



**Philippine International Trading Corporation
BIDS & AWARDS COMMITTEE I**

**MINUTES OF THE PRE-BID CONFERENCE VIA ZOOM VIDEO CONFERENCE
SUPPLY AND DELIVERY OF 126 UNITS BRAND NEW 1,000 GALLONS
CAPACITY FIRETRUCKS FOR THE BUREAU OF FIRE PROTECTION
NATIONAL HEADQUARTERS (BFP-NHQ)**

Bid Ref. No. GPG-B1-2020-430 Rebid
(Previous Bid Reference No. GPG-B1-2018-613)
16 October 2020, 5th Floor Conference Room

There being a quorum, Chair convened the meeting at 4:20pm

In attendance are:

FOR PITC BAC-I (via ZOOM)
Christabelle P. Ebriega, Chairperson
Myra T. Alvarez, Vice-Chair
Atty. Roxanne Marie Q. Cruz, Member
Joel S. Rodriguez, Member
Atty. Mitzell Arthur R. Magdaong, Member
Atty. Mark Brian Dela Cruz, Alternate Member
PITC TWG/BAC Secretariat (as per attached attendance Sheet)

FOR PROPONENT – BFP-NHQ (via ZOOM)
SUPT Jenny Oasay
CISNP Gerard A Valenzuela
CSUPT Roel Jeremy Diaz

HIGHLIGHTS OF PROCEEDINGS:

- Chair welcomed everyone to the pre-bid conference for the Supply and Delivery of 126 Units Brand New 1,000 Gallons Capacity Firetrucks for the Bureau of Fire Protection National Headquarters (BFP-NHQ). After which, Chair introduced the BAC members and end-user’s representatives from BFP-NHQ.
- Chair emphasized that Only the pre-registered representatives/personnel/s shall be allowed to attend during zoom meeting.
- Chair acknowledged the presence of the following prospective bidders present in this pre-bid conference via zoom; namely:
 - 1) Marcé Fire Fighting Technology (Pty) Ltd - Jan Steyn and Gerlyn Enorme
 - 2) Alliance Auto and Truck Rebuilders Inc. - Rhoderick Tan
 - 3) Naffco Fzco - Engr. Yasar Khalif and Kristine Caroline Robles
 - 4) MCX International, Inc. - Imelda P. Almario
 - 5) Jinyi Import and Export Trading Co., Inc. - Paul P. Tordesillas and Jenilyn Colis
 - 6) Kolonwell, Inc. – Peter Go Cheng and Ms. Whelma Lanzuela
 - 7) F. Cura Industries - Marion A. Cura & Sheryl Minguito
 - 8) Isuzu Automotive Dealership, Inc - Pasig Analiza Gavilo Christine Anne Salazar
 - 9) Isuzu Philippines Corporation -Laguna Technopark -Matt Jojen Aguilar
 - 10) Columbian Manufacturing Corporation - Mr. Mario S. Regis
 - 11) Jrog Marketing - Julito Balabaldo and Lazaro Wilson Jr
 - 12) Hyundai Laguna Inc - Nemesio “Don” Tejero
 - 13) Philman Corporate Distribution Corporation - ~~Frederick Tan~~ Mary Jean Hao
 - 14) Isuzu Automotive Dealership Inc. - Alabang Muntinlupa - Lucy Vergara / Rogs Oyco
 - 15) Palmer – Asia Inc. - Kharen P. Grimaldo and Kristine V. Reynoso
 - 16) Anos Research Manufacturing - Stephen Anthony Garcia
 - 17) St Raymund Construction Inc.- Wilfred Batara
 - 18) Integrated Energy Systems & Resources, Inc.- Susan Tecson

- Chair informed that to be able to participate in this bid project, the prospective Bidder should have completed within the last ten (10) years from the date of submission and receipt of bids equivalent to:
 - At least one (1) single contract of similar nature amounting to at least fifty percent (50%) of the ABC; OR
 - Two (2) or more contracts of similar nature equivalent to at least fifty percent (50%) of the ABC for the project the largest of these contracts must be equivalent to at least twenty five percent (25%) of the ABC of the project.

“Similar contract” shall refer to the **Supply and Delivery of Firetrucks, Aerial Ladder, Aerial Tower, Break Squirt Firetruck, Rescue Tender and/or Rescue Truck and Vehicle.**

- At the same time, this bid project is open to local manufacturers/assemblers or foreign manufacturers or authorized Philippine Distributors for the Supply and Delivery of 126 Units Brand New 1,000 Gallons Firetrucks for the Bureau of Fire Protection National Headquarters (BFP-NHQ) (hereafter referred to as GOODS). Provided.
 - **If local manufacturer/assembler:** must have been in the business of manufacturing firetrucks or rescue truck vehicle in the Philippines for the last fifteen (15) years.
 - **If authorized Philippine distributor:** must have been in the business of selling firetrucks or rescue truck vehicle in the Philippines for the last fifteen (15) years.
 - **If foreign manufacturer:** must enter into a Joint Venture with a Philippine distributor who has been in the business of selling firetrucks or rescue truck vehicle in the Philippines for the last fifteen (15) years.
- The Project Completion Period:

