

Wednesday, November 20, 2013

Dear Sirs,

Announcement No. 8

Tender for the supply of - Fork Lift Trucks for Empty Containers (ECH-FLT) (the "Tender")
Tender No. ASH-1021-7.2013 (the: "Tender")

1. Further to the announcement made on August 19, 2013 (the "**Original Announcement**") and the announcements made on September 12, 2013 , October 10, 2013 , October 24, 2013 ,November 4, 2013 and on November 19, 2013 (the "**Other Announcements**") ,with respect to the Tender, Ashdod Port Company ("**APC**") wishes to inform of amendments to the Original Announcement, as follows:
 - 1.1 The last date set for submission of the Proposals, as specified in Section 4 to the Original Announcement and in Section 1 to the Other Announcements, is hereby postponed to **Thursday, December 5, 2013 at 14:00 IL time (the "Last Date")**.
2. APC will allow Proposers who already have submitted their Proposals to the Tender box, to submit alternative and new proposals, no later than the Last Date, in accordance with the Tender documents and subject to the following:
 - 2.1 New and alternative Proposal shall be marked by the Proposers as an alternative Proposal, **which will replace the Proposal that already lay in the Tender box** and shall be binding and validate with respect to the Proposer (the "**Alternative Proposal**").
 - 2.2 APC will evaluate the Alternative Proposal or, to the extent such Proposers has not submitted an Alternative Proposals, APC will evaluate the Proposals which were already submitted to the Tender box.
 - 2.3 In any event, APC will not evaluate Proposals which will not be found in the Tender box at the Last Date.
3. All other provisions included in the Original Announcement remain the same.

Please sign and submit this Announcement within your Technical Proposal to be submitted with respect to the Tender.

Sincerely,

Ariel Avrahami

Secretary of the Tender Committee

Cc: Members of the Tender Committee

Date

Signature and Stamp

Monday, November 18, 2013

Dear Sirs,

Announcement No. 7

Tender for the supply of - Fork Lift Trucks for Empty Containers (ECH-FLT) (the "Tender")
Tender No. ASH-1021-7.2013 (the: "Tender")

1. Further to the announcement made on August 19, 2013 (the "**Original Announcement**") and the announcements made on September 12, 2013 , October 10, 2013 , October 24, 2013 and on November 4, 2013 (the "**Other Announcements**") ,with respect to the Tender, Ashdod Port Company ("**APC**") wishes to inform of amendments to the Original Announcement, as follows:
 - 1.1 The last date set for submission of the Proposals, as specified in Section 4 to the Original Announcement and in Section 1 to the Other Announcements, is hereby postponed to **Thursday, November 21, 2013 at 14:00 IL time.**
2. All other provisions included in the Original Announcement remain the same.

Please sign and submit this Announcement within your Technical Proposal to be submitted with respect to the Tender.

Sincerely,

Ariel Avrahami

Secretary of the Tender Committee

Cc: Members of the Tender Committee

Date

Signature and Stamp



Sunday, November 17, 2013

Dear Sirs,

Announcement No. 6

Tender for the supply of - Fork Lift Trucks for Empty Containers (ECH-FLT) (the "Tender")
Tender No. ASH-1021-7.2013 (the: "Tender")

Regarding to request of potential Proposer to change the terms of insurance, APC announces that the request is denied.

Please sign and submit this Announcement within your Technical Proposal to be submitted with respect to the Tender.

Sincerely,

Ariel Avrahami

Secretary of the Tender Committee

Cc: Members of the Tender Committee

Date

Signature and Stamp



Dear Sirs,

Announcement No. 5

Tender for the supply of - Fork Lift Trucks for Empty Containers (ECH-FLT) (the "Tender")
Tender No. ASH-1021-7.2013 (the: "Tender")

Further to the above Tender published by Ashdod Port Company Ltd. to which you have submitted a proposal, please be advised that the paragraphs **8.1** in Attachment A section A (Technical specification) and paragraph **8.4** in Attachment A section B (Data sheet) have been modified as follow:

1. Attachment A section A -Technical specification

ENGINE - paragraphs 8.1:

The engine shall be equipped with a minimum six (6) cylinders, four stroke inline, turbocharged and high torque.

