

Dąbrowa Górnicza, 13.07.2018

## Answers to questions received during the tender process no 1/0176/2018

The tender process is related to modernization and start-up of zinc pot no. 1 at ArcelorMittal Poland S.A. Świętochłowice within the project called "Development of the innovative Zn-Al-Mg based coating for the production of hot dip galvanized sheets" (project no. POIR.01.02.00-00-0176/16-00), co-financed from the European Regional Development Fund and within the Operational Programme Intelligent Development 2014-2020, sub-measure 1.2. "Sectoral R&D programmes" (competition organised by the National Centre for Research and Development no. 2/1.2/2016).

### QUESTION 1:

It is requested to cover completely the pot in parking position before to start demolition work. Could you please clarify how it could be done?

### ANSWER:

Please consider that our idea is to uncover (partly) pot in parking position. To do that it is necessary to manufacture the cover to have (in the same time) access to zinc pot and allow fork lifts to continuously deliver ingots.

### QUESTION 2:

The request concerning SiO<sub>2</sub> content of 0.5% for all materials cannot be followed. When it comes to ZnMg, the following materials can be used.

- Bricks: 81% Al<sub>2</sub>O<sub>3</sub> & 11% SiO<sub>2</sub>
- Concrete for inductor's throats: 93% Al<sub>2</sub>O<sub>3</sub> & 0.2% SiO<sub>2</sub>
- Dry vibe material for inductors: 90% Al<sub>2</sub>O<sub>3</sub> & 4.5% SiO<sub>2</sub>

Could you please confirm do you accept it?

### ANSWER:

As regards the material for ZnMg bath, we follow requirements for materials from our R&D. All parameters will be evaluated as indicated in RFQ.

We would like to point out that all the stages connected with supplier's selection are run in accordance with the principles of fair competition, effectiveness, openness, transparency and equal access. Bearing that in mind, we would like to emphasize that only the offers which will be prepared in accordance with the requirements set forth in the request for quotation will be admitted to the stage of bid evaluation, including the negotiation stage. This means that offers including deficiencies, formal defects, inconsistencies will be rejected. Further evaluation of submitted offers will be carried out in relation to the bids evaluation criteria indicated in the request for quotation which are price and technical conditions. All bidders that will be verified positively in terms of access requirements will be invited to negotiate the bids evaluation criteria. This means that negotiations will be conducted in terms of price and technical conditions. After



the negotiations, the bidders will be asked to submit an updated offer in the scope of the above-mentioned parameters. The results of the proceedings will be made public and will be sent to all bidders by e-mail after the signature of the evaluation protocol by all members of the Suppliers Selection Committee.

**QUESTION 3:**

The existing inductors will not be recovered but the flanges on the existing pot will be replaced and new inductors will be supplied as per the supplier's design. Is this solution acceptable for you?

**ANSWER:**

As regards the revamp of inductors, it is a minimum request. It is also allowed to offer new inductors. It is the Bidder's decision. The outcome must be the working system and working inductors.

**QUESTION 4:**

From the drawing received, it is understood that the refractory wall thickness would be 447 mm. With ZnMg alloy, the wall thickness will become 492 mm. Inner dimensions of the pot will thus get reduced. Could you please confirm this?

**ANSWER:**

Drawings attached to RFQ show actual situation and dimensions of pot. We shared it to make potential suppliers aware of what kind of pot we have. The wall thickness has to be adjusted to new ZnMg alloy. The final thickness of refractory wall has to be defined by the Bidder based on the thermal calculation.

**QUESTION 5:**

Would it be possible to arrange a site visit before placing the offer?

**ANSWER:**

The Ordering Party has pointed out in the request for quotation that the site visit is possible within the bid submission deadline after signing the confidentiality declaration.

In order to maintain equal treatment of the bidders, it is not possible to change the date of the site visit for only one bidder.

Please note that the visit can be also arranged during the stage of offers alignment. In such case the contact person is Mr Piotr Żaak (e-mail: [Piotr.Zaak@arcelormittal.com](mailto:Piotr.Zaak@arcelormittal.com), phone: +48 664 482 536).

**QUESTION 6:**

How many inductors are in the Pot no. 1?

**ANSWER:**

The Pot no. 1 has 2 (two) inductors of 400kW power each. Each inductor has its own power unit.