

### Attachment B Financial Proposal Form (Price Breakdown)

#### Tender for the supply of 30 ton / 1,200 mm load center - Fork Lift Trucks (FLT and/or FLTs) Tender No. 2539/TZ/15

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

Manufacturer's Name: \_\_\_\_\_

Currency: **Euro\***

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

1.1. FLT:

No.	Subject	Price (€)
1.	One (1) FLT delivered to Ashdod Port, Israel, in accordance with the Technical Specifications (Attachment A) and 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.

1.2 Our Financial Proposal for spare parts is attached hereto as **Attachment B1**

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

No.	Subject	Price (€) Per unit
1	Steel Coil Pin in accordance with the Technical Specifications - Attachment A, Section A, para. 11.2)	
2	Forward Tilt angle $\geq 7^\circ$ - Attachment A, Section A, para. 2.6.	
3	Engine in side (maintenance) software & accessories in accordance with the Technical Specifications - Attachment A, Section A, para. 3.1.	
4	Additional Engine in accordance with the Technical Specifications (Attachment A, Sections A, paragraph 3.1).	

5	Air Intake turbo cyclone pre cleaner filter - Attachment A, Sections A, paragraph 3.3.	
6	Transmission oil system-Synthetic oil.	
7	Transmission software for maintenance, adjustments and calibration work in accordance with the Technical Specifications - Attachment A, Section A, para. 3.9).	
8	Six (6) Radial tires - Attachment A, Section A, paragraph 4.1.	
9	Protection rings on steering wheel nuts.	
10	One (1) Spare wheel (complete) - Bais tire	
11	One (1) Spare tire - Bais tire	
12	One (1) Spare wheel (complete) - Radial tire	
13	One (1) Spare tire - Radial tire	
14	Electro hydraulic dead engine steering - Attachment A, Sections A, paragraph 4.3.	
15	FLT software for maintenance, adjustments and calibration work - Attachment A, Section A, paragraph 7.	
16	Tele service and monitoring - Attachment A, Section A, paragraph 7	
17	Operator cab with powered sliding system - sliding from the right side to the center position and return back) - Attachment A, Section A, para. 8.1.	
18	Joy stick control - Attachment A, Section A, para. 8.6.9.	
19	TV rear viewer - Attachment A, Section A, para. 8.14.	
20	RAL 1026, traffic yellow or equivalent or equivalent - Attachment A, Section A, paragraph 9.	
21	Central Automatic Lubrication System - Attachment A, Section A, para. 10).	
22	Reverse sensor - Attachment A, Section A, para. 8.16..	

1.4 Optional auxiliary features and equipment (which are not included in the Technical Specifications) delivered in accordance with the terms of the Agreement:

No.	Subject	Price (€)

1.5 **Optional Training:**

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

2 Euro 1 Form/U.S. certificate of origin: yes / no

3 Schedule of Delivery of the FLT's (in weeks) as of acceptance of the purchase order, subject to Section 4 to the Agreement: \_\_\_\_\_ weeks (upon which the FLT shall be ready for transportation at Supplier's facilities in \_\_\_\_\_), plus a period of up to **4 weeks** for the Delivery of the FLT to the APC's premises, Ashdod Israel.

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

Date: \_\_\_\_\_

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



**ASHDOD PORT COMPANY Ltd.**

**Equipment & maintenance department**

**Attachment B1**  
**Financial Proposal Form (Price Breakdown)**

**Tender for the supply of 30 ton / 1,200 mm load center - Fork Lift Trucks**

**Tender No. 2539/TZ/15**

Proposer: \_\_\_\_\_

Currency:     Euro\*    

1. Spare Parts\*\*:

No	Spare Part	Quantity	Unit price according to Proposer's price list	Discount on unit in %.	Proposed unit price (following discount) delivery EXW (Supplier's facilities) Incoterms ® 2010)	Total price delivery EXW (nearest port and/ or airport to Supplier's facilities) Incoterms ® 2010	Manufacture Part number	Original Part Number
1	<b><u>Cab</u></b>							
1.1	Right hand door assembly	1						
1.2	Left hand door assembly	1						
1.3	Front pane	1						
1.4	Rear pane	1						
1.5	Roof (skylight) pane	1						
1.6	Wiper motor front pane	2						