ACTIVITY / TRANCHE	TIMEFRAME	QUANTITY
Prototype Model	Within sixty (60) calendar days upon receipt of the Notice to Proceed	One (1) Unit
First Tranche	Within ninety-two (92) calendar days after the approval of prototype	Thirty-One (31) Units including the prototype
Second Tranche	Within ninety-one (91) calendar days after the due date of the First Tranche	Thirty-Two (32) Units
Third Tranche	Within ninety-one (91) calendar days after the due date of the Second Tranche	Thirty-Two (32) Units
Fourth Tranche	Within ninety-one (91) calendar days after the due date of the Third Tranche	Thirty-One (31) Units
TOTAL	Three Hundred Sixty-Five (365) calendar days excluded the prototype	One Hundred Twenty-Six (126) Units

- Chair explained that the first part of the Bidding Documents is the Instructions to Bidders which should be read by the prospective Bidders at their own good time. What will be discussed in this pre-bid conference are the documents that are required to be submitted on Bid Opening Day;
- Chair started to discuss the Envelope System:
 - **Envelope System:** The system of submission is a two envelope system wherein **Envelope 1** will contain the eligibility and technical documents and **Envelope 2** will only contain the Financial Bid.
 - **Number of Copies:** All documentary submission must come in three sets. These will be placed in 3 folders marked: “original”, “duplicate” and “triplicate”.
 - **Sealing/Markings:** The two envelopes will then be placed in a master envelope. The master envelope will then be sealed and marked in accordance with the instructions stated in the Bidding Documents.

ENVELOPE I – ELIGIBILITY & TECHNICAL DOCUMENTS

Class "A" Eligibility Documents	Chair's Instructions
SEC/DTI Registration Certificate	<p>For Corporation, submission will be the SEC Registration Certificate.</p> <p>For the Sole Proprietorship a copy of valid and current DTI business registration; and</p> <p>For Cooperatives a copy of valid and current Cooperative Development Authority (CDA)</p>
Business Permit issued by the city or municipality where the place of business is located OR the equivalent document for Exclusive Economic Zones or Areas.	<p>Bidders must submit 2020 Mayor's Permit.</p> <p>In case of recently expired Mayor's/Business Permits, it shall be accepted together with the official receipt as proof that the bidder has applied for renewal within the period prescribed by the concerned local government unit, provided that the renewed permit shall be submitted as post-qualification requirement.</p>
Valid and Current Tax Clearance	<p>Bidder must submit their valid and current Tax Clearance per Executive Order 398 and Revenue Memorandum Order No. 46-2018.</p> <p>Chair informed the Bidder that PITC does not accept any provisional Tax Clearance, renewal certificate or claim stub because the GPPB has already issued a ruling that only the Tax Clearance itself is acceptable.</p> <p>Chair advised Bidder to only transact with legitimate employees of BIR.</p>
Audited Financial Statements for 2019 and 2018	<p>Submission will be the 2019 and 2018 Audited Financial Statements comprising of:</p> <ul style="list-style-type: none"> a) Independent Auditor's Report; b) Balance Sheet; and c) Income Statements <p>Each of the above statements must have stamped "received" by the Bureau of Internal Revenue (BIR) or its duly accredited and authorized institutions.</p>
Valid and Current PhilGEPS Certificate of Registration and Membership (Platinum Registration).	<p>If a Bidder is already a PhilGEPS Platinum Member he can submit the Platinum Membership Certificate together with the Annex "A". The Platinum Membership will substitute for the four (4) eligibility documents enumerated earlier.</p> <p>However, if any of the documents listed in Annex A of the certificate has expired Bidders must submit the valid and current one.</p> <p>Chair emphasized that any documents that have expired, the valid and current document together with the PhilGEPS Certificate must be submitted.</p>
<p>Annex I Statement of all Ongoing government and private contracts including contracts awarded but not yet started</p>	<p>Chair's instructions to the Bidder with respect to this document is:</p> <ul style="list-style-type: none"> • Form "Annex I" is already provided in the Bidding Documents. Bidder to use Annex I; • Bidder to provide the information called for; • Additional sheets can be used for as long as the authorized representative signs the last page.

<p>Annex I-A Statement of Single Largest Completed Contract of similar nature within the last ten (10) years from date of submission and receipt of bids (Annex I-A) equivalent to;</p> <ul style="list-style-type: none"> - At least one (1) single contract of similar nature amounting to at least fifty (50%) of the total ABC; OR - Two (2) or more contracts of similar nature equivalent to at least fifty percent (50%) of the ABC for the project the largest of these contracts must be equivalent to at least twenty five percent (25%) of the ABC of the project. 	<ul style="list-style-type: none"> • A form is again provided; • Bidder to supply the data or information required in the form and to attach any of the following documents: <ol style="list-style-type: none"> 1) End User's Acceptance 2) Copy of Official Receipt; 3) Sales Invoice with Collection Receipt <i>(They go together)</i> <p>“Similar contract” shall refer to the Supply and Delivery of Firetrucks, Aerial Ladder, Aerial Tower, Break Squirt Firetruck, Rescue Tender and/or Rescue Truck and Vehicle.</p>
<p>Net Financial Contracting Capacity (NFCC)</p>	<p>For NFCC</p> <ul style="list-style-type: none"> • A form is provided for as Annex II; <p>As the sample form was flashed on the screen, Chair’s instructions are for the Bidder to supply the necessary details as required. A formula is already provided for the Bidder to come up with the NFCC.</p> <p>The NFCC must be at least equal to the ABC.</p> <p>In case Bidder does not want to submit the NFCC, they have an option to submit Committed Line of Credit, issued by a local commercial/Universal Bank.</p> <p>FOR COMMITTED LINE OF CREDIT (CLC) - A sample form is provided for as Annex II-B;</p> <p>CLC must be at least equal to ten percent (10%) of the ABC of the project issued by a Local Universal or Local Commercial Bank.</p> <p>Chair reminded the Bidder that the Committee does not accept any CLC issued by a Rural Bank or Savings Bank.</p>
<p>Class “B” Documents (For Joint Ventures)</p>	<p>Chair Instruction’s</p>
<p>Joint Venture Agreement (JVA) OR Protocol/Undertaking of Agreement to Enter into Joint Venture</p>	<ol style="list-style-type: none"> 1) Copy of the JOINT VENTURE AGREEMENT (JVA) in case the joint venture is already in existence, OR 2) Copy of Protocol/Undertaking of Agreement to Enter into Joint Venture signed by all the potential joint venture partners stating that they will enter into and abide by the provisions of the JVA in the instance that the bid is successful. (Annex III) <p>In case the joint venture is not yet in existence, the submission of a valid JVA shall be within ten (10) calendar days from receipt by the bidder of the Notice of Award (NOA) [Sec 37.1.4 (a) (i) of the 2016 Revised IRR of RA 9184]</p> <p>The JVA or the Protocol/Undertaking of Agreement to Enter into Joint Venture (Annex III) must include/specify the company/partner and the name of the office designated as authorized representative of the Joint Venture.</p>