The engine should be with electronic management control system, suitable to the ECH-FLT according to our specifications. The exhaust emission conforming to **EPA Tier 4 or EU stage IV** compliance with standards and regulations Israel Ministry of Transportation (please note, this requirement should be valid for the option and for a period of three years).

Diesel engine **Cummins, Mercedes, Caterpillar, Volvo** or equivalent engines with **at least 170 KW (231 hp)** should be offered.

Higher power (hp) shall be preferred.

Engine in side (maintenance) software & accessories (including all connection) for laptop and for two PC working stations shall be offered as an **option**.

2. Attachment A section B (Data sheet)

ENGINE (paragraph 8.4):

Met the emissions standard - EPA Tier 4 or EU stage IV - MANDATORY.

The other items / paragraphs in the tender remain unchanged.

Best regards,

Gil Kaplan
I/C of Material Handling Equipment
Phone: 972.8.8517403,
Email: gilk@ashdodport.co.il



Sunday, November 03, 2013

Dear Sirs,

Announcement No. 4

Tender for the supply of - Fork Lift Trucks for Empty Containers (ECH-FLT) (the "Tender")

Tender No. ASH-1021-7.2013 (the: "Tender")

1. Further to the announcement made on August 19, 2013 (the "**Original Announcement**") and the announcements made on September 12, 2013, October 10, 2013 and on October 24, 2013 (the "**Other Announcements**") ,with respect to the Tender, Ashdod Port Company ("**APC**") wishes to inform of amendments to the Original Announcement, as follows:
 - 1.1 The last date set for submission of the Proposals, as specified in Section 4 to the Original Announcement and in Section 1 to the Other Announcements, is hereby postponed to **Tuesday, November 19, 2013 at 14:00 IL time.**
2. All other provisions included in the Original Announcement remain the same.

Please sign and submit this Announcement within your Technical Proposal to be submitted with respect to the Tender.

Sincerely,

Ariel Avrahami

Secretary of the Tender Committee

Cc: Members of the Tender Committee

Date

Signature and Stamp



Wednesday, October 23, 2013

Dear Sirs,

Re: Announcement No. 3

Tender for the supply of - Fork Lift Trucks for Empty Containers (ECH-FLT) (the "Tender")
Tender No. ASH-1021-7.2013 (the: "Tender")

1. Further to the announcement made on August 19, 2013 (the "**Original Announcement**") and the announcements made on September 12, 2013 and on October 10, 2013 (the "**Other Announcements**") ,with respect to the Tender, Ashdod Port Company ("**APC**") wishes to inform of amendments to the Original Announcement, as follows:
 - a. The last date set for submission of the Proposals, as specified in Section 4 to the Original Announcement and in Section 1 to the Other Announcements, is hereby postponed to **Thursday, November 7, 2013 at 14:00 IL time.**
 - b. All other provisions included in the Original Announcement remain the same.

Please sign and submit this Announcement within your Technical Proposal to be submitted with respect to the Tender.

Sincerely,

Ariel Avrahami

Secretary of the Tender Committee

Cc: Members of the Tender Committee

Date

Signature and Stamp



Sunday, October 06, 2013

Dear Sirs,

Re: Announcement No. 2

Tender for the supply of - Fork Lift Trucks for Empty Containers (ECH-FLT) (the "Tender")
Tender No. ASH-1021-7.2013 (the: "Tender")

1. Further to the announcement made on August 19, 2013 (the "**Original Announcement**") and the announcement made on September 12, 2013 (the "**Second Announcement**") ,with respect to the Tender, Ashdod Port Company ("**APC**") wishes to inform of amendments to the Original Announcement, as follows:
 - a. The last date set for submission of the Proposals, as specified in Section 4 to the Original Announcement and in Section 1 to the Second Announcement, is hereby postponed to **Monday, October 28, 2013 at 14:00 IL time.**
 - b. All other provisions included in the Original Announcement remain the same.

Please sign and submit this Announcement within your Technical Proposal to be submitted with respect to the Tender.

