



CROWLEY®

(Hybrid Pick-Up Trucks)

Request for Proposal (RFP)

August 17th, 2026

Crowley Maritime Corporation
9487 Regency Square Boulevard
Jacksonville, FL 32225

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1. Introduction

Crowley is issuing this Request for Proposal (RFP) to qualified suppliers (“Suppliers”) for the procurement of Twelve (12) Hybrid Pick-up Trucks and explore options to both purchase and lease equipment. The details of this request, including the technical specifications, and grant funding requirements are outlined in the accompanying documentation.

Crowley is committed to advancing sustainable transportation by incorporating hybrid pickup trucks into its operational fleet. These vehicles provide an optimal balance of performance, fuel efficiency, and environmental stewardship by reducing fuel consumption and greenhouse gas emissions while maintaining the reliability and capability required to support daily operations. This fleet modernization initiative enhances operational efficiency and supports Crowley's commitment to safety, innovation, and responsible resource management. By investing in hybrid technology, Crowley continues to drive forward-thinking solutions that align with both business objectives and long-term sustainability goals.

As part of this grant-funded procurement initiative, Crowley is committed to ensuring compliance with the Build America, Buy America (BABA) Act requirements. The procurement process prioritizes vehicles that meet applicable domestic content and manufacturing standards, supporting U.S. industry while maintaining transparency, accountability, and adherence to federal grant requirements. Through this strategic investment, Crowley is not only modernizing its fleet but also advancing national infrastructure objectives and delivering lasting environmental and economic benefits to the communities it serves.

2. Company Overview

Crowley Maritime Corporation is a U.S.-owned and operated marine solutions, transportation and logistics company providing services in domestic and international markets through four operating lines of business that encompass Puerto Rico/Caribbean liner services; Latin America liner services; logistics; marine contract solutions, including ship management; deep sea petroleum transportation; and petroleum transportation, distribution and sales in Alaska.

Our company was founded in 1892, when founder Thomas Crowley — the grandfather of current chairman and CEO Thomas B. Crowley Jr. — purchased an 18-foot Whitehall boat to provide transportation of personnel and supplies to ships anchored on San Francisco Bay. The present structure, in which Crowley Maritime Corporation serves as a

holding company for business lines and all subsidiaries, was put in place in 1992. The company is wholly and privately owned by the Crowley family and Crowley employees.

Today, Tom Crowley Jr. and his leadership team direct a company with more than \$2 billion in annual revenues and approximately 5,300 employees. We maintain a fleet of 200 vessels, consisting of RO/RO (roll-on-roll-off) vessels, LO/LO (lift-on-lift-off) vessels, [articulated tug-barges \(ATBs\)](#), tugs and barges. Our land-based facilities and equipment include terminals, [warehouses](#), [tank farms](#), office buildings, trucks, trailers, containers, chassis, cranes and other specialized vehicles.

More information about Crowley can be found on www.crowley.com.

For a complete company overview, please refer to Crowley's website: <https://www.crowley.com/company-overview/>

3. RFP Guidelines

3.1. Acknowledgment of RFP Receipt

Within 24 hours of your receipt of this RFP via email to: Lisa.Fazenbaker@crowley.com . In the event you elect not to proceed with submission of proposal to Crowley, please inform us of your decision via email to Lisa.Fazenbaker@crowley.com

3.2. RFP Questions, Inquiries, and Clarifications

All questions or requests for clarification concerning this RFP must be submitted via email to Lisa.Fazenbaker@crowley.com

Crowley requests that all questions regarding the RFP be submitted by **August 20th , 2026**, via email. Responses will be shared with all Suppliers involved in the RFP to ensure the communication of Crowley's needs is as clear as possible by **August 25th,2026**.

To ensure consistent interpretation of the RFP, the written answers will be sent to all Suppliers. Information which would identify the inquiring Supplier will be removed.

Each Supplier is responsible for requesting further explanation if they do not fully understand or believe it could be interpreted in more than one way. Crowley shall have no obligation to correct, nor bear any responsibility for errors (whether by commission or omission), ambiguity, or inconsistency in this RFP.

If any Supplier is aware of or believes that the RFP contains such an error, it is the Supplier's responsibility to promptly notify Crowley in writing.

