



Thessaloniki Port Authority S.A  
Pier A', Thessaloniki Port  
PO Box:10467, GR54012  
S.A R.N 42807/06/B/99/30  
G.C.R.N : 58231004000

Thessaloniki, 27 February 2019

PROCUREMENT DEPARTMENT

Ref. No 1641/27.2.2019

## **CLARIFICATIONS REGARDING THE "REQUEST FOR PROPOSAL FOR THE SUPPLY OF ONE TELESCOPIC 20' -45' OVERHEIGHT FRAME"**

With reference to the above Request for Proposal, we wish to respond to the following points of queries as received from bidders.

### **Question**

Regarding paragraph 1.2.1 Scope of Tender; Telescopic overheight frame 20ft-45ft

To our knowledge all containers larger than 40ft still offer corner castings in 40' position, which allow to handle those cargo with our equipment as well. May we assume that 45ft position is therefore not a definite requirement?

### **Answer**

Proposals for overheight lifting frames offering a maximum extension of 40ft shall be accepted.

### **Question**

Regarding paragraph 1.2.2 Scope of Tender; free height: <2,500mm

Do we have to interpret that 2,500mm is a max? Or should we quote a frame offering 2,500mm or even more?

### **Answer**

You may quote a frame for 2.500mm or more but this should be clearly indicated.

### **Question**

Regarding paragraph 1.2.3 Scope of Tender; special requirements: safety lugs on spreader beam...

Does this requirement refer to a hooking system similar to the BROMMA Speedloader? Our system does not need any alterations on the master spreaders, but can be picked up like a standard box. This offers the huge advantage that the frame can be stored anywhere on your yard and be picked up by any machine equipped with an ISO spreader.

If no lugs are necessary to operate the overheight frame, can this requirement be left unanswered?

### **Answer**

The safety lugs are an additional security system for us because in the past there were unintentional unhookings during the operations with over height frame.

If you cannot provide this system please indicate it in your offer

### **Question**

Regarding paragraph 3.4.1 The Seller is responsible for the offloading of all items and shall assume all risks and costs.

We kindly ask if Incoterms CIF would be acceptable for you.

**Answer**

As referred in article 3.4. "The Seller is responsible for the offloading of all items and shall assume all risks and costs. The Seller is also responsible for carrying out the import procedures (customs clearance etc)"

**Question**

Regarding paragraph 3.4.2 The Seller shall provide all applicable certificates to be compliant with Greek government standards. Could you please specify which requirement need to be fulfilled?

**Answer**

Proof load testing according to the CE machines standard (1.1% of SWL for a dynamic test and 1.25% for a static test)

**Question**

Regarding paragraph 3.6.1 Training programme; Training programme should be achieved on four (4) days for 8 operators + four (4) days for 4 technicians in Greek

From our experience we strongly believe that training can be done in a shorter period. To reduce costs further, we recommend one day for commissioning and testing on-site after delivery and 4 days for training, if accepted by you.

**Answer**

We strongly believe that complete training (4+4 days) will be necessary, since the overhight frame is a new system, to be used on different machines such as STS, SC, RS. Additionally, for evaluation and comparison reasons, it is better that all offers include the training program defined in the Tender.

**Procurement Department**