<p>For Local JV Partner</p>	<p>Aside from the JVA or JVP, the local partner shall also submit the documents as follows:</p> <ol style="list-style-type: none"> 1. Registration Certificate from the Securities and Exchange Commission (SEC) for corporations or from Department of Trade and Industry (DTI) for sole proprietorship, or from Cooperative Development Authority (CDA) for cooperatives. 2. Valid and current Business/Mayor's Permit issued by the city or municipality where the principal place of business of the prospective bidder is located OR the equivalent document for Exclusive Economic Zones or Areas. <p>In cases of recently expired Mayor's/ Business permits, said permit shall be submitted together with the official receipt as proof that the bidder has applied for renewal within the period prescribed by the concerned local government unit, provided that the renewed permit shall be submitted prior to payment.</p> <ol style="list-style-type: none"> 3. Valid and Current Tax Clearance per Executive Order 398 and Revenue Memorandum Order No. 46-2018. 4. Copy of each of the following Audited Financial Statements for 2019 and 2018 (in comparative form or separate reports): <ol style="list-style-type: none"> a) Independent Auditor's Report; b) Balance Sheet (Statement of Financial Position); and c) Income Statement (Statement of Comprehensive Income) <p>Each of the above statements must have stamped "received" by the Bureau of Internal Revenue (BIR) or its duly accredited and authorized institutions.</p>
<p>For Foreign JV Partner</p>	<ol style="list-style-type: none"> 1. Valid and current certificate/license/authority to conduct/operate business issued by the regulatory authority in the country where the bidder is based. <p>If not in English, must be translated to English pursuant to Clause 11 of the Instructions to Bidders;</p> <ol style="list-style-type: none"> 2. Valid and Current Tax Clearance per Executive Order 398 and Revenue Memorandum Order No. 46-2018, as finally reviewed and approved by the BIR. 3. Corporate Financial Statements or Annual Report for 2019 or 2018.
<p>PhilGEPS Certificate of Registration and Membership (Platinum Registration).</p>	<p>The PhilGEPS Certificate of Registration as discussed earlier shall apply.</p> <p>Chair emphasized that any documents that have expired, the valid and current document together with the PhilGEPS Certificate must be submitted.</p> <p>Chair reminded the Bidders that in case the JV Partners opt to submit their eligibility documents, the Certificate of PhilGEPS Registration (Platinum Membership) shall be a post-qualification requirement to be submitted in accordance with Section 34.2 of the 2016 Revised IRR of RA 9184. "GPPB Circular 07-2017 dated 31 July 2017"</p>

NOTE: The following Eligibility – Technical and Eligibility – Financial Documents may be submitted by only ONE of the parties to the JV:

	<p>For other required Class “A” Eligibility Documents, submission by any of the partner(s) constitutes collective compliance:</p> <ol style="list-style-type: none"> 1) Statement of all on-going government and private contracts (including contracts awarded but not yet started), if any whether similar or not in nature and complexity to the contract to be bid (Annex I); 2) Statement of Single Largest Completed Contract of similar nature within the last ten (10) years from date of submission and receipt of bids (Annex I-A); <ul style="list-style-type: none"> - At least one (1) single contract of similar nature amounting to at least fifty (50%) of the total ABC; OR - Two (2) or more contracts of similar nature equivalent to at least fifty percent (50%) of the ABC for the project the largest of these contracts must be equivalent to at least twenty five percent (25%) of the ABC of the project. <p>“Similar contract” shall refer to the Supply and Delivery of Firetrucks, Aerial Ladder, Aerial Tower, Break Squirt Firetruck, Rescue Tender and/or Rescue Truck and Vehicle.</p> <p>Any of the following documents must be submitted/attached corresponding to the listed completed largest contracts per Annex I-A:</p> <ol style="list-style-type: none"> a) Copy of End User’s Acceptance; or b) Copy of Official Receipt/s; or c) Copy of Collection Receipt with Sales Invoice (for local JV Partner); 3) NFCC or CLC.
Technical Documents	Chair ’s Instructions
<p>Annex IV Bid Security</p>	<p>Chair enumerated the types of Bid Security acceptable to PITC. These are:</p> <ol style="list-style-type: none"> a. Bid Securing Declaration <ul style="list-style-type: none"> - A form is provided for as Annex IV; <p>Bidder should use the form provided by PITC because it is complete in contents.</p> <p>In order not to miss out on anything, Chair advised Bidder to photocopy the form or scan it, and then have the authorized representative sign the form and have it notarized.</p> <p>The other forms of Bid Security are:</p> b. Cash or Manager’s Check issued by the local commercial/universal bank equivalent to at least 2% of the ABC issued by a Local Universal or Local Commercial Bank. c. Bank Guarantee/ Bank draft or Irrevocable LC equivalent to at least 2% of the ABC; OR d. Surety Bond callable upon demand equivalent to at least 5% of the ABC. <p>In case Bidder will opt for a Surety Bond, The Bidder has to submit a Certification from the Insurance Commission that the bonding company is authorized to issue Surety Bond. In addition to this, the Surety Bond should contain all the 14 grounds for the forfeiture of the Bid Security, and it be written on Bond Itself.</p>

