



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

**PROCUREMENT DEPARTMENT**

Thessaloniki, 11 February 2019

Ref.No.:.....

**REQUEST FOR PROPOSAL  
FOR THE PROCUREMENT OF ONE TELESCOPIC 20'-45' OVERHEIGHT FRAME FOR THPA**

<b>CONTRACTING COMPANY</b>	<b>Thessaloniki Port Authority SA</b> Main Administration Building 1st Pier Thessaloniki Port, PC 54012 Greece Tel.+302310593121, fax. +302310510500 E-mail: <a href="mailto:secretariat@thpa.gr">secretariat@thpa.gr</a> website: <a href="http://www.thpa.gr">http://www.thpa.gr</a>
<b>TENDER TYPE</b>	<b>OPEN PROCEDURE</b>
<b>CALL DATE</b>	11/2/2019
<b>TENDERS CLOSE AT</b>	4/3/2019 22 :00 Local Athens Time
<b>AWARD CRITERION</b>	Same importance granted to financial offer, technical proposal and experience of the Bidder, delivery time.
<b>CONTACT FOR FURTHER INFORMATION</b>	Tender enquiries are to be directed to:  <u>Technical contact :</u> Name : C. DEMARES, D.TSITSAMIS E-mail : <a href="mailto:cdemares@thpa.gr">cdemares@thpa.gr</a> , <a href="mailto:dtsitsamis@thpa.gr">dtsitsamis@thpa.gr</a> Telephone :+302310593620,---  <u>Administrative Contact:</u> Name: Chrissanthi Athanasiou E-mail : <a href="mailto:cathanasiou@thpa.gr">cathanasiou@thpa.gr</a> Telephone: +302310593360

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## **1. PREAMBLE**

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### **1.1 Contracting company**

Thessaloniki Port Authority SA is a private listed Company, which is the Concessionaire and the Operator of the Port of Thessaloniki.

The port of Thessaloniki (THPA) is mainly constituted by:

- a container terminal (424,000 teus in 2018)
- a conventional cargo terminal (3,76 Millions Tons in 2018)

The company is in excellent financial health. At last December financial close, the company had 101 M€ cash or cash equivalents. Interested Bidders may obtain further information about ThPA SA from the web site [www.thpa.gr](http://www.thpa.gr).

In March 2018, the company "South Europe Gateway Thessaloniki (SEGT)", completed the acquisition of a shareholding of 67% of Thessaloniki Port Authority SA ("THPA SA").

SEGT is a consortium formed of three complementary companies:

- Deutsche Investment Equity Partners, a German investment fund
- Terminal Link, an international Terminal Operator (a Joint Venture between CMA CGM Group and China Merchant Group)
- Belterra Investment Ltd, a strong investment company, investing in Northern Greece

The new consortium committed to gradually modernize the container terminal and conventional cargo facilities (infrastructure and electric-mechanical equipment) aiming to be able to accommodate more tons of cargo. Significant investments are planned on short term (estimated 29 M€ in 2019) and on the middle term (Min 180 M€ within 5-6 years).

Terminal Link, as expert partner and shareholder, signed a Management Agreement with THPA to support and optimize the development and the expertise of the Conventional Port.

### **1.2 Scope of tender.**

The scope of this tender call is the procurement of one (1) telescopic 20'-45' overheight frame with the following specifications:

- Telescopic overheight frame 20ft-45ft
- Spreader control: mechanical, activated by the twistlocks of the spreader
- Lift capacity: 50T
- Free height: <2500 mm
- Deadweight: to be specified by the seller
- Time for telescoping 20ft to 40 ft: to be specified by the seller
- RAL paints of main frame :High visibility Orange / polymer base RAL 2000 (Thessaloniki standard)
- ISO corners with zebra stickers or bright colour
- Marking with stickers "OF2" both sides
- Operator and technical manuals in Greek

Special requirements: Safety lugs on spreader beam, 8xspreaders RAM and BOMMA to be equipped, frame compliant with any mother spreader, Greek and English manuals

**1.3 Procedure type:** Open procedure

## **2. GENERAL TERMS AND CONDITIONS**

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### **2.1 Offer submission:**

Deadline for submission of offers is **4/3/2019, 22.00 Athens time**. Offers shall be sent by email to [cathanasiou@thpa.gr](mailto:cathanasiou@thpa.gr) and [ptheologou@thpa.gr](mailto:ptheologou@thpa.gr) (both emails). An acknowledgment will be sent by THPA.

### **2.2 Clarifications and questions:**

Interested parties may submit their questions and requests for clarifications, at any time until **25/2/2019**, by email to the Procurement Department at [cathanasiou@thpa.gr](mailto:cathanasiou@thpa.gr) / Copy [ptheologou@thpa.gr](mailto:ptheologou@thpa.gr)

Direct discussion with THPA employees or representatives is forbidden outside of this process. All questions and answers will be published on THPA's website.

