

No.



**THE SOCIALIST REPUBLIC OF VIETNAM
MINISTRY OF TRANSPORT
PROJECT MANAGEMENT UNIT 85**



**CAI MEP – THI VAI INTERNATIONAL PORT
CONSTRUCTION PROJECT
L/A No. VN XII-2**

**PREQUALIFICATION DOCUMENTS
FOR
CONTRACT PACKAGE 4**

**EQUIPMENT PROCUREMENT FOR CAI MEP – THI VAI
INTERNATIONAL PORT CONSTRUCTION PROJECT**

**INVITATION FOR PREQUALIFICATION
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February 2006

JAPAN INTERNATIONAL COOPERATION AGENCY (JICA)

SD
CR (5)
06-018

CAI MEP – THI VAI INTERNATIONAL PORT CONSTRUCTION PROJECT

PACKAGE 4 CONTRACT: EQUIPMENT PROCUREMENT FOR CAI MEP – THI VAI INTERNATIONAL PORT CONSTRUCTION PROJECT

INVITATION FOR PREQUALIFICATION

Date: _____

Contract No.: _____

- 1.0 The Government of the Socialist Republic of Vietnam (hereinafter referred to as “GOV”) has received an ODA Loan from Japan Bank for International Cooperation (hereinafter referred to as the JBIC) under the STEP (Special Terms for Economic Partnership) Loan Package in the amount of 36.364 Billion Yen towards the cost of Cai Mep – Thi Vai International Port Construction Project, and intends to apply the proceeds of the loan to payments under the Package 4 Contract: Equipment Procurement, 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 GOV shall derive any rights from the Loan Agreement or have any claim to the Loan proceeds. The above Loan Agreement will cover only a part of the project cost. As for the remaining portion, GOV will take appropriate measures for finance.
- 2.0 JBIC requires that bidders and manufacturers, as well as the Ministry of Transport, (hereinafter referred to as “MOT”) and its executing agency, the Project Management Unit 85 (hereinafter referred to as the Employer), 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 manufacturer as ineligible, for a period determined by JBIC, to be awarded a contract funded with JBIC ODA Loans if it at any time determines that the manufacturer has engaged in corrupt or fraudulent practices in competing for, or in executing, another contract funded with JBIC ODA Loans or other Japanese ODA.
- 3.0 Scope of Procurement.
- For purposes of prequalification, listed hereunder is the Scope of Procurement for this Project.
- a) Cai Mep International Container Terminal
 - 1) Quayside Container Crane 48ton cap. : 4 units
 - 2) Rubber Tired Transfer Cranes 4+1 High x 6+1 Wide: 15 units
 - b) Thi Vai International General Cargo Terminal
 - 1) Multi-Purpose Gantry Cranes 40ton cap. : 2 units
 - 2) Quayside Jib Cranes, 20ton cap. : 2 units

- c. Navigation Aid: Installation of 1 VTS Station including AIS at PMB Office.
- d. Computer System: Installation of computer networking system at Main PMB Office and Branch PMB Office and backbone connection between Branch PMB Office and Main PMB Office.
- 4.0 It is expected that Invitations to Bid will be issued on _____, 2006.
- 5.0 Eligible Bidders: Under the Terms and Condition of the STEP Loan, prequalification is open to Japanese firms only. In case of a joint venture (JV), such joint venture will be eligible provided that the nationality of the lead partner is Japan, that the nationality of the other partners is Japan and/or the Socialist Republic of Vietnam and that the total share of works of Japanese partners in the joint venture is more than fifty percent (50%) of the Contract Amount. Sub-contractors are untied and open to all countries.
- 6.0 Country of Origin of Goods: Under the STEP Loan Provisions, the total cost of goods to be procured from Japan shall be no less than 30% of the total Contract Cost for all the Packages excluding the cost of the consultancy services financed under the STEP Loan.
- 7.0 Eligible applicants may obtain the prequalification documents at the address indicated hereunder from _____ to _____ by writing, faxing, or by e-mail:
- Project Management Unit 85**
184 Nguyen Sy Sach Street, Vinh City,
The Socialist Republic of Vietnam
Tel: 84-38-83-1270
Fax: 84-38-84-1253
E-mail: bqlda85@vnm.vn
- 8.0 The request must clearly state ***“Request for Prequalification Documents for Package 4 Contract: Construction of Port Facilities and Buildings for Cai Mep International Container Terminal”***. The documents are available for a non-refundable fee of **US DOLLAR: TWO HUNDRED (US\$ 200)**. Those companies requesting that the Prequalification Documents be sent by courier service should pay an additional fee of Fifty US Dollars (US\$ 50) to the same address. The Employer will promptly dispatch the Prequalification Documents by registered airmail (or courier if requested specifically), but under no circumstances will it be held responsible for late delivery or loss of the Prequalification Documents so sent.
- 9.0 Submission of Applications for Prequalification must be received in sealed envelopes, either delivered by hand or by registered mail and to address mentioned in Item 7 above, not later than _____, 2006 and be clearly marked ***“Application to Prequalify for Package 4 Contract: Equipment Procurement for Cai Mep – Thi Vai International Port Construction Project”***.
- 10.0 The Employer reserves the right to accept or reject late applications.
- 11.0 Applicants will be advised, in due course, of the results of their applications. Only firms prequalified under this procedure will be invited to bid.

