

Questions and answers to tender: EU/21/STS/ZZ/2012 and EU/22/STS/ZZ/2012

Questions date: 30/May/2013

1. Subject to two tender (EU/21/STS/ZZ/2012 and EU/22/STS/ZZ/2012), shall we submit our bidding documents in two packages refer to these two tenders?

Answer:

Yes, these are two separate tenders, differs only in terms of one financial parameter , which is tender bond . BCT requires to provide 2 separate piles of documents .

2. "...within 12 months from the date of signature of the contract" in item 4 of SIWZ, we would like to confirm that the cranes shall arrive in your site within 12 months after signature or achieving TOC (Taking Over Certificate) within 12 months?

Answer : delivery time – 12 months since Agreement signing including TOC (Taking Over Certificate)

3. The authorization to represent all parties ... for signing the contract" in item 11 (Documents to be included in the bid) of SIWZ, could you confirm us if we should submit the required docs because ZPMC attend the tender directly, not attend jointly with other company which is not applicable stated in this item.

Answer :

If you are not planning to join this tender as a consortium, of course this point doesn't apply .

Person entitle to sign the bid is either board member – listed in Company Register Certificate or somebody whom written authorization is given to.

4. the initialized Framework ... Schedule 4" in item 11 (Documents to be included in the bid) of SIWZ, shall we fill in the blanket such as our company name, address and etc. in schedule 4 when we submit our bidding documents.

Answer :

This draft of Agreement will be fill in with the winner of the tender , all blanks to remain as they are .

5. A valid certificatesubmission deadline." in item 7 of SIWZ, shall we submit it or not because in 6.1.6 of SWIZ state that it unnecessary for us to submit the 6.1.3 as we are not company registered in Poland.

Answer :

Point 6.1.3. of main tender document clearly states :

. if the Contractor's registered office or place of residence is outside Poland,

the Contractor shall submit document(s) that have been issued in the country of the

Contractor's registered office or place of residence, confirming that:

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- the Contractor is not under liquidation or has not been declared bankrupt (company register certificate) - such documents being issued not earlier than 6 months before the bid submission deadline;
 - the Contractor is not in arrears with payment of taxes, duties, social and health contributions, or that the Contractor has been awarded an exemption, or was allowed to pay them at later dates or by instalments, or the execution of a decision of a competent authority was fully suspended – such documents being issued not earlier than 3 months before the bid submission deadline.
6. For the bid bond introduced in item 8 of SIWZ, could you advise you refer the bid bond issued by letter of by swift.

Answer:

Tender Bond may be provided in one of following form :

7.1 At the discretion of the Contractor, the tender bond may be provided:

1) in cash, by a bank transfer to the following bank account:

USD PL 31 1240 3523 1787 0000 4334 9285

PLN PL 02 1240 3523 1111 0000 4334 9269

Swift: PKOPPLPW

Bank PEKAO SA

81-212 Gdynia Hutnicza 3A

with the following designation in the "Title" field:

tender bond – tender procedure no. EU/ 21/STS/ZZ/2012 regarding the supply of Quayside Crane

2) as guarantees issued by a bank or by a Cooperative Credit and Savings Union (a guarantee from the latter must always be in cash);

3) as bank guarantees;

4) as insurance guarantees;

Usually tender bond is provided in cash or bank or insurance guarantees – letter

7. "10. If the contractor's registered office or place before the submission deadline" in item 11 (Documents to be included in the bid) of SWIZ, could you confirm us if it is acceptable that we will prepare a statement in our company's letter head and stamps, and the content of the letter refer to 10. a) and 10. b).

Answer :

If Your Company is not located in Poland , you need to submit:

Company Register Certificate shall be issued in place of residence of your Company by Chamber of Commerce.

Statement that you are not under liquidation or you are not a bankrupt – Company Register Certificate states that .

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Statement from Tax and Customs Administration that Your company is not in arrears with payment of taxes, duties, social and health contributions

8. In Schedule 5. Technical Specification, we do not find the components' list, could you advise it is missed. If so, could you provide the components' list to us for our reference and preparing our proposal.

Answer:

We need to follow procurement procedure imposed by European Union regulation , therefore in order to ensure equal access on non discriminatory basis for all tender's participants we can't use components brand names. Bear in mind that supplier selection criteria include quality of the equipment and warranty period, which are not possible to achieve with poor quality performance.

9. "5. The authorization to sign the Bid..... together with the Bid." in item 11 (Documents to be included in the bid) of SWIZ, we would like to confirm whether the authorization letter shall be notarized in China Notary office or not.

Answer .

If you'll write authorization letter (power of attorney) member of board (CEO) should sign it

05/June/2013

10. In your answer subject to item 2 about the delivery period, we would like know if we can clarify on the delivery period which our delivery period may longer than 12 months, or 12 months of delivery period including TOC is rigid requirements for each contractors.

Answer:

Delivery time - 12 months till TOC (taking over certificate) is rigid for all suppliers .

11. In you answer subject to item 7, we attached our company business license and Tax and VAT statement here. Could you confirm to us if it is acceptable of these two docs to you because according to Chinese laws, we will not under liquidation and bankrupt as long as we have the Business Register Licence. Moreover, could you advise if these two docs need to be notarized by Chinese public notary office?

