

# **PREQUALIFICATION DOCUMENTS**

## **PACKAGE B : PROCUREMENT OF CARGO HANDLING EQUIPMENT**

**LA UNION PORT DEVELOPMENT PROJECT  
 PACKAGE B: PROCUREMENT OF CARO HANDLING EQUIPMENT**

**PREQUALIFICATION DOCUMENTS**

CONTENTS

	<u>Page</u>
SECTION 1	DEFINITIONS AND ABBREVIATIONS----- 1-1
SECTION 2	INVITATION FOR PREQUALIFICATION----- 2-1
SECTION 3	INSTRUCTIONS TO APPLICANTS
3.1	Scope of Bid ----- 3-1
3.2	Submission of Letter of Intent ----- 3-3
3.3	Completion, Initialing and Signing--- 3-3
3.4	Submission of Applications--- 3-3
3.5	Eligible Bidders ----- 3-5
3.6	Minimum Prequalification Requirements - 3-5
3.7	Joint Ventures ----- 3-7
3.8	Subcontractors----- 3-9
3.9	Conflict of Interest ----- 3-9
3.10	Updating Prequalification Information ----- 3-9
3.11	General ----- 3-9
SECTION 4	EVALUATION PROCEDURES
4.1	General ----- 4-1
4.2	Objectives of Evaluation ----- 4-1
4.3	Basis of Evaluation ----- 4-1
4.4	Particulars ----- 4-2
SECTION 5	PROJECT INFORMATION
5.1	General Information ----- 5-1
5.2	Geological Conditions and Maritime Conditions of the Project Site- 5-1
5.3	Scope of Works----- 5-1
SECTION 6	APPLICATIONS FORMS
	Form No. 1: Letter of Intent to Apply for Prequalification----- 6-1
	Form No. 2: Letter of Application----- 6-2
	Attachment 2-1: Power of Attorney ----- 6-6
	Form No. 3: General Information ----- 6-7
	Attachment 3-1: Certified Copy of Registration of the Firm ----- 6-9
	Form No. 4: Joint Venture Summary ----- 6-10
	Form 4a: Joint Venture Agreement ----- 6-11
	Form 4b: Details of Subcontracts ----- 6-11
	Attachment 4a-1: Power of Attorney ----- 6-13
	Form 4b-1: Details of Subcontractors/Suppliers----- 6-14
	Form No. 5: Annual Turnover ----- 6-15
	Attachment 5-1: Copy of Evidence of Annual Turnover ----- 6-16

Form No. 6: Contracts of Similar Nature and Complexity -----	6-17
Form No. 6a: Details of Contracts of Similar Nature and Complexity -----	6-18
Attachment 6a-1: Copy of Evidence of Works Completed or in Progress -----	6-20
Form No. 7: Personnel Capabilities -----	6-21
Form No. 7a: Candidate Summary -----	6-22
Form No. 8: Plant Capabilities -----	6-23
Attachment 8-1: Maintenance Service/Spare Parts-----	6-24
Attachment 8-2: Quality/Safety Assurance Program-----	6-25
Form No. 9: Financial Capability -----	6-26
Attachment 9-1: Certified Audited Financial Statement of the Last Five Financial Years-----	6-28
Attachment 9-2: Certified Balance Sheet-----	6-29
Attachment 9-3: Bank Reference Letters (Credit Lines) -----	6-30
Form No. 10: Litigation History-----	6-31
Attachment 10-1: Contract Default History -----	6-32

#### DRAWINGS

- : Project Location
- : General Layout Plan
- : Typical Cross Section of Container Berth
- : Package B – Quayside Gantry Crane

## **SECTION 1**

### **DEFINITIONS AND ABBREVIATIONS**

## SECTION 1 DEFINITIONS AND ABBREVIATIONS

The following words, expressions and abbreviations shall have the meaning assigned to them as indicated, except where the context otherwise requires:

Purchaser	:	The COMISION EJECUTIVA PORTUARIA AUTONOMA (CEPA)
Fund	:	Japan Bank for International Cooperation (JBIC)
Engineer	:	Nippon Koei Co., Ltd. & Associates
Project	:	La Unión Port Development Project
Works	:	Design, manufacture, delivery and/or installation of Cargo Handling Equipment under Contract Package B of the Project
Applicant	:	The firm, partnership or company wishing to be pre-qualified for bidding, independently or as a leading firm in a consortium or as a joint venture partner.
Bid	:	The bid for execution of the Works.
Applicant	:	The Applicant qualified by the Employer to participate in the Bid.
Letter of Acceptance	:	The formal acceptance by the Employer of the Bid.
Contractor	:	The firm, consortium or joint venture whose Bid has been accepted by the Employer.
Contract	:	The contract signed between the Employer and the Contractor for execution of the Works.
Contract Price	:	The sum stated in the Letter of Acceptance as payable to the Contractor for the execution and completion of the Works and the remedying of any defects therein in accordance with the provisions of the Contract.
Commencement Date	:	The date upon which the Contractor receives the notice to commence issued by the Engineer, after the Contract signing.

**SECTION 2**  
**INVITATION FOR PREQUALIFICATION**

## SECTION 2. INVITATION FOR PREQUALIFICATION

- 2.1** The Government of the Republic of El Salvador, hereinafter referred to as "GOES", has received an ODA Loan from the Japan Bank for International Cooperation, hereinafter referred to as "JBIC", toward the cost of La Unión Port Development Project, hereinafter referred to as "the Project", through the Loan Agreement No. ES-P5 signed on October 25, 2001, and intends to apply the proceeds of the loan to payments under the Contract for which this Invitation for Prequalification is issued. Disbursement of the ODA Loan by JBIC will be subject, in all respects, to the terms and conditions of the Loan Agreement, including the disbursement procedures and the 'Guidelines for Procurement under JBIC ODA Loans'. No party other than GOES shall derive any rights from the Loan Agreement or have any claim to Loan proceeds. The above Loan Agreement will cover only a part of the project cost. As for the remaining portion, GOES will take appropriate measures for financing.
- 2.2** JBIC requires that bidders and contractors, as well as GOES, under contracts funded with JBIC ODA Loans and other Japanese ODA, observe the highest standard of ethics during the procurement and execution of such contracts. In pursuance of this policy, JBIC
- (a) will reject a proposal for award if it determines that the bidder recommended for award has engaged in corrupt or fraudulent practices in competing for the contract in question;
  - (b) will recognize a contractor as ineligible, for a period determined by JBIC, to be awarded a contract funded with JBIC ODA Loans, if it at any times determines that the contractor has engaged in corrupt or fraudulent practices in competing for, or in executing, another contract funded with JBIC ODA Loans or other Japanese ODA.
- 2.3** The Comisión Ejecutiva Portuaria Autónoma (CEPA), hereinafter referred to as "the Purchaser", intends to prequalify bidders for the supply and delivery of Cargo Handling Equipment under Package B, hereinafter referred to as "the Works", for the Project.
- The Works consist of the following:
- Design, manufacture, delivery to the site, erection, test and commissioning of two (2) units of rope trolley type, rail mounted, single lifting, gantry traveling quayside container crane for Panamax type ships, with all equipment, parts and tools; and

- Training of the Purchaser's personnel on the operation and maintenance of the above-mentioned container cranes.

2.4 It is expected that the Invitation to Bid will be issued in ... .., 200..

2.5 Prequalification is open to firms and voluntarily formed joint ventures from all countries and areas who possess the experience and capability specified in the Prequalification Documents to execute and complete the whole of the Works.

2.6 Applicants may obtain the Prequalification Documents for a non-refundable fee of US\$ 500 between ... .., 200.. and ... .., 200.. during normal office hours at the following address:

Unidad de Adquisición y Contrataciones Institucional (UACI)  
Comisión Ejecutiva Portuaria Autónoma (CEPA)  
Edificio Torre Roble, 5th Floor  
Boulevard de Los Héroes, San Salvador, El Salvador

2.7 To be prequalified, Applicants shall meet the following minimum requirements:

- (a) The average annual turnover (defined as billing for work in progress plus the value of all work completed) of the Applicant (or the joint venture) as Prime Contractor over the last five (5) years (1998 to 2002) must not be less than US\$ 40 million.
- (b) The Applicant (or the lead partner of the joint venture) must have experience as prime manufacturer in the successful manufacture and delivery of container cranes for Panamax type container ships regularly, on an average of 15 units or more for every 5 years for the last 15 years (1988 to 2002).
- (c) The Applicant (or the lead partner of the joint venture) must have at least 10 years of experience in designing container cranes for Panamax ships, and has successfully manufactured and delivered on average 10 units or more of such cranes for every 5 years in the said period of 10 years.
- (d) The Applicant (or the lead partner of the joint venture) must have experience as prime manufacturer in the successful manufacture and delivery of at least ten (10) units of container crane for Panamax type container ships to at least five (5) countries outside his home country, within the last 10 years (1993 to 2002).
- (e) The total share of work to be undertaken by subcontractor(s), if any, shall be less than 25% of the contract amount.



**2.8** Applicants who have purchased the Prequalification Documents, and who intend to apply for Prequalification as a Single Contractor or Lead Partner of Joint Venture, must officially confirm in writing or by fax to the President of the Comisión Ejecutiva Portuaria Autónoma (CEPA) at the address indicated in Item 6 above, of their intention to submit an Application for Prequalification, in the Form No.1 provided in the Prequalification Documents, no later than two (2) weeks before the closing date for the Prequalification Application.

**2.9** Submissions of Applications for Prequalification must be received in sealed envelopes, either delivered by hand or by registered mail to:

Unidad de Adquisición y Contrataciones Institucional (UACI)  
Comisión Ejecutiva Portuaria Autónoma (CEPA)  
Edificio Torre Roble, 5th Floor  
Boulevard de Los Héroes, San Salvador, El Salvador

not later than 14:00 hour (El Salvador Standard Time) on ... .., 200.. (45 days) and be clearly marked "Application for Prequalification for La Unión Port Development Project, Package B: Procurement of Cargo Handling Equipment" And "Name of Applicant".

