

February 18, 2025

Attachment B1  
Financial Proposal Form (Price Breakdown)

**Tender for the supply of Empty Container Handling-Fork Lift Truck (FLT-ECH)**  
**Tender No. 3204/TZ/24**  
**Financial Proposal Form for purchase during the first two years as of the date signing of the agreement**

Proposer's Name: \_\_\_\_\_

Currency: **Euro\***

1. We, the undersigned, hereby offer our Financial Proposal for the supply and delivery of ECH-FLTs as and subject to the Proposal Documents, as follows:

1.1. FLT-ECH

No.	Subject	Price (€)
1	One (1) FLT-ECH in accordance with the Technical Specifications (Attachment A) delivered to Ashdod Port, Israel, in accordance with the terms of the Agreement. **	

\* In the event the prices in a Proposal shall be denominated in a currency other than Euro, those prices shall be converted by APC to Euro, according to representative rate published by the Bank of Israel at the last date set for submission of Proposals as specified in the IFP.

\*\* The quote for **FLT-ECHs** shall include training in accordance with Attachment A, Section C, paragraph 4.1.

1.2. Optional auxiliary features and equipment in accordance with Attachment A, Section A & Section B (which are included in the Technical Specifications as an option) delivered in accordance with the terms of the Agreement

No.	Subject	Price (€)
1	Automatic side-lift Telescopic spreader, 11-ton capacity and vertical automatic twist locks for single ISO empty containers - option 1 Attachment A Section A para 2.2, 7.2 and Section B para 7.2	
1.1	Hydraulic pile slope (HPS) with max degrees and leveling stroke - Attachment A Section B para 7.2.13	
2	Automatic side lift Telescopic spreader, 11-ton capacity for <u>two 20' or two 40'</u> and <u>one 20' or 40' or 45'</u> (in 40' position) ISO empty containers shall be offered – option 2 - see Attachment A Section A para 2.3, 7.3 and Section B para 7.3	
2.1	Hydraulic pile slope (HPS) with max degrees and leveling stroke - Attachment A Section B para 7.3.13	
3	Container stacking height - for at least <b>6+1</b> containers of <b>8'6"</b> high &- at least <b>5+1</b> Containers of <b>9'6"</b> high - Attachment A Section A para <b>4.5</b> , 7.3 and Section B para 7.3. (Note - With regard to container stacking height only and the installation of the spreader (excluding of the cost of the spreader)	
4	Hydraulic pile slope (HPS) with max degrees and leveling stroke - Attachment A Section A para 7.11 and Section B para 7.1.13	
5	Two cameras pointing twist locks on spreader - Attachment A, Section A para 7.12 and Section B para 7.1.21.	
6	Soft landing function with ultrasonic sensor - Attachment A, Section A para 7.13.2 and Section B para 7.1.23	
7	Transmission oil system - Synthetic oil - Attachment A Section A para 8.8 and Section B para 9.14	
8	Six (6) wheels with <u>radial</u> tyres (Attachment A Section A para 9.1 and Section B para 14	
9	One (1) spare wheel with <u>diagonal</u> tyre - Attachment A Section A para 9.1 and Section B para 13.6	
10	One (1) spare wheel with <u>Radial</u> tyre - Attachment A, Section A para 9.1 and Section B para 14.6	
11	Tyre - Pressure Monitoring System (TPMS) with display inside the cabin - Attachment A Section A para 9.1 and Sections B para 15	

12	Steer axle with reduced stroke steer cylinder for safety operation and reduced tires wear - Attachment A Section A para 9.3 and Sections B para 11.9.	
13	Drive axle - ~4.5 m width - Attachment A Section A para 9.4 and Section B para 10.9	
14	Start and stop function - Attachment A Section A para 11 and Section B para 8.22	
15	TELE SERVICE AND MONITORING- Attachment A, Section A para 12.10 and Section B para 17.9.10	
16	Front window - Tinted laminated safety glass (75% transparency) Attachment A Section A para 13.3 and Section B para 19.8.2.	
17	Rear window - Tinted laminated safety glass (75% transparency) - Attachment A Section A para 13.3 and Section B para 19.9.2	
18	Doors windows - Laminated and Tinted safety glass (~75% transparency) - Attachment A Section A para 13.3 and Section B para 19.11.2	
19	Cab Top Window Guard - Attachment A Section A para 13.3 and Section B para 19.10.4.	
20	Cabin protection cage - Attachment A Section A para 13.4 and Sections B para 19.38.	
21	Mini lever or push button in the joystick (In the hand) - Attachment A, Section A para 13.9.2 and Section B para 19.15.	
22	Rear view camera & color monitor - Attachment A, Section A para 13.15 and Section B para 19.29.	
23	Ultrasonic warning systems - Attachment A, Section A para 13.16 and Section B para 19.30	
24	Key switch override (by-pass override key switch) - Attachment A Section A para 13.19 and Sections B para 19.39	
25	<u>Public Address System</u> - Attachment A, Section A para 13.18 and Section B para 20	
26	Automatic fire suppression system - Attachment A, Section A para 14 and Section B para 21	
27	Anti-slipcover on fenders - Attachment A, Section A para 15 and Section B para 23	

