

August 11, 2016

**Tender No. 027/16 (the "Tender")**  
**Pre-Qualification Stage + Invitation to Submit Bids**  
**for the purchase of 63 Kilometers of 12" pipes**

**Clarification #3**

The following is a response to clarification requests received until August 4<sup>th</sup>, 2017 with relation of the Tender. This document forms an integral part of the Tender Documents.

Capitalized terms shall have the meaning ascribed to them in the Tender Documents.

1. **Pre-Qualification Stage + Invitation to Submit Bids Document:**

1.1 **Section 6.1.1:**

Q: What should be the extent of the Goods' Manufacturer's and the entity performing the Goods' coating signature?

A: An authorized signatory of both said entities should sign each page of the Technical Specifications Appendix. Any alteration or qualification to the Technical Specifications made by the Applicant/Bidder, may lead to the Application's/Bid's disqualification.

1.2 **Section 6.1.3:**

The Company hereby adds an alternative form for demonstrating Applicants' compliance with this pre-condition.

The relevant part of Section 6.1.3 shall be amended as follows:

In order to demonstrate the Applicant's compliance with this condition it will fill out Form 6.1.3 of Appendix B of the Tender Documents or, alternatively, form 6.1.3 b of Appendix B of the Tender Documents.

Form 6.1.3 b is attached herewith as Appendix A to this document.

1.3 **Section 6.1.3**

Q: Please amend this Pre-Condition by way of omitting the requirement regarding supply of pipes to the oil and/or gas and/or petrochemical industries, so that the Applicant's supply of pipes (to any kind of industry), in the financial extent and the timeline specified therein shall suffice.

A: The Company rejects this request.



1.4 **Section 6.1.5**

The Company amends this Pre-Condition as follows:

6.1.5 (1) Average net profit of the Applicant for the three years ending December 31, 2013, 2014 and 2015, as presented in its audited profit and loss statements, was at least \$2 million or €1.8 million, **OR** (2) Average operating profit [net profit before taxes, financing income (expenses) and other income (expenses)] of the Applicant for the three years ending December 31, 2013, 2014 and 2015, as presented in its audited profit and loss statements, was at least \$2.5 million or €2.2 million.

2. **Appendix C - Technical Specifications:**

2.1 Q: Is ERW/HFI production method is accepted?  
A: No, only seamless.

2.2 **Section 6.7:**  
Q: Are certificates according to EN10204-3.1 sufficient?  
A: No, only certificates according to EN-10204-3.2 shall be considered as complying with the Technical Specifications.

2.3 **General:**  
Attached as Appendix B to this document a new and amended version of Appendix C – Technical Specifications. **THE ATTACHED VERSION REPLACES THE FORMER APPENDIX C**, published on June 29, 2016 (together with the Tender Documents) and any reference to Appendix C in the Tender Documents shall relate to the attached amended Appendix.  
For Applicants' convenience, attached herewith, as Appendix B2 to this document, a list specifying the Sections that were amended/deleted in the previous version.

3. **General terms:**

3.1 Q: Please extend the timeline for supply of the Goods or a part thereof.  
A: The Goods are required for a top-urgent project, and therefore no extension shall be made in the deadline for supplying the entire Goods.

3.2 Q: Is an Applicant that wishes to include two alternative manufacturers of the Goods in its Application, required to submit two separate Applications (herein for each manufacturer: "**Sub-Application**"), and pay participation fees for each Sub-Application in separate?  
A: No, such Applicant may submit one Application (and pay participation fees once), yet each Sub-Application must comply with all applicable pre-

conditions, including without limitation filling out Appendix I for each Sub-Application.

3.3 Q: Could the standard manufacture warranty apply, and any disputed material be handled through manufacture products' claim policy?

A: No.

Requests by prospective Applicants for additional details or amendment of Tender conditions, that are not listed above, are rejected.

Applicants must submit a signed copy of this document together with the copies of the Tender Documents submitted with the Application.

Regards,

Talmor Sela  
Purchasing Department