**2.10** Applications submitted after the time and data specified in Item 2.9 above will be rejected.

**2.11** The Prequalification Applications submitted by the Applicants will be evaluated using a Pass/Fail system and scoring system as stated in Section of Evaluation procedures. Applicants will be advised, in due course, of the results of their applications. Only firms and joint ventures prequalified under this procedure will be invited to bid.

**SECTION 3**

**INSTRUCTIONS TO APPLICANTS**

### SECTION 3 INSTRUCTIONS TO APPLICANTS

**Name of Project:** La Unión Port Development Project  
**Name of Package:** Package B : Procurement of Cargo Handling Equipment  
**Name of Purchaser:** COMISION EJECUTIVA PORTUARIA AUTONOMA (CEPA)

Date \_\_\_\_\_, 2002

#### 3.1 Scope of Bid

3.1.1 The Comisión Ejecutiva Portuaria Autónoma (CEPA), the executing agency of the Government of the Republic of El Salvador, hereinafter referred to as "the Purchaser", has received an ODA Loan from the Japan Bank for International Cooperation (JBIC), toward the cost of La Unión Port Development Project, hereinafter referred to as "the Project", through the Loan Agreement No. ES-P5 signed on October 25, 2001, and intends to apply the proceeds of this loan to payments under the Contract for which this Invitation for Prequalification is issued. Disbursement of the ODA Loan by JBIC will be subject in all respects to the terms and conditions of the Loan Agreement, including the disbursement procedures and the "Guidelines for Procurement under JBIC ODA Loans." No party other than the Government of the Republic of El Salvador shall derive any right from the Loan Agreement or have any right to the loan proceeds. The above Loan Agreement will cover only a part of the project cost. As for the remaining portion, the Government of the Republic of El Salvador will take appropriate measures for financing.

3.1.2 JBIC requires that bidders and contractors, as well as the Government of the Republic of El Salvador, under contracts funded with JBIC ODA Loans and other Japanese ODA, observe the highest standard of ethics during the procurement and execution of such contracts. In pursuance of this policy, JBIC:

- (a) will reject a proposal for award if it determines that the bidder recommended for award has engaged in corrupt or fraudulent practices in competing for the contract in question;
- (b) will recognize a contractor as ineligible, for a period determined by JBIC, to be awarded a contract funded with JBIC ODA Loans if it at any times determines that the contractor has engaged in corrupt or fraudulent practices in competing for, or in executing, another contract funded with JBIC ODA Loans or other Japanese ODA.

3.1.3 The Project works are divided into three (3) contract packages as follows:

- Package A : Civil and Building Works;
- Package B : Procurement of Cargo Handling Equipment;

- Package C :Procurement of Floating Equipment

The project site is located in La Unión City, about 185 km east of the capital city of San Salvador.

The Purchaser hereby intends to prequalify manufacturers/suppliers for the works under Package B, hereinafter referred to as “the Works”, which consist of the following:

- Design, manufacture, delivery to the site, erection, test and commissioning of two (2) units of rope trolley type, rail mounted, single lifting, gantry traveling 50-ton quayside container crane, with all equipment, parts and tools; and
- Training of the Purchaser’s personnel on the operation and maintenance of the above-mentioned container cranes.

It is expected that the Invitation to Bid for Package B will be issued in ... .. 200..

- 3.1.4 Prequalification is open to firms and voluntarily formed joint ventures from all countries and areas who possess the experience and capability specified herein to execute and complete the whole of the Works.
- 3.1.5 General information on the climate, oceanography, topography, project information, expected construction period, and other relevant data are included in the Appendix hereto. The Contract will be made on the unit price basis. The Bidding Documents will follow the Sample Bidding Documents under JBIC ODA Loans, the FIDIC Conditions of Contract for Electrical and Mechanical Works as well as, where applicable, the “Law of Procurement and Contracts of the Public Administration” (Ley de Adquisiciones Y Contrataciones de la Administracion Publica) of the Republic of El Salvador.

### 3.2 Submission of Applications

- 3.2.1 Applications for prequalification must be submitted in sealed envelopes clearly marked “Application for Prequalification for La Unión Port Development Project (ES-P5), Package B: Procurement of Cargo Handling Equipment”, and delivered either by hand, courier or by registered mail to the following address:

Unidad de Adquisiciones y Contrataciones Institucional (UACI)  
Comisión Ejecutiva Portuaria Autónoma (CEPA)  
Edificio Torre Roble, 5th Floor  
Boulevard de Los Héroes  
San Salvador, El Salvador

not later than 17:00 hour (El Salvador Standard Time) on ... .., 200.... Any application without prior submission of the Letter of Intent to apply for Prequalification will not be accepted by CEPA.

- 3.2.2 Potential Applicants, who have purchased and studied the Prequalification Documents and intend to apply for the Prequalification as an independent Applicant or Lead Partner in the case of a Joint Venture, shall confirm in writing to CEPA whether they

intend to submit an Application for Prequalification, using the Form provided in Section 3 (Form No. 1). This form shall be reproduced on the Applicant's Letterhead and shall be submitted to CEPA as early as possible, but in any event not later than two (2) weeks before the closing date for Prequalification Application.

3.2.3 If any Application Form or any part of an Application Form does not apply to the Applicant, then the Applicant shall write "not applicable" stating the reason on the relevant Form or part, and initial the page.

3.2.4 All pages of the Application, including all forms, added pages and insertions shall be initialed at the bottom by the Applicant's official representative. Evidence of the appointment and authorization shall be attached to the Letter of Application (Form No. 2).

It shall comprise the Power of Attorney from the Applicant, appointing and authorizing the named person to act as his representative and notarization by an official Public Notary evidencing the signature and capacity of the person issuing the Power of Attorney.

3.2.5 Applicants shall submit six (6) sets of their Application, comprising one (1) original and five (5) copies. Each set shall be clearly marked **ORIGINAL** or **COPY** as appropriate. The original shall take precedence in the case of any discrepancy. All sets shall be put in one envelope or package.

The name and mailing address of the Applicant shall be clearly marked on the envelope or package.

3.2.6 All the information requested for prequalification shall be submitted in the English language.

Where information is provided in another language, it shall be accompanied by a translation into English language, which will prevail and will be used for interpreting the information.

3.2.7 All documents issued in foreign countries and that will become a part of Applications shall be legalized through one of the following processes:

- (a) The "APOSTILLE" process established by the Pact No. 12 "Pact Abolishing the Requirements of Legalization for Foreign Public Documents" dated October 5, 1961 in The Hague Conventions on Private International Law.
- (b) The process established by Article 261 of the Code of Civil Procedures of the Republic of El Salvador which requires that:
  - (i) the documents shall be authenticated by the representative of the Diplomatic Mission or Consulate Office of the Republic of El Salvador in the country where they are issued; and
  - (ii) the documents shall be signed by the Ministry of Foreign Affairs of the country where they are issued and shall be authenticated by the representative of the Ministry of Foreign Affairs of the Republic of El Salvador.

- (c) In the case the documents are issued in the countries that are not listed as Members of The Hague Convention on Private International Law (as described in case (a) above), or where there is no Diplomatic Mission or Consulate Office of the Republic of El Salvador (as described in case (b) above), the documents then shall be legalized by a Diplomatic Mission or Consulate Office of the Republic of El Salvador in a nearest country.

3.2.8 Failure to provide information that is essential to evaluate the Applicant's qualifications or failure to provide timely clarification or substantiation of the information supplied, may result in disqualification of the Applicant.

### 3.3 Eligible Bidders

Prequalification is open to firms and voluntarily formed joint ventures from all countries and areas who possess the experience and capability required herein to execute and complete the whole of the Works.

### 3.4 Minimum Prequalification Requirements

3.4.1 Prequalification will be based on meeting all the minimum requirements stated in Sub-Items 3.4.2 to 3.4.8 below regarding the Applicant's general and particular experience, personnel and equipment capabilities, financial position and litigation, as demonstrated by the Applicant's responses in the Application Forms.

The Purchaser reserves the right to waive minor deviations if they do not materially affect the capability of an applicant to perform the Contract.

#### 3.4.2 General Experience (Form No. 5)

The Applicant shall meet the following minimum criteria:

The average annual turnover of supply and erection works for plant and equipment (defined as billing for works in progress plus the value of all works completed) of the Applicant (or a joint venture) over the last five (5) years (1998 to 2002) must not be less than US\$ 30 million.

#### 3.4.3 Particular Experience (Forms No. 6 and 6a)

The Applicant is required to demonstrate in addition to the general experience requirement, that the following specific criteria are satisfied:

(a) The Applicant (or the lead partner of the joint venture) must have experience as prime manufacturer in the successful manufacture and delivery of container cranes for Panamax type container ships regularly, on an average of 10 units or more for every 5 years for the last 15 years (1988 to 2002).

(b) The Applicant (or the lead partner of the joint venture) must have at least 10 years of experience in designing container cranes for Panamax ships, and has successfully manufactured and delivered on average 7 units or more of such cranes for every 5 years in the said period of 10 years.

(c) The Applicant (or the lead partner of the joint venture) must have experience as prime manufacturer in the successful manufacture and delivery of at least ten (10) units

of container crane for Panamax type container ships to at least five (5) countries outside his home country, within the last 10 years (1993 to 2002).

(d) The total share of work to be undertaken by subcontractor(s), if any, shall be less than 25% of the contract amount.

#### 3.4.4 Personnel Capabilities (Forms No. 7 and 7a)

The Applicant must have suitably qualified personnel to fill the following positions. In the Forms No. 7, the Applicant shall supply information on the candidate for each position who shall meet the minimum experience requirements specified below:

	Position	Total Experience	Holding Similar Position
1.	Project Manager	> 15 years	> 5 years
2.	QA/QC Engineer	> 12 years	> 4 years
3.	Structural Engineer	> 8 years	
4.	Crane Assembling Engineer	> 8 years	
5.	Mechanical Engineer	> 8 years	
6.	Electrical Engineer	> 8 years	

#### 3.4.5 Financial Position (Form No. 9)

The Applicant shall demonstrate that he has access to, or has available, liquid assets, unencumbered real assets, lines of credit, and other financial means sufficient to meet the cash flow requirement for a period of 20 months during the duration of the Contract (Application Form No. 9 and Attachments 9-1, 9-2 and 9-3), estimated at US\$ 15 million, net of the Applicant's commitments for other contracts.

