



THE EAST AFRICAN PORTLAND CEMENT COMPANY

Holding Life Together

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Ref: EAPCC/OT/132/2017

24th October, 2017

To All Bidders

RE: ADDENDUM NO.2 FOR TENDER No. EAPCC/OT/132/2017 SUPPLY & DELIVERY OF 30 MILLION WPP CEMENT BAGS.

Dear Bidders

Following one of the bidders need for clarification, below is the clarifications and EAPCC's response:-

1. Bidder's Clarification

Page 7, 2.10.1: EAPCC reserve price of KSH 20.5 KSH per bag to his factory. – Kindly confirm this includes Duty & VAT as the price is very low.

EAPCC Response.

The reserve price is delivered duty paid up to Athi River and it is exclusive of VAT.

2. Bidder's Clarification

Page 7, 2.11.1: Prices quoted shall be in Kenya Shillings. – Kindly confirm that we can quote in other currencies like USD or EUR as well.

EAPCC Response.

Bidders can quote in other currencies but provisions of section 2.23.1 of the conversion to single currency specified in the tender document shall be applied

Bidder's Clarification

Page 12, 2.25.1: EAPCC mentions a preference of maximum 30%. – Kindly confirm this is applicable for this tender. If yes, this will major disadvantage for foreign suppliers.

EAPCC Response.

Preference of maximum 30 % is applicable for this tender

Directors: Mr. William Lay (Chairman), Mr. Simon Peter ole Nkeri (Managing Director), Mr. Patrick N. Mwangi(CBS), Mr. Kungu Gatabaki, Mr. Henry Rotich (Alt. Humphrey Muhu), NSSF, Prof. Sarone Ole Sena

Clido - 24/10/17

Bidder's Clarification

Page 14, 2.29.4: All payments shall be made within 60 days after presentation of invoice i.e. on open account after delivery. This is not feasible for a tender covering a value of several million dollars. – Kindly request for alternate payment terms

EAPCC Response.

The payment terms of 60 days after presentation of invoice is the EAPCC preferred terms of payment. Bidders are however free to propose their own preferred terms of payment.

Bidder's Clarification

Page 19: The client asks for a delivery time of 3 days from receipt of LPO (the less days the better). Each bag should be produced on order as EAPCC requires special markings as shown on their drawings. So, production and supply cannot be effected within 3 days. This is not possible. There is a process of manufacturing, packing, SGS inspection, shipment time, clearance at Mombasa port & delivery to EAPCC.

EAPCC Response.

The delivery time of 3 days after the receipt of LPO is the EAPCC preferred lead-time. Bidders are however free to propose their own lead-times

Bidder's Clarification

Kindly confirm that sample is mandatory for submission or not required

EAPCC Response.

Samples must be submitted with the bid

Bidder's Clarification

Considering the above, kindly request for extension of tender by 2 weeks

EAPCC Response

The tender closing date remains 12.00 noon, 1st November 2017

All other terms and conditions of the tender remain unchanged.

Yours faithfully,

For: E.A. PORTLAND CEMENT CO. LTD

for [Signature] - 24/11/17

Ngala Oloiptip

SUPPLY CHAIN MANAGER