

**Procurement of a special truck  
(consisting of a trailer, semi-trailer and a semi-trailer customized construction)  
for the needs of the Centre for Promotion of Science  
Number (international bidding): 2036-22/2011**

**I QUESTIONS BY POTENTIAL BIDDERS  
AND CORRESPONDING ANSWERS**

**Question No. 1:**

“Should the Purchaser deem it necessary to amend the Bidding Documents as a result of clarification, this will be done according to the procedure under ITB Clause 8, and ITB Sub-clause 24.2.”

Is the deadline for submission of questions specified, and will every prospective bidder be able to see the questions submitted by another bidder?

**Answer No. 1:**

See Clause 7.2, Section I, Instruction to Bidders.  
See Clause 7.2, Section II, Instruction to Bidders.

**Question No. 2:**

“At any time prior to the deadline for submission of bids, the Purchaser may amend the Bidding Documents by issuing an addendum.”

In what way will we be informed about the amendment of the Bidding Documents if we do not manage to read any possible addendum to the Bidding Documents posted on your website? Since we have paid to buy the Bidding Documents, is there any way for us to be informed in writing about the addenda/amendments (e-mail, registered letter, etc.) that have been made so that we can have enough time to make changes and additions to the Bidding Documents ourselves?

**Answer No. 2:**

See Clause 8.2, Section II, Instruction to Bidders.

**Question No. 3:**

“Any addendum issued will be part of the Bidding Documents and will be posted on the **website specified in the BDS** no later than ten (10) days prior to the deadline for the submission of bids.”

Is there any possibility that you can send us every addendum (which is deemed part of the Bidding Documents) by e-mail so that we can take into account any possible addenda in a timely manner?

**Answer No. 3:**

See Clause 8.2, Section II, Instruction to Bidders.

**Question No. 4:**

“In order to give prospective Bidders reasonable time in which to take an addendum into account when preparing their bids, the Purchaser may, at her/his discretion, extend the deadline for the submission of bids, pursuant to ITB Sub-clause 24.2.”

According to the discretion right, how will we be informed about any possible extension of the deadline for the submission of bids?

**Answer No. 4:**

See Clause 8.2, Section II, Instruction to Bidders.

**5. Business revenues in the past 3 (three) years:**

**Question No. 5.1:**

“For the construction of the truck trailer – 5,000,000.00 euro (according to the middle exchange rate at the end of the report period).”

Every dealer of vehicles would have to request a report related to the business revenues from the construction of truck trailers from their relevant factory. Currently, there is NOBODY in Serbia who manufactures truck trailers, so there is a problem in obtaining evidence of business revenues. We cannot guarantee that our relevant factory will allow its data to be used for any purpose. Furthermore, production of truck trailers is one segment of the production of vehicles, and given that you are interested in the business operations of the company that will be the supplier of the vehicle, we are of opinion that it is sufficient to seek, for example, business revenues from the selling of commercial vehicles, i.e. trucks, and at the same time one should define what are the “past 3 (three) years” important for consideration: by 28 February 2012. WE WILL NOT HAVE yet made our financial reports for the previous year – 2011, so we are interested in what years (can they be 2008, 2009, 2010) to take into account?

**Answer No. 5.1:**

Evidence of the business revenues of the manufacturer of the truck trailer must be submitted.

A report on the business revenues for the past three years (2008, 2009 and 2010) is acceptable.

**Question No. 5.2:**

“For the construction of the semi-trailer – 2,000,000.00 euro (according to the middle exchange rate at the end of the report period).”

Every dealer of semi-trailers would have to request a report related to the business revenues from the construction of semi-trailers from their relevant factory. Currently, there is NOBODY in Serbia that manufactures semi-trailers, so there is a problem in obtaining evidence of the business revenues if the relevant company does not allow such information to be released, i.e. does not allow its business information to be used for any purpose (even for competing in a tender).

Based on information of the largest importer and distributor of semi-trailers in Serbia, the business strategy of the relevant factory in Germany is such that it does not take part in bidding procedures where one of the requirements is the presentation of financial revenues, especially not in bidding procedures conducted by non EU members, regardless of the number of purchased units.

**Answer No. 5.2:**

Evidence of the business revenues of the manufacturer of the semi-trailer must be submitted.

A report on the business revenues for the past three years (2008, 2009 and 2010) is acceptable.

**Question No. 5.3:**

“For the construction of the semi-trailer with customized construction – 2,000,000.00 euro (according to the middle exchange rate at the end of the report period).”

A report on business revenues in the construction of the customized construction on the semi-trailer is something that I think NOBODY in Serbia can confirm. The situation is such that in the past 3 years, we have had more than 2500 newly constructed units, and having in mind the price of the semi-trailers and authorization for any standard customized construction on the semi-trailers, most clients in Serbia decide to purchase semi-trailers with customized construction directly from a manufacturer of semi-trailers. We assume that NOBODY in Serbia has business revenues of the said value in the construction of customized structures on semi-trailers alone, because in such a case the customized structures would be unrealistically expensive for our conditions. There have been very few customized structures on semi-trailers that are of similar type to the one for which you announced the invitation to bid.