<p>Annex V-A Duly signed and completed Technical Bid Form</p>	<p>As the Technical Bid Form was flashed on the screen Chair's instructions are as follows:</p> <ul style="list-style-type: none"> • There is an instruction on the top most part of the form that states "Please use this Bid Form. Do not retype or alter"; • Bidder to put the word "Comply" on all the line item under the column "Bidder's Statement of Compliance"; • Bidders to specify the brand and model no. of the following: <ol style="list-style-type: none"> 1) Firetruck Engine (must be of the same brand as the cab and chassis) 2) Cab and Chassis (must be of the same brand as the engine) 3) Fire Pump 4) Water Monitor 5) Tires • All fifteen (15) pages must be signed by the company's authorized representative. <p>Chair reminded the Bidder that if there are any blanks left out unfilled, the TBF will fail because it will mean that the Bidder cannot comply with the technical specifications.</p>
<p>Annex V-A1 BFP Technical Specifications No. BFP-TC-2019-05 (19 pages)</p> <p>Annex V-A2 Addendum to BFP-NHQ TOR (3 pages)</p> <p>Annex V-A3 Checklist for the Evaluation of Accredited Firetruck Service Center (1 page)</p> <p>Annex V-A4 Visual Inspection Checklist (10 pages)</p> <p>Annex V-A5 Functional Inspection Checklist (7 pages)</p> <p>Annex V-A6 Documentary Checklist - Pre-Delivery</p> <p>Annex V-A7 Documentary Checklist – Delivery</p>	<ul style="list-style-type: none"> • Bidder's authorized representative/s to sign the "Conforme" box provided on all pages of the Annexes.
<p>Product Brochure / Technical Data Sheet / equivalent document</p>	<p>Submission of a Product Brochure / Technical Data Sheet / equivalent document for the following items offered showing compliance to the technical specifications.</p> <ol style="list-style-type: none"> a. Engine b. Cab and Chassis c. Fire Pump d. Water Monitor e. Foam Proportioner f. Hose Reel <p>Note: <i>If not in English, must be subject to requirement per Clause 11 of the Instructions to Bidders.</i></p>
<p>Design, Plans and Specifications: Computed Aided Drawings (CAD) / Shop Drawings</p>	<p>Design, Plans and Specifications: Computed Aided Drawings (CAD) / Shop Drawings:</p> <ul style="list-style-type: none"> • Whole Fire Truck • Superstructure • Separate Crew Cabin (if any) • Water Tank • Foam Tank

<p>Copy of valid and current ISO Certification in the name of the Manufacturer of the Fire Truck</p>	<p>Bidders to submit a copy of valid and current ISO Certification in the name of the Manufacturer of the Fire Truck issued by an independent certifying agency.</p> <p>The ISO Certification must cover the manufacture/design or production of the item subject to this Bid Project.</p> <p>Note: If not in English, must be subject to requirement per Clause 11 of the Instructions to Bidders</p>
<p>For Local Manufacturers/Assembler:</p>	<p>Certification that the bidder has been in the business of manufacturing firetrucks in the Philippines being offered Annex V-B. Chair's Instructions are as follows:</p> <ul style="list-style-type: none"> • Transpose the form in Manufacturer's Letterhead; • Provide all the required information; • Signed by the Manufacturer's Authorized Representative.
<p>For Authorized Philippine Distributor:</p>	<p>1) Valid and Current Certificate of Distributorship of the firetruck or rescue truck being offered, issued by the foreign JV Manufacturer of the Fire Truck ;</p> <p>2) Certification from the authorized distributor that it has been in the business of selling firetrucks for the last fifteen (15) years.</p> <p><i>Again, if not in English, must be subject requirement per Clause 11 of the instruction to Bidders.</i></p>
<p>Certification from the local tire supplier that the said adopted brand, model type and size of tire is available locally</p>	
<p>Guarantee/certification from the exclusive distributor/assembler in the Philippines of the brand of engine, cab and chassis of firetruck being offered</p>	<p>Bidders to submit a Guarantee / certification from the exclusive distributor/assembler in the Philippines of the brand of engine, cab and chassis of firetruck being offered, that supplies, parts and accessories shall be available for the next ten (10) years after the expiration of the warranty period.</p>
<p>Certification that the spare parts for the engine, cab and chassis had been available, sold and distributed in the Philippine market for the last fifteen (15) years immediately preceding the submission and opening of bids</p>	<p>Bidders to submit a Certification that the spare parts for the engine, cab and chassis had been available, sold and distributed in the Philippine market for the last fifteen (15) years immediately preceding the submission and opening of bids.</p> <p>The certification shall be issued by the exclusive distributor/assembler in the Philippines of the brand of the engine, cab and chassis of the firetruck being offered.</p>
<p>Certification from the bidder that it has at least one (1) established/authorized and/or accredited service center that has available in-house trained service and repair technicians local with training certificates to provide immediate support in case of immediate repair of the chassis, engine, body and fire pump of the firetruck</p>	<p>Certification from the bidder that it has at least one (1) established/authorized and/or accredited service center that has available in-house trained service and repair technicians local with training certificates to provide immediate support in case of immediate repair of the chassis, engine, body and fire pump of the firetruck in the following regions of the country, Regions 1, 2, 3, 4A, 5, 6, 7, 8, 9, 10, 11, 12, CARAGA and NCR.</p> <p>For this purpose, the bidder should attach the following:</p> <ul style="list-style-type: none"> a) List of service centers in the regions stated above with its corresponding address, contact person, and contact number (mobile and/or landline number); AND b) List of service and repair technicians of the cab and chassis, engine, body and fire pump.