1.7	Wiper motor rear pane	2						
1.8	Joystick assembly	1						
1.9	Acceleration (throttle) pedal assembly	2						
	Throttle Sensor (Throttle and Inching)	2						
1.10	Right side rearview mirror complete	2						
1.11	Right side rearview mirror Bracket	2						
1.12	Left side rearview mirror complete	2						
1.13	Left side rearview mirror Bracket	2						
1.14	Tilt cab - Hydraulic tilt cylinder	1						
1.15	Tilt cab - Electrical tilt pump assembly	1						
1.16	Tilt cab - Tilt hand pump assembly	1						
2	<b><u>Engine</u></b>							
2.1	Complete build up engine	1						
2.2	Cylinder head	1						

2.3	Cylinder head - Gasket	1							
2.4	Cylinder block	1							
2.5	Crankshaft and all bearing	1							
2.6	Two gears on both sides of crankshaft (two gears are set)	1							
2.7	Engine piston	6							
2.8	Piston connecting rod assembly	6							
2.9	Valve cover	1							
2.10	Valve cover gasket	2							
2.11	Radiator and cooler assembly	2							
2.12	Water cooler	1							
2.13	Oil cooler	1							
2.14	Air cooler	1							
2.15	Thermostat	2							
2.16	Expansion tank	2							
2.17	Cap expansion tank	4							
2.18	Water pump	4							

2.19	Fan pulley	1						
2.20	Fan	1						
2.21	Belt tensioner	1						
2.22	Engine water filter	12						
2.23	Oil pump	2						
2.24	Engine Oil filter	24						
2.25	Oil sump	2						
2.26	Oil sump - gasket	2						
2.27	Engine oil cooler	1						
2.28	Injection/fuel pump	2						
2.29	Fuel injector assembly	6						
2.30	Tubes assemble (all the six fuel Supply) including retainer Connector (fuel supply) O-Ring	6						
2.31	Manifold	1						
2.31.1	Manifold pressure sensor	1						
2.31.2	Manifold pressure relief valve	1						

2.32	Engine fuel filter	12						
2.33	Engine head fuel filter	2						
2.34	Engine fuel separator filter	12						
2.35	Turbocharger	6						
2.36	Engine air intake filter system – assembly	2						
2.37	Engine air filter – Primary Filter	12						
2.38	Engine air filter– Safety Filter	6						
2.39	Alternator belt	4						
2.40	Air condition compressor belt	4						
2.41	Fly wheel	1						
2.42	Ring gear (flywheel)	1						
2.43	Housing for Flywheel	1						
2.44	Exhaust manifold	1						
2.45	Muffler	2						
2.46	Exhaust Pipe (from the muffler to final exit – all	2						



	pipes)								
2.47	Exhaust Shield assembly	2							
2.48	Dipstick oil	5							
2.49	AdBlue tank assembly	1							
2.49.1	Filter head	1							
2.49.2	Level sensor	1							
3	<b><u>Air-condition system</u></b>								
3.1	Compressor	1							
3.2	Condenser assembly	1							
3.3	Blower	1							
3.4	Evaporator core	1							
3.5	Pulley	1							
3.6	Air condition filter	10							
4	<b><u>Transmission</u></b>								
4.1	Transmission assembly	1							
4.2	Transmission control selector	1							
4.3	Transmission oil filter	20							

4.4	Oil cooler	2						
4.5	Dipstick oil	2						
4.6	Dipstick Tube	2						
4.7	Universal shaft	4						
4.8	Torque converter assembly (housing, converter, gear, gasket etc.)	1						
5	<b>Front axle /drive</b>							
5.1	Wheel Rim front drive axle – assembly	2						
5.2	Differential carrier assembly	1						
5.3	Wheel hub drive axle assembly	2						
5.4	Universal joint	1						
5.5	Wheel Stud	24						
5.6	Wheel Nut	24						
5.7	Wheel Rim (pneumatic) front drive axle – assembly	2						
6	<b><u>Brake</u></b>							
6.1	Brake inching pedal assembly (Inching Pedal, Brake	2						