Sincerely,

Ariel Avrahami

Secretary of the Tender Committee

Cc: Members of the Tender Committee

Date

Signature and Stamp

Tuesday, September 10, 2013

Dear Sirs,

Re: Announcement No. 1

Tender for the supply of - Fork Lift Trucks for Empty Containers (ECH-FLT) (the "Tender")
Tender No. ASH-1021-7.2013 (the: "Tender")

1. Further to the announcement made on August 19, 2013 (the "**Original Announcement**") with respect to the Tender, Ashdod Port Company ("APC") wishes to inform of amendments to the Original Announcement, as follows:
 - a. The last date set for submission of the Proposals, as specified in Section 4 to the Original Announcement, is hereby postponed to **Sunday, October 13, 2013 at 14:00 IL time**.
 - b. All other provisions included in the Original Announcement remain the same.
2. In addition, APC wishes to inform you that a potential Proposer has requested a clarification regarding the Tender documents.

For your convenience below please find the requests submitted by the aforesaid Proposer and APC's related answer:

- 2.1 **Question:** "paragraph 9.1-9.2 to the Agreement (Attachment D) is not clear enough. The supplier should include in its prices taxes of which state? Do you refer here to the State of Israel or to taxes imposed in the state from which the deliverable is supplied? "

APC's answer: the meaning of paragraph 9.1 is that the price of the ECH-FLT include all the taxes, governmental excise, duties etc, in connection with the sale and use of the **ECH-FLT**, imposed by the state from which the deliverable is supplied.

Other payment such as customs clearance costs and other taxes applicable in Israel are to be paid by APC and are not applicable to the supplier.

3. APC hereby inform that paragraph 25 to Attachment A, section B (DATA SHEET) shall be amended as follows 25 at : "Total quantity of 7 -32 ton FLT's supplied".
4. Finally, Attachment C (pages no' 59-60 thereto) will be replaced by the pages attached herewith.

Please sign and submit this Announcement within your Technical Proposal to be submitted with respect to the Tender.

Sincerely,

Ariel Avrahami

Secretary of the Tender Committee

Cc: Members of the Tender Committee

Date

Signature and Stamp

Attachment C
Proposer's Reply Form
Tender for the supply of ECH-FLT
Tender No. ASH-1021-7.2013

Date: _____

Proposer's Name: _____

Name of contact person: _____

Title of contact person: _____

Tel: _____

Fax: _____

E-mail: _____

To: Ashdod Port Company Ltd. ("APC")

Subject: Our Proposal for ECH-FLT
Reference: Your Tender No. ASH-1021-7.2013 (the "Tender")

1. We, the undersigned, hereby submit our Proposal with respect to the above mentioned Tender for the supply of two (2) Empty Container Handler-Fork Lift Trucks (hereinafter referred to as each, a "ECH-FLT", and collectively, "ECH-FLTs"), warranty, spare parts and training services and an option for a period of three (3) years from the date of APC's execution of the Agreement (as defined in the Invitation For Proposals document) for the supply of up to additional six (6) ECH-FLTs.
2. We hereby confirm that we have read and understood all Proposal Documents (as such term is defined in the Invitation for Proposals document), including, without limitation, the Technical Specifications (as defined therein).
3. Attached please find all documents, information, data & certificates as specified in Section 2 to the Invitation for Proposals document.
4. We hereby commit that the spare parts required for the proper operation of the ECH-FLTs, in accordance with the Technical Specifications, will be made available to APC throughout and until the lapse of at least six (6) years from the expiration of the Warranty Period (as defined in the Agreement) of the ECH-FLT last delivered to and accepted by APC.
5. We hereby commit that the spare parts' prices proposed by us in our Financial Proposal will be valid and binding upon us until the lapse of at least one (1) year from the date of signature of the Agreement by both parties. As of the second year of the Agreement the

prices of the spare parts may be increased by up to two (2) percent, per each year, all subject to negotiations conducted in good faith with APC.

6. We agree to submit one (1) ECH-FLT for test and trial by APC for a period of up to three (3) months, in accordance with **Section 5** to the Invitation for Proposal and **Section 6** to the Agreement, as requested by APC.
7. Our Proposal shall be valid for six (6) months from the last date set for the submission of the Proposals in the Invitation for Proposals document.
8. We acknowledge and agree that APC may conduct negotiations with selected Proposers.
9. We acknowledge and agree that APC is not obligated to accept the most inexpensive Proposal or any other Proposal.
10. We acknowledge and agree that in the event our Proposal will be selected by APC, APC shall be entitled to provide our Proposal for the review of Proposers which were not selected, including also those parts of our Proposal that we have marked as containing commercial secrets and we shall not have any claims with respect thereto.

Date

Proposer signature & stamp