Certification from the exclusive distributor/ assembler in the Philippines of the brand of the engine, cab and chassis of firetruck being offered	Bidders to submit a Certification from the exclusive distributor/ assembler in the Philippines of the brand of the engine, cab and chassis of firetruck being offered must have been available and sold in the Philippine Market for at least fifteen (15) years immediately preceding the submission and opening of bids.
The bidder shall submit the following documents for Centrifugal Pump Test Report	The bidder shall submit the following documents for Centrifugal Pump Test Report a. Centrifugal Pump Performance Test. b. Centrifugal Pump Hydrostatic Test Report
Certification from the PUMP MANUFACTURER	Certification from the PUMP MANUFACTURER covering any of the following: a) the fire pump being offered by the bidder has been available in the Philippine market for the last fifteen (15) years immediately preceding the submission and opening of bids; OR b) the fire pump is Underwriters Laboratories (UL) listed; OR c) the fire pump is European Norms approved; OR d) the fire pump is National Fire Protection Agency (NFPA) approved; OR e) the fire pump is Japan Industrial Standard (JIS) approved.
Duly signed Single Line Diagram showing the Power Take Off (PTO) system.	
Certification from the Engine Manufacturer that the engine is Euro IV OR Euro V compliant.	
Annex VI Certificate of Performance Evaluation	Chair's Instructions are as follows: <ul style="list-style-type: none">◦ A form is provided for as Annex VI;◦ The form must be in the company letterhead of Bidder's Single Largest Completed Contract Client;◦ Bidders to check the box pertaining to the item being bid for;◦ The rating should be at least VERY SATISFACTORY; AND◦ Provide all the information called for and the form must be signed by the Bidder's Client Authorized Representative Chair emphasized that this form should be in the letterhead of the Bidder's Client identified in Annex I-A.
FOR FOREIGN MANUFACTURERS a) Valid and Current Written Appointment of the Philippine-Based company (as local representative of foreign Manufacturer of First Tier Distributor) issued by the foreign Manufacturer of First Tier Distributor. b) Secretary's Certificate (for Corporation) or Special Power of Attorney	<div style="border: 1px solid black; padding: 5px; width: fit-content; margin: 0 auto;">Chair informed the Bidders that the Committee will issue a Bid Bulletin that this particular requirement will be deleted.</div>
For Foreign Manufacturers:	Notarized Affidavit of Undertaking to submit the SEC Certificate of Registration and/or the authorization or License issued by the appropriate government agency per GPPB Resolution No. 25-2019, dated 30 October 2019 within ten (10) calendar days from receipt of the Notice of Award as per Annex VII. Chair again informed the Bidders that the Committee will also issue a Bid Bulletin to revise the form provided per Annex VII .

<p>Proof of Authority of the Designated Representative</p>	<p>Submission of a Proof of Authority of the Bidder's Authorized Representative:</p> <p>a) For Sole Proprietorship submission of Duly Notarized Special Power of Attorney;</p> <p>b) For Corporation, Cooperative, or the Members of the Joint Venture submission of Duly Notarized Secretary's Certificate evidencing the authority of the designated representative/s.</p> <p>In the case of Unincorporated Joint Venture each member shall submit a separate Special Power of Attorney and/or Secretary's Certificate evidencing the authority of the designated representative/s.</p> <p>Once again, Chair advised Bidders to check the wordings. In case the Board appoints more than one person, it is safe that it be worded "any of the following" or "or" so that even only one person can bind the company.</p> <p>However, if not stated this way, then the Committee will look for all the names and signatures of the persons named in the Secretary's Certificate. And if one signature is missing, the submission is non-compliant and will fail.</p>
<p>Annex VII Omnibus Sworn Statement (OSS)</p>	<p>Chair informed that the OSS is standard in all government biddings.</p> <p>Chair advised Bidders to use the form that PITC provided in this Bidding Document.</p> <p>The form must be copied verbatim. But to be sure that nothing is missed out, Chair suggested that the form just be scanned or photocopied and then filled up.</p> <p>On the "I/We", the name of the authorized representative named in the Secretary's Certificate will appear on the line.</p> <p>All blanks must be filled up, appropriate boxes must be ticked off.</p> <p>On the Authority of the Designated Representative, the portion: <u>Name, Title and Specimen Signature</u> must be filled up.</p> <p>All statements from "a" to "h" must be complete.</p> <p>The last page must be signed by the authorized representative. Notarization is required for this OSS.</p>
<p>ENVELOPE 2 – FINANCIAL ENVELOPE</p>	
<p>Annex IX Financial Bid Form</p>	<p>Envelope 2 will contain the Financial Bid of the Bidders. Chair's instructions are as follows:</p> <ul style="list-style-type: none"> • There is an instruction on the top most part of the form that states "Please use this Bid Form. Do not retype or alter"; • Bidders has to indicate the bid amount both in figures and in words in the Financial Bid Form; • Bidders must fill out all line items. If an item is to be given free, Bidders must indicate "0"; • Forms to be signed by the bidder's authorized representative <p>Chair explained that the Financial Bid Form cannot be retyped. It may be photocopied for purpose of the other 2 copies required.</p>