28	One maintenance kit including all filters & belts up to 2,000 w/hr- Attachment A, Section A para 23.2 and Section B para 24.5	
----	---	--

1.3. Options of all existing safety systems, auxiliary features and equipment which are not included in the Technical Specifications delivered in accordance with the terms of the Agreement:

No.	Subject	Price (€)

1.4. **Optional Training**

- 1.4.1. Mechanical technicians' training at Supplier's site, as per para. **4.2**, Attachment A Section C, and para. **15.2(i)** to the Agreement: \_\_\_\_\_ €.
- 1.4.2. Electricians' training at Supplier's site, as per para. **4.2**, Attachment A Section C, and para. **15.2(ii)** to the Agreement: \_\_\_\_\_ €.
- 1.4.3. Advanced Training at APC's site, as per para. **4.3**, Attachment A Section C, and para. **15.3** to the Agreement: \_\_\_\_\_ €.

- 2. Euro 1 Form/U.S. certificate of origin: yes / no
- 3. Schedule of Delivery of the FLT-ECHs (in weeks) as of acceptance of the purchase order, subject to para. **4.4** to the IFP: \_\_\_\_\_ weeks (upon which the FLT-ECH shall be ready for transportation at Supplier's facilities in \_\_\_\_\_), plus a period of up to **4 weeks** for the Delivery of the FLT-ECH to the APC's premises, Ashdod Israel.

The Financial Proposal may be rejected if not all breakdown prices are provided as required (except for paragraphs 1.2 and 1.3 above).

Date: \_\_\_\_\_ Signature & Stamp: \_\_\_\_\_

Attachment B2  
Financial Proposal Form (Price Breakdown)

**Tender for the supply of Empty Container Handling-Fork Lift Truck (FLT-ECH)**  
**Tender No. 3204/TZ/24**  
**Financial Proposal Form for purchase after two years as from the date of signing of the agreement**

Proposer's Name: \_\_\_\_\_

Currency: **Euro\***

4. We, the undersigned, hereby offer our Financial Proposal for the supply and delivery of ECH-FLTs as and subject to the Proposal Documents, as follows:
- 4.1. FLT-ECH

No.	Subject	Price (€)
1	One (1) FLT-ECH in accordance with the Technical Specifications (Attachment A) delivered to Ashdod Port, Israel, in accordance with the terms of the Agreement. **	

\* In the event the prices in a Proposal shall be denominated in a currency other than Euro, those prices shall be converted by APC to Euro, according to representative rate published by the Bank of Israel at the last date set for submission of Proposals as specified in the IFP.

\*\* The quote for **FLT-ECHs** shall include training in accordance with Attachment A, Section C, paragraph 4.1.

- 4.2. Optional auxiliary features and equipment in accordance with Attachment A, Section A & Section B (which are included in the Technical Specifications as an option) delivered in accordance with the terms of the Agreement

No.	Subject	Price (€)
1	Automatic side-lift Telescopic spreader, 11-ton capacity and vertical automatic twist locks for single ISO empty	