* * * * *

INSTRUCTIONS TO APPLICANTS

***EQUIPMENT PROCUREMENT FOR CAI MEP – THI VAI
INTERNATIONAL PORT CONSTRUCTION PROJECT***

INSTRUCTIONS TO APPLICANTS

Date: _____

Contract No: _____

1. Scope of Bid

- 1.1 The Government of the Socialist Republic of Vietnam (hereinafter referred to as “GOV”) has received an ODA Loan (L/A No. VN XII-2) from Japan Bank for International Cooperation, (hereinafter referred to as the “JBIC”) under the Special Terms for Economic Partnership (STEP), in the amount of 36.364 Billion Yen towards the cost of Cai Mep - Thi Vai International Port Construction Project (hereinafter referred to as the “Project”) and intends to apply a portion of the proceeds of this Loan to payments under the Package 4 Contract: Equipment Procurement for Cai Mep - Thi Vai International Port Construction Project (hereinafter referred to as the “Procurement”) 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 Loan.” No party other than GOV shall derive any rights from the Loan Agreement or have any right to the loan proceeds. The above Loan Agreement will cover a part of the project cost. As for the remaining portion, GOV will take appropriate measures for finance.
- 1.2 JBIC requires that bidders, manufacturers, as well as the Ministry of Transport (hereinafter called “MOT”), through its executing agency the Project Management Unit 85 (hereinafter called the “Employer”) 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 manufacturer as ineligible, for a period determined by JBIC, to be awarded a contract funded with JBIC ODA Loans if it at any time determines that the manufacturer has engaged in corrupt or fraudulent practices in competing for, or in executing, another contract funded with JBIC ODA Loans or other Japanese ODA.
- 1.3 The Employer intends to prequalify “Manufacturers” for the Equipment Procurement under Package 4 Contract consisting as follows:
- a. Cai Mep International Container Terminal**
- | | | |
|--|---|----------|
| (1) Quayside Container Crane, 48 ton cap. | : | 4 units |
| (2) Rubber Tired Transfer Crane, 40.6ton cap.
4+1High x 6+1Wide | : | 15 units |
- b. Thi Vai International General Cargo Terminal**
- | | | |
|--|---|---------|
| 1) Multi-Purpose Gantry Crane, 40 ton cap. | : | 2 units |
| 2) Quayside Jib Crane, 20ton cap. | : | 2 units |

- c. **Navigation Aid:** Installation of 1 VTS Station including AIS at PMB Office.
- d. **Computer System:** Installation of computer networking system at Main PMB Office and Branch PMB Office and backbone connection between Branch PMB Office and Main PMB Office.

2. Preparation and Submission of Applications

- 2.1 Preparation of Application for the Prequalification documents shall be sixty (60) days from the date of issuance of the Documents as stipulated in Clause 7 of the Invitation for Prequalification.
- 2.2 Prequalification shall be on one envelope system. The Applicant shall submit four (4) sets consisting of one (1) original set in English and accompanied by one Vietnamese translation and two (2) English copies thereof of the complete Prequalification Documents. Submission of applications for prequalification must be received in sealed envelopes either delivered by hand, courier or by registered mail and addressed to:

Project Management Unit 85

184 Nguyen Sy Sach Street, Vinh City,
The Socialist Republic of Vietnam
Tel: 84-38-83-1270
Fax: 84-38-84-1253
E-mail: bqlda85@vnn.vn

Not later than _____, 2006,

and be clearly marked "***Application to Prequalify for Package 4 Contract: Equipment Procurement for Cai Mep - Thi Vai International Port Construction Project***". The Employer reserves the right to accept or reject late applications.

- 2.3 The name and mailing address of the Applicant shall be clearly marked on the envelope.
- 2.4 All the information requested for this Prequalification shall be furnished in the English and Vietnamese languages, using the Application Forms attached hereto. Where information is provided in another language, it shall be accompanied by a translation into English and Vietnamese languages, which will prevail and will be used for interpreting the information.
- 2.5 Failure to provide information that is essential to evaluate the Applicant's qualifications, or to provide timely clarification or substantiation of the information supplied, may result in disqualification of the Applicant.
- 2.6 A clarification meeting will be held at the Employer's Office on _____ at _____, which prospective applicants may request clarification of the Project requirements and the criteria for qualification. Attendance to the clarification meeting is mandatory.

3. Eligible Bidders

This invitation to prequalify is open to Japanese firms only. In case of a joint venture (JV), such joint venture will be eligible provided that the nationality of the lead partner is Japan, that the nationality of the other partners is Japan and/or the Socialist Republic of Vietnam and that the total share of works of Japanese partners in the joint venture is more than fifty percent (50%) of the Contract Amount. Sub-contractors are untied and open to all countries.

All Applicants must be registered with the Employer.

4. Consultancy Services (Engineer)

The Employer has engaged the services of the Consultant referred to as the "Engineer" in the Bid Documents to assist the Employer in the prequalification/bidding procedures for the Procurement and evaluation of the prequalification documents submitted by the Applicants.

5. Country of Origin of Goods

Under the STEP Loan Provisions, the total cost of goods to be procured from Japan shall be no less than 30% of the total Contract Cost for all the packages excluding the cost of the consultancy services financed under the STEP Loan. In order to satisfy the above requirement, the total cost of goods to be procured from Japan for Package 4 Contract shall be minimum 95% of the Contract Cost.

6. Qualification Criteria

- 6.1 The qualification evaluation of the Manufacturer(s)/Applicant will be based on the evaluation of their applications(s) as filed by the Applicant in the Application Forms attached hereto.
- 6.2 The Employer reserves the right to secure clarification(s) from the Applicant should it be needed. The Applicant will be required to give supplementary explanation through the clarification but is not allowed to submit any supporting data, which would materially affect the content of the original application.
- 6.3 Experience:
 - (1) The Manufacturer(s) shall have been in business as cargo handling equipment manufacturer such as those listed in Paras. 1.3a and 1.3b above for the last twenty (20) years from 1985 to 2004;
 - (2) The Manufacturer(s) shall not have the experience of contract default and/or bankruptcy over the last ten (10) years from 1995 to 2004;
 - (3) The Applicant average annual turnover shall be at least US\$ 110 million equivalent over the last five (5) years from 2000 to 2004; and