In the case of a joint venture, the financial means of all partners will be combined and the sum shall not be less than US\$ 20 million.

3.4.6 The audited financial statements for the last 5 years (1998 – 2002) shall be submitted and must demonstrate the soundness of the Applicant's financial position, showing long-term profitability. Where necessary, the Purchaser will make inquiries with the Applicant's bankers.

#### 3.4.7 Litigation History (Form No. 10)

The Applicant shall provide accurate information, to be adequately evidenced, on any litigation or arbitration resulting from contracts completed or under execution over the last five (5) years. A consistent history of awards against the Applicant or any partner of a joint venture may result in the rejection of the application.

It should be noted that any Applicant or partner who was in a previous joint venture where another partner was under the litigation case as mentioned above, even individually, will not be considered for prequalification.

### 3.5 Joint Ventures

3.5.1 Joint ventures must comply with the following requirements:

- (a) Minimum qualification requirements:
  - (i) The lead partner shall meet not less than forty percent (40%) of all the qualifying criteria given in Sub-Items 3.4.2 and 3.4.5 above and one hundred percent (100%) of the criteria given in Sub-Items 3.4.3 (a), (b) and (c) above.
  - (ii) Each of the other partners shall meet individually not less than twenty five (25%) percent of all the qualifying criteria given in Sub-Items 3.4.2 and 3.4.5 above.
  - (iii) The joint venture must satisfy collectively the criteria given in Sub-Items 3.4.3 (d), and 3.4.5, for which purpose the relevant figures for each of the partners shall be added together to arrive at the joint venture's total capacity. The joint venture has to fulfill the required annual turnover (P/Q Documents 3.4.3) and the required of Financial Position (P/Q documents 3.4.5) as a whole. Individual members must each satisfy the requirement of Sub-Items 3.4.6 and 3.4.7 above.
- (b) Applicants are advised that Joint Ventures comprising four (4) or more partners are not anticipated.

The formation of a joint venture after prequalification, and any change in a prequalified joint venture, will be subject to written approval of the Purchaser prior to the deadline for submission of bids. Such approval may be denied if:

- (i) partners withdraw from a joint venture and the remaining partners do not meet the qualifying requirements;
  - (ii) the new partners to a joint venture are not qualified, individually or as another joint venture; or
  - (iii) in the opinion of the Purchaser, a substantial reduction in competition may result.
- (c) Any bid shall be signed so as to legally bind all partners, jointly and severally and be submitted with a copy of the Joint Venture Agreement, using the Application Forms No. 4 and 4a, providing the joint and several liabilities with respect to the Contract.

3.5.2 The prequalification of a joint venture does not necessarily prequalify any of its partners individually or as a partner in any other joint venture or association. In the case of dissolution of a joint venture, each one of the constituent firms may prequalify if it meets all of the prequalification requirements, subject to written approval of the Purchaser.

### 3.6 Subcontractors

3.6.1 When specialist subcontractors/suppliers are used by an Applicant for execution of part of the proposed Works, e.g., design, manufacture and erection of the plant and/or supply of spare parts, the Applicant shall clearly indicate such use in his application.



The subcontractors/suppliers and their inputs shall be described in Application Form No. 4b as well as in other documents where information about Subcontractors/Suppliers are requested. Applicants' attention is drawn to Sub-Item 3.4.3 (d) about the limitation of work share of subcontractors.

### **3.7 Conflict of Interest**

The Applicant (including all members of a joint venture) shall not be associated, nor have been associated in the past, with the consultant or any other entity that has prepared the design, specifications, and other Prequalification and Bidding Documents for the Project, or with an entity that was proposed as Engineer for the Contract. Any such association may result in the disqualification of the Applicant.

### **3.8 Updating Prequalification Information**

Bidders will be required in the bidding process to update the vital information submitted at the time of prequalification to demonstrate their continued compliance with the qualification criteria. A bid shall be rejected if the Applicant's qualification thresholds are no longer met at the time of bidding.

### **3.9 General**

3.9.1 If an Applicant is uncertain as to the true meaning of any clause of the Prequalification Documents, he can request the Purchaser to provide clarifications. Such request shall be addressed to the Purchaser at the address indicated in Item 3.2 not later than 17:00 hour (El Salvador Standard Time) on ....., 200...

All interpretations and/or modifications of the Prequalification Documents by the Purchaser shall be made only by means of addenda issued to each Applicant, who shall acknowledge receipt thereof. Addenda will be issued not later than ... .., 200...

3.9.2 Applicants will not be allowed to make any change or correction to their applications after submission at the deadline specified in Sub-Clause 3.2.1. If the Purchaser finds any doubtful points in an application, he may request the Applicant in writing to provide sufficient clarification. Such request for clarification and the formal response thereto shall be solely for the purpose of prequalification evaluation, and shall not in any way modify the substance of the original application.

3.9.3 Only firms and joint ventures that have been prequalified under this procedure will be considered for the other steps of the bidding process. A qualified firm or a member of a qualified joint venture may participate in only one bid for the Contract. If a firm submits more than one bid, singly or in joint venture, all bids including that party will be rejected. This rule may not apply in respect of bids that include specialist Subcontractors who are used by more than one bidder.

3.9.4 Bidders will be required to provide a bid security in the form of a guarantee or bond from a reputable bank who has corresponding bank in El Salvador, or a bonding or insurance company who has a branch office in El Salvador for an amount of US\$ 350,000. The successful bidder will be required to provide a performance security and other guarantees as indicated in the Bidding Documents.

3.9.5 The Purchaser reserves the right to

- (a) amend the scope and value of the Contract to be bid, in which event the Contract will only be bid among those prequalified bidders who meet the requirements of the Contract as amended;
- (b) reject or accept any application; and
- (c) cancel the prequalification process and reject all applications.

The Purchaser shall neither be liable for any such actions nor be under any obligation to inform the Applicant of the grounds for them.

- 3.9.6 Applicants will be advised by the Purchaser in writing by facsimile within 90 days of the deadline for submission of applications as mentioned in Sub-Item 3.2.1 above, of the result of their application, and of the names of the prequalified applicants, without being assigned any reason for the Purchaser's decision.

## **SECTION 4**

# **EVALUATION PROCEDURES**

## SECTION 4 EVALUATION PROCEDURES

### 4.1 General

4.1.1 The duly completed Prequalification Applications submitted by the Applicants shall be the basis on which CEPA determines by sound judgment and at its discretion, the eligibility and competence of each Applicant to prequalify for bidding for the proposed Contract.

4.1.2 The evaluation of Applications for Prequalification will be based mainly on the Evaluation Guide for Prequalification and Bidding under JBIC ODA Loans, issued by the Japan Bank for International Cooperation (JBIC) in June 2000. The "Law of Procurement and Contracts of the Public Administration" (Ley de Adquisiciones Y Contrataciones de la Administracion Publica) of the Republic of El Salvador will not be referred to in the prequalification evaluation process.

### 4.2 Objectives of Evaluation

The primary objective of the prequalification evaluation procedures is to ensure that only eligible and competent suppliers/manufacturers are prequalified to submit bids for the Project, whilst ensuring that implementation of the evaluation system is not only transparent but also impartial and fair to all Applicants.

### 4.3 Basis of Evaluation

The Prequalification will be based on the pass-or-fail criteria and the scoring system on the Applicant's general and particular experience, personnel capabilities, plant capabilities, and financial position, as demonstrated by the Applicant's responses in the forms and attachments enclosed to the Letter of Application.

The evaluation procedure includes the following three steps:

- (i) Step 1, "Preliminary Screening", is to assess the conformity of the application documents and the completeness of the information submitted by each Applicant as required in the Prequalification Documents. The assessment will be based on the pass-or-fail criteria. Only duly filled in and complete applications will be retained for further evaluation.
- (ii) Step 2, "Evaluation of Compliance with Minimum Requirements", is to examine whether the applications fully meet the minimum requirements stated in Sub-Items 3.4.2 to 3.4.7 of the Instructions to Applicants, also based on the pass-or-fail criteria. The applicant having the pass in all minimum requirements will be considered qualified for approach is the next step of evaluation.
- (iii) Step 3, "Detailed Evaluation", is to evaluate by a scoring system each of the following four categories: Experience, Personnel Capabilities, Plant Capabilities, and Financial Position.

### 4.4 Particulars

- (a) Where, in the opinion of CEPA, major discrepancies are found in the information submitted, the Application shall be considered unsatisfactory and

the Applicant will not be eligible for prequalification until such discrepancies have been satisfactorily explained or resolved. CEPA will not enter into any correspondence with Applicants except to seek clarification when necessary. In the case of minor discrepancies, CEPA reserves the right to interpret figures as it deems proper and appropriate.

- (b) CEPA reserves the right to investigate any statements or claims made by the Applicants and to institute any appropriate action, legal or administrative, should it be discovered later that the prequalification was obtained through misleading, ambiguous or false statement or erroneous information.
- (c) CEPA will make the final selection of prequalified Applicants to be invited to submit bids for the proposed Contract only after consultation with the Japan Bank for International Cooperation (JBIC). Each Applicant will then be informed in writing or by facsimile followed a letter of confirmation of the result of his Application and of the list of prequalified Applicants.
- (d) Notwithstanding the prequalification of an Applicant, CEPA reserves the right to review all prequalification statements and other relevant information during the bidding process. Should such review uncover any misinterpretation within the prequalification statements or any change in the situation of the prequalified Applicant which would downgrade the substance of the prequalification statements, CEPA will disqualify such previously prequalified Applicant.
- (e) The decision of CEPA and the concurrence by JBIC on the prequalification or disqualification of an Applicant will be final.