### **2.3 Award Criterion**

The evaluation of offers will be based on the following equally important criteria: quality of the equipment, experience, reference of the Bidder, price (total cost of ownership) and delivery time.

### **2.4 Objections, amendment and cancelation of the procedure**

Since ThPA S.A. is a private-owned company and due to the importance of the tender, no objections in relation to the content of this Tender (if submitted) will be examined by ThPA S.A.

ThPA S.A., at its absolute discretion, has the right to cancel or repeat the Tender at any stage of the procedure. ThPA S.A. may also amend or cancel the Tender, including amend the procedure of negotiations, in a transparent way.

### **2.5 Offer documentation**

Offers shall include only pdf files and shall be submitted to ThPA SA in English or in Greek language. Each offer shall consist of:

- a. A Submission letter as per 2.6
- b. The technical Appendix sent by ThPA filled
- c. Commercial and technical documentation of the telescopic overheight frame proposed should be attached to the technical proposal
- d. A financial Offer well detailed and duly signed. This offer shall mention:
  - The description of the telescopic 20'-45' overheight frame
  - The detailed price table
  - The warranties applicable to the telescopic 20'-45' overheight frame

- The terms of payments proposed by the bidder. If there is any down payment, the successful bidder must provide a refund guarantee
  - The catalog of spare parts, with price and the price validity. The discount that you will apply to THPA for a specified period
  - Validity of the offer as per 2.7
- e. The list of spare parts that you recommend to buy with the telescopic 20'-45' overheight frame.
  - f. A short presentation of your company
  - g. Experience and references of the bidder in similar projects
  - h. The contacts of representatives in Greece, if any.
  - i. Last audited financial statements
  - j. A certificate of incorporation or registration
  - k. TAX Number certificate in country of origin or equivalent

## **2.6 Submission letter**

The submission letter shall include presentation and warranties, which are binding for the Bidder:

- The proposal is signed by a duly authorized representative of your company, and any corporate approval has been obtained before.
- That all information provided are true and fair and reflect reliable information about the product and the bidder.
- That the company is in good financial health, has the capacity to deliver the equipment ordered and doesn't anticipate any major issue, which could affect the quality or the timing.
- That the Bidder commits to strictly follow the rules of ethics in force in Europe and in Greece. Bidder commits to notify the Company of any deviation to the good practices of ethics.
- That the proposed equipment is in full compliance with European and Greek applicable rules and regulations, including for environmental matters.
- That the bidder renounce to any recourse to THPA for the tender process. THPA reserves the right to modify or to cancel the tender process without having to give any justification and without bearing any liabilities against the bidders

## **2.7 Offer validity**

Offers shall be firm and valid for 180 days after the expiry date of offers submission. Any offer which sets forth a term of validity less than the above mentioned is rejected as unacceptable. Candidates are advised that they may be asked to extend the validity of their proposals by a further one (1) month.

### **3. COMMERCIAL TERMS AND CONDITIONS**

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#### **3.1 Delivery Time**

This criteria is part of the bidder submission. ThPA expects that the total delivery time shall not exceed four (4) months from the purchase order date. -

In case of late delivery, ThPA SA shall be entitled to liquidated damages, which shall be 1% of the price of the delayed items per week, within the limit of 10% of penalties.

#### **3.2 Payment Terms**

20% down payment,

80% thirty (30) days after final delivery.

Advance payment shall be guaranteed by refund guarantees.

#### **3.3 Warranty**

ThPA SA minimum requirements for warranty is two (2) years.

The seller shall provide to ThPA SA a warranty bond amounting to five percent 5% of the total Contract Value. The warranty bond shall be valid for 24 months start from the date of Delivery.

#### **3.4 Shipment, delivery and site work**

The supplier shall deliver the telescopic 20'-25 overheight frame in Thessaloniki Port fully erected. or make final erection on site.

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).

The Seller shall provide all applicable certificates to be compliant with Greek government standards

#### **3.5 Final acceptance.**

An acceptance certificate will be issued after the successful completion of the commissioning and the training programme, when the equipment will be ready for commercial operations and tested on Reach stackers, Straddle Carriers and ship-to-Shore

#### **3.6 Training programme**

Training should be achieved on four (4) days for 8 operators + four (4) days for 4 technicians in Greek.