	Valve, Springs, Washer & etc.)								
6.2	Wet brake assembly (including Friction Disk, Piston, seals housing & etc.)	2							
6.3	Friction Disk – set 2 (set)	2							
6.4	Separator Plate (Brake) – set	2							
6.5	Park brake assembly	4							
6.6	Park brake - brake disc	2							
6.7	Park brake - brake shoe lining (set)	2							
7	<b><u>Rear axle - Steering</u></b>								
7.1	Steering axle assemble (including Bearings, seals, Wheel Hubs Spindle (LH & RH), Tie Rod and etc.)	1							
7.2	Steering valve orbitrol	1							
7.3	Steering valve orbitrol - seal kit	1							
7.4	Steering Cylinder (double acting)	1							
7.5	Steering Cylinder (double)	2							

	acting) - seal kit								
7.6	Steering bearing	2							
7.7	Spindle (RH) assembly (including Bearing, Seals & etc.)	2							
7.8	Spindle (LH) assembly (including Bearing, Seals & etc.)	2							
7.9	Tie Rod Assembly (tie rod & Bushing)	2							
7.10	Wheel hub assembly (including Bearings, Washer, seals & etc)	2							
7.11	Wheel hub	2							
7.12	Wheel stub	20							
7.13	Wheel nut	20							
7.14	Rim (including rings , locking & etc.) – complete set	2							
8	<b>Hydraulic</b>								
8.1	Pump – Hydraulic	2							
8.2	Hydraulic Pump – Seal Kit	2							
8.3	Accumulator	2							

8.4	kit seal - Accumulator	2							
8.5	Hydraulic oil cooler assembly (including fans & etc.)	1							
8.6	Hydraulic oil filter	10							
8.7	Breathing filter	5							
8.8	Cap hydraulic tank	2							
8.9	Sensor - temperature	2							
9	<b>Masi</b>								
9.1	Lifting cylinder	1							
9.2	Repair Kit lift cylinder	1							
9.3	Sides lifting chains - assembly	2							
9.4	Chain Anchor	2							
9.5	Chain sheave	2							
9.6	Hose sheave	2							
9.7	Tilting cylinders	2							
10	<b>Electrical System</b>								
10.1	Engine shut-off unite	1							

10.2	Starter	1						
10.3	Ignition switch	2						
10.4	Alternator	1						
10.5	Alternator - pulley	1						
10.6	L.H front Head light assembly (halogen).	4						
10.7	R.H front Head light assembly (halogen).	4						
10.8	Tail light assy.- L.H	4						
10.9	Tail light assy. – R.H	4						
10.10	Working lights on the cab (halogen)	2						
10.11	Reverse alarm	2						
10.12	Orange flashing beacons assembly.	2						
10.13	Battery disconnecter	2						
10.14	Engine - Module Electronic Control Engine	2						

10.15	Engine - Programmed Module Electronic Control Engine (ready to install)	3							
10.16	Engine – Main control harness	2							
10.17	Engine - Pressure oil sensor	2							
10.18	Engine - Pressure switch	2							
10.19	Engine - Temperature sensor	2							
10.20	Transmission - Module Electronic Control	2							
10.21	Transmission – Temperature sensor	4							
10.22	Transmission - Pressure oil sensor	2							
10.23	Transmission – Main control harness	2							
10.24	Transmission – shift unite assembly	2							
10.25	Radiator water level sensor	2							
Total Cost delivery EXW (Supplier's facilities) Incoterms @ 2010									

- \* 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 last date set for submission of Proposals as defined in the IFP.
- \*\* Proposers are required to indicate their proposals for all items hereinabove. In the event a spare part which was listed above is not applicable to the proposed FLT and therefore is not required for the actual operation and maintenance of the proposed FLT, please indicate such spare part as "not applicable" and provide full explanation regarding its inapplicability.

Date: \_\_\_\_\_

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