## SECTION 5

# PROJET INFORMATION

## SECTION 5 PROJECT INFORMATION

### 5.1 General Information

#### 5.1.1 Objective of the Project

The project comprises the construction of a modern port with a 340m long Panamax type container terminal, 220m long multipurpose terminal with a depth of -14m and a dolphin type Passenger terminal with a depth of -9.5m. The purpose of the new port is to provide a world class efficient port terminal taking the advantage of the strategic location in Central America and well sheltered location in Fonseca Bay.

#### 5.1.2 Background of the project

The location of the new port coincides with the jetty of the no longer operational Cutuco port. This port, built between 1912 and 1915, served as the main terminal for exports and imports for the eastern part of the country until it close in 1996. However, currently the port facilities were deteriorated and outdated.

The Government of El Salvador, in its national development plans has plotted the La Union Port project as one of the main catalytic elements that will bring progress to the eastern region of the country.

The Government of El Salvador through CEPA, with the assistance of the Government of Japan through the Japanese International Cooperation Agency carried out the feasibility and the detailed design of the new port project as part of a Port Revitalization Program in la Union Province.

The project site is in La Union City which is located at 185km by highway from the Capital City of San Salvador.

The Government of El Salvador has also already commissioned the detailed design and will start the bidding process for the construction of a by-pass highway for the heavy traffic attracted and originated by the port. This highway, part of the port revitalization program will also serve the fishing port of Punta Gorda.

### 5.2 Meteorological and Maritime Conditions of the Project Site

#### 5.2.1 Meteorological Conditions

##### (1) Temperature.

In La Union Area, according to the data collected from 1996 to 2000, the temperature have the mean value of 28.5°C in summer and 27.9°C in winter. The maximum variation reported in the last five years is between 18.1°C and 35.8°C.

##### (2) Winds

The predominant winds are NE directions from November to February and SW from March to October. The average wind speeds is 3 m/s from Jan to April and 2 m/s from May to December.

##### (3) Rainfall

The annual precipitation of La Union Bay varies between 1,600mm to 1,800mm. The average number of rainy days is 117.

#### 5.2.2 Oceanographic Conditions

##### (1) Bathymetry

The berth location proposed for the new port is currently situated at the depth of

around -10m. The turning basing in front of the new berth is gently sloping upward to a shallower area of around -8m.

Most of the part of inner channel is governed by a sub soil with a sea bed depth of around -7.5m and will need to be dredged to -14m. The connection point between the inner channel and the outer channel is a turning point which is naturally deep and no dredging will be required in this area.

Most of the outer channel is governed by a sub soil with a sea bed depth of around -12.5m and will need to be dredged to -14.5m.

(2) **Tide**

The various particular tidal elevations were defined as follows;

Mean Springs High Water Level ( M.H.W.L)	CD + 3.37 m
Mean Sea Level (M.S.L)	CD + 1.65 m
Chart Datum Level (C.D.L)	CD ±0.00 m
Mean Spring Low Water Level (M.L.W.L)	CD - 0.13 m

(3) **Waves**

The waves at the project site are relatively small and the locations of the berth area is well protected from offshore waves of the Pacific Ocean.

It is estimated that the maximum wave height of  $H_{1/3} = 2.2\text{m}$  is expected at the proposed berth during a stormy condition.

(4) **Currents**

The maximum observed current are in the order of 1.87 m/s which was reported in the upper layer of the inner channel with a direction of southeast during the ebb tide.

**5.3 Scope of works**

**5.3.1 The scope of works includes:**

- Design, manufacture, delivery to the site, erection, test and commissioning of two (2) units of quayside container crane for Panamax type ships, with the main features described in Sub-Item 3.2 and including all equipment, parts and tools; and
- Training of the Purchaser's personnel on the operation and maintenance of the above-mentioned container cranes.

**5.3.2 Principal Functions and Dimensions**

- Type of Crane

- Type: Rope trolley type, rail mounted, single lifting, gantry, travelling, quayside container crane
- Control : Inverter control system

- Basic Dimensions

- |   |         |        |
|---|---------|--------|
| a) Hoist capacity Including spreader    | minimum | 50 t   |
| - Under spreader                        | minimum | 40.6 t |
| - Under Heavy Lift Hook Beam            | minimum | 45 t   |
| b) Outreach from seaside rail center    | minimum | 37.5 m |
| c) Span (gauge of rail)                 |         | 25 m   |
| d) Back reach from landside rail center | minimum | 11 m   |



e) Lift total	minimum	46 m
f) Width (buffer to buffer)	maximum	28 m
g) Portal clearance (under horizontal stays)	minimum	14 m
h) Portal clearance (between two seaside legs)	minimum	17 m
i) Travelling distance		430 m
j) Power supply		Cable reel system
<b>- Operating Speed</b>		
a) Main hoist		
- With empty spreader		not less than 120 m/min
- With full load (under spreader 40.6- t)		not less than 60 m/min
b) Trolley		not less than 150 m/min
c) Gantry		not less than 45 m/min
- <u>Electric Power Source:</u>		AC, 4,160 v, 3-Phase, 60 Hz

### 5.3.3 Delivery Schedule

The manufacture, delivery and erection works under Package B are scheduled to be completed within 18 months from the commencement date which will be around ~~mid-2004~~. The total Contract period will be 20 months including two months of training on operation and maintenance after commissioning of the cranes.

## SECTION 6

# APPLICATION FORMS

**Form No. 1**

**Letter of Intent to Apply for Prequalification**

[Letterhead paper of the Applicant or lead partner for a joint venture, including full postal address, telephone no., fax no., telex no., and cable address]

Date : .....

To : President

Comisión Ejecutiva Portuaria Autónoma (CEPA)  
c/o Unidad de Adquisiciones y Contrataciones Institucional (UACI)  
Edificio Torre Roble, 5th Floor  
Boulevard de Los Héroes, San Salvador

Ref. : La Unión Port Development Project

Subject : Intention to Apply for Prequalification for Package B : Procurement of Cargo Handling Equipment

Dear Sir,

Having officially obtained and studied the Prequalification Documents for the Package B : Procurement of Cargo Handling Equipment of La Unión Port Development Project, we hereby confirm our intention to submit an Application for Prequalification as *(an independent Applicant or the Lead Partner of Joint Venture to be named)* for the said Package B Works.

For the purposes of this Prequalification, we advise of the following :

Name of Applicant : \_\_\_\_\_

Head Office Address : \_\_\_\_\_

Telephone/Fax : \_\_\_\_\_

Yours faithfully,

Date : \_\_\_\_\_

Applicant's Official Representative :

Name : \_\_\_\_\_

Position : \_\_\_\_\_

Signature : \_\_\_\_\_

Company's Stamp (if available)

**Form No. 2**

**Letter of Application**

[Letterhead paper of the Applicant or lead partner for a joint venture, including full postal address, telephone no., fax no., telex no., and cable address]

Date: .....

To: President  
Comisión Ejecutiva Portuaria Autónoma (CEPA)  
c/o Unidad de Adquisiciones y Contrataciones Institucional (UACI)  
Edificio Torre Roble, 5th Floor  
Boulevard de Los Héroes, San Salvador

Ref.: La Unión Port Development Project

Subject: Prequalification Application for Package B : Procurement of Cargo Handling Equipment

Dear Sir,

1. Being duly authorized to represent and act on behalf of... .. (hereinafter referred to as "the Applicant"), and having reviewed and fully understood all of the prequalification information provided, the undersigned hereby apply to be prequalified by your agency as a bidder for the Package B : Procurement of Cargo Handling Equipment for La Unión Port Development Project in El Salvador.
2. If after your evaluation of this Application, we are prequalified as a Bidder, then it is our intention to participate in the Bidding for the execution and completion of the whole of the Package B Works for La Unión Port Development Project.
3. We are applying for prequalification as an independent Applicant/Joint Venture formed by the following partners\* (\*Delete as applicable)

Name of Joint Venture: \_\_\_\_\_

\_\_\_\_\_ (Name of Firm) \_\_\_\_\_ (Country of Home Office)

Partner (1)  
(Lead Partner) \_\_\_\_\_ :

Partner (2) \_\_\_\_\_ :

Partner (3) \_\_\_\_\_ :

4. Attached in Form No. 3 are relevant official documents evidencing the following:
  - (a) The Applicant's legal status;
  - (b) The principal place of business; and
  - (c) The place of incorporation (for applicants who are corporations), or the place of registration and the nationality of the owners (for applicants who are partnerships or individually-owned firms).

5. Your Agency and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents, and information submitted in connection with this application, and to seek clarification from our bankers and clients regarding any financial and technical aspects. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information as deemed necessary and as requested by yourselves to verify statements and information provided in this application, such as the resources, experience, and competence of the Applicant.
6. Your Agency and its authorized representatives may contact the following persons for further information:

**General and managerial inquiries**

Contact 1 :

Telephone 1 :

Contact 2 :

Telephone 2 :

**Personal inquiries**

Contact 1 :

Telephone 1 :

Contact 2 :

Telephone 2 :

**Technical inquiries**

Contact 1 :

Telephone 1 :

Contact 2 :

Telephone 2 :

**Financial inquiries**

Contact 1 :

Telephone 1 :

Contact 2 :

Telephone 2 :

7. This application is made with the full understanding that:

- (a) Bids by prequalified applicants will be subject to verification of all information submitted for prequalification at the time of bidding;

(b) Your Agency reserves the right to:

- Amend the scope and value of any contracts bid under this Project; in such event, bids will only be called from prequalified bidders who meet the revised requirements; and
- Reject or accept any application, cancel the prequalification process, and reject all applications.

(c) Your Agency shall not be liable for any such actions and shall be under no obligation to inform the Applicant of the grounds for them.

