



DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
OFFICE OF STATE PROCUREMENT SERVICES
STATE OF MAINE

PROCUREMENT JUSTIFICATION FORM (PJF)

This form must accompany all contract requests and sole source requisitions (RQS) over \$10,000 submitted to the Office of State Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Procurement Services intranet site (Forms page) for additional instructions.

PART I: OVERVIEW				
Department Office/Division/Program:		DACF/BUREAU OF PARKS & LANDS/LANDS DIV.		
Department Contract Administrator or Grant Coordinator:		THERESA SPOONER		
(If applicable) Department Reference #:				
Agency Department Code:	01A	Advantage CT / RQS #:	20260714000000000095	
Amount: (Contract/Amendment/Grant)		\$200,000.00		
CONTRACT	Proposed/Original Start Date:	7/29/2026	Proposed/Most Recent End Date:	7/28/2027
AMENDMENT	New Effective Date:		New End Date (if Applicable):	
GRANT	Project Start Date:		Grant Start Date:	
	Project End Date:		Grant End Date:	
Vendor/Provider/Grantee Name, City, State:		TNT ROAD CO., INC. Fort Kent, ME		
Brief Description of Goods/Services/Grant:		Contract logging services requiring a unique combination of equipment and market access to prepare a sugarbush lease.		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Check the box below for the justification(s) that applies to this request. (Check all that apply.)			
☐	A. Competitive Process	☐	G. Grant
☐	B. Amendment	☐	H. State Statute/Agency Directed
☒	C. Single Source/Unique Vendor	☐	I. Federal Agency Directed
☐	D. Proprietary/Copyright/Patents	☐	J. Willing and Qualified
☐	E. Emergency	☐	K. Client Choice

☐	F. Higher Education Cooperative Project	☐	L. Other Authorization
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Please respond to ALL of the questions in the following sections.

PART III: SUPPLEMENTAL INFORMATION
1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.
Contract logging services to harvest between 2,000-3000 tons on 133 acres are required by BPL from a vendor offering a truly unique combination of logging equipment and timber market access to prepare a sugarbush lease in St. John Plantation, Aroostook County. BPL is obligated under a sugarbush lease agreement to prepare the forest for sugarbush operations in a timely fashion that will generate revenue for BPL. While there is not a contractual deadline to complete the sugarbush preparation, the project is already a year behind the target maple tapping date due to difficult timber markets. In order to prepare the forest for the lease, a highly specific harvesting equipment mix is required, and current timber markets make this financially challenging due to limited demand for wood chips and hardwood pulp. BPL has identified a sole-source vendor that has a unique combination of equipment and timber market access that is not replicable by any other vendor in the State of Maine. The planned timber harvest to transform the forest into a long-term sugar bush lease requires the removal of most all treetops and branches from the harvested trees. The clearing aids in the installation of the extensive tubing network required for sap collection. Thinning trees will also generate revenue for BPL while favoring the growth of sugar maple trees.
2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the solicitation (RFP/RFA/RFQ) number if applicable.
TNT is the only contractor within a 100-mile radius that possesses all the necessary wood chipping equipment, log forwarding equipment, and an established commercial outlet for the sale of produced wood chips. The next available large-scale chipping equipment is at least 100 miles distant and mobilization costs for large chipping equipment is very high for this relatively small job. The contractor that produces the chips must also have a market to sell the chips, and TNT is the only contractor that has a wood chip market within 20 miles of the logging site. Selling the chips beyond 20 miles from the site is not financially viable due to the high cost of trucking a low-value product like wood chips. Additionally, the harvest area contains steep slopes that require specialized logging equipment. TNT owns and operates this specialized steep-slope machinery, having the only tracked log skidder machine in the State of Maine. It is essential to harvest the steep slopes in this logging operation as 100% of the planned acres must be treated. Without TNT's equipment, significant acreage would be left untreated, resulting in inadequate site preparation for the future sugar bush lease. PQVL vendors Slyver Logging, Acadian Timber, and JMM & Sons were considered for the project. A site visit was conducted with JMM & Sons. JMM & Sons declined due to not having steep slope equipment and the fact that they would need to subcontract the chipping of limbs and tops to TNT. Acadian was considered, but they did not have chipping equipment, steep slope equipment, and the worksite was out of their operating range. Sylver lacked chipping and steep slope equipment. The harvest project start date will not precede final contract execution and approval.

PART III: SUPPLEMENTAL INFORMATION

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

The contract amount of \$200,000.00 is based on the estimated harvest of between 2,000-3,000 tons of mixed species and products. The prices were negotiated based on other rates currently being paid on BPL's CLS contracts. Chipping is included in the services without additional charge. The harvesting rate of \$26.84 and the trucking rate of \$18.79 are both below current PQVL CLS contractor rates with similar equipment. Hourly rental rates for anticipated machine rental, including the primary rental unit of an excavator at \$140/hr is \$10-\$35hr/ less than current PQVL contractor rates. Total project cost is estimated at \$166,190 with TNT and \$182,374 with current PQVL contractor Sylver Logging. An additional \$32,000 is needed to cover any price increase in fuel during the contract period, as specified in the contract. **Fuel adjustment:** Fuel costs can be quite variable, and rate adjustments for the **equipment paid for by the ton** (harvesting equipment and trucks) will occur as follows. The baseline for fuel prices will be the contract signing date. The U.S. Energy Information Agency website will be used to track fuel prices. Thereafter, for every \$0.20/gallon price increase or decrease that is sustained for two weeks past the trigger date, the following adjustments will be made going back to the trigger date.