- Chair emphasized that on the Submission and Opening of Bids will be checking for the presence/absence of the documents discussed. If the Bidder passed the eligibility and technical checking the Committee will proceed with the opening of the Financial Document. However, if the Bidder omitted any of those required documents or if any of the documents are non-compliant then the Committee cannot proceed with the opening of the Financial Envelope.
- The Chair opened the floor for questions/clarifications. Hereunder are the details:

Bidder's Query/Clarification/s	Committee's Reply
Alliance Auto: In terms of the local JV company with the local JV partner, I have noticed that in the Bidding Documents there is a provision of the payments to the foreign manufacturer by letter of credit...	
	Chair: you have to define that and clarify the roles of the partners including who will get the payment in the JV Agreement or Protocol.
NAFFCO: Can I ask a technical question?	
	Chair: yes, go ahead.
My first question is regarding the water tank, you require the water tank to be stainless steel 304 only, we are asking if we can make the water tank as GRP or is it mandatory to have it stainless steel 304? Because we believe that 304 will not be a good in the Philippines because of the humidity.	
	Chair: before I refer that concern to the end-users, may we ask you to put your concern in writing? because, your question might involve a modification/revision in the document that is already published. So, please put your question in writing so we can issue a corresponding Bid Bulletin if necessary, but I am not preventing the BFP to respond to that question, if they wish to do so.
	BFP: We will take note of the recommendation.
Okay, we will also send it in writing but I have few more questions.	
I need a confirmation that the UHF Radio to be supplied by end-users? Or by the Bidder?	
	BFP: It will be supplied by the Bidder sir.
Okay.	
Columbian Mfg.: I have two technical questions (1) For the engine requirement, can you consider SCR system? Aside from EGR system? (2) Is there any other means of driving course for the fire pump to be allowed? Aside from the PTO driven?	
	BFP: for the first question, we will stick with the EGR system, it has been subject to study by the agency. And we are also going to stick with the PTO.
	Chair: Sir, I hope that answers your question.

St. Raymund: Regarding the PTO, it was mentioned that it is sandwich type, are you willing to include the split shock type for the PTO? Because both are actually applicable for the fire truck.	
	BFP: Again, we maintain the requirement of the sandwich type.
Okay, also regarding to the parts for the Pump, will you be requiring a warranty for a period of time? Because you only mention mostly on the Chassis	
	BFP: Yes, there is a specific requirement for that.
Its only three (3) years for the whole unit. What about the warranty for parts?	
	BFP: on the Technical Specifications item (7) of the Fire Pump, the warranty is for five (5) years.
That is the warranty for the fire pump but not for the parts of the fire pump.	
	BFP: for the parts of the fire pump?
Yes, normally the warranty for this is 10 years.	
	Chair: Mr. Batara, can I just request you to put your question in writing? and we will issue a corresponding Bid Bulletin because that needs to be clarified so that we can post it in our website and that can also be read by the other bidders whether they are present today or not.
Okay, I also have another question, regarding to the initial requirements for JV for foreign manufacturers that you require a local company to be tied with the foreign manufacturer for 15 years. Now, we have a scenario where the foreign manufacturers been selling in the Philippines for more than 15 years already. Will that be allowed in lieu of requiring that foreign manufacturer to tie up with a company that has been in the business of selling fire trucks for 15 years.	
	Chair: I get your point sir, but I guess you have to put your question in writing. so, we can also clarify it.
Okay, last question, regarding the document coming from the foreign manufacturer are they required to be apostilled?	
	Chair: Yes, for those that are required to be notarized here in the list then that should be apostilled.
Like the Secretary's Certificate has to be apostilled?	
	Yes.
The original has to be submitted? I mean, because we have limited time, given the COVID situation. Can we submit an electronic copy of the apostilled document?	
	Chair: For purposes of the Bid Submission you may submit a copy, but remember if you are declared as the Single/Lowest Calculated Bid you have to present the original documents.

Okay.	
	And there is a non-extendable period within which you have to present the original document.
One last, regarding the service center, there is a provision that the technicians should be able to service the fire pump, I understand that most service centers would be able to service the cab and chassis but for the fire pump itself that has specialized maintenance requirement which is normally provided by the manufacturers, are you willing to omit that particular phrase on fire pump?	
	Chair: I will have to refer that particular concern to the end-users, this is their requirement and I guess that is an important component of the system.
	Chair: Anyway, we will have to request you to put that in writing so that the BFP can clarify that particular concern.
Also, regarding the warranty for the superstructure, is it limited to three years warranty only? Or are you requiring a longer warranty for the structure?	
	BFP: We are very sorry, we have an intermittent signal. Maybe, can we request to put it in writing?
okay, I will raise it in writing.	
Is there a possibility for an extension of the Bid submission since we will be requiring foreign documents?	
	Chair: Sir, our schedule has been announced already. But you may still put that in writing, but right now we cannot guarantee that there will be an extension. This is actually the third bidding for this item, and we are already under extreme pressure to deliver these items.
I will put it in writing.	
Kolonwell: I also have question regarding the warranty for the body structure, engine, can and chassis For the Body Structure, we have a warranty period of three (3) years, but what if it was collided by the firefighter wrong driving? Because it already happened to us, like for the transmission, assuming that its brand new and still under warranty and the driver broke the transmission what will happen?	
	Chair: I cannot answer your question sir, can I request you to put that in writing?
Yes ma'am, another question, on the page 43 of the Bidding Documents no. (18) the Notarized Affidavit of Undertaking to submit the SEC Certificate of Registration and/or the authorization or License issued by the appropriate government agency, that should be submitted on the Bid	