---

*Applicants who are not joint ventures should delete Items 8 and 9 and initial the deletions.*

8. Appended to this application, we give details of the participation of each party, including capital contribution and profit/loss agreements, in the joint venture or association. We also specify the financial commitment in terms of the percentage of the value of the Contract, and the responsibilities for execution of the Contract.
9. We confirm that if we bid, that bid, as well as any resulting Contract, will be
  - (a) Signed so as to legally bind all partners, jointly and severally; and
  - (b) Submitted with a joint venture agreement providing the joint and several liability of all partners in the event the Contract is awarded to us.
10. The undersigned declare that the statements made and the information provided in the duly completed Application are complete, true, and correct in every detail.

For and on behalf of (name of Applicant or lead partner of a joint venture) :

Signed:

Name : \_\_\_\_\_

Position : \_\_\_\_\_

For and on behalf of (name of partner of a joint venture) :

Signed

Name : \_\_\_\_\_

Position : \_\_\_\_\_

For and on behalf of (name of partner of a joint venture) :

Signed:

Name : \_\_\_\_\_

Position : \_\_\_\_\_

**ATTACHMENT 2-1**  
**POWER OF ATTORNEY**



**Form No. 3**

**General Information**

All individual firms and each partner of a joint venture applying for prequalification are requested to complete the information in this Form. Nationality information shall be provided for all owners of Applicants who are partnerships or individually-owned firms.

Where the Applicant proposes to use specialist Subcontractors for critical components of the works as mentioned in Sub-Item 1.8.1 of the Instructions to Applicants, the following information shall also be supplied for the specialist Subcontractor(s), together with a brief description of their specialized input.

1.	Name of Company				
2.	Scope of Participation				
3.	Year of Establishment				
4.	Specialization of Business <i>(Please attach any professional certificates or licenses relating to the company's activities, and certificates evidencing membership and registration grade issued by competent authorities, marked as "Form No. 3".)</i>				
5.	Address, Telephone, Fax and Email of Head Office				
6.	Paid-up Capital Original Currency in Home Country: Equivalent to US\$: 1 US\$ = (Applied exchange rate)				
7.	List of Principal Shareholders and their Nationality				
8.	Place of Branch Offices				
9.	Directors				
	Name	Nationality	Position	Years With the Firm	Years of Construction Experience
11.	Senior Management and Principal Staff				
	Name	Nationality	Position	Years With the Firm	Years of Construction Experience

12.	Number of Permanent Staff and Temporary Staff
-----	---

Type	Permanent Staff	Temporary Staff	Total	Number of Engineers who have project experience

Date : \_\_\_\_\_

**Applicant's Official Representative :**

Name : \_\_\_\_\_

Position : \_\_\_\_\_

Signature : \_\_\_\_\_

Company's Stamp (if available)

**ATTACHMENT 3-1**

**CERTIFIED COPY OF  
REGISTRATION OF THE FIRM**

**Form No. 4**  
**Joint Venture Summary**

Names of all partners of a joint venture:
Lead Partner :
Partner 1 :
Partner 2 :
Partner 3 :

Annual Turnover Data (equipment manufacture and supply; US\$ equivalent)					
Name of Partner	1998	1999	2000	2001	2002
Lead Partner :					
Partner 1 :					
Partner 2 :					
Partner 3 :					
Total					

**Note:** Total value of equipment design/manufacture/delivery or supply turnover in terms of works billed to clients in US\$ equivalent at the rate of exchange at the end of the period

**Form No. 4a**  
**Joint Venture Agreement**

To: President  
Comisión Ejecutiva Portuaria Autónoma (CEPA)  
c/o Unidad de Adquisiciones y Contrataciones Institucional (UACI)  
Edificio Torre Roble, 5th Floor  
Boulevard de Los Héroes, San Salvador

We, the undersigned, legally authorized by means of the attached Powers of Attorney to act with regard to the Package B: Procurement of Cargo Handling Equipment for the La Unión Port Development Project, and on behalf of our respective firms named below,

Hereby declare:

1. That our firms will conclude a Joint Venture Agreement in case that the Contract for the Package B Works for the La Unión Port Development Project is awarded to our Joint Venture (or Consortium);
2. That our firms have nominated \_\_\_\_\_ [*name of the lead partner*] as the Lead Firm of our Joint Venture (or Consortium) for the purpose of this Application;
3. That our firms authorize Mr./Ms. \_\_\_\_\_ [*name of the person who is authorized to act as the Representative on behalf of the Joint Venture*] to act as the Bidder's Representative in the name and on behalf of our Joint Venture (or Consortium);
4. That all partners of our Joint Venture (or Consortium) shall be liable jointly and severally for the execution of the Contract;
5. That our Joint Venture (or Consortium) is an Association constituted for the purpose of the execution of the Contract for Package B: Procurement of Cargo Handling Equipment under La Unión Port Development Project;
6. That if the Purchaser accepts the Bid of our Joint Venture (or Consortium), it shall not be modified in its composition or constitution without the prior consent of the Purchaser until the completion of the Contract;
7. That each partner's share of the Works, stated as percentage to the total contract amount, is as follows:

Name of Partner	Work Description	Value of Work (% to the Contract amount)
Lead Partner :		
Partner 1 :		
Partner 2 :		
Partner 3 :		
Total		

*Give names and positions of the proposed Joint Venture Representatives, as well as the firms' names and addresses:*

1.	Name:	Signature:
	Position:	Date:
	Representative of: (firm's name)	

2.	Name:	Signature:
	Position:	Date:
	Representative of: (firm's name)	

3.	Name:	Signature:
	Position:	Date:
	Representative of: (firm's name)	

4.	Name:	Signature:
	Position:	Date:
	Representative of: (firm's name)	

**Details of Subcontractors (Form No. 4b)**

Subcontractor		Sublet work or equipment	Value (% to Contract Price)
Name	Address		

Applicants shall also provide full details for any proposed subcontractor, including brochure or other documents to illustrate and describe the firm and its experience.

The Applicant's attention is drawn to Sub-Item 3.6 about the limitation of work share of subcontractors.

**ATTACHMENT 4a-1**  
**POWER OF ATTORNEY**



**Form 4b**

**Details of Subcontractors/Suppliers**

Subcontractor/Supplier		Sublet work or equipment	Value (% to Contract Price)
Name	Address		

Applicants shall also provide full details for any proposed subcontractor and supplier, including brochure or other documents to illustrate and describe the firm and its experience.

The Applicant's attention is drawn to Sub-Item 1.6.3 (d) about the limitation of work share of subcontractors/suppliers.

**Form No. 5**

**Annual Turnover**

Name of Applicant or Partner of a Joint Venture:

All individual firms and all partners of a joint venture are requested to complete the information in this form. The information supplied shall be the annual turnover of the Applicant (or each member of a joint venture), for the last five (05) years, in terms of the amounts billed to clients for each year for work in progress or completed, converted to US\$ at the rate of exchange at the end of the period reported.

Annual Turnover Data (Equipment Manufacture and Supply Works)		
Year	Turnover	US\$ equivalent
1) 1998		
2) 1999		
3) 2000		
4) 2001		
5) 2002		

Note:

1. The Applicants shall enclose copy of documentary evidence or refer to such evidence submitted under another Application form.
2. Use a separate sheet for each partner of a joint venture.

## **ATTACHMENT 5-1**

### **COPY OF EVIDENCE OF ANNUAL TURNOVER**

## Form No. 6

### Contracts of Similar Nature and Complexity

Form 6 and 6a shall be filled in by sole Applicants, joint venture partners and subcontractors (if any).

On a separate page, using the Form 6a, independent Applicants, joint venture partners and subcontractors are requested to list all contracts of a similar nature and complexity to the Contract, for which they have undertaken during the last fifteen (15) years (1988 – 2002). The partners of a joint venture of such contracts should provide details of their share in the joint venture. The value should be based on the currencies of the contracts at the time of award.

Independent Applicants, joint venture partners and subcontractors shall summarize in the table below the number of the major equipment supplied under contracts completed or being under way in the last 15 years.

Equipment	Number supplied in last fifteen (15) years
1. Quayside gantry crane for containers	
- 40-ton or larger	units
- Smaller than 40-ton	units

The Applicant shall enclose copies of Taking-Over Certificates or similar documents for the manufacture/supply works completed or in progress.

**Form No. 6a**

**Details of Contracts of Similar Nature and Complexity**

Name of Applicant, Partner of a Joint Venture:
--

1.	Number of Contract
	Name of Contract
	Country
2.	Name of Employer or Client
3.	Employer or Client address
4.	Nature of works and special features relevant to the contract for which the Applicant wishes to prequalify  Location of Manufacture: _____ Location of Installation: _____
5.	Contract role (state one option only)  <input type="checkbox"/> Sole Contractor <input type="checkbox"/> Lead partner of J/V <input type="checkbox"/> Partner in J/V <input type="checkbox"/> Subcontractor
6.	List value of contracts at completion, or at date of award for current contracts, share in case of partnership in a Joint Venture, and share of subcontractor  Contract Value: US\$ _____ Share _____ Share Value (Local currency) _____
7.	Equivalent value (amounts in million US\$ with one decimal)  Value of Contract: US\$ _____ Value of Share (US\$) _____
8.	Date of award and completion:    Award: _____    Completion: _____
9.	Contract duration:    _____ years    _____ months
10.	Type of container crane:  <input type="checkbox"/> Gantry travelling <input type="checkbox"/> Level luffing <input type="checkbox"/> Other types
11.	Nominal Lifting capacity:    _____ tons
12.	Crane rail span:    _____ m
13.	Lifting height from the top of seaside crane rail:    _____ m

14	Outreach: - Total outreach from seaside crane rail: _____ m (A) - Distance from fender face to seaside crane rail: _____ m (B) - Outreach from fender face: _____ m (A-B)
15	Name plate placed on crane: <input type="checkbox"/> Plate of own firm <input type="checkbox"/> Plate of other firm
16	Design of crane: <input type="checkbox"/> Design of whole crane by own firm <input type="checkbox"/> Design of part of crane by own firm <input type="checkbox"/> Design by other firm

**ATTACHMENT 6a-1**

**COPY OF EVIDENCE OF WORKS COMPLETED  
OR IN PROGRESS**

**Form No. 7**  
**Personnel Capabilities**

Name of Applicant:
--------------------

For specific positions essential to contract implementation, Applicants should provide the names of at least two candidates qualified to meet the specified requirements stated for each position. The data on their experience should be supplied in separate sheets using one Form 7a for each candidate.