Answer:

Translated into English business license and Tax and VAT statement need to be notarized by Chinese public notary office

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12. In your answer subject item 9 about the authorization letter, we confirm our Chairman of Board will sign the authorization letter, and could you confirm us if this letter needs to be notarized by Chinese public notary office or not?

Answer:

If the power of attorney letter (authorization letter) is written in English and signed and stamped by Chairman of Board doesn't need to be notarized.

13. Subject to "13. An insurance policy or any other insurance ... contract is required" in item 11 " Documents to be included in the bid" of SWIZ, we are planning to issue a promissory statement from an insurance company, could you advise which kind of insurance you want the insurance company promise to issue for us when signing the contract because the range of business liability insurance is too large, usually insurance company will issue Public Liability、 Product Liability、 Marine Cargo Insurance、 Builder's Risk Insurance for our products, please advise which kind of insurance you want the insurance company promises in promissory statement.

Answer: All above mentioned , including CAR – Company All Risk .

14. The price we offer will not include any local tax and VAT.

Answer: As you are foreign contractor your offer price is not obliged to include any taxes .

10/June/2013

15. In chapter 3.1.1 (3) is described: The very low lateral allowable loads on the landside rail will dictate that a pinned joint be used at the intersection of the portal beams and landside legs.

How much cross force the rail can compensate? If Vendor has a design which causes less than these cross forces without a pinned joint, is that sufficient?

Answer: Cross force on the rail is about 7-10% of wheel load. If Vendor has a design which causes less than these cross forces without a pinned joint, that is sufficient.

16. In chapter 2.1 Type of crane is the demand to offer only a rope towed trolley drive, in chapter 3.1.1 (2) it is allowed to achieve a one or two girder design. The one girder design does not enable a rope towed trolley, therefore Vendor will offer a mono box design with a self driven trolley. Is that allowed?

Answer: It is not allowed . Please offer only a rope towed trolley drive .

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17. The demand 27m length of the gantry travel mechanism should be strict, also the announced loads. Is it possible to introduce the wheel load in different distances, the meaning is different distances either in the trucks and between the trucks? Please have a look to my schedule attached.

Answer: Yes . It is possible to introduce the wheel load in the different distances .

18. In chapter 2.7 about earthquake: occurring during operation. EQO shall be a minimum of:

A. $0.2(DL + TL)$ or

B. The load required to tip the crane such that one corner lifts off of the rail

Is that demand for Poland really necessary?

Answer: That demand is not necessary for Poland .

19. In chapter 2.10.1 Crane Particulars (15) about Trolley gauge = 6000mm, this refer exactly to a double girder design from Asia competitors. Is a smaller distance for a monobox design possible?

Answer: Smaller distance for monobox design is possible.

20. Is it allowed to offer a crane with machinery on trolley as a crane with the best performance and costs in maintenance?

Answer: It is not allowed to offer a crane with machinery on the trolley .

18 June 2013

21. In site condition of Schedule 5 - Technical Specification II (Page 3), it is required that Ambient Temperature's range is -25°C to $+35^{\circ}\text{C}$. As the hard model selection, even no model can be selected from electrical system sub-suppliers, we request whether range -20°C to $+35^{\circ}\text{C}$ can be applied for Ambient Temperature.

Answer: we work in given temperature range -25°C to $+35^{\circ}\text{C}$ therefore it is obligatory to keep this requirement concerning working temperature .

We cannot take a risk that our equipment – Quayside cranes- won't be prepare to work in such temperature -25°C during winter time .

20 June 2013

22. In item 2 of Schedule 6 Supplier Selection Criteria, for the "10 points for the customer service response time /identification of a defect/ less than 8

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hours from the notification about a defect", if the remote service support within 8 hours after a notification about a defect can be applied, or you need our staff should be in your site within 8 hours after a notification.

Answer: Remote service support within 8 hours or less will be scored.

23. In item 3 of Schedule 6 Supplier Selection Criteria, for "The Contractor will be awarded 2 points for each 6 months". Is that mean we can score 10 points if we offer 30 months warranty period. Or we can score 10 points if we offer 30 months warranty period extension on the basis of the basic warranty period because in 3.4 of SIWZ it state we should offer

"at least 24 months for Quayside Crane and its elements, after the technical acceptance

(TOC)" as warranty, which means we should offer total 54 months warranty if we want to score 10 points.

Answer: In item 3 of Schedule 6 Supplier Selection Criteria says clearly that all warranty periods listed in 3.4 of SIWZ **need to be extended in the same manner** , which means .

If you would like to obtain 10 points not only you have to extend the warranty period for crane and its elements for 30 months but also remain warranties need to be extended for the same time period of 30 mths as well .

21 June 2013

24. Power consumption – could you specify the units in which we have to provide the power comparison between suppliers can be done. The standard in industry is kW.h per cycle, should we use this standard?

Answer: Requested power consumption unit - kWh/cycle .

25. Are you looking for the net consumption taking into consideration the regenerated energy?

Answer: regenerated energy will be taken into consideration for net consumption

26. From what sub-system or sub-systems are you going to account the power consumption?

Answer: Hoist + trolley systems.