A. Tree Length system will receive \$0.25/ton adjustment.

B. Loading and trucking will receive the following adjustment for each 5-mile increment:

Off- highway	\$0.11/ton	Highway	\$0.15/ton
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In addition to fuel, additional funds are needed to cover market changes during the contract period that would require wood to be trucked to mills that are further away than the anticipated markets.

Rates are considered fair and reasonable because they were derived from other contracts that were established through a competitive procurement process and are being applied to the Department's estimated harvest volume and work requirements for this project. Final payment will be based on actual accepted work performed, documented volumes, trip tickets, approved rates, and any required supporting documentation, not to exceed the contract maximum amount. Calculations are shown in the attached table.

4. Describe the plan for future competition for the goods or services.

The Bureau intends to solicit bids from a PQVL for future Contract Logging Services.

PART IV: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)

Does this request utilize ARPA/MJRP funds?

☐ Yes, MJRP funds (023) – If Yes, please attach the approved Business Case(s).

☐ Yes, ARPA funds (025) or (026) – If Yes, please be aware of the requirements from awarding federal agencies.

☒ No – If No, proceed to Part V.

PART V: CONFLICTS OF INTEREST (COI); CONTRACT WITH THE STATE

Maine law contains Conflict of Interest statutes directed to State Departments, State Officers, and Employees Generally under MRS [Title 5, §18](#) and [§18-A](#), in harmony with MRS [Title 17, §3104](#).

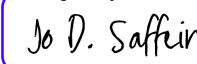
☒ The requesting department's signatory affirms, understands, and acknowledges Maine's Conflict of Interest statutes and, in accordance with those statutes and to the best of their knowledge, has determined that no conflict of interest exists at the time of this contract, renewal, or amendment.

PART VI: APPROVALS

Governor/Department Commissioner or Designee

1. The signature below indicates approval of this procurement request.

Signature of requesting
Department's Commissioner
(or designee):

Signed by:

35D91F71180246C...

Typed Name:

Jo D. Saffair

Date:

8/3/2026

2. Additional signature required **ONLY if box E (Emergency) is selected in PART II**. The signature below indicates approval by the Department's Commissioner, or the designee specifically authorized to approve emergency procurement requests.

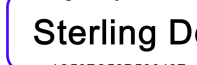
Signature of requesting
Department's Commissioner
(or designee):

Typed Name:

Date:

****OSPS Section Only****

Signature of DAFS
Procurement Official:

Signed by:

4C537C52B586437...

Typed Name:

Sterling Doiron

Date:

8/4/2026

Certificate Of Completion

Envelope Id: 4A5A9A34-1E1F-8CFA-82E9-993BFC9C2D19

Status: Completed

Subject: Complete with Docusign: FINAL_PJF_TNT_Sugarbush_20260714-0095_Revised_07.29.26.docx.pdf

Source Envelope:

Document Pages: 4

Signatures: 1

Envelope Originator:

Certificate Pages: 1

Initials: 0

Sterling Doiron

AutoNav: Disabled

77 State House Station

Envelopeld Stamping: Disabled

111 Sewall Street

Time Zone: (UTC-05:00) Eastern Time (US & Canada)

Augusta, ME 04333

Sterling.Doiron@maine.gov

IP Address: 198.182.163.113

Record Tracking

Status: Original

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8/4/2026 7:33:48 AM

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Signer Events

Signature

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Sterling Doiron

Security Level: Email, Account Authentication
(None)

Signed by:

Sterling Doiron

4C537C52B586437...

Signature Adoption: Pre-selected Style

Using IP Address: 198.182.163.113

Sent: 8/4/2026 7:34:05 AM

Viewed: 8/4/2026 7:34:10 AM

Signed: 8/4/2026 7:34:41 AM

Freeform Signing

Electronic Record and Signature Disclosure:

Not Offered via Docusign

In Person Signer Events

Signature

Timestamp

Editor Delivery Events

Status

Timestamp

Agent Delivery Events

Status

Timestamp

Intermediary Delivery Events

Status

Timestamp

Certified Delivery Events

Status

Timestamp

Carbon Copy Events

Status

Timestamp

Witness Events

Signature

Timestamp

Notary Events

Signature

Timestamp

Envelope Summary Events

Status

Timestamps

Envelope Sent

Hashed/Encrypted

8/4/2026 7:34:05 AM

Certified Delivered

Security Checked

8/4/2026 7:34:10 AM

Signing Complete

Security Checked

8/4/2026 7:34:41 AM

Completed

Security Checked

8/4/2026 7:34:41 AM

Payment Events

Status

Timestamps