



The Kenya Power & Lighting Co. Ltd.
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Stima Plaza, Kolobot Road

Our Ref: KP1/6A.1/PT/8/16/A54

5th December, 2016

M/s

Dear Sir/ Madam:

REVISED CLARIFICATION No 1: ON ICB No: KP1/6A.1/PT/8/16/A54 FOR PROCUREMENT OF TRUCK MOUNTED AERIAL PLATFORM ISSUED ON 13th OCTOBER, 2016

1. CLARIFICATION TO BID DOCUMENT

The following responses are made to clarifications sought on various issues in the Bidding Documents for Procurement of Truck Mounted Aerial Platform. Where there is conflict in the response between clarifications No.I and Amendment No.1 all dated 25th November, 2016 the revised Clarification No.1 and revised Amendment No.1 dated 5th December, 2016 prevails.

No.	Query	Response
1	We are interested in bidding for the above tender. Please confirm if there is any registration required, or purchase of the document.	<p>No. vendor registration is required.</p> <p>Bidding documents in English may be downloaded without any fee by interested bidders at www.kplc.co.ke or purchased at the address below upon payment of a non-refundable fee of ICES 1,000 or equivalent amount in a freely convertible currency.</p> <p>The method of payment will be Cash or Bankers Cheque, payable at the Chief Accountant's Office, KPLC, Stima Plaza, 1st Floor, and receipt obtained.</p>
2	Please refer to Section VII — Schedule of Requirements — Technical Specifications. Item 1. General h. and J. Refer to the cab chassis to be 'of the latest design in the class'. The new design and production standard for European trucks is Euro 6. However, it is our belief that these trucks would be	<p>Only Trucks of Euro 1,2,3 or 4 class shall be acceptable to KPLC.</p> <p>Only trucks with a standard production, cab chassis of either Euro 1,2,3 or 4 class of the latest design in the class, of robust construction and in current production shall be acceptable to KPLC.</p>

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	cost prohibitive for this tender and a more suitable vehicle for the Kenya market would be a Euro 3 or Euro 4 vehicle. Kindly confirm that vehicles in this class would be acceptable to KPLC.	
3	We are proposing to supply a vehicle model that complies or exceeds all required parameters, apart from the Wheel Base Minimum. Our proposed vehicles measure 4150mm rather than the mandatory 4200mm. Would our bid be excluded on this relatively insignificant deviation?	As per the mandatory requirement only trucks meeting the minimum wheelbase of 4200mm shall be acceptable to KPLC.
4	Under section 11. Clutch & Transmission item d). , our proposed vehicle has 9 F gears and 1 R, rather than the mandatory 5F and 1 R. The 9F is an improvement on 5F, yet this would appear to deviate from the mandatory 5F specified. Would our bid be disqualified for this deviation?	The mandatory requirement is a minimum of 5F and a minimum of 1R as prescribed in the bidding documents.
5	Under section 12 — Brakes and Tyres of the Section VII Schedule of Requirements, item c). Requires dual rear tyres. Would single tyres be acceptable?	Only standard production, cab chassis (of either Euro 1,2,3 or 4 class) of the latest design in the class, of robust construction and in current production meeting the requirement of dual rear tyres shall be acceptable to KPLC. Details should be submitted with the bid.
6	Also under section 12, item f). Requires rear steel shock absorbers. Would air insulated shocks be acceptable on the rear?	Under section 12 item f) in the bidding document no mention is made to rear shock absorbers. The requirement is for telescopic shock absorbers with heavy duty leaf springs at the front, and at the rear to have heavy duty leaf springs. Details should be submitted with the bid.
7	'Is air suspension acceptable or does it have to be steel leaf springs?'	The requirement is for telescopic shock absorbers with heavy duty leaf springs at the front, and at the rear to have heavy duty leaf springs. Heavy duty Leaf springs MUST be provided at both front and rear. Details should be submitted with the bid.
8	The specific insulation gaps mentioned for the booms are unnecessary and have no relevance to the International ANSI standards referenced in the tender and those applicable and mandatory for these products. There is no reason to be specific and therefore limit supplier choice when all of the safety issues and regulations for insulation gaps for these	The minimum insulation gaps specified for upper booms and lower booms MUST be provided for as specified in the bidding document. As specified in the bidding document, for the Hydraulic Insulated and Articulating and Telescopic Aerial Platform with 46KV insulation, the upper boom insulation gap

