

Clarification # 2

RFP # 2011/L001 - LNG Supply

October 20, 2011

#	Clarification Requested	Response
1	I'm assuming that attending the pre-bid meeting is <u>not</u> a pre-requisite to submit a bid?	As noted in the announcements for the Pre-Bid meetings, attendance at the Pre-Bid meeting is <u>not</u> a pre-requisite to submitting a proposal for this RFP.
2	Please describe what infrastructure is available for importing, storing and delivering by pipeline or road tanker HFO/ADO to the end users (JEP, JPS, Jamalco)?	The facilities of JPS and JEP are currently served by an off-shore buoy which unloads barge and small tanker sized deliveries of HFO for onward storage in shore based tanks. Jamalco has at its Rocky Point berth unloading arms for HFO and shore based HFO storage tanks. The provision of all fuels is expected to be accomplished in the Portland Bight area.
3	Is HFO/ADO available to be supplied locally or is it imported to Jamaica?	The winning supplier would be responsible to source such fuels from whichever source is available and compliant with the regulatory framework. Both foreign and domestic sources currently deliver fuels to the Portland Bight area.
4	Who is the buying party to a BTU proposal as the bidding documents only describes the commercial structure for a LNG sale?	The JGT will be the contracting party for a Btu sale, which is an alternative structure available for the bidders to propose. A Btu transaction is not a requirement of the RFP process and the intent of the JGT is for the supplier to provide primarily LNG, which is the preferred fuel for the end-users.

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5	Are there any limitations on the volume of HFO/ADO that could be supplied under the supply contract on a monthly or yearly basis?	There is a preference for the supplier to minimize the quantity of HFO/ADO and the suppliers are encouraged to propose a limit on the quantities as part of a Btu proposal.
6	Please confirm that a BTU-only proposal is a compliant proposal.	A party is encouraged to submit conforming proposals and if a party submits a conforming bid that ceteris paribus is predicated on a Btu delivery obligation, then such a bid would be considered to be compliant with the RFP requirements.
7	The Jamaica LNG Supply RFP has specified that the draft LNG Sales and Purchase Agreement (SPA) would be made available by 21 Sept. 2011. Could you please provide clarity around its expected release date?	The Term Sheet that was included in the RFP contains the main commercial terms & conditions that will be included in the draft Sales & Purchase Agreement (SPA). We are working to complete the draft SPA as quickly as possible.
8	<p>Please confirm if bidding firms need any pre-registration or pre-approval in order to present the first bid documents on October 31st.</p> <p>It is my understanding that the only requirement is to present the bidding documents in appropriately marked envelopes, including information about the company's registration and ability to perform the contract; but that no other formal step is needed in order to present a valid proposal. Could you please confirm if this is correct.</p>	<p>There are no pre-qualification requirements. The RFP documents which are available on the website: www.cabinet.gov.jm/procurement/lng describe all of the requirements for the bidders to submit a compliant bid submission.</p>
9	<p>Invitation for Bid No.: <i>[insert No of IFB]</i></p> <p>Do you know what is the Invitation for Bid number? I was able to find the ICB in the</p>	<p>The International Competitive Bidding (ICB) and Invitation for Bid (IFB) are the same: <u>2011/L001</u>.</p>

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	documentation, but I did not see an IFB.	
10	<p>In Section II. Bidding Data Sheet:</p> <p>ITB 14.6 (b) (i) and (c) (iii). While the Bidding Data Sheet makes reference to such sections, we cannot find those sections in Section I.</p> <p>ITB 14.6 (a) (iii); (b)(ii) and (c) (v). Similarly, we do not see any sections other than just 14.6 (a) and 14.6 (b) with their relevant sub sections. But there is no 14.6 (c) (v) to which this information would apply.</p>	<p>The noted references in the Instructions to Bidders (ITB) of missing items in Section 14.6 of the Bidding Data Sheet (BDS) should be ignored.</p> <p>Section 14.6 of the ITB shall be replaced in its entirety as follows:</p> <p>14.6 Prices shall be quoted as specified in each Price Schedule included in Section IV, Bidding Forms. The disaggregation of price components is required solely for the purpose of facilitating the comparison of bids by the Procuring Entity. This shall not in any way limit the Procuring Entity's right to contract on any of the terms offered. In quoting prices, the Bidder shall be free to use transportation through carriers registered in any eligible country. Similarly, the Bidder may obtain insurance services from any eligible country. Prices shall be entered in the following manner:</p> <ul style="list-style-type: none"> (a) the price of the Goods quoted DAP or DES for delivery at the Jamaica LNG Floating Storage & Receiving Terminal, located at Portland Bight, St. Catherine Parish, Jamaica, including: <ul style="list-style-type: none"> (i) any Procuring Entity's Country sales and other taxes which will be payable on the Goods if the contract is awarded to the Bidder; and

