



Kenya Ports Authority

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PSM/CTC/1/01 (024) Vol. 1

30th October, 2018

Dear Bidders,

RE: ADDENDUM NO.1

TENDER NO. KPA/024/2018-19/PSM – FRAMEWORK CONTRACT FOR SUPPLY OF WIRE ROPES

Pursuant to clause 2.6 of the tender document, the Authority hereby issues the following addendum:-

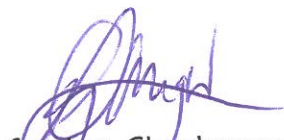
We request for clarification on the following area:-

Item No.	Query	KPA Response
1.	On Page 25, point xii; you have requested for reference letters from at least 3 clients- Most of our clients are overseas clients and this will require a little more time due to logistic and confidentiality challenges associated with sending and receiving such mail from overseas. We request an additional 21 days to facilitate this mandatory requirement	The tender submission deadline has been extended to Monday, 26 th November, 2018
2.	Bidders must provide manufacturer's letter of distribution/stockiest/supplier indicating that they will be dealing with the same products for the duration of contract (Mandatory). We request that this requirement be removed as it locks out new entrants in the market and favors existing dealers thereby denying KPA the opportunity of getting competitive bids from well and able manufactures	Bidders must provide manufacturer's letter of distribution/stockist/supplier indicating that they will be dealing with same products of the manufacturer for the duration of contact (mandatory)
4.	MARINE ENGINEERING SLIPWAY WIRE ROPES For these ropes, the tender document itemizes that one coil of each rope is the required average quantity for five years. This means per	These are estimates for guidance only. Quantities may vary during the actual contract period

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	year on average 20% of the ropes will be ordered.	
5.	<p>TERMINAL ENGINEERING WIRE ROPES For these ropes, quantities have been listed in a table. Please elaborate if these quantities are the required number of coils per year, for three years (the duration of the contract), for five years (as the specification for marine engineering slipway wire ropes) or if these quantities are the number of coils to be delivered as first order after been awarded.</p>	<p>These are estimates for guidance only. Quantities may vary during the actual contract period</p>
6.	<p>Conventional Cargo Engineering Ropes For these ropes, no quantities have been specified. Please particularize the average number of ropes required per year and for the first order to be delivered after been awarded.</p>	<p>The estimates for guidance only. Quantities may vary during the actual contract period. A Unit price quotation should be sufficient</p>
7.	<p>Bidders might provide two bids with different products and would like to understand the correct procedure. In this case, is it required to submit two separately filed technical specifications – named as option 1 and option 2 - in one envelope and two separately filed financial proposals – also named as option 1 and 2 – in the second envelope? If so, is it correct to assume that one bid bond is sufficient as only one offer can we awarded?</p>	<p>Only 1 (One) bid is acceptable. There shall be no options</p>

All other conditions the tender remain the same.

Yours faithfully,



Stephen Chepkangor
 For: Head of Procurement and Supplies
FOR: AG. MANAGING DIRECTOR