

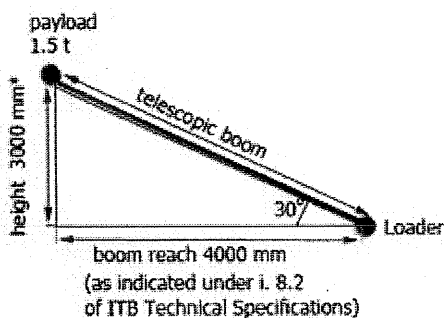
**RESPONSES TO THE REQUESTS FOR CLARIFICATIONS RECEIVED FROM THE POTENTIAL
BIDDERS UNDER ITB No.BLR/1132/2012.**

1. **Question:** What shall be the maximum forward reach of the loader (reach in horizontal level of the boom, distance "A" in the picture)? And what shall be the payload of the loader at maximum forward reach of the boom?

Answer: Maximum forward reach of the loader in horizontal level of the boom and the payload of the loader at maximum forward reach of the boom are not specified in the Technical Specifications of ITB No.BLR/1132/2012 Section 3a.

The requirements to the boom reach and the lifting capacity of the loader as specified in the Technical Specifications of ITB No.BLR/1132/2012 and further detailed in the Minutes of Pre-Bid Conference under ITB No.BLR/1132/2012 are as follows:

The lifting capacity of the loader at the height of 3000mm up to the bucket bottom edge shall be not less than 1,5t (item 8.3 of ITB Technical Specifications) of net weight of waste in the bucket at the beam (boom) reach of not less than 4000mm (item 8.2 of ITB Technical Specifications) and lifting angle not less than 30 angle degrees. The beam (boom) reach means the distance from the loader axis to the load axis in horizontal plane.



* - as indicated under i.8.3
of ITB No.BLR/1132/2012
Section 3a Technical Specifications

2. **Question:** Could you please clarify us the DAP (Incoterms 2010) terms? Who will do the custom works?

Answer: The export customs formalities (export customs clearance of goods) in accordance with DAP terms of delivery and ITB No.BLR/1132/2012 requirements are to be done by the Supplier and import customs formalities (customs clearance in Belarus) are to be done by the Purchaser.

Also please find clarifications on the customs clearance of goods in the Minutes of the Pre-bid Conference under the said ITB.

3. **Question :** Could you please inform whether Grodno and Hrodna are same regions?

Answer: Grodno and Hrodna mean the same city and Grodno Region and Hrodna Region mean the same region in Belarus (one of six regions of the Republic of Belarus). Hrodna is a transliteration from Belarusian language, and Grodno – from Russian language, both languages are official languages of the Republic of Belarus.

4. **Question:** Could you please inform us about what price we must offer you? (CIP,DAP or etc?)

Answer: The Terms of Delivery are indicated in the ITB No.BLR/1132/2012 Section 3b (Related Services), line "Delivery Term": DAP Mosty, Grodno Region, Republic of Belarus – One (1) telescopic wheel loader with attachments; DAP Kobrin, Brest Region, Republic of Belarus – One (1) telescopic wheel loader with attachments. Therefore the bid grand total price shall be

based on DAP (Incoterms 2010) terms and places (Mosty, Kobrin) as specified in the ITB document.

