

MINUTES OF THE PRE-BID CONFERENCE
on the technical and procedural issues of preparation and submission of bids under ITB
No.BLR/1132/2012

TENDER: ITB NO.BLR/1132/2012 (Supply and Delivery of Two (2) Telescopic Wheel Loaders with Attachments;

DATE: 11 January, 2013 (11.00-13.00 Minsk time);

PLACE: UN Office in Belarus (Conference hall, 17, Kirova str., Minsk).

SUBJECT: Provision of explanations to the representatives of prospective Bidders on the procedural issues of preparation and submission of bids under the ITB and clarifications of the ITB document. In the course of the pre-bid conference the following enquiries were made by the representatives of the prospective Bidders who attended the pre-bid conference and clarifications provided:

1. Question: Our experience of supplying loaders to a waste sorting plant shows that the glass spillage on the floor often causes punctures in tires. Is it required to include special tires in the set of loader supply?

Answer: In case of Mosty and Kobrin sorting plants loaders will operate in the area inside and outside of production facilities free of glass spillage and metal waste on the floor. Therefore special tires are not required and are not included in the ITB No.BLR/1132/2012 Technical Specifications.

2. Question: What is the estimated bulk density of glass waste that will be loaded into the vehicle (truck)?

Answer: The estimated bulk density of glass waste is from 1,345 t/m³ to 1,545 t/m³.

3. Question: How can we identify the bucket dumping height?

Answer: It is the height (3000mm) as indicated under item 8.3 of ITB No.BLR/1132/2012 Section 3a Technical Specifications up to the bucket bottom edge.

4. Question: Please clarify at what boom reach the lifting capacity of 1,5t indicated under i.8.3 of ITB No.BLR/1132/2012 Section 3a Technical Specifications is to be provided at the specified height?

Answer: The beam (boom) reach means the distance from the loader axis to the load axis in horizontal plane. At the height 3000mm as indicated under i.8.3 of ITB No.BLR/1132/2012 Section 3a Technical Specifications the required lifting capacity shall not be less than 1,5 tons at beam (boom) reach not less than 4000 mm (item 8.2) and lifting angle not less than 30 angle degrees. "Telescopic beam" under item 8.0 has the same meaning as "Telescopic boom".

5. Question: Does the specified weight mean only the bale weight or include the weight of the bucket too? They (the bucket and bale) have different dynamics at different boom reach and different height.

Answer: The specified weight of 1,5t as indicated under item 8.3 of ITB No.BLR/1132/2012 Section Technical Specification means the net weight of waste in the bucket (less weight of bucket).

6. Question: Is it efficient to use the bucket with teeth? Based on our experience it is better to use a bucket without teeth of large capacity which will make the unloading of glass waste

into the vehicle (truck) more efficient.

Answer: The use of bucket with teeth as indicated under item 9.4.2 of ITB No.BLR/1132/2012 Section Technical Specification will help prevent sliding of the bucket along the glass waste surface during the loading process. The requirements of the Technical Specification of ITB No.BLR/1132/2012 pertaining to bucket remain unchanged.

7. Question: Why red color is chosen for the loader as specified in ITB No.BLR/1132/2012 Section 3a Technical Specifications? It is not mandatory from the point of view of safety standards. It is allowed to use other bright colors for construction and road machinery and vehicles.

Answer: The red color was chosen for safety reasons in order to achieve maximum visibility of the loader by the sorting plant personnel. For maximum visibility the acceptable colors are bright red, yellow, orange or any other bright color which can be used for painting of construction and road machinery and vehicles in accordance with the safety standards.

8. Question: Is it possible to submit an alternative bid with the main bid?

Answer: Submission of an alternative bid is not allowed in accordance with the ITB No.BLR/1132/2012 document (DS No.6 of Instructions to Bidders Data Sheet). A Bidder is to submit only one bid under the said tender.

9. Question: What is understood by 'delivery on DAP terms' for Belarusian companies?

Answer: The delivery on DAP terms for Belarusian companies means delivery as per DAP Incoterms 2010 less customs formalities. The Purchaser shall carry out all customs formalities for the import of the goods.

10. Question: Is it necessary to complete the forms of the ITB No.BLR/1132/2012 document marked as "Not applicable"?

Answer: It is not required to complete and submit with the bid the forms under Sections 8, 9, 10 of ITB No.BLR/1132/2012 marked as "Not applicable" (Sections 8, 9, 10 are also marked as 'not required' in Section 1 Letter of Invitation of the aforementioned ITB document).

11. Question: Has a Bidder proposing to deliver goods for a shorter period of time than indicated in ITB No.BLR/1132/2012 any advantage probably in the form of additional points gained during evaluation of bids?

Answer: A Bidder proposing to deliver goods for a shorter period of time than the period indicated in ITB No.BLR/1132/2012 has no advantage over any other Bidder proposing to deliver within the timeframe as specified in the ITB document and no points are awarded during evaluation of bids since scoring method is not used in evaluation of bids.

11. Question: What signed document serves as a condition for release of payment for the delivered goods?

Answer: The certificate of acceptance of goods issued by the Purchaser based on full compliance with ITB and Purchase Order requirements serves as a condition for release of payment.

12. Clarification by the Purchaser: Item 11 of Technical Specification of Section 3a and item 2.1 of Section 6 of ITB No.BLR/1132/2012 are amended to read as follows:

"Color: Bright red, yellow, green, orange or any other bright color".