



THE LEADING ECONOMIC GATEWAY OF ISRAEL

**ASHDOD PORT COMPANY Ltd.**  
Equipment & Maintenance Department

## **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. 2842/TZ/18**

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 **twelve (12) 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 five (5) years from the date of APC's execution of the agreement with the selected Proposer, to purchase up to additional ten (10) Spreaders at the **same terms** of the first twelve (12) 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 two (2) 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. The proposer must be the manufacturer of the Spreader proposed by it (the "Manufacturer") or the local authorized distributor/representative of the Manufacturer; **and**
  - 4.2. As of January 2013 until 2017 (inclusive), the proposer has manufactured and supplied at least **300** Automatic telescopic Twin Spreaders of which at least **20** spreaders were manufactured and supplied in each year; **and**
  - 4.3. The proposed Spreader is Certified according to ISO 9001 quality standards; **and**
  - 4.4. Compliance with all mandatory items specified in the technical specification of this tender.Regarding compliance with preconditions of section 4.1-4.3, APC may recognize, at the APC Tender Committee's sole discretion, 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. Tender Committee at its sole discretion and subject to any conditions which the APC Tender Committee shall decide to apply.
5. Proposals should be submitted not later than 4, October, 2018 at 14:00 IL Time.  
Proposals should be submitted to the Tender Box, at the chamber of the head of Equipment Procurement Department, Engineering and Logistic 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 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.
8. APC reserves the right to negotiate with selected Proposers.
9. APC reserves the right to purchase the FLT's from one or more Proposers.
10. **Review of tender documents**  
Proposers who wish to participate in the tender will be able to review and receive the tender documents as follows:
  - 10.1. View in the web site: [www.ashdodport.co.il](http://www.ashdodport.co.il) ("APC web site")
  - 10.2. At the chamber of the head of Procurement Department, Equipment Department Building, 1st floor, Port of Ashdod, Israel,  
From Sunday till Thursday, as of 5, August, 2018 from 8:30 until 16:00.
11. Each clarification and / or an amendment and / or an update published in respect to the Tender shall be attached as an inseparable part of the Tender documents.  
**It is emphasized that, each proposer is obligated to follow any amendment and / or the clarification and / or an update published by APC with respect to the Tender, at APC web site.**  
**In addition, proposer who wishes to receive, directly, any amendment and / or clarification and / or an update as aforesaid, shall fill up the attached form (at APC Web site) and send it to Fax +972-8-8517523 or email: [oritco@ashdodport.co.il](mailto:oritco@ashdodport.co.il)**