

Instructions to the Bidders



Eesti Varude Keskus

1. General

- 1.1. Procurer invites Bidders (Vendeed) to submit their Bids for the sale of **3 500 tonnes of winter diesel** as specified in “Specifications and Delivery Terms”.
- 1.2. The Bids must be submitted by using the Bid Form(s) only as attached to this Invitation to Tender.
- 1.3. Any enquiries concerning this tender may be addressed to Procurer:
Mr. Priit Enok - phone: +372 66 00 901, e-mail: priit.enok@espa.ee
Mrs. Gea Tiits - phone: +372 5624 2048, e-mail: gea.tiits@espa.ee
- 1.4. Bids should comply with the Invitation Documents. Bids will only be accepted if submitted on the attached Bid Form(s) with no alterations to the text. Supplementary details will be disregarded. Procurer has the right to reject any deviating Bids.
- 1.5. Bids for part-quantities are not acceptable.
- 1.6. Bid price shall consist of:

the Platts CIF NWE Cargoes / Basis ARA average of the medium-quotation of the month in **January 2022** plus/minus a fixed premium in USD/tonnes, **esc/deesc basis 0,845 (at 15°C), “ULSD 10ppm”** (Platts’ symbol AAVBG00).

In the Bid Form(s) only the fixed premium shall be indicated. For additional information please observe the “Specifications and Delivery Terms”. Fixed premium shall be stipulated in clearly readable numbers.

- 1.7. Bidding syndicates are not allowed to participate in the tender.
- 1.8. Bid shall be irrevocable and valid **until and including 31.12.2021** (bid acceptance period). Bidders are bound to their Bids until such deadline.
- 1.9. This Invitation is not considered as an offer, this Invitation is an invitation to the Bidders to make an offer. Procurer has the sole and final right to judge all Bids. Procurer may reject any and all Bids. For Procurer, Bids are free of charge.

2. Submission of Bids

- 2.1. Bids must be delivered by using the attached Bid Form(s), by e-mail to: tender@espa.ee

Please note: Bids will **only** be accepted if submitted **on the attached Bid Form(s)** with no alterations to the text. Supplementary details will be disregarded. Together with the Bid Form(s) the Bidder shall submit the confirmation notes requested in Section 4.2.

- 2.2. Bids must be delivered at the latest before Closing of Tender on **29.12.2021, 23:59 h (local Estonian time)**. Bids shall be received by Procurer by this time.

- 2.3. Bid must be signed by the authorised person of the Bidder.
- 2.4. Any Bids received by Procurer after the Bid submission deadline as provided in Section 2.2 here above will be rejected.
- 2.5. If requested by Procurer, the Bidder shall submit the following documents:
- a) Copies of original documents defining the legal status, place of registration, and principal place of business of the Bidder;
 - b) Written power of attorney or any other document certifying the right of the signatory of the Bid to commit the Bid.

3. Acceptance of Bid and Contract

- 3.1. In case Procurer accepts any of the Bids, Procurer shall return to the Bidder the accepted Bid by e-mail at the latest by **31.12.2021**.
- 3.2. A final and binding Contract is considered to be executed between Procurer and the Bidder by acceptance of the Bidder's (Vendee's) Bid (offer, submitted on the Bid Form(s)) by Procurer with signing the Bid Form(s) and returning the signed Bid to the Bidder by e-mail. The Contract is executed on terms and conditions established by the Invitation Documents.
- The Contract consists of the following integral parts**, which shall constitute a uniform agreement between the Vendee and Procurer:
- a) Bid Form(s) signed by the Bidder (Vendee) and accepted by Procurer;
 - b) General Conditions of Procurer for the Sale of Liquid Fuels (Version: 11/2010);
 - c) Specifications and Delivery Terms.
- 3.3. No amendments to the Bid by the Bidder will be accepted after the acceptance of the Bid by Procurer.
- 3.4. No purchase/sales contracts sent by the Bidder will be accepted by Procurer (even if automatically produced).
- 3.5. General Conditions of Procurer for the Sale of Liquid Fuels attached to the Invitation, as well as INCOTERMS (latest issue) apply, notwithstanding any overriding conditions of this tender.

4. Required documents and terms for qualifying the Bidders

For carrying out the current procurement Procurer shall have the right to verify the Bidder's qualification (incl. financial status of the Bidder).

- 4.1. Qualifying criteria of the Bidder:
- the Bidder is solvent, the Bidder's assets are not sequestered, and no liquidation proceeding has been initiated and no bankruptcy order has been issued with respect to the Bidder;
 - the Bidder has performed all the obligations thereof with respect to state and local taxes;
 - the Bidder's last annual net turnover shall be at least 5 million Euro;
 - the Bidder's operating experience on the oil market shall be at least 1 year.

4.2. For evaluation the Bidder’s financial status, Bidders shall submit the following documents **together with their Bids**:

- Confirmation note of the Bidder that the Bidder is solvent, the Bidder’s assets are not sequestered, and no liquidation proceeding has been initiated and no bankruptcy order has been issued with respect to the Bidder;
- Confirmation note of the Bidder that the Bidder has performed all the obligations thereof with respect to state and local taxes;
- Confirmation note of the Bidder that the Bidder’s last annual net turnover is at least 5 million Euro and the Bidder’s operating experience on the oil market is at least 1 year.

Please note: We kindly ask all confirmation notes to be submitted on one page as one document. It is allowed to submit the confirmation notes in the Estonian or English language.
Disqualified Bidder does not participate in further tendering procedure.

5. Procurer shall reject a Bid if the Bid does not comply with the requirements set out in the current document.

6. Evaluation criteria of Bids

Procurer shall compare and evaluate all Bids, which have not been rejected. Procurer will decide on the most economical offers, in view of the offered price and commercial terms. Evaluation of the Bids will be undertaken by the evaluating commission (jury) specially created by the Supervisory Board of Procurer.

Priit Enok
Chairman of the Board
Estonian Stockpiling Agency