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	products are covered under Internationally recognised ANSI standards and specifications included in the tender specifications, terms and conditions.	must meet ANSI CAT C test requirements in ALL positions of operation including fully retracted boom position. Details should be submitted with the bid. (catalogues and bidder to specify insulation gap when fully retracted).
9	We note that there is an exclusion for round or circular booms in the specification. Again there is no reason to exclude round, or favour rectangular, booms given the strict requirements of International ANSI standards and as specified in the tender specification. Again all equipment must meet the ANSI standard. The exclusion of round booms has no relevance and should be deleted	As per the mandatory requirement only rectangular booms with rectangular fiberglass insulating sections shall be acceptable to KPLC. Details should be submitted with the bid.
10	Post qualification requirements (ITB 36.1) —Is the five year mandatory experience for the dealer or for the manufacturer. This is a new concept in Kenya so this requirement for dealer is not realistic. If it is for the dealer we agree the manufacturer must have more than 5 years of manufacturing experience.	<p>Bidders are referred to Section III: Evaluation and Qualification Criteria and the 3.1 - post qualification requirements (ITB 36.1) for Bidders who are manufacturers and Bidders who are not manufacturers.</p> <p>For bidders who are manufacturers and for bidders who are not manufacturers it is further clarified that the Bidder shall furnish documentary evidence to demonstrate that it has supplied during the last 5 years of similar goods of at least 5 units whether bidding only for Lot 1 or only for Lot 2 or bidding for both Lots (1 & 2) together. (in the event of a joint venture, all parties combined must meet this requirement).</p> <p>Bidders must meet the requirements if ITB 11.1 (j) which among various documentation requirements, requires the bidder to present documentation demonstrating that Local Franchise holders and Dealers for the Aerial Platforms MUST have fully fledged workshop(s) equipment with adequate facilities for servicing the platform equipment.</p> <p>It is further clarified that for bidders who are not manufacturers and are not the installers of the equipment, the installers of the equipment (whether manufacturers of the equipment or not), must demonstrate experience as per requirement of Section III 3.1 post qualification requirements, experience in integrating /installing and supporting truck mounted lifting equipment</p>

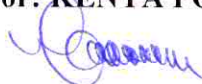
No.	Query	Response
		<p>requiring outriggers; provide details of relevant experience and supporting evidence. In such a case the installers must sufficiently demonstrate that they have installed at least 5 units of similar equipment over the last 5 years. Attach supporting documentation.</p>
11	<p>For fully build units, requirement is that KPLC engineers will carry out inspections at the manufacturer's site prior to shipping. There is no mention who will bear this cost. Should this be built into the tender cost.</p>	<p>For suppliers shipping fully built units (equipment mounted on cab chassis) inspection will be carried out by KPLC Engineers at the Manufacturer's site prior to Installation of the Aerial Platforms and at the suppliers site of the fully built units prior to shipping.</p> <p>For suppliers delivering units after local Aerial Platforms installation, inspection will be carried out by KPLC Engineers at the Manufacturer's site prior to shipping (and installation) and at the local supply site after installation and prior to delivery to KPLC.</p> <p>The costs of these inspection visits will be at the cost of KPLC.</p>
12	<p>Alternative offer of over-center articulated (model POSI+ 400) instead of articulated and telescopic (model POSI+ 600).</p>	<p>For LOT 1 Only Truck Mounted Hydraulic Insulated Telescopic and Articulating Aerial Platforms Complete with Cab chassis shall be acceptable to KPLC. Options are not allowed.</p> <p>For LOT 2 Only Truck Mounted Hydraulic Insulated Overcentre Aerial Platforms complete with Cab Chassis shall be acceptable to KPLC. Options are not allowed.</p>
13	<p>Platform to have integral steps Inside and outside, <i>Kindly confirm if steps on the outside only will be acceptable.</i></p>	<p>NO, integral steps on the outside only shall NOT be acceptable.</p> <p>The minimum number of integral steps on the outside of the platform is required to be 2 in number.</p> <p>The minimum number of steps on the inside of the platform is required to be 1 in number.</p> <p>Details should be submitted with the bid.</p>
14	<p>4 A-frame / X-frame / Radial outriggers to be included and independently controlled. We wish to offer an H-Frame Instead of X Frame as this has become industry Standard and has improved stability.<i>Please confirm if this will be acceptable</i></p>	<p>NO, H-Frame outriggers shall NOT be acceptable to KPLC.</p> <p>Only A-Frame or X-Frame or Radial outriggers shall be acceptable to KPLC.</p> <p>Details should be submitted with the bid.</p>
15	<p>Jib length, minimum 1.8 meters. The maximum jib length we have is 1.5mtrs</p>	<p>The mandatory minimum JIB Length for LOT 1 Truck Mounted Hydraulic Insulated</p>

