Q32. May bidders propose services for selected terminals rather than all locations?

Answer. Yes, please select the terminals you are bidding these services on section IV.b. of Exhibit C.

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Q33. If multiple contractors receive awards, how are individual service requests assigned?

Answer. VIT intends to have multiple awards for this agreement in order to fulfill market and capacity demands. VIT will use the pricing of each submitted bid and the contracts awarded to make decisions on the proper fit for each move. Therefore, each contract holder will not necessarily be given the opportunity on every move opportunity.

Q34. Is pricing established through fixed hourly equipment and labor rates, or are individual work orders separately quoted?

Answer. VIT intends to use the pricing provided during this solicitation as a guide, but understands each individual move is different. Therefore, individual work orders will be used to ensure accurate pricing. The intention is to not have individual work order pricing be vastly different than what is provided here in the solicitation.

Note: A signed acknowledgement of this addendum must be received via email to **proposals@vit.org** either prior to the proposal due date and hour or attached to your proposal. Signature on this addendum does not substitute for your signature on the original proposal document. The original proposal document must be signed.

Best Regards,

Meg Guerriero

Meg Guerriero
Procurement Manager

_____
Name of Firm

_____
Signature/Title

_____
Date