

January 1, 2014

To: _____

via e-mail

Dear Sirs,

Re: Announcement No. 1
Tender for the supply of a Pilot Boat (the "Tender")
Tender No. 2455/YAM/13

1. Further to the announcement made on December 2, 2013 (the "**Original Announcement**"), 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 2 to the Original Announcement, is hereby postponed to **Monday, February 17, 2014 at 14:00 IL time**.
 - 1.2. Further to requests for interpretations, clarifications or corrections submitted APC with respect to the Tender, we wish to inform you that APC's Tender Committee has decided as following:
 - 1.2.1. Question: Is there an option that a foreign Shipyard will be represented by an Israeli representative? Can an Israeli representative/partner of Shipyard manage all administrative procedures regarding the submission of a proposal?
APC's answer: According to the Tender documents the Proposer must be a shipyard, and it shall maintain all pre- requisites as detailed in section 1 to the Original Announcement by itself.
 - 1.2.2. Question: According to the pre requisite in section 1.1 to the Original Announcement, Proposer is a shipyard that as of January 1 2010 has built and supplied at list four (4) Pilot Boats. This pre requisite is not reasonable and shall prevent from leading shipyards to participate in the Tender. There is no reason to limit the experience to pilot boats only. You should require an experience of building at least (X) aluminum boats for every use as of 1.1.2009.
APC's answer: APC's tender Committee has decided to amend the pre requisite in section 1.1 to the Original Announcement as following:
"Proposer is a shipyard that as of January 1, 2009 has built and supplied at list two (2) Pilot Boats, each of them has a hull made of material marine aluminum grade 5083 alloy, in accordance with one of the IACAS Classification Societies (as listed in the Technical Specification) requirements.
 - 1.2.3. Question: You refer to a photo and diagram of a similar vessel at Appendix 1 – do you have that?
APC's answer: According to Section 1 to the Technical Specification, Attached hereto a sample photo of an existing pilot boat owned by APC, for proposer's general reference point.
 - 1.2.4. Question: Do you know how many hours per year they operate? this is important to determine the rating of engines.

APC's answer: The engines of the Boat shall be in accordance with the requirements specified in section 19(A) to the Technical Specifications and shall meet all the demands thereto.

1.2.5. Question: Not clear for seating situation, in one part they say 12 seats, and in another it totals 14 seats. What we should understand.

APC's answer: Section 10(D) to the Technical specifications will be updated as follows: " ... There shall be an additional **two (2)** chairs and two (2) upholstered benches for passengers, four (4) on the port and four (4) on the starboard." Total chairs required – 12.

1.2.6. Question: They refer to a noise level in “Crew Cabins” (as distinct from “Navigation Bridge”) but I cannot see Crew Cabins discussed anywhere. I am assuming they are referring to where the passengers sit (as opposed to the crew and pilots), exact?

APC's answer: Wrong. Indeed, there is no requirement for crew cabins in the Technical Specification. **However,** Proposer that will offer a Boat which includes crew cabin must maintain the required noise-rating levels and vibration maximum recommended acceleration as specified in section 8(A) to the Technical specifications.

1.2.7. Question: You want 65dB (a) in the Navigation Bridge. You want 60dB(a) in the Crew Cabins which I think is unrealistic. To give you an idea this is the noise level of a normal conversation or an home PC noise at 60 cm....

APC's answer: The noise levels detailed in section 8(A) to the Technical specifications are according to IMOT regulations.

1.2.8. Question: Side deck requirements are inconsistent – 800mm in one section and 60 cm in another. Can you clarify?

APC's answer: Section 10(C) to the Technical specifications will be updated as follows: " ... Side passages along wheel house should not be less **than 80.0 Cm** wide." The side deck shouldn't be less than 800 mm.

1.2.9. Question: Can you confirm there are 2 tanks of 1100 litres = 2200 litres in total; considering the space required for 12 or 14 pilot seats, we are afraid that 20 hours endurance with 10% reserve will be not reachable with a boat having sufficient space (need around 17 m), if you have precision about seats arrangement?

APC's answer: Proposers shall calculate the Boat's tank in accordance with the Boat's specifications and requirements detailed in the Technical Specifications.

1.3. 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,

Ayelet Mandler

Secretary of the Tender Committee

Cc: Members of the Tender Committee