

Tender for the Design, Fabrication, Supply, Delivery, Erection, Commissioning, Testing and Warranting of Electrical Rubber Tire Gantry Cranes , Additional Services and Spare Parts

(the "Tender")
Tender No. 3018/TZ/21

1. Pursuant to the Government Procurement Agreement (GPA), the Mandatory Tenders Law, 1992 and the Mandatory Tenders Regulations, Ashdod Port Company Ltd. ("APC") hereby invites proposals ("**Proposals**") from **supplier of Electrical Rubber Tire Gantry cranes and stationary Bus bar system** (the "**Proposer(s)**") for the supply of:

Design, fabrication, supply, delivery, erection, commissioning, testing and warranting of **six (6) Electrical Rubber Tire Gantry cranes and stationary Bus bar system**, as set forth in the Technical Specifications (attached as Appendix A herein) (the "**Cranes**"), Basic Training and Technical Support, as well as Optional Technical Support, Optional Features and Optional Spare Parts, all as defined in Tender document.

APC shall have the option (the "**Crane Option**"), at its sole discretion, for a period of ten (10) years from the Effective Date (as defined below) of the Agreement with the selected Proposer, to purchase up to **thirty two (32)** additional Cranes, at the same terms of the first purchase under the Agreement.

Notwithstanding the above, the price of the Crane Option underlying the option purchased by APC as of the second year of the agreement may be increased by up to two (2) percent, per each year, all subject to negotiations conducted with APC.

2. **Delivery Date:** The last E-RTG Crane shall be delivered and accepted by APC in accordance with the Agreement and the Technical Specifications no later than **eighteen (18) months** as of the **Effective Date of the Agreement**.

3. **Pre-requisites**

- 3.1. Proposers who maintain **all conditions** set forth in section 3.2 below shall be entitled to participate in this Tender.

The APC may, in its sole discretion, disqualify any Proposal which is partial or incomplete.

APC may recognize, at its sole discretion, the prerequisite conditions set forth in Sections 3.2.1- 3.2.4 herein, as fulfilled by Affiliated Companies of the Proposer and/or by companies that have been sold to and/or merged into the Proposer, insofar as this took place prior to issuance of this tender. APC may recognize, at its sole discretion, the prerequisite condition set forth in Sections 3.2.5 and 3.2.6 herein, as fulfilled by Affiliated Companies of the Proposer.

"**Affiliated Company**" shall mean (i) a subsidiary company wholly or partially owned by the Proposer, or (ii) the Proposer's parent company, or (iii) other affiliated company of the Proposer (as defined in the Securities Act, 1968), or (iv) company which is

conglomerated with the Proposer in the same group of companies; which are to be approved by the APC at its sole and absolute discretion, and subject to any conditions which it may choose to apply.

3.2. Prerequisites:

3.2.1 During the years 2018-2020 (3 years), Proposer has supplied at least twelve (12) Rubber Tired Gantry (RTG) cranes every year, for the purpose of handling containers; and

3.2.2 As of January 1st, 2016, the proposer has supplied at least ten (10) RTG cranes electrified by Bus bar connection, for the purpose of handling containers in stacking yards, which are in operation; and

3.2.3 As of January 1st, 2016 , the proposer has supplied at least ten (10) RTG cranes with 16 Wheels gantry system for the purpose of handling containers in stacking yards, which are in operation; and

3.2.4 As of January 1st, 2016 , the proposer has supplied at least ten (10) RTG cranes incorporating one or more of the following features (not necessarily all the features on the same crane):

3.2.4.1 Remote operation E-RTG (cranes operated remotely)

And/ or

3.2.4.2 Supervised Automatic operations E-RTG (auto pick/place inside stack)

and

3.2.5 Proposer's organizational structure includes R&D and design operations, erection crews, quality assurance and after-sale services for RTG cranes; and

3.2.6 Proposer is certified according to ISO 9001:2000 or ISO 9001:2008 or an equivalent standard in the subject field, approved by the APC; and

3.2.7 Compliance with the Technical Mandatory Requirements (TMR); and

3.2.8 The Proposer will declare that is has no conflict of interest relating to the performance of the Services under this IFP.

4 **Technical Proposals ONLY** should be submitted during the usual working hours (08:00 to 16:00 IL time), to:

Ashdod Port Company Ltd.

Tender Box, at the chamber of the head of Procurement Department, Engineering and Logistic Building, 1st floor.

ASHDOD PORT, ASHDOD, 77191, Israel.

Proposals should be submitted not later than, Thursday, September 30, 2021 at 14:00 IL Time.

Proposer should receive a confirmation certificate for submission of its Proposal.

- 5 APC is not obligated to accept the most inexpensive proposal or any other proposal. APC reserves the right to reject any or all Proposals and to re-advertise or to cancel the invitation for Proposals process.
- 6 APC reserves the right to negotiate with selected Proposers.
- 7 **Review of tender documents**
Proposers who wish to participate in the tender will be able to review and receive the tender documents, **as of June 28, 2021**, as follows:
 - 7.2 View in the web site: WWW.ashdodport.co.il ("APC web site")
 - 7.3 At the chamber of the head of Procurement Department, Logistic and Engineering Building, 1st floor, Port of Ashdod, Israel.
From Sunday till Thursday, from 8:30 until 16:00.
- 8 Each clarification and / or an amendment and / or an update published in respect to the Tender shall be attached as an inseparable part of the Tender documents.
- 9 The selected Proposer shall be subject to Industrial Cooperation Commitments all in accordance with the Mandatory Tender Regulations (Mandatory Industrial Cooperation) -2007.
- 10 Proposer whose business is being controlled by woman shall be preferred in this Tender, in accordance with and subject to Section 2B to the Mandatory Tenders Law, 1992.

It is emphasized that, each proposer is obligated to follow any amendment and / or the clarification and / or an update published by APC with respect to the Tender, at APC web site.

In addition, proposer who wishes to receive, directly, any amendment and / or clarification and / or an update as aforesaid, shall fill up the attached form (at APC Web site) and send it to Fax +972-8-8517523 or email: oritco@ashdodport.co.il