Also, we can submit to you our business report in which one part will contain information on business revenues based on the construction of customized structures

on trailers, which a semi-trailer basically is (according to the categorisation in the Law on Traffic Safety (ZOBS)).

At the same time, one should define what are the “past 3 (three) years” that are important for consideration: by 28 February 2012. WE WILL NOT HAVE yet made our financial reports for the previous year - 2011, so we are interested in what years (can they be 2008, 2009, 2010) to take into account given that the deadline for the submission of the tender documents is 23 January 2012?

**Answer No. 5.3:**

Evidence about business revenues of the manufacturer of the customized structures on semi-trailers or on customized structures on trailers must be submitted (Addendum I). A report on the business revenues for the past three years (2008, 2009 and 2010) is acceptable.

**6. Business capacity**

**Question No. 6.1:**

**On the fabrication of the truck trailer:**

“A minimum of 3 (three) contracts have been completed in the last 3 (three) years, and **10 truck trailers** have been delivered. The contracts have been successfully completed and are similar to this contract in the realized (invoiced) value given in the table. The similarity is based on physical size, complexity, methods/technology or other characteristics as described in **Section VI.**”

How should we treat and prove that a minimum of **10 truck trailers** have been delivered in the past three years, which are similar in the realized value, when the price of a vehicle itself increases with each optional component and every additional equipment. Essentially, the vehicles are similar in dimensions, but not in other characteristics, so we are interested in the manner in which you will evaluate and classify the similarity of the sold and the offered vehicles, and who is the expert who will do that? We do not know why buyers and the value of a contract are important if one knows that price change is evident with the intensification/decline of the global economic crisis as well as that additional equipment offered can drastically affect the price of a truck trailer? We can not submit the buyers’ statements.

**Answer No. 6.1:**

The Purchaser has to verify that the truck trailers have actually been delivered to the buyers listed for the past 3 years for 10 truck trailers, with the contract values.

The Purchaser has the right to verify the accuracy of the submitted data with the buyers.

**Question No. 6.2:**

**On the fabrication of the semi-trailer:**

“A minimum of 3 (three) contracts have been completed in the last 3 (three) years, and **10 semi-trailers** have been delivered. The contracts have been successfully completed and are similar to this contract in the realized (invoiced) value given in the table. The similarity is based on physical size, complexity, methods/technology or other characteristics as described in **Section VI.**”

How should we treat and prove that a minimum of **10 semi-trailers** have been delivered in the past 3 years, which are similar in the realized value and dimensions, methods/technology, when the customized structure in question can only be made on the undercarriage of the semi-trailer, for which we believe that not even one piece has been sold (on the territory of Serbia) in the past three years? Essentially, the semi-trailers are similar in dimensions and the manufacturing technology but not in other characteristics, so we are interested in the manner in which you will evaluate and classify the offered semi-trailer, and who is the expert who will do that? We can not submit the buyers' statements.

**Answer No. 6.2:**

The Purchaser has to verify that the semi-trailers have actually been delivered to the buyers listed for the last 3 years for 10 semi-trailers, with the contract values.

The Purchaser has the right to verify the accuracy of the submitted data with the buyers.

**Question No. 6.3:**

**On the fabrication of the semi-trailer with customized structure:**

“A minimum of 3 (three) contracts have been completed in the last 3 (three) years, and **10 semi-trailers with customized structure** have been delivered. The contracts have been successfully completed and are similar to this contract in the realized (invoiced) value given in the table. The similarity is based on physical size, complexity, methods/technology or other characteristics as described in **Section VI.**”

How will we treat and prove that a minimum of **10 semi-trailers with customized structure** have been delivered in the last 3 years, which are similar in the realized value and dimensions, methods/technology, when the customized structure in question can only be made on the undercarriage of the semi-trailer, and when it has been known that the dimensions, the purpose and other characteristics of such or a similar customized structure are specific to that extent that there is no buyer on the territory of Serbia that has already bought something like that? It is important to say that the price of this customized structure is extremely high, and that (unfortunately) there is no company on the territory of Serbia that can allocate funds for buying such a customized structure.

**Answer No. 6.3:**

The Purchaser has to verify that the semi-trailers with customized structures have actually been delivered to the buyers listed for the last 10 years for customized structures on semi-trailers or truck trailers, with the contract values (see Addendum 1, Item 2).

The Purchaser has the right to verify the accuracy of the submitted data with the buyers.

## **7. Personnel capacity**

### **Question No. 7.1:**

“The bidder will provide an adequate number of full-time employees and suitably qualified personnel to perform the Contract successfully:

<b>Production</b>	<b>Minimum number of employees</b>	<b>Minimum number of qualified personnel – graduated engineers in technical professions</b>
Truck trailer	30	5
Semi-trailer	20	3
Trailer with customized construction	20	3

**Documentary evidence:** A list of full-time employees. For engineers, a copy of their employment booklet and CV.”

Why is the number of employees, together with the number of engineers in technical professions, important for the fabrication of the complete vehicle with customized construction?

