

**Request for information (RFI) for consultation services
regarding Mechanical Continuous Ship Unloaders (MCSU)**

1. General Procedure & Conditions:

- 1.1 Ashdod Port Company Ltd. (hereinafter: "**APC**") is currently considering the possibility of purchasing Mechanical Continuous Ship Unloaders (hereinafter: "**MCSU**") for the unloading of Sulphur, Petroleumcoke, Minerals and non-free flowing material Products from vessels, and therefore invites consultants (hereinafter: "**Proposer**", collectively: "**Proposers**") to provide written information as detailed below in paragraph 2.1.
- 1.2 This RFI should not be construed in any way, as a commitment or a promise from APC regarding the consultation required nor it constitute any obligation of APC to continue and/or act in the subject, or in any other manner.
- 1.3 This RFI is a preliminary process taken by APC mainly for the purpose of receiving data and information.
- 1.4 APC, at its sole discretion, may use the whole or any part of the data and information received in this RFI, in order to consider and decide future procedures in that matter, including but not limited to, design the appropriate contractual relationship and conditions, if made, in future Tender or Request For Proposals (hereinafter: "**Tender**" or "**RFP**", respectively) and/or contract.
- 1.5 APC does not commit itself to take any further step such as proceeding to a Tender or a RFP and/or a contract and/or negotiations, and does not commit itself to proceed with this procedure in any form. This RFI does not constitute a Tender, a proposal or a RFP in any manner. APC reserves the right to cancel this procedure completely at any stage and for any reason, which will remain in APC's sole discretion.
- 1.6 Respondents shall bear all costs associated with the preparation and submission of their responses to the RFI including provision for any additional information and attendance at meetings, a site visit. APC shall neither be responsible for, nor pay for, nor bear, any expense or loss, which may be incurred by Respondents in relation to their Response to this RFI.
- 1.7 This RFI does not constitute a contract or any other legal relationship between the APC and any of the respondents. It is hereby clarified that APC will not be obligated to any Respondents as a result of this RFI and that no advantage, whatsoever, will be given to any Respondents, including but not limited to, in future Tender RFP and/or tender and/or other proceedings.
- 1.8 APC reserves the right to use the information obtained under this Request, all in accordance with its sole discretion.

- 1.9 In the event APC shall decide to execute any purchase procedure in the subject matter, APC shall be entitled to amend or add any requirements or conditions included herein, all subject to APC's professional judgment and in accordance with its needs.
- 1.10 APC reserves its right to require clarifications and additional information from respondents. In addition APC shall be entitled to meet with the responders.
- 1.11 APC is entitled, at any time, to postpone the last date set for submitting the response as well as to change the instructions and terms related to this RFI, all at its sole and absolute discretion.
- 1.12 Submission of a response to this Request shall not be a condition precedent to participating in any tender and/or other procedure that may be executed (if any). Furthermore, will not obligate APC to approach respondent in any such future procedures nor will obligate APC to engage with any respondent in any way whatsoever.
- 1.13 Information submitted to APC further to this RFI, which shall be used for publishing a Tender (as defined in the Mandatory Tenders Law, 1992 and the Mandatory Tenders Regulations, 1993) at the end of which respondent will be selected as the winning proposer, will be subject to the terms of regulation no. 21 (E) to the Mandatory Tenders Regulations, 1993.

2. **Information Requested**

- 2.1 Without any obligation, APC hereby invites Proposers to provide written information, together with any other documents necessary to make the Response complete
 - I. **General information on the respondent; such as company profile;**
 - II. **Relevant experience of the respondent in consulting in dry bulk projects, such as: characterization of the equipment and operation, maintenance, setting technical specifications for tender procedures and assistance in tender process including evaluation of proposals and consulting to the tender committee. (Not more than 5 projects for your choice).**
 - III. **The respondents should declare if he had any experience in Sulphur, Petroleumcoke, or any other bulk products.**
- 2.2 In case the responder to this RFI is a representative agent of a consulting company relevant to this RFI, responder shall submit consulting company's authorization to answer this Request or consulting company's authorization nominating responder as its representative agent
- 2.3 The Responses shall contain all/part of the documents, information and details required in section 2.1 above and all additional updated information needed for considering the Possibility to provide the services, to the best knowledge of the Respondent.

- 2.4 Responder can add additional useful information he wishes to add like brochures or else.
- 2.5 In submitting the Response, the Respondent acknowledges and permits APC to reproduce the whole or any portion of the Response documents for the purposes of evaluation, and for the preparation of, or forming part of any subsequent RFP and/or Tender and/or other Proceedings and/or a negotiation and/or a contract. The respondent shall **specifically note and mark** any kind of data and/or information which he believes contains "Commercial Secrets".

3. **Responses' Submission:**

- 3.1 RFI Response submission date is no later than **March 27, 2014, 12.00 (Israel local time)**.
Responses submitted thereafter shall not be accepted.
- 3.2 Each response shall be submitted via e-mail to the address: ayeletm@ashdodport.co.il no later than the last date set above.

Responders must receive a written conformation to the submission of their Response in accordance with the terms above. This conformation shall be deemed as an approval of Response submission.

4. **RFI Documents & Questions/Clarifications:**

- 4.1 The RFI documents may be viewed at APC's website: WWW.ASHDODPORT.CO.IL
- 4.2 For questions/clarifications regarding this RFI, please address in writing to APC's contact person as indicated below, via Email: **Purchasing And Logistics Division, Mrs. Ayelet Mandler, Procurement Department, e-mail: ayeletm@ashdodport.co.il.**
- 4.3 This RFI is, and shall remain, the full property of APC. It may be used by APC, including but not limited to, for the purpose of preparing a RFP and/or a tender and/or other proceedings and/or a contract.
- 4.4 All information obtained shall become the property of APC upon receipt and will not be returned. APC could not guarantee that it will not be compelled to disclose all or part of this information under the Israeli Tender Regulations.

5. **Confidentiality:**

- 5.1 In submitting the Response, the Respondent undertakes to keep in confidence all and any kind of information and data relating, directly or indirectly to APC which the Respondent may get or be exposed to in relation to this RFI.
- 5.2 I acknowledge that I have read this RFI, understand all associated conditions and have fully acquainted myself with all matters relating to the RFI.

Sincerely,

Dr. Yehuda Heimlich

Business Development & Environmental director
Ashdod Port Company