1.	Project Manager
	Name of Prime Candidate
	Name of Alternate Candidate
2.	QA/QC Engineer
	Name of Prime Candidate
	Name of Alternate Candidate
3.	Structural Engineer
	Name of Prime Candidate
	Name of Alternate Candidate
4.	Crane Assembling Engineer/Expert
	Name of Prime Candidate
	Name of Alternate Candidate
5.	Mechanical Engineer
	Name of Prime Candidate
	Name of Alternate Candidate
6.	Electrical Engineer
	Name of Prime Candidate
	Name of Alternate Candidate



**Form No. 7a**  
**Candidate Summary**

Name of Applicant:
--------------------

Position		Candidate <input type="checkbox"/> Prime <input type="checkbox"/> Alternate	
Candidate Information	1. Name of candidate		2. Date of birth
	3. Professional qualifications		
Present employer	4. Name of employer		
	<i>Address of employer</i>		
	Telephone	Contact (manager/personnel officer)	
	Fax	Cable/E-mail	
	Job title of candidate	Total years of experience	
		Number of years in similar position	
Years with present employer			

From	To	Company/Project/Position/Relevant Technical and Management Experience

Note:

1. Summarize professional experience over the last twenty (20) years, in reverse chronological order. Indicate particular technical and managerial experience relevant to the Project.

**Form No. 8**  
**Plant Capabilities**

Name of Applicant:

Item of Plant and Factory

Factory information

1. Name of Factory/Plant

3. Factory Area (under roof/open area)

2. Maximum Capacity

4. Year of Construction of Factory

Current Status

5. Current Production

6. Details of current commitments

Ownership

7. Indicate ownership of the plant and factory

Owned     Rented     leased     Provided by Subcontractor \*\*

8. Name of Owner Owner\*

9. Address of Owner

Telephone  
Contact name and title

Fax  
Cable/E-mail

**Agreements\***

**Details of Rental/Lease/Manufacture Agreements Specific to the Project**

---

**Notes:**

1. Applicant shall provide adequate information to demonstrate clearly that he has the manufacturing capability to meet the requirements for each and all items of equipment to be supplied.
2. \*Omit the following information for plant if the plant is owned by the Applicant or partner.
3. \*\*Submit the name of Subcontractor, if plant, equipment and factory is provided by Subcontractor.

## **ATTACHMENT 8-1**

### **MAINTENANCE SERVICE/SPARE PARTS**

**Note:**

1. Maintenance Service/Spare Parts information shall be furnished by the Applicant, indicating whether or not it has established an agent or agents in El Salvador or in Central America, which can fully provide spare parts; and maintenance and repair services for quayside gantry cranes in El Salvador.

## **ATTACHMENT 8-2**

# **QUALITY/ SAFETY ASSURANCE PROGRAM**

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**Note:**

1. The Applicant shall provide Quality/Safety Assurance Program including inspection and tests for the Plant.

**Form No. 9**  
**Financial Capability**

Name of Applicant or Partner of a Joint Venture
---

Banker	Name of Banker	
	Address of Banker	
	Telephone	Contact name and title
	Fax	Cable/E-mail

Financial information in US\$ equivalent	Actual:					Projected:	
	Previous five years					Next two years	
	1998	1999	2000	2001	2002	2003	2004
1. Total assets							
2. Current assets							
3. Total liabilities							
4. Current liabilities							
5. Sales							
6. Ordinary profits							
7. Profits before taxes							
8. Profits after taxes							

Note:

1. Attach audited financial statements for the last five (05) years (for the individual applicant or each partner of a joint venture).

Firms owned by individuals, and partnerships, may submit their balance sheets certified by a registered accountant, and supported by copies of tax returns, if audits are not required by the laws of their countries of origin.

2. Applicants shall submit bank reference letters from reputable commercial banks to the effect that suchbanks certify the financial capability of the Applicants to meet their financial obligation to perform the Contract.

### Cash Flow Capacity during the Execution of the Contract

**(a) Source of Financing**

Applicants shall fill in the sources and amounts of financing they expect to acquire during the execution of the Contract.

Source of financing

Amount (US\$ equivalent)

1.

2.

3.

4.

**(b) Current Commitments / Work in progress**

Applicants and each partner to an application shall provide information on all contracts that have been awarded or, for which a letter of intent or acceptance has been received, or for contracts approaching completion, but for which an unqualified, full completion certificate has yet to be issued.

Name of Contract  
Value of outstanding works  
(current US\$ equivalent)  
Estimated completion date

1.

2.

**ATTACHMENT 9-1**

**CERTIFIED AUDITED FINANCIAL STATEMENT OF  
THE LAST FIVE FINANCIAL YEARS**



**ATTACHMENT 9-2**  
**CERTIFIED BALANCE SHEET**

**ATTACHMENT 9-3**  
**BANK REFERENCE LETTERS**  
**(CREDIT LINES)**

**Form No. 10**  
**Litigation History**

Name of Applicant or partner of a joint venture:

Year	Award FOR or AGAINST Applicant	Name of Client, Cause of Litigation, and Matter in Dispute	Disputed Amount (Current Value, US\$ equivalent)

Note:

1. Applicants, including each of the partners of a joint venture, should provide information on any history of litigation or arbitration resulting from contracts executed in the last five (05) years or currently under execution. A separate sheet should be used for each partner of a joint venture.

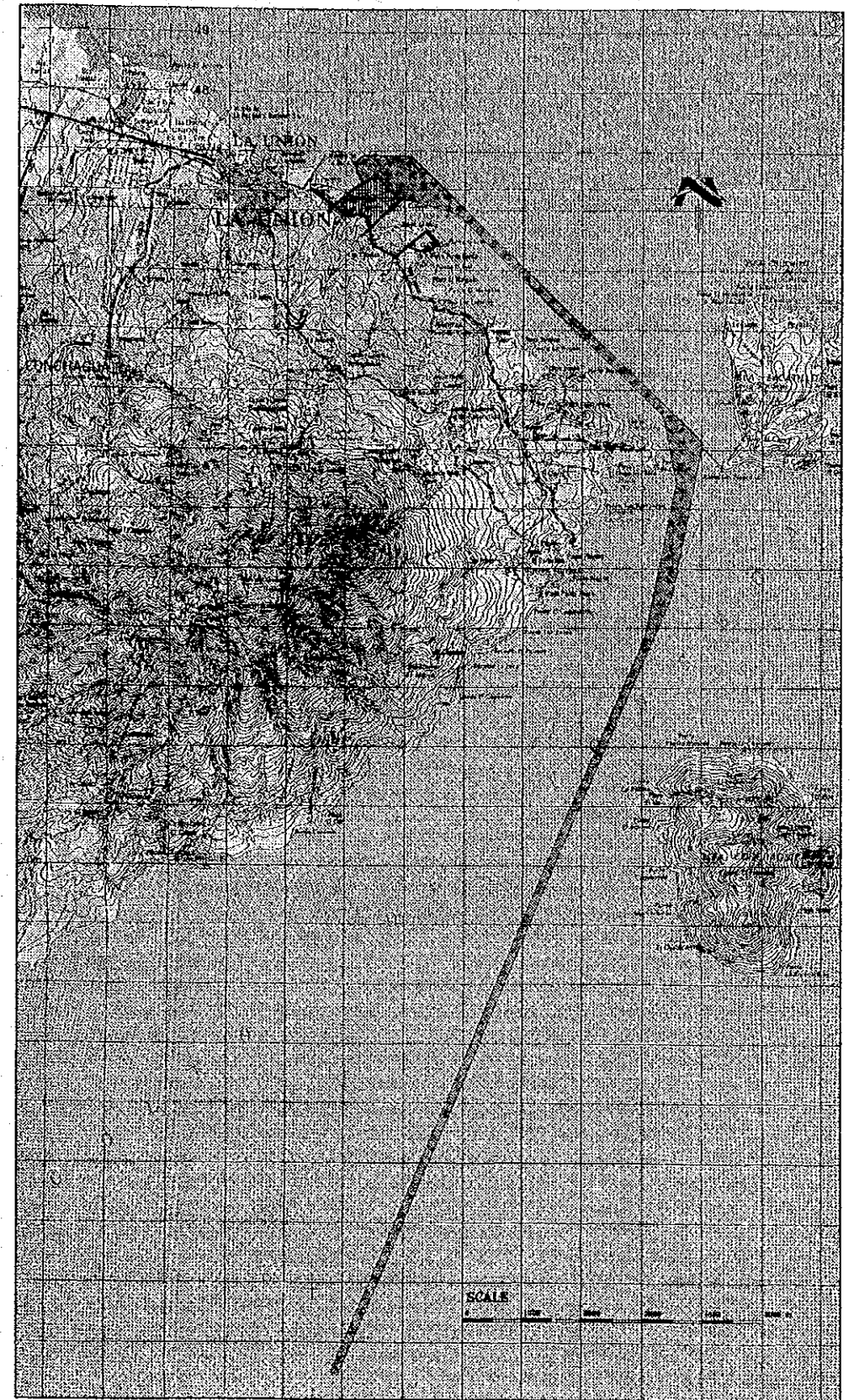
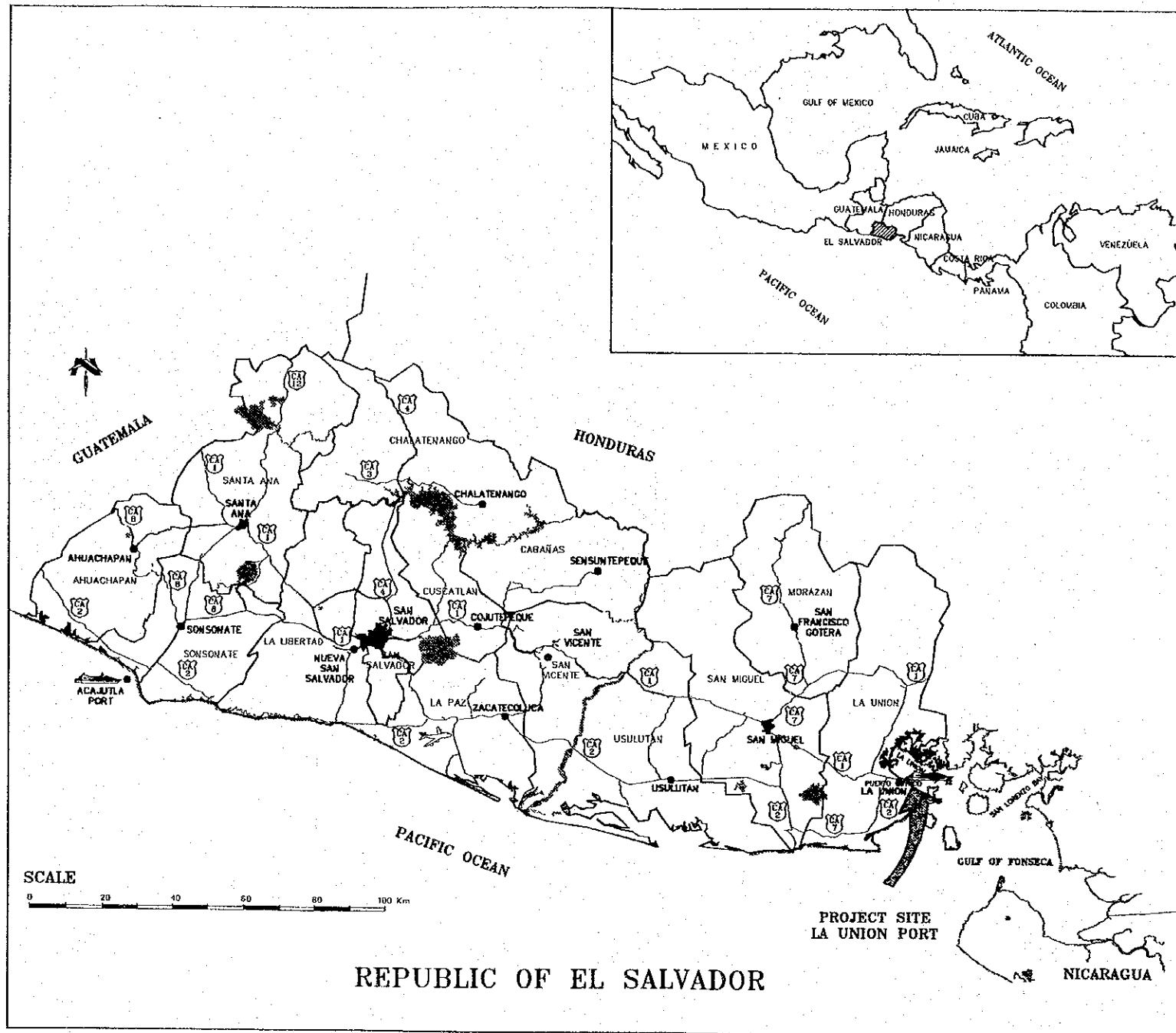
## **ATTACHMENT 10-1**