It is unlikely that we will manage to obtain such information from the suppliers of the vehicles and the semi-trailer because they only sell vehicles/truck trailers in Serbia (they do not fabricate them). Regarding information we should obtain, which relates to the personnel structure of the relevant factories, we think that we will not be able to provide it (since we believe that this information is not decisive and does not guarantee the successful completion of the job).

### **Answer No. 7.1:**

The Purchaser has to verify that the factory that produces truck trailers, semi-trailers and semi-trailer customized structures has the necessary number of qualified employees and engineers to perform the said jobs.

## **8. Technical capacity**

### **Question No. 8.1:**

**Production capacity:**

**“A production facility with the necessary equipment for the production of the required type or the authorization of the manufacturer (if the bidder is the importer of the equipment) for the following lots:**

- 1) Truck Trailer,
- 2) Semi-Trailer,
- 3) Trailer with customized construction.

**Documentary evidence:**

A copy of the utility permit for the facility and a list of associated equipment.  
Certificate of Authorization.”

In which sense should one provide authorization for the importers of the goods if they only service the vehicles?

**Answer No. 8.1:**

The Certificate of Authorization is issued to the importer by the manufacturer of the goods, and thereby the Purchaser verifies that it will actually get the goods from the specified manufacturer.

**Question No. 9:**

What is the deadline for the delivery of the special truck?  
You noted an 18-week term. We think that this is not possible because this is a complex matter. Can you confirm that the delivery term is extended to a minimum of 8 months?

**Answer No. 9:**

The Purchaser does not agree to extend the delivery term for the truck to a minimum of 8 months. The delivery term for the truck remains at 18 weeks.

**IIa AMENDMENTS TO THE BIDDING DOCUMENTS IN THE**

**Procurement of a special truck  
(consisting of a trailer, semi-trailer and a semi-trailer customized construction)  
for the needs of the Centre for Promotion of Science  
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**Addendum I / Annex I**

**“1. Business revenues in the past 3 (three) years:**

- For the construction of the truck trailer – 5,000,000.00 euro (according to the middle exchange rate at the end of the report period);
- For the construction of the semi-trailer – 2,000,000.00 euro (according to the middle exchange rate at the end of the report period);
- For the construction of the semi-trailer with customized construction – 2,000,000.00 euro (according to the middle exchange rate at the end of the report period).”

**Is amended as follows:**

**“1. Business revenues in the past 3 (three) years:**

- For the construction of the truck trailer – 2,000,000.00 euro (according to the middle exchange rate at the end of the report period);
- For the construction of the semi-trailer – 1,000,000.00 euro (according to the middle exchange rate at the end of the report period);
- For the construction of the semi-trailer with the customized structure or the construction of customized structure on truck trailers – 500,000.00 euro (according to the middle exchange rate at the end of the report period);

**“2. On the fabrication of the semi-trailer with customized structure:**

A minimum of 3 (three) contracts have been completed in the last 3 (three) years, and 10 semi-trailers with customized structure have been delivered. The contracts have been successfully completed and are similar to this contract in the realized (invoiced) value given in the table. The similarity is based on physical size, complexity, methods/technology or other characteristics as described in Section VI.”



**Is amended as follows:**

„2. On the fabrication of the semi-trailer with customized structure or fabrication of truck trailer with customized structure:

A minimum of 3 (three) contracts have been completed in the last 3 (three) years, and 10 semi-trailers or truck trailers with customized structure have been delivered. The contracts have been successfully completed and are similar to this contract in the realized (invoiced) value given in the table. The similarity is based on physical size, complexity, methods/technology or other characteristics as described in Section VI.”

**I Ib AMENDMENTS TO THE BIDDING DOCUMENTS IN THE**

**Procurement of a special truck  
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**Addendum II/Annex II**

**Instruction to Bidders (ITB)**

**ITB 24.1**

For the purpose of the submission of bids, the address of the Purchaser is:

Address: ***Makenzijeva 24/II***

City: ***Belgrade, 11000***

Country: ***Republic of Serbia***

Phone: ***+381 11 2400 260***

Fax Number: ***+381 11 2400 246***

E-mail address: ***sdjordjevic@cpn.rs***

The deadline for the submission of bids is:

Date: ***23 January 2012***

Time: ***12:00***

**ITB 27.1**

Opening of the bids is organized at the:

***Above address***

Date: ***23 January 2012***

Time: ***13:00***

**IS AMENDED AS FOLLOWS:**

**Instruction to Bidders (ITB)**

**ITB 24.1**

For the purpose of the submission of bids, the address of the Purchaser is:

Address: ***Makenzijeva 24/II***

City: ***Belgrade, 11000***

Country: ***Republic of Serbia***

Phone: ***+381 11 2400 260***

Fax Number: ***+381 11 2400 246***

E-mail address: ***sdjordjevic@cpn.rs***

The deadline for the submission of bids is:

Date: **10 February 2012**

Time: **12:00**

**ITB 27.1**

Opening of the bids is organized at the:  
***Above address***

Date: **10 February 2012**

Time: **13:00**