

Tender for the Design, Fabrication, Supply, Delivery and Warranting of Automatic Telescopic Spreaders with Separating Twin-lift Operation for Ship-to-Shore Container Cranes and Additional Services (the "Tender")
Tender No. ASH 1010-11.2007

ASHDOD PORT COMPANY LTD.

1. Pursuant to the Government Procurement Agreement (GPA) and the Israeli Tender Law and Regulations, Ashdod Port Company Ltd. ("APC"), hereby invites proposals ("Proposals") from **manufacturers** (the "**Proposer(s)**") for:

Design, fabrication, supply, delivery and warranting of **Four (4) Automatic Telescopic Spreaders with separating twin-lift operation for ship-to-shore container cranes** (each, a "Spreader", and collectively, "Spreaders"), training services and spare parts.

2. APC shall have the option, **at its sole discretion**, for a period of four (4) years from the date of APC's execution of the agreement with the selected Proposer, to purchase up to additional eleven (11) Spreaders at the **same terms** of the first four (4) Spreaders purchased.

Notwithstanding the above, the price of the Spreaders underlying the option purchased by APC as of the **second year** of the agreement may be increased by up to **three (3) percent**, per each year, all subject to negotiations conducted in good faith with APC.

3. APC may recognize Proposals submitted by non manufacturers, affiliated to the manufacturer of the equipment subject to the provisions included in section 4 below.

4. **Pre-requisites**

Proposers who maintain **all conditions** as follows will be entitled to participate in this Tender:

- 4.1 As of 1997 until 2007 (inclusive) the Proposer has manufactured and supplied at least **three hundred (300)** Telescopic Spreaders for STS or RMG or RTG port cranes, of which at least **twenty (20)** Spreaders were manufactured and supplied in **each year; and**
- 4.2 As of 2002 until 2007 (inclusive) the Proposer has manufactured and supplied at least **one hundred and fifty (150)** Spreaders of the **proposed type**, of which at least **twenty (20)** Spreaders were manufactured and supplied in **each year; and**
- 4.3 Certified according to **ISO 9001:2000** quality standards; **and**
- 4.4 Compliance with all mandatory items specified in the Technical Specifications of this Tender.

Regarding compliance with the aforementioned preconditions in sections 4.1, 4.2 and 4.3, APC may recognize such conditions 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 before issue of this Tender, as being fulfilled by the Proposer itself. "**Affiliated Company**" means a company wholly owned by the Proposer, or the Proposer's parent company, or other affiliated companies of the Proposer which are to be approved by APC Tender Committee at its sole discretion and subject to any conditions which APC Tender Committee shall decide to apply.

5. **Proposals should be submitted not later than Monday, December 10, 2007 at 2pm IL time** to the Tender Box, at the chamber of the head of Procurement Department, Equipment Department Building, 1st floor, Port of Ashdod.
6. 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.
7. APC reserves the right to purchase the Spreaders from one or more Proposers.
8. APC shall be entitled to test and trial the first Spreader delivered to it by the selected Proposer for a period of up to three (3) months.
9. APC reserves the right to negotiate with selected Proposers.
10. The Tender documents are available as of Sunday, November 11, 2007 upon payment of 1,300 NIS (including VAT) not refundable, at:

Equipment Department Building, entry floor, Room 110, Ashdod Port.

For further information regarding the purchase of the Tender documents please call Miss Dorit Hayoun Tel: +972-8-8517807.