

**Subject: #2** Reply on clarifications requested from bidders for the TED 137/2025 for the supply and commissioning of two (2) mobile harbor cranes for ThPA S.A.

**Question #1: Chapter 7. Place of Delivery // Annex 4 - 3. Shipping - Delivery terms DDP (Delivered Duty Paid)**

DDP delivery terms are not applicable for our company. Since both Germany and Greece are within the EU customs union, no import duties or customs clearance apply to goods traded between the two countries. Therefore, to simplify the delivery process and ensure full cost transparency, we propose to submit our bids under DPU (Incoterms 2020) terms. Could you please confirm if this is acceptable for your procedures?

**ThPA reply:** The loading incoterm DDP or DPU with delivery place the Port of Thessaloniki is accepted, since the bidders' shipping port is from a country of the European Union. Elsewhere, please include the requested DDP.

**Question #2: Chapter B.7 Electric Equipment - 7.3 Shore power readiness**

**"A shore power supply system is not part of the current scope of supply. Although, ThPA is interested such a system to be possible to be added/installed at a later stage. For this reason, the crane it is requested to be ready for such a future installation, minimizing the modifications required at the time of installation."**

We would appreciate your confirmation whether the above statement is to be understood as meaning that the cranes should be supplied with a diesel power pack and preparation for electric power supply only, without the inclusion of electric motors, HV transformer and cable at this stage. In this case, the cranes would operate solely on the diesel power pack unless the additional equipment (such as electric motors, HV transformer, and HV cable) is installed at a later stage?

**ThPA reply:** Confirmed.

**Question #3: Part B – Technical Specifications – A.3 Productivity data**

- Your specification is asking for Three Productivity Scenarios
- The Radius Ranging for the Vessel hold from 20-36 m
- For clarity we would like to ask to determine one Radius or max. three location into the vessel hold.
  - In that respect we would propose the middle of the vessel at 28m
  - This gives ThPA an acceptable handling rate consideration, but also the opportunity to compare all offering parties
- Otherwise, the productivity data would be confusing at not clear

**ThPA reply:** Proposal could be accepted. For clarity reasons the productivity to be calculated at the middle of the cargo hold (at 28m from the Crane's center line), on condition that the maximum Grab capacity will be calculated for the maximum radius at 36m from the Crane's center line.

**Question #4:** Part B – Technical Specifications – A.3 Productivity data

- Scenario 2 describes the Pet coke with a density of 1.5 t/m<sup>3</sup>
- Please clarify, our documentation shows a density of 0.8-1.2T/m<sup>3</sup>

**ThPA reply:** Please proceed with the given density 1.5t/m<sup>3</sup>. Pet coke specific gravity varies significantly.

**Question #5** Existing ThPA RAM Spreaders

- Please clarify which Plug and what kind of Pin configuration the RAM Spreader has.

**ThPA reply:** Spreader plug pin configuration drawing is provided.

**Question #6:** Following to the below request for clarification, we would like to highlight one point in respect to the spare parts.

- Could you please indicate which is the anticipated yearly operational working hours per crane?
- Maybe we misread the Tender, but we have the feeling that there are contradictions
- The warranty is starting at 1.500h p.a., the commercial bid is expecting Spare parts offering in 500h steps
- The overall Spare Parts package shall consist of spare parts for an operational period of five (5) years respectively 10.000 operating hours.

Could you please clearly indicate what is the estimation of THPA in respect to

- Operational hours assumed p.a.
- Spare Parts offering expected

**ThPA reply:** Average operating hours of the current MHCs vary from 1.500-3.000 hours/year the recent years.

- 1.500 operating hours/year is considered the absolutely minimum, please consider 2.000 operating hours /year for the new cranes.
- 500 operating hours is just considered a reasonable period of time for the initial service, upon entering operations.
- 5 years or 10.000 operating hours agrees with the 2.000 operating hours/year.

We understand that the question refers to the article 10, paragraph 10.3.

As far as Spare Parts / Consumables are concerned, it is requested to submit the planned maintenance schedule together with detailed list of spare parts and consumables (including current cost/prices), that are required in order to perform the scheduled maintenance work orders for a period of the first five (5) years or 10.000 hours.

A separate list of Critical Spare Parts that are considered must-to-have to avoid significant Crane down-time, it would be useful to submit.