<p>Opening? So, when the Bidder become a LCB and awarded the contract, with our experience in other item, registering in SEC of this foreign manufacturer, will not take them ten (10) days only.</p> <p>In fact, one of our principal, his SEC registration was approved 90 days.</p>	
	<p>Chair: I get your point sir but unfortunately this requirement is not a PITC requirement, it is a GPPB requirement (<i>GPPB Resolution No. 25-2019, dated 30 October 2019</i>).</p> <p>So, we suggest if you have any concerns regarding to this particular requirement, please take it up with the GPPB.</p> <p>In fact, initially the requirement is for the foreign manufacturer not only of this item but as you know we conduct Biddings for a lot of other items, this is a general requirement for foreign manufacturer and right now, for purposes of Bid submission we are just requiring a Notarized Affidavit of Undertaking that should you be awarded the contract you have 10 calendar days to submit the SEC Certificate of Registration.</p>
<p>One last question ma'am, is the countertrade still applicable in this project?</p>	
	<p>Chair: yes sir, it is.</p> <p>I am glad that you brought it up, the Countertrade Undertaking is a requirement that you should submit during post-qualification.</p> <p>If you are declared the Single/Lowest Calculated Bid part of the post-qualification document is for you to submit the Undertaking to pursue countertrade. If you need a briefing on this program under E.O 120, we will provide you the contact person for the countertrade.</p>
<p>NEFFCO: ma'am can I have another question?</p>	
	<p>Yes sir.</p>
<p>Is an alternative offer is accepted? Or one offer must be submitted?</p>	
	<p>Chair: Alternative Bids are prohibited.</p>
<p>Okay, my second question is regarding the registration and the insurance of the vehicles, is that the responsibility of the bidder or the end-users?</p>	
	<p>BFP: The registration of the fire trucks is part of the responsibility of the winning bidder.</p>
<p>Okay, and last question, if the monitor operation be hand lever instead of hand wheel? Is it accepted or not?</p>	
	<p>BFP: We will take note of that, kindly put that in writing and we will clarify that requirement.</p>
<p>Integrated Energy: ... (lost due to intermittent connection) is the prototype required to be delivered... as specified in the technical document.</p>	
	<p>Chair: Sorry ma'am, we could not understand your question.</p>

	Chair: Are you referring to the submission of the prototype? Which is due within sixty (60) calendar days upon receipt of Notice to Proceed.
Yes ma'am.	
	Chair: I do not think, that is negotiable.
	BFP: yes ma'am, that is non-negotiable, it should be within sixty (60) calendar days from the receipt of Notice to Proceed.
<p>Kolonwell: Good afternoon madam Chair, may I execute a question addressed to the BFP Atty. Oasay or to any of their Technical who can answer my question?</p> <p>(1) Considering that the fire truck is too heavy and worldwide, they are now practicing the adoption or usage of GRP, will that be allowed as a substitute? In order for the function of the truck to perform well because I have learned that six years ago, that GRP is also good for the speed of the truck specially if they are in a rush</p> <p>(2) Considering the LC will be opened by the PITC and usually the Landbank is the opening bank, will you allow another government bank which is PNB or UCPB as an alternative?</p>	
	Chair: Ma'am, Sorry but PNB is no longer a government bank. PNB has long been privatized. The only other government banks aside from Landbank are DBP and UCPB.
<p>May I also raise that if one of our client PAGCOR they opened the LC, like PITC, will be the one to open the LC but the winning bidder will pay for the charges because you have sort of a little privileged discount, will that be alright madam?</p> <p>For example, for PAGCOR, they will take 470,000 or 4.2 Million Dollars, but if we will pay the 4.2 Million Dollars LC opening, when the paying 10million pesos, it will also help us...</p>	
	Chair: ma'am can I request you to put that in writing? because we want to make a clarification on that matter.
Okay ma'am.	
Also, is any supplier who has a pending delivery will be allowed to join?	
	Chair: In the Technical Bid Form, line no. (2) Bidder has no overdue deliveries or unperformed services intended for PITC and BFP-NHQ.
Thank you, ma'am.	
This question is for the BFP, Will they allow further extension for the supplier and will issue a satisfactory performance, assuming that they have	