- (4) The Manufacturer(s) for the cargo handling equipment must have the specific experience on production output for the following equipment:
 - (a) Not less than twelve (12) units by its own design of quayside container gantry cranes over the last five years from 2000 to 2004.
 - (b) Not less than twenty (20) units of rubber tired transfer gantry cranes over the last five years from 2000 to 2004.
 - (5) The Manufacturer(s) who intends to manufacture the cargo handling equipment listed in paras. 1.3a) and 1.3b) above shall on Form (3) provide its lists of specific experience in the design, manufacture and delivery of such equipments for the last five (5) years from 2000 to 2004. The number of units including the consignees must be clearly indicated. A photocopy of the completion certificates issued by the concerned agencies must be attached to indicate compliance with the contract, pursuant to para. 8.3 of these Instructions.
- 6.4 Largest Contract Amount: In Form (2b), the Applicant shall provide its largest contract amount in the last 10 years (from 1995 –2004) for cargo handling equipment.
- 6.5 Personnel Capabilities: The Manufacturers must have suitably qualified personnel. In Forms 1(h) ~ 1(n), the manufacture shall submit the bio-data of the chief of the design section and chief of the fabrication section for the manufacture of the quayside container crane, multi-purpose gantry crane, RTG crane and quayside jib cranes. The bio-data shall include the years of experience and the number of cargo handling equipment experienced as chief of the design section and chief of the fabrication section of the Manufacturer.
- 6.6 Equipment Capabilities: The Manufacturer(s) must own the factory(ies) indicated in Form (1c) equipped with adequate manufacturing facilities and equipment, which will be made available for execution of the Contract. The factory must be ISO 9000 Certified.
- 6.7 Financial Position: The Applicant should demonstrate that it has access to, or has available, liquid assets, unencumbered real assets, lines of credit, and other financial means sufficient to meet the fabrication cash flow for a period of 3 months during the duration of the contract, estimated at US\$ 15 million equivalent, net of the Applicant's commitments for other contracts.
- In Form (5) the Applicant should demonstrate that it has access to, or has available, liquid assets, unencumbered real assets, lines of credit, and other financial means sufficient to meet the cash flow for a period up to three (3) months during the duration of the Contract, net of the Applicant's commitments for other contracts.
- 6.8 Audited Financial Statements: The certified audited financial statements for the last five (5) years shall be submitted as Attachment 1 to Form (5) and must demonstrate the soundness of the Applicant's financial position, showing long-term profitability. Where necessary, the Employer will make inquiries with the Applicant's bankers.
- 6.9 Litigation History: The Applicant should provide in Form (6) accurate information on any litigation or arbitration resulting from contracts completed or under its execution over the last ten (10) years. A consistent history of awards against the Applicant or any partner of a joint venture / operation may result in failure of the application.

7. After Sales Service

The Applicant should have a local representative office in Ho Chi Minh City to assure the after sales service for the long term maintenance of the equipments after the Engineer has issued the defects liability certificates for the equipments.

8. Supporting Data

The Applicant should annex to the Application Form the following supporting documents:

- 8.1 A photocopy of the business registration certificate by a competent National Authority stating the full name of the Application, the person or board authorized to represent the Applicant, the date and place of registration as a manufacturer (if the Applicant is a company or joint venture company, such certification must state the scope, the paid up capital, the duration and the date of incorporation if the company, and the names of all directors of the board. Further, in case of a joint company the share holding structure of the company shall be stated;
- 8.2 Certificates by public accountants to the Applicant's financial statement; and
- 8.3 A photocopy of completion Certificates issued by the relevant owners or engineers of the projects as listed in the specific experience record to indicate that such projects were satisfactorily completed by the Applicant's joint venture and each of his sub-contractor.

9. Joint Ventures/ Operation

9.1 Joint venture / operation must comply with the following requirements:

- a) Following are the minimum qualification requirements:
- (1) The lead partner shall meet not less than fifty percent (50%) of all the qualifying criteria given in Items 6.3 to 6.7 above.
- (2) The joint venture must satisfy collectively the criteria specified in Items 6.3 to 6.7 above, for which purpose the relevant figures of each of the partners shall be added together to arrive at the joint venture's total capacity. Individual members must each satisfy the requirements of Item 6.8 above.
- b) Formation of a joint venture after prequalification and any change in a prequalified joint venture will not be subject to the written approval of the Employer prior to the deadline for submission of bids. Such approval may be denied if (i) some partners withdraw from the 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 Employer, a substantial reduction in competition may result.
- c) Any bid shall be signed so as to legally bind all partners, jointly and severally, and any bid shall be submitted with a copy of the joint venture agreement, as in Application Form (1d) and (1e), providing the joint and several liabilities with respect to the contract.

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

10. Engagement of Subcontractor for Major Critical Items

10.1 Subcontractors including the mode of subcontracting arrangements for major critical items of the Works, which the Applicants intend to employ or engage shall be included in the Scope of Work for his application to prequalify. Once the prequalification documents are officially opened, changes in subcontracting arrangements shall not be permitted.

10.2 Additionally, when highly specialized inputs are required by the Applicant from specialist sub-contractor(s), such sub-contractor(s) and their inputs shall be described in Form (1g). In case of no application of Form (1g), the Applicant or members of JV shall fully be liable with respect to the contract or ratio of share in JV.

10.3 The formation of a JV with the manufacturer(s) of Vietnamese nationality and/or to use the sub-contractor(s) of Vietnamese nationality for execution of the Works are highly encouraged.

11. Conflict of Interest

11.1 The Applicant (including all members of a joint venture / operation) 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.

12. Updating Prequalification Information

12.1 Bidders shall be required to update the financial information used for prequalification at the time of submitting their bids and to confirm 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.

13. Other Requirements

13.1 Only Japanese firms and joint ventures/operation that have been prequalified under this procedure will be invited to bid. A qualified firm or a member of a qualified joint venture/ operation may participate in only one bid for the contract. If a firm submits more than one bid, singly or in joint venture/ operation, 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.

13.2 The Employer reserves the right to:

a) amend the scope and value of any 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.
 - d) The Employer shall neither be liable for any such actions nor be under any obligation to inform the Applicant of the grounds for them.
- 13.3 Applicants will be advised by the Employer in writing by fax or electronic mail, within 60 days of the date for submission of applications, of the result of their application, and of the names of the prequalified applicants, without any reason for the Employer's decision.

* * * * *

EVALUATION OF APPLICANTS

***EQUIPMENT PROCUREMENT FOR CAI MEP – THI VAI
INTERNATIONAL PORT CONSTRUCTION PROJECT***

EVALUATION OF APPLICANTS

1.0 General

The duly accomplished prequalification applications submitted by the applicants shall be the basis for the Project Management Unit 85 (the Employer) to determine the qualified Applicants, considering eligibility and competence of each applicant to execute and complete the works.

2.0 Basis of Evaluation

Prequalification will be based on the Employer's evaluation criteria on the Applicant's general and particular experience, personnel capabilities, equipment capabilities, and financial position, as demonstrated by the Applicant's responses pursuant to the forms attached to the Letter of Application.