	containers - option 1 Attachment A Section A para 2.2, 7.2 and Section B para 7.2	
1.1	Hydraulic pile slope (HPS) with max degrees and leveling stroke - Attachment A Section B para 7.2.13	
2	Automatic side lift Telescopic spreader, 11-ton capacity for <u>two 20' or two 40'</u> and <u>one 20' or 40' or 45'</u> (in 40' position) ISO empty containers shall be offered – option 2 - see Attachment A Section A para 2.3, 7.3 and Section B para 7.3	
2.1	Hydraulic pile slope (HPS) with max degrees and leveling stroke - Attachment A Section B para 7.3.13	
3	Container stacking height - for at least <b>6+1</b> containers of <b>8'6"</b> high &- at least <b>5+1</b> Containers of <b>9'6"</b> high - Attachment A Section A para <b>4.5</b> , 7.3 and Section B para 7.3. (Note - With regard to container stacking height only and the installation of the spreader (excluding of the cost of the spreader)	
4	Hydraulic pile slope (HPS) with max degrees and leveling stroke - Attachment A Section A para 7.11 and Section B para 7.1.13	
5	Two cameras pointing twist locks on spreader - Attachment A, Section A para 7.12 and Section B para 7.1.21.	
6	Soft landing function with ultrasonic sensor - Attachment A, Section A para 7.13.2 and Section B para 7.1.23	
7	Transmission oil system - Synthetic oil - Attachment A Section A para 8.8 and Section B para 9.14	
8	Six (6) wheels with <u>radial</u> tyres (Attachment A Section A para 9.1 and Section B para 14	
9	One (1) spare wheel with <u>diagonal</u> tyre - Attachment A Section A para 9.1 and Section B para 13.6	
10	One (1) spare wheel with <u>Radial</u> tyre - Attachment A, Section A para 9.1 and Section B para 14.6	
11	Tyre - Pressure Monitoring System (TPMS) with display inside the cabin - Attachment A Section A para 9.1 and Sections B para 15	
12	Steer axle with reduced stroke steer cylinder for safety operation and reduced tires wear - Attachment A Section A para 9.3 and Sections B para 11.9.	

13	Drive axle - ~4.5 m width - Attachment A Section A para 9.4 and Section B para 10.9	
14	Start and stop function - Attachment A Section A para 11 and Section B para 8.22	
15	TELE SERVICE AND MONITORING- Attachment A, Section A para 12.10 and Section B para 17.9.10	
16	Front window - Tinted laminated safety glass (75% transparency) Attachment A Section A para 13.3 and Section B para 19.8.2.	
17	Rear window - Tinted laminated safety glass (75% transparency) - Attachment A Section A para 13.3 and Section B para 19.9.2	
18	Doors windows - Laminated and Tinted safety glass (~75% transparency) - Attachment A Section A para 13.3 and Section B para 19.11.2	
19	Cab Top Window Guard - Attachment A Section A para 13.3 and Section B para 19.10.4.	
20	Cabin protection cage - Attachment A Section A para 13.4 and Sections B para 19.38.	
21	Mini lever or push button in the joystick (In the hand) - Attachment A, Section A para 13.9.2 and Section B para 19.15.	
22	Rear view camera & color monitor - Attachment A, Section A para 13.15 and Section B para 19.29.	
23	Ultrasonic warning systems - Attachment A, Section A para 13.16 and Section B para 19.30	
24	Key switch override (by-pass override key switch) - Attachment A Section A para 13.19 and Sections B para 19.39	
25	<u>Public Address System</u> - Attachment A, Section A para 13.18 and Section B para 20	
26	Automatic fire suppression system - Attachment A, Section A para 14 and Section B para 21	
27	Anti-slipcover on fenders - Attachment A, Section A para 15 and Section B para 23	
28	One maintenance kit including all filters & belts up to 2,000 w/hr- Attachment A, Section A para 23.2 and Section B para 24.5	

4.3. Options of all existing safety systems, auxiliary features and equipment which are not included in the Technical Specifications delivered in accordance with the terms of the Agreement:

No.	Subject	Price (€)

4.4. **Optional Training**

- 4.4.1. Mechanical technicians' training at Supplier's site, as per para. **4.2**, Attachment A Section C, and para. **15.2(i)** to the Agreement: \_\_\_\_\_ €.
- 4.4.2. Electricians' training at Supplier's site, as per para. **4.2**, Attachment A Section C, and para. **15.2(ii)** to the Agreement: \_\_\_\_\_ €.
- 4.4.3. Advanced Training at APC's site, as per para. **4.3**, Attachment A Section C, and para. **15.3** to the Agreement: \_\_\_\_\_ €.

5. Euro 1 Form/U.S. certificate of origin: yes / no
6. Schedule of Delivery of the FLT-ECHs (in weeks) as of acceptance of the purchase order, subject to para. **4.4** to the IFP: \_\_\_\_\_ weeks (upon which the FLT-ECH shall be ready for transportation at Supplier's facilities in \_\_\_\_\_), plus a period of up to **4 weeks** for the Delivery of the FLT-ECH to the APC's premises, Ashdod Israel.

The Financial Proposal may be rejected if not all breakdown prices are provided as required (except for paragraphs 1.2 and 1.3 above).

Date: \_\_\_\_\_ Signature & Stamp: \_\_\_\_\_