### **CONTRACT DEFAULT HISTORY**

**Note:**

The applicant shall in this attachment list the history of contract defaults history (such as delay of completion) from the year 1998 to present. The list shall be in chronological order mentioning project name, Client's name and country. The attachment shall include contract defaults for each joint venture partner and subcontractor separately.

## **DRAWINGS**



REV. NO.	DATE	COORDINATE	BY	APPROVED	DATE

JBIC LOAN No. ES-P5  
**Cepa** COMISION EJECUTIVA  
 PORTUARIA AUTONOMA  
 (CEPA)

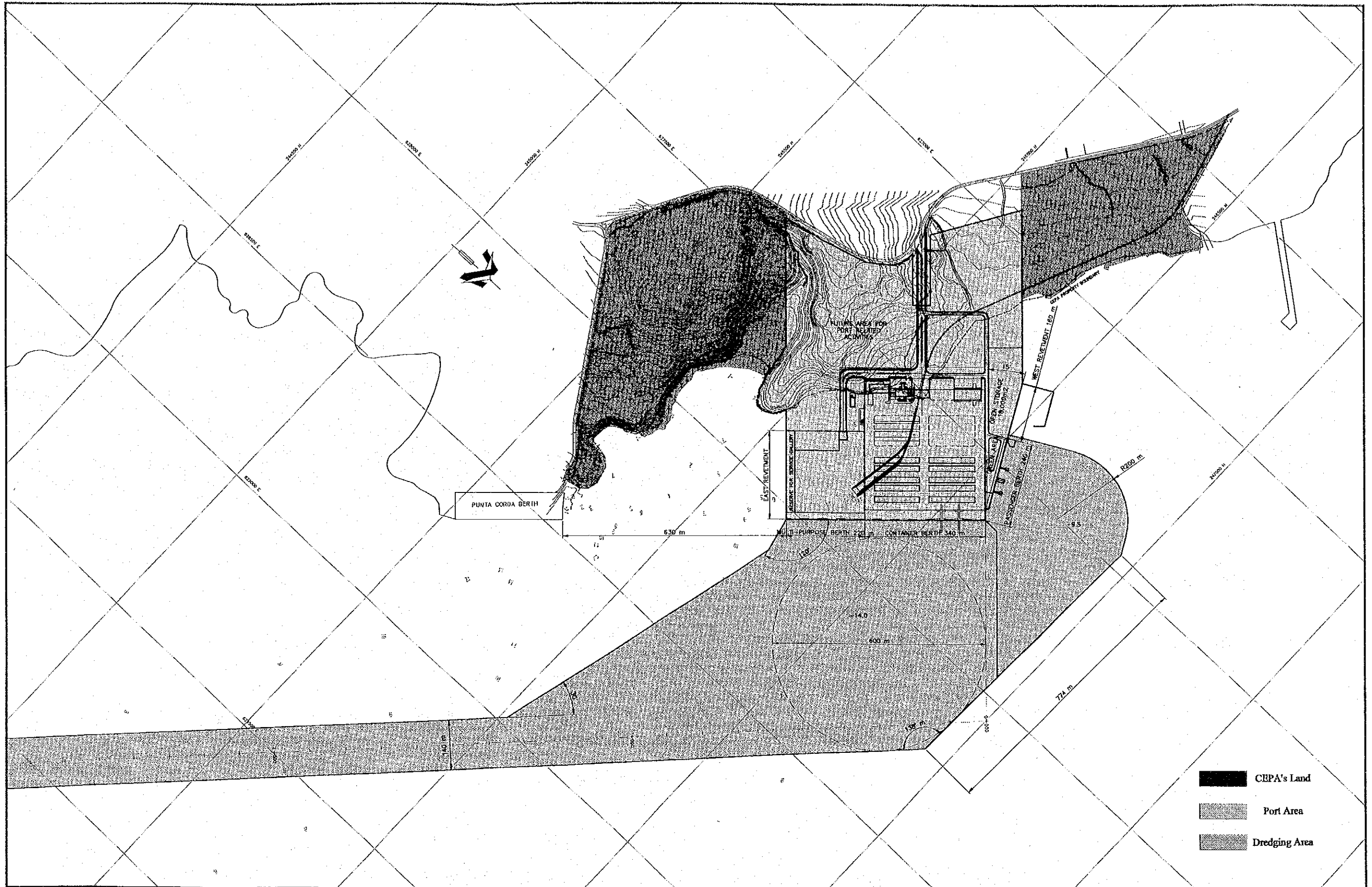
LA UNION PORT  
 DEVELOPMENT PROJECT

DESIGNED BY :  
 CHECKED BY :  
 APPROVED BY :

TITLE :

PROJECT LOCATION  
 (PACKAGE B)

DATE :  
 OCTOBER/2002  
 SCALE :  
 NO SCALE



REV. NO.	DATE	COORDINATE	BY	APPROVED	DATE

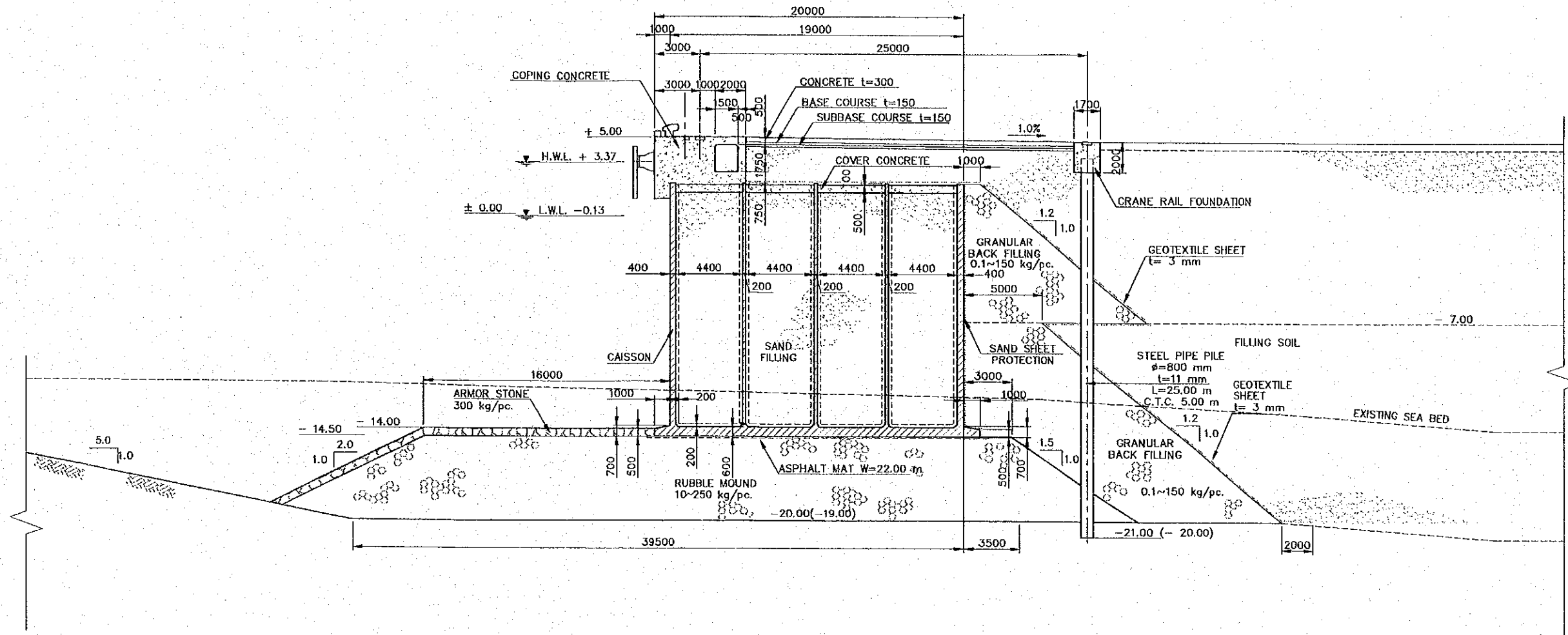
**JBIC LOAN No. ES-P5**  
**Cepa** COMISION EJECUTIVA  
 PORTUARIA AUTONOMA  
 (CEPA)