pending/unresolved delivery for three (3) years?	
	Chair: ma'am I suggest that you take that up separately to the BFP, so you can devote some time on it. I would like to give chance to other Bidders to raise their concerns, since your particular questions is, I guess refers to a previous contract with the BFP, then I suggest that you take up that matter with BFP.
Thank you, madam chair.	
I beg and I appeal to you, this is a very important question, will it be mandatory to execute the same practice that all fire trucks must be demo and particularly the fire pump has to reach a level that you have required in your specification?	
Because I noticed some of the launching, it was not practiced and it was not imposed, unlike before it was mandatory imposed to us, thank you.	
I also have a another question, which is related to the related to the question asked earlier, is PITC and BFP-NHQ in the language particular "AND" or "OR"?	
	Chair: are you referring to the overdue deliveries?
Yes.	
	Chair: "AND".
So, it only pertains to deliveries wherein PITC and BFP is concerned?	
	Chair: Meaning, you should not have any overdue deliveries for PITC and also no overdue deliveries for BFP-NHQ.
So, it should be "or"?	
	Chair: our intention is you should not have any overdue deliveries for PITC and BHP-NHQ.
Okay, one last question: regarding to the Pre-Delivery Inspection, will it still be in effect because of COVID? I mean, people are going to fly to wherever its manufactured?	
	Chair: well, that is a requirement in this Bidding, maybe we can refer that matter to the end-users. I do not know if the representatives from BFP are ready to answer that, because otherwise sir, we have to request you to put that concern in writing.
Kolonwell: one last question ma'am, I noticed that this are all for provincial use, why do you need a foam provision? Are you going to waved this? Because first, foam provision is usually used in the airport. Second, even if they have that foam provision truck there is no store selling foam in the provinces specially in places like Mountain Province, Ifugao, Lubu Batangas, and Batanes. Thank you.	
	Thank you, ma'am, we will expect your question in writing, so that the BFP can issue their written response and remember when you raise your questions you have to addressed it to PITC the contact details will be provided.

	<p>The deadline for asking questions is on October 29, 2020. you have raised substantial number of questions today, so I believe it's a matter of putting them in writing and please submit it right way and not wait for the last day to ask/raise your questions so we can discuss your concerns with the BFP. And in response, PITC will issue a Bid Bulletin which you have to look out for in the PITC website and in PhilGEPS.</p> <p>Thank you for your questions and we will wait for your letters.</p>
Kolonwell: ma'am last question?	
	Yes, go ahead.
During the submission and opening of bids, do we need to be physically present there?	
	<p>Chair: The details are in the Invitation to Bid.</p> <p>For the Submission of Bids shall be done manually at PITC. However, in line with the precautionary health measures being adopted by the agency, the opening of bids shall be conducted via ZOOM video conference.</p> <p>And only pre-registered representatives/personnel/s shall be allowed to attend during zoom meeting.</p>
Another question, is the specifications already irrevocable? Or is it lock in to the specifications? For us to give a better proposal for fire trucks	
	<p>Chair: those are already the specifications of BFP-NHQ and if you noticed they also issued addendum to their terms of reference.</p> <p>But you are free to submit your counter proposals, of course it is another thing for the BFP-NHQ if they are willing to consider. But you are always free to submit your counter proposals.</p>
Okay, another observation, the specifications do not have local after sales availability? it seems it is tailored-fit already.	
	<p>Chair: I heard you sir, but as to whether its tailored-fit to a particular bidder, that is another thing. I do not think the BFP-NHQ had that mind and came up with these technical specifications.</p> <p>But you are always free to raise concerns in writing sir. And we will respond to it in a Bid Bulletin.</p>
Thank you, ma'am.	
Another question if there are requirement as to the standard for the cab? Or no requirement on the safety standard of the cab?	
	PITC TWG: BAC Chair, right now the BFP-NHQ have problems with their Internet Connection.
	Chair: Okay, again, may I request you sir to put your question in writing? we cannot reach them right now.
Okay ma'am.	
	Again, if there are questions, we will appreciate it if you can put them in writing, we are having some technical problems so it will be better if you put them in writing and submit it to PITC. Please email your letters long before the deadline because remember there are non-working days so we can also respond to you right away.

	Again, raise your questions early enough, we don't want you to raise questions during Bid Opening or during post-qualification when you are disqualified, please raise your questions during the period that you are allowed to do so, thank you.
	So, if there are no more questions for now, thank you very much for attending this pre-bid conference.

OTHER MATTERS:

- Again, Chair reminded the Bidders that the Committee will be issuing a Bid Bulletin to delete/remove the requirement for foreign manufacturer: valid and current Written Appointment of the Philippine-Based company and Secretary's Certificate;
- Bidder must **sign** or **initial** each and every interlineation, erasure, overwriting and correction made on their bids. Failure to do so shall result in the invalidation and rejection of their bids.
- Bidders may contact the Countertrade Department and may schedule for a Briefing.

Contact Person for :

Atty. Roxanne Marie Q. Cruz
 Email Address: roxanne.cruz@pitc1973.onmicrosoft.com
 Tel no. 8818-9801 local 324

Ms. Joane Olan
 Email Address: joane.olan@pitc1973.onmicrosoft.com
 Tel no. 8818-9801 local 373

- **For questions/clarifications through Email:**

CHAIR
 Bids and Awards Committee I
 Philippine International Trading Corporation (PITC)
 5th Flr, NDC Building, 116 Tordesillas St., Salcedo Village, 1227 Makati City
 Email: chairbac1@pitc.gov.ph

Note: Maximum size of email with attachment is six (6) MB only

BID SCHEDULE:

- Bidder can send queries/concerns until **29 October 2020** (Thursday)
- The Bid Opening is scheduled on **09 November 2020** (Monday, 4:00pm)

ADJOURNMENT:

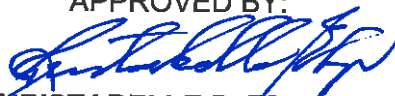
- There are no other matters discussed, the pre-bid conference was adjourned at 5:45pm

MINUTES TAKEN BY:



ATTY. MARIA GUDELIA C. GUESE
 Head, BAC-I Secretariat
 LMC

APPROVED BY:



CHRISTABELLE P. EBRIEGA
 Chairperson, BAC-I