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	<p><i>Kindly confirm if this will be acceptable.</i></p>	<p>Telescopic and Articulating Aerial Platforms Complete with Cab chassis is 1.5 Mtrs. Details should be submitted with the bid.</p> <p>The Mandatory minimum JIB length For LOT 2 Truck Mounted Hydraulic Insulated Overcentre Aerial Platforms complete with Cab Chassis is 1.8 Mtrs. Details should be submitted with the bid.</p>
16	<p>Galvanized steel body with automotive rubber sealed and lockable storage compartments for live line tools including hot sticks and accessories, minimum total compartment size per side 3.2mtrs length by 1.2 meters' height, attach. Scale drawings showing layout and compartmentalization on chassis offered</p> <p><i>Kindly confirm if an epoxy coated aerial Platforms body will be acceptable.</i></p> <p><i>Galvanized bodies are not standard Industry practice.</i></p>	<p>NO, An epoxy coated plain steel aerial platform truck body with plain steel compartments shall not be acceptable to KPLC.</p> <p>The lockable storage compartments shall be galvanised steel and painted as per 6 f) paint whole of body compartments internal and external epoxy primer with weather resistant top coat and as per 6 k) high gloss finish of Kenya Power branding colours and as further directed by the user.</p> <p>The specification in the bid document calls for galvanized storage compartments and not galvanization for the entire Aerial platform body. The entire truck body shall be epoxy primer painted with weather resistant topcoat.</p> <p>The minimum total compartment size per side that shall be acceptable to KPLC is 3.2 mtrs length X 1.2 mtrs height X 0.45mtrs deep (a minimum of 3.84m² per side / a minimum of 1.72m³ per side). Attach details and scale drawings on complete cab chassis with Aerial offered.</p>
17	<p>Max allowable sub-frame height above chassis, 250mm.</p> <p><i>Kindly confirm if sub frame height of 280mm will be acceptable.</i></p>	<p>The mandatory maximum allowable sub-frame height above chassis is 250mm. Details should be submitted with the bid.</p>
18	<p>What are the requirements for Locks for Cupboards/Cabinets?</p>	<p>All locks for the galvanised steel storage compartments in one truck shall come with a common key (3 in number).</p>
19	<p>Elevator buckets: The ability to elevate the bucket will greatly reduce the risk of breaking clearance and would result in the worker being safer as the elevator gives ease of access to the work area.Can we provide Elevator buckets?</p>	<p>NO, as per 2 e) elevator platforms (buckets) shall NOT be acceptable to KPLC. As per 2. i) Elevating Pedestals shall NOT be acceptable to KPLC. Only non-elevating platforms and non-elevating pedestals shall be acceptable to KPLC.</p>
20	<p>Retractable earth leads are suitable for discharge of voltage but not for fault</p>	<p>Clause 6 L) is a mandatory requirement., the mandatory requirement for the body to</p>

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	<p>current conditions. We propose Permanent earth point to be fitted at the four corners of the load body as well as loose portable earth lead. Is the proposal acceptable?</p>	<p>include truck grounding reel retractable cable type earthing system with minimum 12 meter cable, Details should be submitted with the bid. In addition bidders are to also provide permanent earth point to be fitted at the four corners of the load body (ball studs type earth point). Details should be submitted with the bid.</p>
21	<p>Fire extinguisher: 1 x 2 kg fire extinguisher can be considered insufficient. Specify adequate size</p>	<p>Clause 15 K) has been amended from <i>"Hazard Triangles metallic, Standard First Aid KS-2094-2007 and 2 Kg fire extinguisher"</i> To read <i>Hazard Triangles metallic, Standard First Aid KS-2094-2007 one unit 2kg dry powder fire extinguisher mounted inside the truck cabin and 2 units x 9 Kg "Dry Powder" fire extinguishers mounted onto vehicle body (One to be mounted on each side of vehicle body with easy access from ground level).</i></p>
22	<p>We kindly request for a reasonable extension up to the 14th December 2016</p>	<p>The tender closing date and time remain as earlier extended to 19th December 2016 at 10:00 Am.</p>

Yours faithfully,

For: KENYA POWER & LIGHTING COMPANY LIMITED.



ENG. MICHAEL ADHIAMBO
PROJECTS DEVELOPMENT MANAGER