**LA UNION PORT  
 DEVELOPMENT PROJECT**

DESIGNED BY :  
 CHECKED BY :  
 APPROVED BY :


TITLE :  
**GENERAL LAYOUT PLAN  
 (PACKAGE B)**

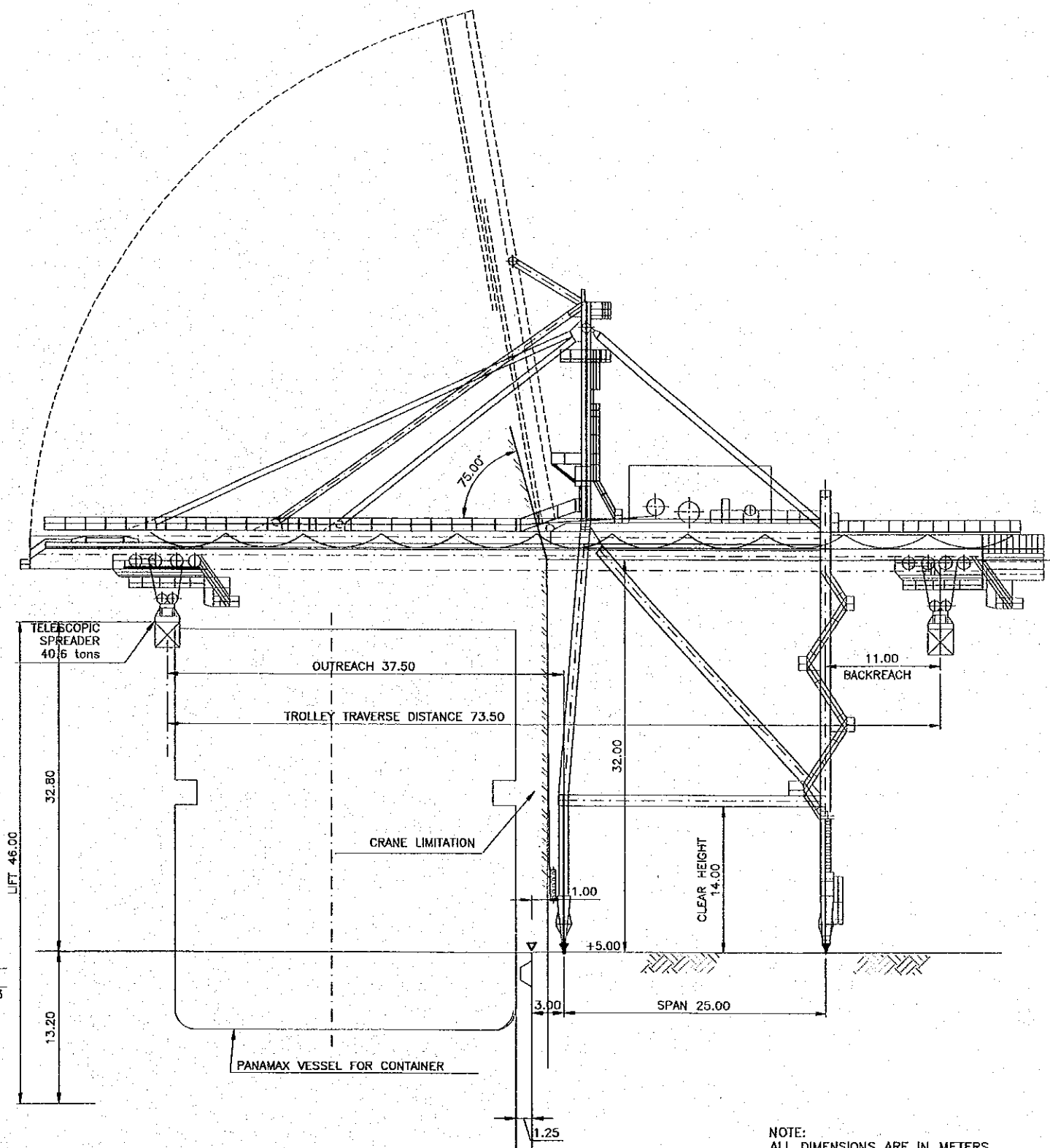
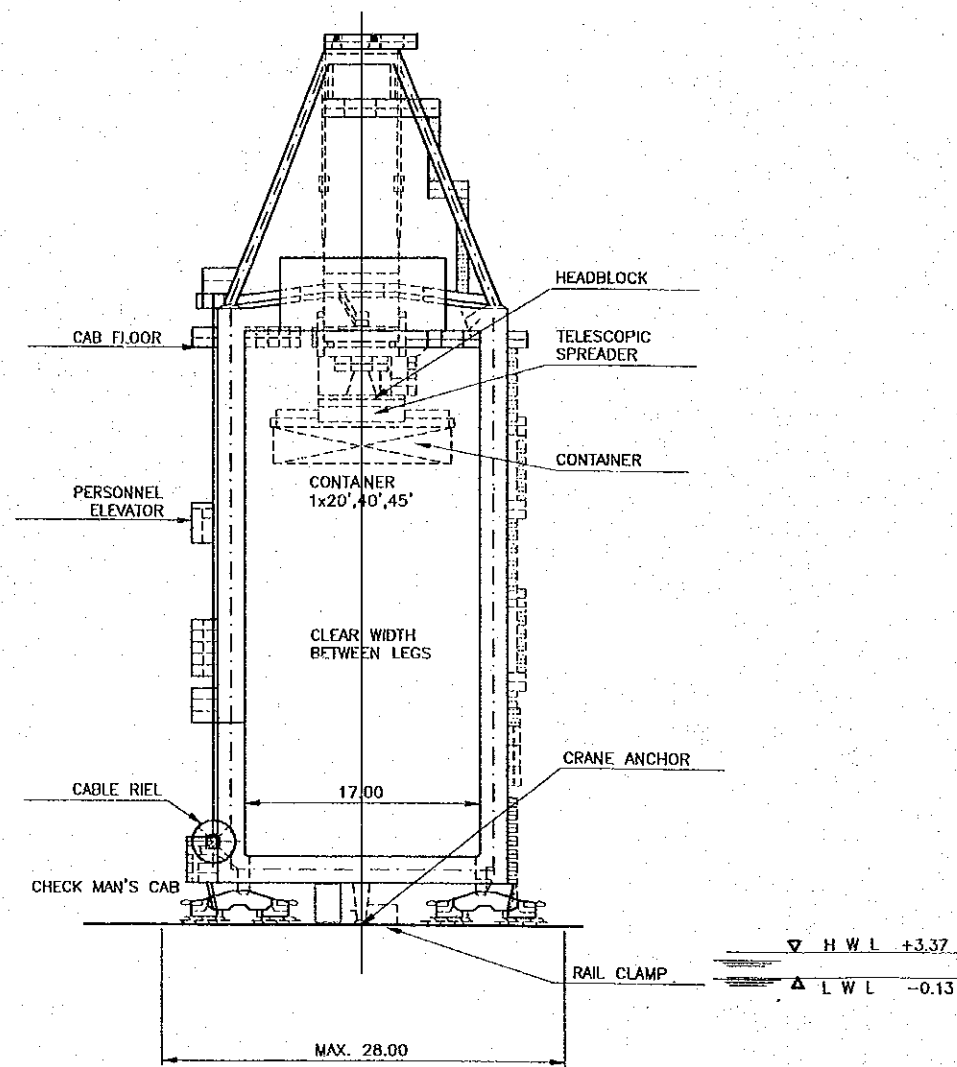
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 OCTOBER/2002  
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TYPICAL CROSS SECTION  
OF CONTAINER BERTH



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JBIC LOAN No. ES-P5  COMISION EJECUTIVA PORTUARIA AUTONOMA (CEPA)						LA UNION PORT DEVELOPMENT PROJECT					
DESIGNED BY :						TITLE :					
CHECKED BY :						TYPICAL CROSS SECTION OF CONTAINER BERTH (PACKAGE B)					
APPROVED BY :						DATE : OCTOBER/2002					
						SCALE : 1 : 300					



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COMISION EJECUTIVA  
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LA UNION PORT  
DEVELOPMENT PROJECT

DESIGNED BY :

CHECKED BY :

APPROVED BY :

TITLE :

QUAYSIDE GANTRY CRANE  
(PACKAGE B)

DATE :

OCTOBER/2002

SCALE :

NO SCALE