5. **Question:** Could you please inform us whether we must submit the Manufacturer's Authorization. Because I couldn't find the form.
Answer: The Manufacturer's Authorization can be submitted in any form (please find attached a sample form of the Manufacturer's Authorization for your reference, which can be modified, revised and amended as convenient for you to demonstrate that a manufacturer of goods authorizes a bidder to act as an Agent on behalf of Manufacturer).
6. **Question:** Technical specifications Clause 8.2 : Beam reach, mm : Not less then 4000. Could you please clarify and/or detail this requirements? What does beam reach mean?
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".
7. **Question:** Please inform us about eligible countries. Is this tender open for all countries?
Answer: The tender is open for all countries and for all eligible bidders as specified in the ITB No.BLR/1132/2012 document.
8. **Question:** Section 5 Bidder information form: What is meant by "Country of operation"?
Answer: "Country of operation" means a country where a Bidder has its business.
9. **Question:** Section 6 Technical Bid Form
1.1. In what form and where Brief description of bidder as an Entity should be made?
1.2. Financial capacity - is it enough income statement and balance sheet or what else should we describe.
1.3. Track record and experiences- shall we list contracts which are related with our company experience in supply and delivery of similar equipment (loaders) within the last 3 years?
Answer: 1.1. The brief description of a bidder as an entity should be made just below item 1.1. in any form at the choice of a bidder.
1.2. Latest Audited Financial Statement (Income Statement and Balance Sheet) including Auditor's Report for the past 2 years are required to be submitted as part of the bid (DS No.26 of Instructions to Bidders Data Sheet).
1.3. It is required to list contracts which are related to you company experience in supply and delivery of similar equipment (loaders) within the last 3 years.
10. **Question:** Section 2 Scope of Supply, Technical Specs Supporting documents - which of these docs should be obligatory annexed and in what form?
Answer: The documents may be in any form (also please refer to item 2.5 of section 2) in English, Russian or Belarusian language. The volume and list of documents depends on the make/model and shall be identified by a bidder.
11. **Question 4.** As far as I understood under "Certificate of registration" you mean "Свидетельство о регистрации" and what about "Articles of Incorporation" - is it "Устав"? Should we enclose Articles of Incorporation completely or it is possible to annex 1st and the last pages as we usually do for tenders. Should these docs be translated into English?
Answer: Yes, "certificate of registration" is «Свидетельство о регистрации» and "Articles of Incorporation" is «Устав». You can annex 1st and the last pages translated into English, however if the complete set of Articles of Incorporation be required at the evaluation stage, it can be requested from you.

12. **Question:** Submission of Bid
Invitation to Bid, Section 1, Page 2 reads: "Technical bid and price schedule should be in separate sealed envelopes", Page 12, D. Submission and opening of Bid , 23. Submission, reads "these papers must be submitted together and sealed in one and the same envelope". Which of these statements is correct?
Answer: The submission of bid shall be as per subsection D (Submission and Opening of Bid) of Instruction to Bidders Section 2 requirements.
13. **Question:** If Technical bid and price schedule should be put in separate sealed envelopes which envelope should the bid submission cover letter be put?
Answer: The submission of bid shall be as per subsection D (Submission and Opening of Bid) of Instruction to Bidders Section 2 requirements.
14. **Question:** What is the required dump height?
Answer: Please refer to item 8.3 of Technical Specifications: " Lifting capacity to 3000mm, t: Not less than 1,5" and also to the Minutes of Pre-Bid Conference, Question 3: 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".
15. **Question:** Are there any limitations in geometrical parameters (length or width)?
Answer: There are no limitations in geometrical parameters of loader.
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MANUFACTURER'S AUTHORIZATION FORM

[This letter of authorization should be on the manufacturer's letterhead and should be signed by a person with the proper authority to sign documents that are binding to manufacturer]

To: UNDP Belarus
Ref: ITB No.BLR/1132/2012

WHEREAS

We *[insert complete name of Manufacturer]*, who are official manufacturers of *[insert type of goods manufactured]*, having factory(ies) at *[insert full address of Manufacturer's factory(ies)]*, do hereby authorize *[insert complete name of Bidder]* to submit a bid the purpose of which is to provide the following goods manufactured by us *[insert name and brief description of goods]* under ITB No.BLR/-1132/2012, and to subsequently negotiate and sign the Contract.

We hereby extent our full guarantee and warranty with respect to the Goods offered by the above firm under ITB No.BLR/1132/2012.

Signed: *[insert signature of authorized representative of the Manufacturer]*

Name: *[insert complete name of authorized representative of the Manufacturer]*

Title: *[insert title of authorized representative of the Manufacturer]*

Dated on _____-day of _____, _____ *[insert date of signing]*