The training programme should be approved by THPA

### **4. ATTACHMENTS:**

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4.1 Price table

4.2 Technical Specifications

**SOTIRIOS THEOFANIS**

**Chairman of the Board and Chief Executive Officer**

**ATTACHMENT 1**

**Price Table 1**

Item	Quantity	Description	Unit price (€)	Total price (€)
1	1	Telescopic overheight frame 20ft-45ft		

## ATTACHMENT 2

### Technical Specifications

RECAP	ITEMS	TRADUCTION FR	Requested specifications	PROPOSAL	COMMENTS/ DEVIATION TO RFP
<b>TECHNICAL SPECIFICATIONS</b> <i>SPECIFICATIONS TECHNIQUES</i>	Model	<i>Modèle</i>	Telescopic overheight frame 20ft-45ft		
	Country of Manufacture	<i>Pays de fabrication</i>			
	Spreader control	<i>Contrôle spreader</i>	Mechanical, activated by the twistlocks of the spreader		
	Number of units	<i>Nombre d'unités</i>	1		
	Lift Capacity	<i>Capacité de levage</i>	50T		
	Free height	<i>Longueur rehausse</i>	< 2500 mm		
	Deadweight	<i>Poids à vide</i>	to be specified by the Seller		
	Time for telescoping 20ft to 40 ft	<i>Temps de télescopage 20' à 40'</i>	to be specified by the Seller		

	Special requirements	<i>Recommandations spécifiques</i>	Safety lugs on spreader beam 8xspreaders RAM and BROMMA to be equipped		
			Frame compliant with any mother spreader		
			Greek & English manuals		
<b>BASIC PRICE</b> <i>PRIX DE BASE</i>	BASIC MODEL	<i>Modele de base</i>			
	INCOTERM	<i>Livraison</i>			
<b>OPTIONS</b>	Rack for storing frame	<i>Support de stockage</i>			
	Forklift attachment	<i>Passage de fourche</i>	On storing frame		
	Total Options	<i>Option totale</i>			
<b>TOTAL PURCHASE PRICE</b>					
<b>SHIPPING COST</b> <i>FRAIS D'EXPEDITION</i>	POL	<i>port de chargement</i>			
	Pre Carriage	<i>pré transport</i>			

	Sea Freight	<i>Transport maritime</i>			
	Post Carriage	<i>Post transport</i>			
	Insurance	<i>Assurance</i>			
	Import Dues	<i>Droits d'importat ion</i>			
	Formalities	<i>Formalités</i>			
	Total	<i>Total</i>			
<b>TOTAL PURCHASE</b>					
<b>COMMISSIONNING</b>	Delivery Formalities	<i>Formalités de livraison</i>			
	Local Certification	<i>Certificati on locale</i>			
	Driver Training	<i>Formation des conducteu rs</i>			
	Total Cost	<i>Coût total</i>			
<b>COMMERCIAL and OTHER ADVANTAGES AVANTAGES COMMERCIAUX</b>	Discounts	<i>Remises</i>			
	Other advantages (type & value)	<i>Autres avantages (Type/Vale ur)</i>			
	Total Cost	<i>Coût total</i>			
<b>TOTAL INVESTMENT COST</b>					
<b>DELIVERY LIVRAISON</b>	Manufacturing time	<i>Temps de fabrication</i>			

	Place of Manufacture	<i>Lieu de fabrication</i>			
	Shipment time	<i>Expedition</i>			
<b>Payment Terms</b> <b>MODALITES DE PAIEMENT</b>	20% downpayment	<i>Acompte de:</i>			
	80% 30 d after Final delivery	<i>Apres livraison</i>			
<b>WARRANTY</b> <b>GARANTIE</b>	General	<i>General</i>	2 years		
<b>LOCAL MAINTENANCE PROVIDER AS PER MANUFACTURER FOURNISSEUR LOCAL SELON FABRICANT</b>	Place	<i>Lieu</i>			
	Intervention cost per hour	<i>Coût d'intervention/h</i>			
	Travel cost	<i>Frais de déplacement</i>			
	Accomodation cost & labor fee / day	<i>Coût de logement et honoraires de travail/jour</i>			
	Travel, accomodation cost & labor fee / day	<i>Voyage, Coût de logement et honoraires de</i>			

		<i>travail/jou r</i>			
<b>BRAND</b>	Place	<i>Lieu</i>			
<b>REPRESENTATIVE IF OTHER THAN LOCAL MAINTENANCE PROVIDER (cfr above)</b>	Intervention cost per hour	<i>Coût d'intervent ion/h</i>			
<b>REPRESENTANT SI AUTRE QUE LE FOURNISSEUR LOCAL</b>	Travel cost	<i>Frais de deplaceme nt</i>			
	Accommodatio n cost & labor fee / day	<i>Coût de logement et honoraires de travail/jou r</i>			
	Travel, accommodatio n cost & labor fee / day	<i>Voyage, Co ût de logement et honoraires de travail/jou r</i>			