3.0 Particulars

- a) The Prequalification Documents submitted by each Applicant will be evaluated by the Evaluation Committee of the Employer and the Engineer, subject to review and approval by the Employer to determine, according to its sound judgment and discretion, the eligibility and competence of the Applicant.
- b) Upon the approval of MOT and JBIC, the Employer will finally select the Applicants who will be invited to submit Bids. Each Applicant will then be informed of the result of his application but there will be no explanation or discussion of the result.

A list of prequalified Applicants will be made available to all parties who have legitimate interests in the Contract.

- c) No Applicant will be considered prequalified unless he possesses a good reputation, ability, experience in the type and size of the work involved, qualified personnel and sufficient equipment available for the Works, and net current assets or available working capital, sufficient to execute the Contract satisfactorily, should it be awarded to him.
- d) The Employer 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 later discovered that the prequalification was obtained through misleading, ambiguous or false statement or erroneous information.
- e) In case that major discrepancies in the opinion of the Employer and/or Engineer are found in the information submitted, the application shall be considered unsatisfactory and the Applicant will not be eligible to prequalify until such discrepancies have been satisfactorily explained or resolved. The Engineer and/or the Employer will not enter into any correspondence with applicants except to seek clarification when necessary. The Engineer and/or the Employer reserve the right to interpret correct figures in case of minor discrepancies.

- f) Notwithstanding the prequalification of a manufacturer, the Engineer and/or the Employer reserves the right to review his prequalification statements and other relevant information before the award of Contract. Should such review uncover any misinterpretation made in the prequalification statements or any change in the situation of the manufacturer(s) to downgrade the substance of his prequalification statements, the Employer shall disqualify such manufacturer(s).
- g) The approval of the Employer and the concurrence by the JBIC on the prequalification or disqualification of an applicant will be final.

* * * * *

APPLICATION FORMS

***EQUIPMENT PROCUREMENT FOR CAI MEP – THI VAI
INTERNATIONAL PORT CONSTRUCTION PROJECT***

FORM (A)

LETTER OF APPLICATION

[The Applicant is required to complete the Letter of Application with the Applicant's letterhead paper including full postal address, telephone No., fax No., and e-mail address using this form.]

Date : _____

To : Project Management Unit 85
Attention : _____
Address : 184 Nguyen Sy Sach Street, Vinh City
The Socialist Republic of Vietnam

Gentlemen:

1. Being duly authorized to represent and act on behalf [name of the Applicant] (hereinafter referred to as the "Applicant") by virtue of the legalized Powers of Attorney from the following Manufacturers attached hereto, and having reviewed and fully understood all of the prequalification information provided, the undersigned hereby apply to be prequalified by yourselves as a bidder for Package 4 Contract: Equipment Procurement for Cai Mep – Thi Vai International Port Construction Project.
 - 1) [name and address of Manufacturer (1)]
 - 2) [name and address of Manufacturer (2)]
 - 3) [name and address of Manufacturer (3)]
 - 4) [name and address of Manufacturer (4)]
 - 5) [name and address of Manufacturer (5)]
 - 6) [name and address of Manufacturer (6)]
2. Attached to this letter are copies of original documents of the Applicant defining:
 - 1) The legal status;
 - 2) The principal place of business; and
 - 3) The place of incorporation (for the Applicants who are corporations), or the place of registration and the nationality of the owners (for the applicants who are partnerships or individually-owned firms.)
3. 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 any 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 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.

4. Your Agency and its authorized representatives may contact the following persons for further information:

Inquiry on	Person to contact	Telephone
General and managerial		
Personnel		
Technical		
Financial		

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

- (a) The bids by the prequalified Applicants will be subject to verification of all information submitted for this prequalification at the time of bidding:
- (b) Your Agency reserves the right to:
 - Amend the scope and value of any contract 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.

6. The undersigned declare that the statements made and the information provided in the duly completed application are complete, true, and correct in every detail.

Signed
Name*
For and on behalf of <i>(name of the Applicant)</i>

* Name of duly authorized person of the Applicant

APPLICATION FORM (1a)

POWER OF ATTORNEY

[The Applicant (Manufacturer(s)) are required to complete a Power of Attorney with their respective company letterhead, using this form. The respective Powers of Attorney completed shall be legalized by a notary public in the country of the Applicant (Manufacturer(s)) concerned. If the Applicant (Manufacturer(s)) is a Japanese nationality, the Power(s) of Attorney shall further be legalized by the Embassy of the Socialist Republic of Vietnam in Japan. Original of the Power(s) of Attorney shall be attached to the Letter of Application.]

Date:

To: The Project Management Unit No.85
184 Nguyen Sy Sach Street, Vinh City
The Socialist Republic of Vietnam

Gentlemen:

Know all men by these present, that we, [name of president of company] duly appointed representative of the said company organized and existing under the law of the [name of company] hereby duly authorize and extend complete POWER OF ATTORNEY to the following person to sign all documents concerning the proposal, bid negotiations, contract and other documents as may be necessary for the above referred Package 4 Contract for and on behalf of the company.

Name in full:
Title:

Signature:

In witness whereof, the undersigned have executed this Power of Attorney under their legal signatures and Company seals on this ____ day of ____ month, 200_.

For and on behalf of company

Signed :

Name :

Title :

Certified by Public Notary

Seal :

Signature :

Country	Name, Address, Telephone / Facsimile / E-mail	Representative

4) Factories Owned

Country	Name, Address, Telephone / Facsimile / E-mail	Representative

5) Agent / Distributor in Viet Nam and / or Surrounding Countries

Country	Name, Address, Telephone / Facsimile / E-mail	Representative

Notes: Applicants are requested to attach an organization chart showing the firm structure including the positions of director and key personnel, and the relationship with the organization chart.

APPLICATION FORM (1c)

Page ____ of ____ Pages

MANUFACTURER’S FACTORY

[The Applicant is required to complete this form in separate sheets, to provide the information on the factory(ies) where the equipment are intended to be designed and manufactured or constructed, when he is awarded the contract.]

(1) Manufacturer (List of Cargo Handling Equipment for Cai Mep Terminal)

1) Proposed Factory for Manufacture of Quayside Gantry Crane, 48ton cap.

1.	Name and Address of Factory
2.	Owner of Factory
3.	Telephone, Fax and E-mail
4.	Representative

2) Proposed Factory for Manufacture of Quayside Container Crane, 40.6ton cap.