By submitting information, the Supplier represents that they have read and clearly understand this RFP and can provide the required services.

3.3. Contacts and Important Dates

Intention to respond must be submitted via email by the end of the business day. **August 19th, 2026** Please include the signed NDA (Non Disclosure Agreement) as part of your intention to respond. We will countersign and return prior to receiving your formal proposal.

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RFP responses must be delivered electronically by the end of the business day **September 8th, 2026** to: lisa.fazenbaker@crowley.com

Name: Lisa Fazenbaker
E-mail: lisa.fazenbaker@crowley.com
Phone: 904-927-0445

Responses must be in Word Format as well as responding using the **Excel spreadsheets** enclosed and should include the following:

- The name, title, mailing address, email address, and telephone number of the submitter.
- All responses shall be signed by an individual authorized to legally represent the organization.
- All submittals shall include complete and concise answers to all questions within this RFP.

Proposed RFP Schedule:

Milestones	Date
Release of RFP	August 17th, 2026
Communication of intent to bid to Crowley	August 19th, 2026
Supplier Questions Due	August 20th, 2026
Crowley answers to all Suppliers Questions	August 25th, 2026
RFP proposals received by Crowley	September 8th, 2026
Crowley Onsite Presentation/Scripted Demonstration (Selected Suppliers)	N/A
Down Select Suppliers and Initiate Crowley Proof of Concept	N/A
Crowley Award Decision	September 21st, 2026

3.4. No Guarantee

Crowley is not committed to any course of action due to its issuance of this RFP and/or its receipt of information from you or other Suppliers in response to it. The issuance of this RFP does not imply that Crowley is making an offer to conduct, expand, or terminate business with any Supplier.

Crowley reserves the right to accept a complete response, or portion thereof, or to accept none of the responses. Your preparation and submission of a response does not commit Crowley to award the business to any Supplier even if all the requirements are met.

All costs associated with preparing Supplier's proposal in response to this RFP and for providing any additional information requested by Crowley to facilitate the evaluation process are the sole responsibility of Supplier and will not be reimbursed by Crowley.

3.5. Conflict of Interest

The Supplier shall disclose any actual or apparent conflict of interest that may exist between the Supplier, any employee or owner, or any party that the Supplier contemplates may provide services or materials to Crowley if the Supplier is selected and any party having an interest in Crowley.

3.6. Supplier Responses

The following appendices are attached to this document:

Appendix A1 – RFP Requirements
Appendix A2 – RFP Questionnaire
Appendix B – Bidder Solution/ Proposal Summary
Appendix C – Bidder Assumptions
Appendix D – Crowley's Minimum Insurance Requirements
Appendix E – Supplier Code of Conduct

Crowley expects that Bidders will respond completely within a section and will use the standard format provided when responding to items. If all questions within a section are not complete, Crowley will assume that the bidder does not wish to provide the respective section's overall service.

3.7. Selection Criteria

In evaluating proposals for this RFP, Crowley will consider several critical selection criteria to ensure the chosen Supplier can meet operational, technical, and business requirements effectively. **Pricing** will be a key factor, with an emphasis on cost competitiveness, transparency, and overall value for investment, including both upfront costs and long-term operational expenses. **Lead time** will also be carefully assessed to ensure the Supplier can deliver equipment, training, spare parts, and support services within a timeframe that aligns with Crowley's operational needs, minimizing disruptions to business activities. Additionally, **warranty** terms will be reviewed, with preference given to suppliers offering comprehensive coverage that includes extended warranties, robust support services, and clear policies for repairs and replacements. Furthermore, "The Supplier should demonstrate available fleet management, telematics, maintenance tracking, and reporting capabilities that can integrate with Crowley's existing systems where applicable." "Lead time will also be carefully assessed to ensure the Supplier can deliver vehicles, operator training, warranty support, replacement parts, and service support..."

Beyond these technical and operational considerations, Crowley places a strong emphasis on working with suppliers whose **values align with Crowley's corporate culture and commitment to excellence**. This includes a shared dedication to safety, sustainability, innovation, integrity, and customer service. The ideal Supplier will demonstrate a commitment to environmental responsibility, ethical business practices, and continuous improvement, ensuring a strong and mutually beneficial partnership with Crowley.

