



GUAM POWER AUTHORITY

ATURIDÁT ILEKTRESEDÁT GUAHAN
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February 19, 2018

AMENDMENT NO.: III

TO

INVITATION FOR MULTI-STEP BID NO.: GPA-008-18

FOR

SUPPLY OF DIESEL FUEL OIL NO. 2

Prospective Bidders are hereby notified of the following changes and response to inquiries received from ExxonMobil Asia Pacific Pte Ltd dated 01/22/2018, Hartree Partners dated 01/31/2018 and Hyundai Corp. dated 01/31/2018:

CHANGES:

- Change in Table 1, Bid Milestone:

Bid Process Milestones		From	To
Bid Announcement		11/16/2017	01/16/2018
Pre-Bid Conference (Non-mandatory)		11/30/2017 (10:00 am)	
Site Visit (Non-mandatory)		11/30/2017 (1:30 pm)	
Submit Questions		11/16/2017	03/16/2018
Cut Off Date for Receipt of Questions		03/16/2018	
GPA Review and Answer Questions		11/16/2017	03/30/2018
Vendor Prepare Bids		11/16/2017	04/20/2018
Cut Off Date for Receipt of Proposals (Technical and Price Proposals)		04/20/2018 2:00 P.M. Guam Time	
EVALUATION Step One:	Technical Proposal (Bid) Evaluation	04/26/2018	05/04/2018
	Notify Qualified Bidders	05/07/2018	05/11/2018
Price Proposal Opening		05/30/2018 2:00 PM Guam Time	
EVALUATION Step Two:	Price Proposal Evaluation	06/04/2018	06/08/2018
Approvals		TBA	
Notice of Intent to Award		TBA	
Contract Signing		TBA	
Contract Mobilization		TBA	
Contract Commencement		TBD	

ExxonMobil Asia Pacific Pte. Ltd inquiry dated 01/22/18:

QUESTION:

1. We heard of GPA's plan to build a new power plant by 2021 which is designed to use ULSD and Natural Gas.
 - a. How would this impact the diesel bid requirements as the term stretches past the 2021?

ANSWER:

ULSD requirement is anticipated to increase when the new power plan is commissioned.

QUESTION:

- b. Would this mean the diesel requirement could go beyond one million barrel per year?

ANSWER:

ULSD requirement is anticipated to increase beyond one million barrels per year when the new power plant is commissioned.

QUESTION:

- c. Would this mean there would be more tanks built or converted to accommodate diesel fuel on site?

ANSWER:

Yes.

QUESTION:

- d. What are GPA's transition plans to convert from fuel oil to diesel?

ANSWER:

Transition is still in the planning stage. The plan may include converting the existing bulk RFO tanks to ULSD storage.

QUESTION:

2. In the Qualitative / Technical Proposal Scoresheet of IFB No. GPA-008-18 Checklist Item 2, it mentioned experience with Fuel Storage and Audit.
 - a. Please confirm if this is relevant as the Contractor's liability is up to the discharge port at Cabras Guam?

ANSWER:

Item 2 on the checklist will determine the bidder or its agent's experience and expertise in quantity and quality assurance at the load port.

QUESTION:

3. In the Qualitative / Technical Proposal Scoresheet of IFB No. GPA-008-18 Checklist Item 7, it states the Contractor is required to provide a "Letter of Commitment" which is an authenticated letter of commitment from the Contractor's fuel supplier, vessel charter, storage facility and others, which demonstrates its capability in providing uninterrupted supply of fuel for GPA.

- a. Would GPA clarify the requirement for a letter of commitment from the Contractor's storage facilities as it was stated in the IFB that the Contractor's liability is up to the discharge port at Cabras Guam?

ANSWER:

This is a requirement to determine Contractor's capability and its logistical resources to support the contract to ensure uninterrupted supply of fuel to GPA.

QUESTION:

4. In the Qualitative Proposal Scoresheet template, in tab "Proposal Scoring Information" there is Bidder Checklist Item 7 but in tab "Part 1 – Checklist Item References" Item No. 7 is missing.
 - a. Please confirm if this is correct?

ANSWER:

Item No. 7 should be inserted and included in Part 1-Checklist Item Reference of the Qualitative Proposal Scoresheet template.

QUESTION:

5. With regards to Section 5. Invoice Price Determination of the Contract, would GPA be able to accept an invoice price calculated based on \$ per BBL at standard sixty degrees Fahrenheit but eventually converted to \$ per Gallons at standard sixty degrees Fahrenheit then printed on invoice?

ANSWER:

Under VOLUME II – CONTRACT, Section 5. Invoice Price Determinations, Page 43 of 135 Requirement remains as is.

Hartree Partners inquiry dated 01/31/18:

QUESTION:

1. Who will be the importer of record for this term import?

ANSWER:

The Guam Power Authority.