1.	Name and Address of Factory
2.	Owner of Factory
3.	Telephone, Fax and E-mail
4.	Representative

3) Proposed Factory for Manufacture of Rubber Tired Transfer Cranes, 4+1High x 6+1Wide

1.	Name and Address of Factory
2.	Owner of Factory
3.	Telephone, Fax and E-mail
4.	Representative

(2) Manufacturer (List of Cargo Handling Equipment for Thi Vai Terminal)

1) Proposed Factory for Manufacture of Multi-Purpose Quayside Crane 40ton cap.

1.	Name and Address of Factory
2.	Owner of Factory
3.	Telephone, Fax and E-mail
4.	Representative

2) Proposed Factory for Manufacture of Quayside Jib Crane, 20ton cap.

1.	Name and Address of Factory
2.	Owner of Factory
3.	Telephone, Fax and E-mail
4.	Representative

APPLICATION FORM (1d)

Page ____ of ____ Pages

JOINT VENTURE/ OPERATION SUMMARY

Names of all partners of a joint venture/ operation
1. Lead partner
2. Partner
3. Partner
4. Partner

Annual turnover data (Cargo Handling Equipment US\$ equivalent)						
Partner	Form 2 Page no.	2000	2001	2002	2003	2004
1. Lead partner						
2. Partner						
3. Partner						
4. Partner						
Totals						

Note:

Total value of Cargo Handling Equipment turnover in terms of work billed to clients, in US\$ equivalent at the rate of exchange at the end of the period reported

APPLICATION FORM (1e)

Page ____ of ____ Pages

JOINT VENTURE/ OPERATION AGREEMENT

To : Project Management Unit 85
184 Nguyen Sy Sach Street, Vinh City,
The Socialist Republic of Vietnam

Gentlemen:

The undersigned of this declaration of cooperation are by means of attached Powers of Attorney legally authorized to act with regard to Package 4 Contract: Equipment Procurement for Cai Mep – Thi Vai International Port Construction Project and on behalf of their organizations.

They hereby declare:

1. That they will legalize a Joint Venture/ Operation Agreement in case of being awarded a Contract for Package 4 Contract: Equipment Procurement for Cai Mep – Thi Vai International Port Construction Project.
2. That they have nominated _____ as the Lead Partner of the group for the purpose of this Bid;
3. That they authorize Mr./Ms. _____ to act as the Bidder's Representative in the name and on behalf of their group.
4. That all partners of the Joint Venture/ Operation shall be liable jointly and severally for the execution of the Contract;
5. That this Joint Venture/ Operation is an association constituted for the purpose of the execution of Package 4 Contract: Equipment Procurement for Cai Mep – Thi Vai International Port Construction Project, under this Contract;
6. That if the Employer accepts the Bid of this Joint Venture/ Operation, it shall not be modified in its compositions or constitution until the completion of Contract without the prior consent of the Employer;
7. That each partner's share of the Work, stated as percentage of the total contract amount, shall be as follows:

Name of Partner	Share of the Work (as percentage of the contract amount)
1. Lead Partner	
2. Partner	
3. Partner	
4. Partner	
Total	100

Give names and positions of the proposed Joint Venture/ Operation Representatives, as well as organization's names and addresses:

1.	Name:	Signature:
	Position	Date:
	Representative of: (Organization's Name and Address including fax No. and E-mail)	

2.	Name:	Signature:
	Position	Date:
	Representative of: (Organization's Name and Address including fax No. and E-mail)	

3.	Name:	Signature:
	Position	Date:
	Representative of: (Organization's Name and Address including fax No. and E-mail)	

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

APPLICATION FORM (1f)

Page ____ of ____ Pages

MANUFACTURING SCHEDULE OF CARGO HANDLING EQUIPMENT

[The Applicant is required to complete this form sheet, to provide the information on schedule of manufacture and delivery of the equipment should he be awarded the Contract. Total duration shall be eighteen months from starting date.]

List of Cargo Handling Equipment		Schedule (Months)																		Name of Manufacturer(s)
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	
1.0	<i>Cai Mep International Container Terminal</i>																			
1.1	Quayside Container Crane, 48ton cap. : 4 units																			
1.2	RTG Cranes 4+1High x 6+1Wide, 40.6ton cap. : 15 units																			
2.0	<i>Thi Vai International General Cargo Terminal</i>																			
2.1	Multi-Purpose Quayside Crane, 40ton cap.: 2 units																			
2.2	Quayside Jib Crane, 20ton cap. : 2 units																			

Note: The Employer will inform the starting date for the manufacture of the equipment.

APPLICATION FORM (1g)

Page ___ of ___ Pages

LISTS OF PROPOSED SPECIALTY SUBCONTRACTOR(S)

Name of Applicant or Partner of a Joint Venture/ Operation:

List of specialty subcontractors which the Applicant proposes to engage for the Works			
Specialty Subcontractor	Description of Work	Subcontract Amount (US\$)	Remarks
1.			
2.			
3.			
4.			
5.			

APPLICATION FORM 1(h) to 1(n)

Page ___ of ___ Pages

**PERSONAL RESUME OF CHIEF OF DESIGN SECTION / CHIEF OF
 FABRICATION SECTION**

Name of Manufacturer

Candidate	
Resume	1. Name of Chief 2. Date of birth
	3. Professional Qualifications
	4. Educational Attainment (University, Course; Date graduated)
	5. English Proficiency (speaking, listening, reading and writing)
	6. Computer Knowledge (Word, Excel, CAD, CPM)
	Present Employment
Address of Employer	
Telephone Contact (manager / personnel officer)	
Fax E-mail	
Years with Present Employer	

Experience Track Record			
From	To	Company / Project / Position / Relevant Experience as Chief of Design / Chief of Fabrication	Consignee

Note:

1. Summarize professional experience in reverse chronological order. Indicate particular technical and managerial experience relevant to the Project.
2. List years of experience as chief of design section / Chief of fabrication section for quayside container crane, transfer cranes, multi-purpose quayside crane and quayside jib cranes including the specific number of units designed, fabricated and delivered. Specify the consignees.
3. Include copies of completion certificates.
4. Add additional sheets as necessary.