Proposed equipment must also comply with the Build America, Buy America (BABA) requirements outlined in the PIDP grant, including meeting the required 65% domestic content threshold.

3.8. Award – Primary Contractor Statement and Guarantee

Crowley reserves the following rights concerning the proposals received in response to the RFP:

- To accept or reject a proposal in whole or in part.
- To reject any or all proposals received from this request without explanation.

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- Regarding this request, Crowley's decision will be final and not subject to review.

4. Appendices

Appendix A1. Requirements

1) Scope and Objectives

Crowley is soliciting proposals from qualified suppliers to provide purchase and lease options for hybrid pickup trucks that support the organization's operational, sustainability, and fleet modernization goals. Proposed solutions should include vehicle acquisition, maintenance programs, operator and technician training, warranty support, compliance assistance, and any available fleet management or telematics technology integrations.

As this procurement is being conducted under a federal grant program, suppliers must demonstrate compliance with applicable **Build America, Buy America (BABA)** requirements and provide supporting documentation regarding domestic manufacturing and content thresholds, as required.

Detailed vehicle specifications, technical requirements, supplier questionnaires, and proposal submission requirements are provided in the accompanying Excel workbook and specification documents. Suppliers are encouraged to review all materials thoroughly and submit comprehensive proposals that address both Crowley's operational needs and long-term sustainability objectives.

2) Environment

The equipment procured through this RFP will be deployed across Crowley's terminal in Fort Lauderdale, FL operating in a wide range of climates and environmental conditions. This location presents diverse challenges, from the extreme heat and humidity of tropical coastal regions. The equipment must be designed and built to withstand exposure to saltwater, heavy rainfall, high winds, and fluctuating temperatures, ensuring durability and consistent performance in demanding environments. Additionally, terminals may operate in high-traffic, high-volume settings, requiring equipment operational tasks under continuous use. Suppliers must demonstrate that their equipment is engineered to perform reliably across these varied conditions, with features such as corrosion-resistant materials, enhanced cooling systems, and ruggedized components to mitigate environmental wear and tear. By procuring adaptable and resilient equipment, Crowley aims to maintain seamless terminal operations while ensuring safety, efficiency, and longevity in its investment.

3) Business Requirements

See Attached excel pricing spreadsheet or technical specification documents attached.

Appendix A2. RFP Response Workbook

Crowley Roles

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Describe the expected roles Crowley will be expected/responsible for providing to support the delivery of the Equipment.

Crowley Role	Role Definition

Supplier Roles

Provide estimated production, allocation, upfit (if applicable) and delivery schedule for proposed trucks:

Stage	Estimated Start	Estimated Finish	Duration (Days)	Comments
Vehicle Production/Allocation				
Vehicle Inspection of Equipment				
Vehicle Delivery				

Appendix C. Bidder Specification Changes

List of all changes made by the bidder to Crowley Equipment Specification

Functional Area	Requested Change

Appendix D. Minimum Insurance Requirements

The awarded supplier will be required to provide the following minimum insurance coverage as found on Crowley's [Supplier](#) page on Crowley.com. Please place an X next to the item

☐ Supplier will provide

☐ Supplier will provide with exception (Describe the exception)

☐ Supplier will not provide.

Appendix E. Supplier Safety and Ethics

The awarded supplier will be required to acknowledge and follow [Crowley's Code of Conduct for Suppliers](#). Please review the link and acknowledge that as a Supplier, you would review the requirements, circulate to all the personnel interacting with Crowley services, and acknowledge that you agree to follow the code of conduct. Place an X next to the agreement.

☐ Acknowledged and Agreed

☐ Acknowledged and agree with exception (please describe the exception)

☐ Disagree

Appendix F. Purchase Order Terms and Conditions

The awarded supplier will be required to accept Crowley purchase orders and submit invoices as required on Crowley's [Terms and Conditions](#) page on Crowley.com. Please review the [link](#) and acknowledge that as a Supplier, you will accept these terms and submit invoices referencing Crowley's purchase order number. Please acknowledge that you agree to follow these requirements. Place an X next to the agreement.

☐ Acknowledged and Agreed

☐ Acknowledged and agree with exception (please describe the exception)

☐ Disagree