QUESTION:

2. The entire volume purchased will be delivered on a DES basis Cabras Port. Will there be a possibility of having more than 1 port discharge under any circumstance and if so, what are the other port(s) details?

ANSWER:

GPA is currently contracted with Tristar Terminals, Guam, Inc. for the use of the F-1 Dock and its cargo pipeline.

GPA is not seeing the likelihood of having more than 1 port at this time. However, contractor shall be notified accordingly should there be any changes that will require a change in port.

QUESTION:

3. Cargo volume per shipment is min 40kb to max 120kb. Is there an even distribution of 1 shipment per month or usually it is unevenly distributed throughout the year? If the latter, based on past experience, which are the months that are usually the most active/lull?

ANSWER:

Shipment is anticipated to be unevenly distributed throughout the year. At this time, diesel plant dispatching and its consumption is increased during outages on the RFO-consuming plants.

QUESTION:

4. Is the vessel/port limitation equally applied to vessels of different sizes? Will all performing vessels be subjected to the limitations at the F-1 dock as listed in your tender document?

ANSWER:

All performing vessels will be subjected to the limitations at the F-1 dock as listed in the tender document.

QUESTION:

5. a. Based on past experience, how long does it take for the port formalities to be cleared?

ANSWER:

About 2 hours upon without any issues with the vessel documents. About 8-10 hours if US Coast inspection is required for vessels with expired certificate of Compliance (COC). Period is based on the time of boarding of port authorities.

QUESTION:

- b. In addition, how long does it usually take for the sampling and quality conformance tests to be satisfied at disport before discharge can commence?

ANSWER:

Approximately 12-14 hours.

QUESTION:

- c. And what is the receiving rate of the terminal at Cabras Port?

ANSWER:

Approximately 4,300 bbls/hr at 100 psi (based on shore manifold pressure gauge).

QUESTION:

6. Is night berthing always disallowed or is it on a discretionary basis?

ANSWER:

Night berthing is it on a discretionary basis and is usually determined by the Contractor's Agent with the port Authorities.

QUESTION:

7. Can you advise the BL/discharge port received quantity difference average based on historical data for the previous term contract?

ANSWER:

This is the first solicitation for the supply of ULSD and the requested information is not available.

QUESTION:

8. Can we issue Standby Letter of Credit for both Bid Bond and Performance Bond directly to Guam Power Authority using one of our panel of first class international banks (the bid

document does say that the performance bond will be maintained for the full or partial fiscal year during which the contract is in effect).

ANSWER:

Yes, the Standby Letter of Credit is acceptable, please see the requirement for the Bid Bond and the Performance Bond in Section 2.14 of the bid.

QUESTION:

9. Is GPA able to issue SBLC for each delivery prior to loading?

ANSWER:

Yes, the Standby Letter of Credit is acceptable, please see the requirement for the Bid Bond and the Performance Bond in Section 2.14 of the bid.

QUESTION:

10. Is GPA able to issue SBLC for each delivery prior to loading?

ANSWER:

No, not an SBLC. However, a Documentary Letter of Credit will be issued prior to loading, please see Section 7 Terms of Payment of the contract.

QUESTION:

11. Must all the required affidavits be signed in Guam?

ANSWER:

Kindly refer to Volume I Section 2.9. (Documents Executed Outside Guam) on page 12 of 135.

QUESTION:

12. Are there any circumstances under which the bid bond will be forfeited?

ANSWER:

Yes.

Hyundai Corp inquiry dated 01/31/18:

QUESTION:

1. Quality:

- Is there a way that we can provide loadport samples at discharge to make the discharge process faster? The test can be done with the loadport sample prior to vessel arrival. Sampling the fuel can take place at the discharge port but it would save the waiting time for the test to be done after vessel sampling.

ANSWER:

Kindly refer to Volume II Section 11 (Quantity and Quality Assurance), Item (a) on page 47 of 135. Final determination shall be based on the discharge port findings.

QUESTION:

2. Could we request the nomination process to be longer to safely secure fuel and vessel for GPA?

ANSWER:

Requirement remains as is.

QUESTION:

3. Could we propose a different price level depending on quantity? For example 100,000 bbl cargoes would be at a certain price, but 50,000 bbls order will be at a different, higher premium due to increased costs. We will be able to transfer savings on freight to GPA if quantity was increased and different price points can be used.

ANSWER:

Requirement remains as is.

QUESTION:

4. Can we propose a floating price element for freight? This formula would add freight variation/escalation and will help bidder provide a much more competitive offer due to less uncertainty in the years ahead.

ANSWER:

Requirement remains as is.

All other Terms and Conditions in the bid package shall remain unchanged and in full force.


JOHN M. BENAVENTE, P.E.
General Manager