APPLICATION FORM (1o)

Page ____ of ____ Pages

ANNUAL PRODUCTION CAPACITY

Equipment Lists	Annual Production Capacity	Manufacturer
Quayside containers crane, 48 ton cap.		
Rubber Tired Transfer Cranes 4+1 high x 6+1 wide		
Multi-purpose quayside crane, 40ton cap.		
Quayside Jib crane, 20ton cap.		

Note:

1. Applicant shall indicate the annual production capacity of the proposed manufacturer to meet the operational schedule of the Cai Mep - Thi Vai International Port Construction Project.
2. When the PQ documents are officially opened no changes shall be made on the proposed annual production unless written consent is given by the Employer / Engineer.

APPLICATION FORM (2a)

Page ____ of ____ Pages

GENERAL EXPERIENCE RECORD OF MANUFACTURER(S)

[All individual firms are requested to complete this form. The information supplied should be the annual turnover of the applicant. In items of the amounts billed to clients for each year for works in progress or completed converted to US dollars at the rate of exchange at the end of the period reported...]

Name of the Applicant

(1) Number of Business Operation Years:						
(2) Annual Turnover						
Description	2000	2001	2002	2003	2004	Average
1. Turnover in Original Currency						
2. Turnover in US\$ Equivalent						
Exchange Rate ^{*1)}						

^{*1)} exchange rate at the end of the period reported.

(3) ^{*2)} Number of Units Quayside Container Crane (QCC), Rubber Tired Transfer Cranes, Manufactured and Supplied in the last 5 years from 2000 to 2004					
Manufacturer(s)	QCC		Transfer Crane	Multi-purpose QGC	Quay Side Jib Crane
	48ton	40.6 ton	4+1High 6+1Wide	40ton	20ton
1. (Name) j					
2. (Name)					
3. (Name)					
4. (Name)					

Notes:

1. Add additional sheets as necessary.

APPLICATION FORM (2b)

Page ___ of ___ Pages

LARGEST CONTRACT AMOUNT IN LAST 10 YEARS

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

All individual firms and all partners of a joint venture are requested to complete the information in this form. The information supplied should be the largest contract amount of the Applicant (or each member of a joint venture/ operation), for the last ten (10) years, in terms of the amounts billed to clients for work completed, converted to U.S. dollars at the rate of exchange at the end of the period reported.

Use a separate sheet for each partner of a joint venture/ operation.

Largest Contract Amount in last 10 years (cargo handling equipment)		
Year	Turnover	US\$ equivalent
1) 1995		
2) 1996		
3) 1997		
4) 1998		
5) 1999		
6) 2000		
7) 2001		
8) 2002		
9) 2003		
10) 2004		

Note:

This Application Form must be submitted by the Applicant or any partner of the Applicant on a joint venture/ operation basis.

APPLICATION FORM (3)

Page ____ of ____ Pages

SPECIFIC EXPERIENCE RECORD

[The Applicant is required to complete this form in separate sheets, on equipment supply contract.]

Name of the Applicant

To be qualified, the Applicant is required to pass the specified requirements applicable to this form, as set out in the “Instructions to Applicants”.

On a separate page, using the format of Form (3a), each Applicant is required to list equipment supply contract of value equivalent to US\$ 10 million or more undertaken during the last five (5) years. The value should be based on the currencies of the contracts converted into US Dollars, at the date of port completion or for current contracts at the time of award. The information is to be summarized using Form (3a), for each contract completed or under execution by the Applicant. In addition to the above, the Applicant can list up the contracts which can pass the specified requirements set out in the “Instructions to Applicants”, where necessary.

Where the Applicant proposes to use named subcontractors for critical components of the works, or for work contents in excess of 10 percent of the value of the whole works, the information in the following Form (3a) shall also be supplied for each specialist subcontractor.

It is requested to demonstrate the experience in equipment supply, by the Applicant, the named subcontractor, using Form (3a).

APPLICATION FORM (3a)

Page ____ of ____ Pages

DETAILS OF COMPLETED CONTRACTS FOR EQUIPMENT SUPPLIED

[The Applicant is required to complete this form in separate sheets, on the details of every supply contract with value of US\$ 10 million equivalent or more given in application Form (2a). The value shall be based on the contract amount converted in to US dollars with the exchange rate at the time of contract award.]

Name of Firm

1.	Name and location of the project
	Name of the port, to which the cargo handling equipment was supplied
	Source of Fund
	Procurement method (check one) International competitive Bidding (ICB) Local Competitive Bidding (LCB)
2.	Name and address of employer
3.	Contract role (check one) Main contractor Subcontractor Other (specify)
4.	Detailed description of the scope of works completed relevant to the contract (specify the name, type, capacity and quantity of the cargo handling equipment supplied)
5.	Name and address of the manufacturer(s)
6.	Name and address of the factory(ies) where the equipment was manufactured / constructed
7.	Value in specified currency at date of contract award: <input type="checkbox"/> Total contract amount: US\$ equivalent <input type="checkbox"/> Sub-contract amount (if the role was subcontractor): US\$ equivalent _____ <input type="checkbox"/> Responsible contract amount (if the role was a partner of a joint operation): Amount: US\$ equivalent _____ Share: _____% (show in percentage)
8.	Date of contract award
9.	Date of taking – over
10.	Contract / subcontract duration (year and months) _____ years and _____ months

[A copy of the taking – over certificate or protocol of delivery and acceptance issued to the relevant contract shall be attached to Form (3a), as evidence to prove the actual completion of the contract. Where the Applicant proposes to use the named subcontractors for critical components of the contract, the above information on each of the specialist subcontractors are also required to be provided in the same manner].

APPLICATION FORM (3b) ~ (3f)

Page ___ of ___ Pages

DETAILS OF EXPERIENCE IN MANUFACTURE OF CARGO HANDLING EQUIPMENT

[The Applicant is required to complete this form in separate sheets, on the details information of his experience in the manufacture of cargo handling equipment for quayside container crane 48ton, quayside container crane 40.6ton, transfer crane 4+1 high x 6+1 wide, multi-purpose quayside crane 40ton and quayside jib crane 20ton that is given in Application Form (2b) above. The value shall be based on the contract amount converted in to US dollars with the exchange rate at the time of contract award.]

