

Clarification 05

13-ZP-2020 – Mud Pump Liners and Spare Parts

Dear Sirs,

Please find our answers for some questions asked by bidder(s):

ITEM	Bidder Question	Exalo Drilling S.A. Answer.
1.	<i>Will Buyer accept other delivery terms than DDP and Seller's terms and conditions?</i>	The Buyer cannot accept other delivery terms than stated in Unlimited Tender Invitation, Point 3.2 Commercial Offer (prices), Section 1, Point 1, letter c) "[...]should include delivery term (Incoterms 2020) based on DDP (VAT excluded). Other Delivery Terms are not accepted. "
2.	<i>Will Buyer consider Kandle Oilfield as an acceptable manufacturer in this Tender?</i>	The Buyer accept Kandle Oilfield as a manufacturer for the Part I of the Tender – Mud Pump Liners.
3.	<i>"[...] delivery on ceramic liners on the odd mud pumps, the time for this is a minimum of 10-12wks so we could not apply Section 1, Point 2 F) Short notice up to 21days & G) for Long notice up to 45days. How can we still submit a price for these items?"</i>	The Buyer will not change provisions of Unlimited Tender Invitation, Point 3.2 Commercial Offer (prices), Section 1, Point 2, letter f) and g) about successive deliveries (delivery time). Delivery terms remain unchanged and are as follows: <ul style="list-style-type: none"> - Short notice up to 21 days - Long notice up to 45 days. The Buyer intends to sign the contract for an indefinite period. Estimated annual demand on liners and spare part, specific delivery dates and MOV (minimum order value) should help the Seller plan and maintain inventory for the Buyer and adhere to Buyer's delivery time.
4.	<i>"Is Exalo accepting non-US Domestic or European manufactured liners and spares?"</i>	All acceptable producers for Liners and Spare Parts are listed in Technical Specification (Appendix no. 1 to Tender Invitation)

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5.	<i>"We would suggest bid submission to extend to the 18th of June (same time)..[...] Password submission the day after the 19th of June (same time)."</i>	<p>We agree to the Bidder's request:</p> <ul style="list-style-type: none"> - Bid submission time 18th of June (end of the day) - Password submission the day after – 19th of June (end of the day)
6.	<i>"[...]Per Appendix no. 5, [...] for Company Register Documents not older than 3 months. Which documents are you looking for specific?"</i>	<p>Depends on company and the country it can be different document that will confirm existence of a company and point out who is the legal representative. It can be Extract From Company Register, Business License, Certificate of Incorporation, Certificate of Good Standing etc. If company representative is not a legal representative according to abovementioned documents, Bidder is obliged to provide power of attorney.</p>
7.	<i>We would like to add Kandle Oilfield Products as a manufacturer for the Spare Parts & Pistons section</i>	The Buyer will not accept Kandle Oilfield Products as manufacturer for the Spare Parts & Pistons section of the Tender.
8.	<i>Please note "Patriot Piston" is not manufactured by Acumen</i>	The Buyer is changing the provisions of Technical Specification, Technical Offer and Commercial Offer for Mud Pump Piston Acumen Patriot. "Acceptable producers: Patriot type"
9.	<p>1. For section Mud Pump F-800 / F-1000 – Item 20- The P/N listed 7918282 is for a Cylinder Head not a Valve Cover Gasket (07916740) as per the description</p> <p>2. For section Mud Pump Bomco F-1600 Item 25. & 26. Have same item description. Item 26 is the correct P/N for the Valve cover gasket (07916741). Item 25 P/N Listed is for a Cylinder Head URETHANE.</p> <p>3. For section Mud Pump IDECO T1300 Item 31 AJO507U P/N (07916082) Description should be Cylinder Head URETHANE</p>	<p>The Buyer is changing item descriptions in Technical Specification, Technical Offer and Commercial Offer accordingly:</p> <p>Mud Pump F-800, item 20 – Cylinder head gasket 7918282</p> <p>Pompa F-1600, items 25 & 26 – Cylinder head gasket 7916801</p> <p>Pompa T-1300, item 31 - Cylinder head gasket AJO507U (Southwest)</p>
10.	<i>Could we offer valve assemblies for mud pumps from Patriot product line?</i>	The Buyer will not accept valve assemblies from Patriot product line in this Tender.
11.	<i>Please clarify an answer to question no. 8. What EXALO Drilling understands as 'Patriot type' piston?</i>	The Buyer clarifies that the term "Patriot type" used in the answer to question No. 8 applies to OEM Patriot and OEM Supreme Patriot.

Best regards,

Kierownik Zespołu Przetargów
Tendering Manager

Krzysztof Sreberski