<i>Name of the Manufacturer</i>

1.	Name and location of the project
	Name of the port, to which the cargo handling equipment was supplied
	Source of Fund
	Procurement method (check one)
	International competitive Bidding (ICB) Local Competitive Bidding (LCB)
2.	Name and address of employer
3.	Contract role (check one)
	Main contractor Subcontractor Other (specify)
4.	Detailed description of the scope of works completed relevant to the contract (specify the type, capacity and quantity of the container handling equipment manufactured.)
5.	Name and address of the factory(ies) where the container handling equipment was manufactured
6.	Value in specified currency at date of contract award:
	<input type="checkbox"/> Total contract amount: US\$ equivalent
	<input type="checkbox"/> Sub-contract amount (if the role was subcontractor): US\$ equivalent _____
	<input type="checkbox"/> Responsible contract amount (if the role was a partner of a joint operation):
	Amount: US\$ equivalent _____ Share: _____% (show in percentage)
7.	Date of contract award
8.	Date of taking – over
9.	Contract / subcontract duration (year and months)
	_____ years and _____ months

[A copy of the taking – over certificate issued to the relevant cargo handling equipment shall be attached to Form (3b) as evidence to prove the actual completion of the work].

APPLICATION FORM (4)

Page ____ of ____ Pages

**SUMMARY SHEET: CURRENT CONTRACT COMMITMENTS /
WORKS IN PROGRESS**

[The Applicant is required to complete this form in separate sheets, on the details information of current commitments on all contracts that have been awarded, or for which a letter of intent or acceptance has been received, or for the contract approaching completion, but for which full completion or taking – over certificate has not been issued yet.]

Name of the Manufacturer

Name of Contract	Value of Outstanding Works (US\$ equivalent)	Estimated Completion Date
1.		
2.		
3.		
4.		
5.		
6.		

APPLICATION FORM (5)

Page ____ of ____ Pages

FINANCIAL CAPABILITY

Name of Applicant / Manufacturer(s)

Applicant shall provide financial information to demonstrate that they meet the requirements stated in the “Instructions to Applicants”. Each applicant or partner of a joint venture/operation must fill this form. If necessary, use separate sheets to provide complete banker information. A copy of the audited balance sheet should be attached.

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

Summarize actual assets and liabilities in US Dollars equivalent (at the rate of exchange current at the end of each year) for the previous five years. Based upon known commitments summarize projected assets and liabilities in US Dollars equivalent for the next two years.

Financial Information in US\$ equivalent	Actual: previous five years					Projected: next two years	
	2000	2001	2002	2003	2004	2005	2006
(1) Total Assets							
(2) Current Assets							
(3) Total Liabilities							
(4) Current Liabilities							
(5) Profits before taxes							
(6) Profits after taxes							

Specify the proposed sources of financing to meet the cash flow demands of the Project, net of current commitments (Item 6.6 of the Instructions to Applicants)

Source of Financing	Amount (US\$ equivalent)
1. Liquid Assets	
2. Unencumbered Real Assets	
3. Lines of Credit	
4. Other Financial Means	

Attach audited financial statements for the last five years i.e., from 2000 to 2004.

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 laws of their countries of origin.

Attach certified credit lines (highly preferable) or bank's reference.

ATTACHMENT 1

COPY OF CERTIFIED AUDITED BALANCE SHEET

APPLICATION FORM (6)

Page ____ of ____ Pages

LITIGATION HISTORY

[The Applicant is required to complete this form, in a separate sheet, on the history of his litigation or arbitration, if any, resulting from contracts executed in the last ten (10) years from 1995 to 2004 or currently under execution.]

Name of Firm

Year	Award for or against the Firm	Name of Client, Cause of Litigation, and Matter in Dispute	Disputed Amount (US\$ equivalent)

GENERAL INFORMATION

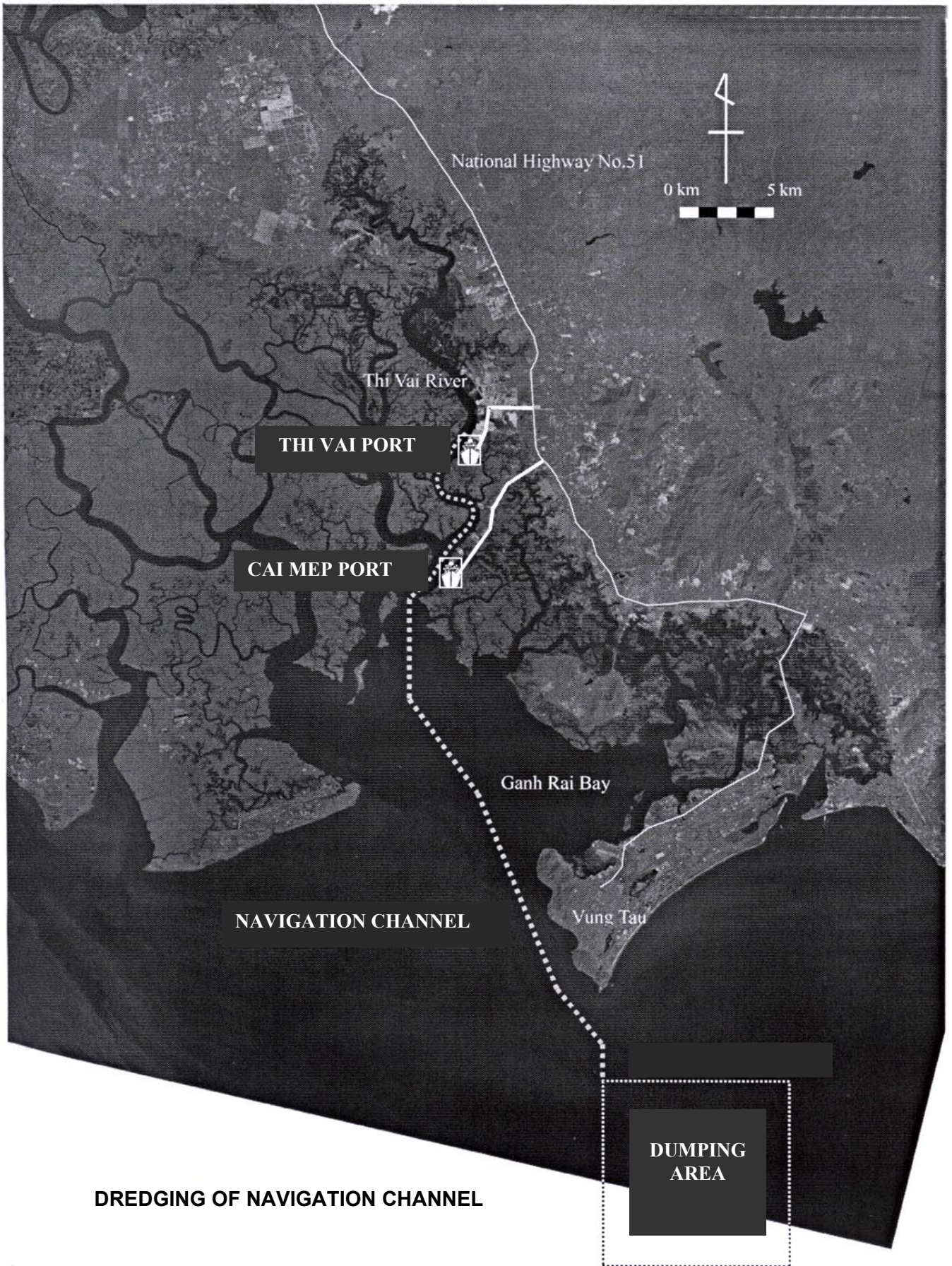
***EQUIPMENT PROCUREMENT FOR CAI MEP – THI VAI
INTERNATIONAL PORT CONSTRUCTION PROJECT***

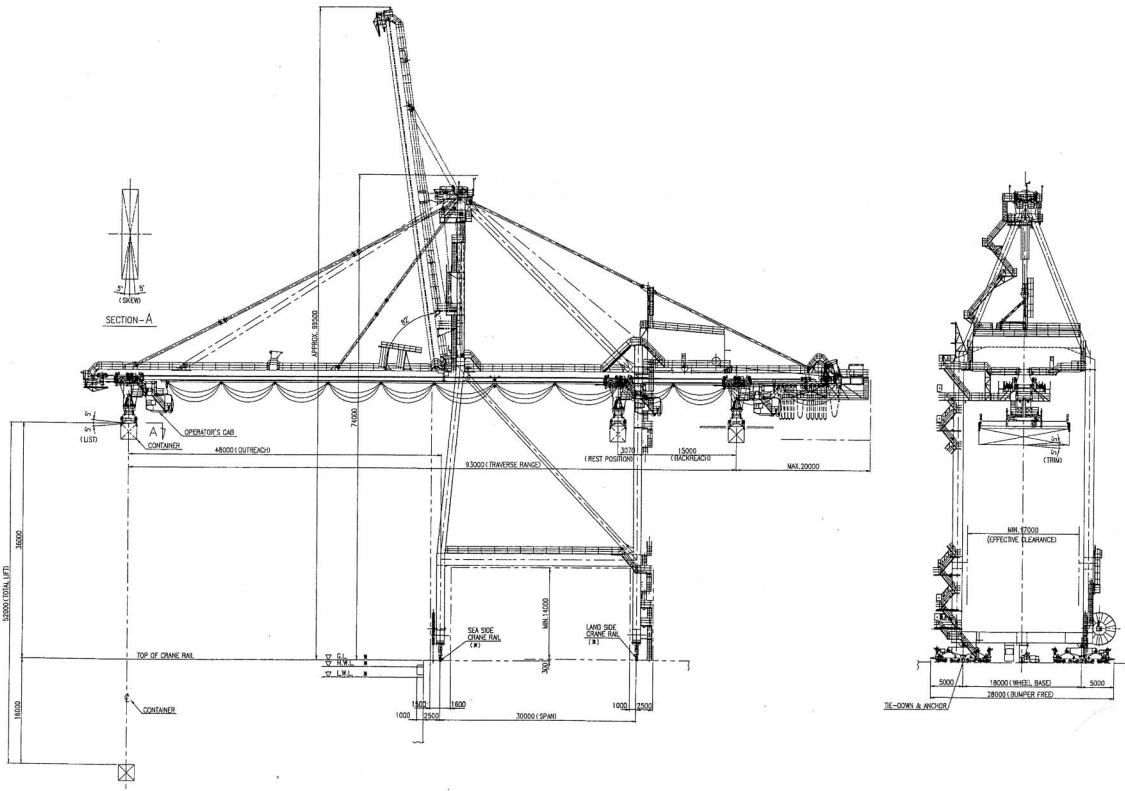
GENERAL INFORMATION

The primary objective of attaching some of the drawings is to convey to the Applicants the type and general extent of works to be carried out for prequalification purposes.

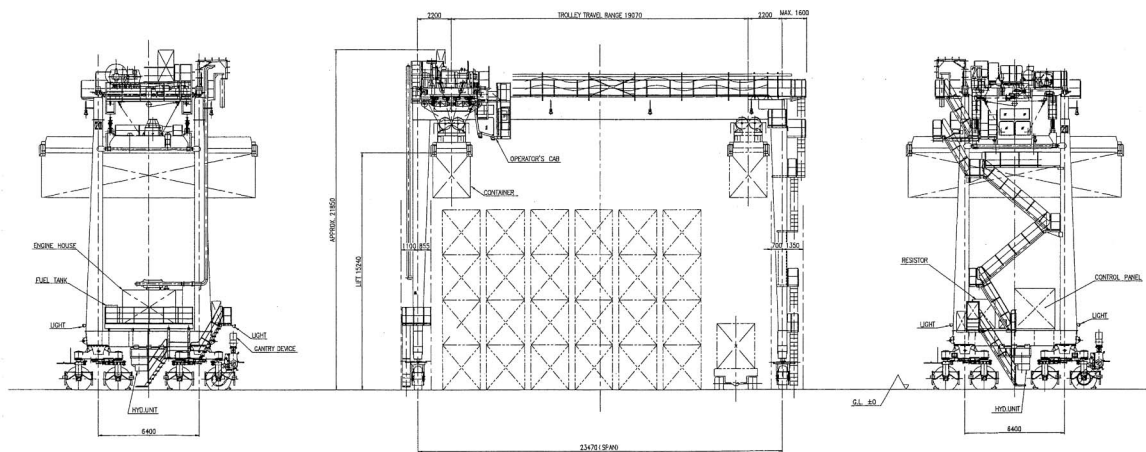
The final scope of works will be included in the Bid and Contract Documents.

* * * *





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