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		(ii) the price of each item comprising the Related Services (inclusive of any applicable taxes).
11	Please confirm that Schedule of Requirements is Section V not IV (p. 1, 54, etc.)	The Schedule of Requirements is <u>Section V</u> . The references in the Table of Contents (pg. 1) and the actual Section (pg. 54) were in error.
12	Section VI. General Conditions of Contract (GCC), Section VII. Special Conditions of Contract (SCC) and Section VIII. Term Sheet Forms do not seem to be relevant for this tender. Please confirm that they are not applicable to this tender (ITB 3.2 p. 18, p.20)	The references to Section VI (General Requirements) and Section VII (Specific Requirements) do not apply to this tender. Please refer to the Term Sheet contained in Part 3 (pg. 65 – 73) for an overview of the proposed terms & conditions that will form the basis of the draft Sales & Purchase Agreement (SPA) which will be issued to the shortlisted bidders for their review and comment during the Second Stage of the RFP process.
13	In light of the practice adopted by the Government to post relevant documents on the internet, please clarify whether there is still a requirement that the Bidders “acquire” the Bidding Documents, and whether there is a requirement that the Bidders register as prospective bidder prior to submission of the bid? (p. 21, 7.1)	There is no requirement for the Bidders to “acquire” the Bidding Documents or “register” as prospective bidders. All of the relevant documents concerning this Tender will be uploaded to the website at: www.cabinet.gov.im/procurement/lng for all interested parties to download and review.
14	Please confirm whether a photocopy of the signatory’s power of attorney is acceptable as written confirmation authorizing the signatory of the Bid to	Yes, a photocopy of the power of attorney is acceptable.

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	commit the Bidder (p.21, 11.1.c)	
15	Please clarify what is “Section V. Eligible Countries” (p. 23, 14.6)	The references to “eligible countries” have been removed in the changes to ITB 14.6 and the Bid Submission Form noted in this Clarification.
16	We find it difficult to understand the meaning of ITB paragraph 14.6 (p. 23) possibly because of a typo in sub (b) and the numbering of the sub paragraphs; would you please clarify the text.	Please see the revised language for ITB 14.6 in Item # 11 above.
17	Please confirm that ITB 19.1.a and 19.1.b (p. 25) do not apply to this tender, as stated in the BDS (p. 38), and therefore they are not part of the requirement for supporting evidence on p. 14.	As stated in the BDS on page 38 of the RFP Document, ITB 19.1 (a) and ITB 19.1 (b) do not apply to this Tender Process and the submission of any data referred to in those sections is not required.
18	Please clarify whether Alternative Bids (p. 37, ITB 13.1) can be additional to the two proposals of p. 36. ITB 4.2	Each bidder is allowed to submit a maximum of up to two (2) base case proposals and two (2) alternative proposals.
19	A bidder may submit an alternative bid with or without a bid for the base case (p. 37, ITB 13.1). We would ask you to clarify the meaning of this sentence; and in fact what is a “base case” bid, as it is not defined in the documents.	A “Base Case Proposal” is defined as being one that is compliant with all of the terms and conditions included in the Bidding Documents (e.g. prices linked to Henry Hub Index, etc.). An “Alternative Proposal” may contain items which are not fully compliant with the Bidding Documents.
20	The BDS (p.37) contains a reference to ITB 14.6 (b) (iii) which we have not been able to locate; and a ref. to “CIP price” that we don’t understand; we shall be grateful if you clarify the text	Please see the revised language for ITB 14.6 in Item # 11 above.

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21	<p>With reference to the Bid Evaluation and Qualification Criteria (p. 41) can the Government advise what discount rate and HH forward curve will be used to calculate the average Present Value (PV)?</p>	<p>A clarification related to the discount rate and HH forward curve is expected to be posted shortly to the website at www.cabinet.gov.jm/procurement/lng. Please continue to monitor that website for updates, clarifications and addendums to the Bidding Documents.</p>
22	<p>Please confirm that credit support in item 5 of the Evaluation and Qualification Criteria (p. 42) refers to the guarantee that JGT will provide to the Seller under the SPA.</p>	<p>The credit support referred to in item 5 of the Evaluation and Qualification criteria refers to the credit support that will be provided by the JGT to the LNG Supplier. Each of the LNG Supplier and the Infrastructure Provider will be provided with USD 100 million in credit support from the JGT. The composition of credit support provided to the LNG Seller and the Infrastructure Provider (i.e., % Letter of Credit vs. % cash collateral) is under consideration by the LNG Steering Committee.</p>
23	<p>Declaration (a) in the Bid Submission Form (p. 49)</p> <p>We note the requirement in the Bid Submission Form (paragraph a) to declare that we have “no reservations to the Bidding Documents”. We do not understand the intention behind this statement and would appreciate clarification. One interpretation of this wording is that the Bidder is declaring that it has understood the Bidding Documents (which term, subject to clarification of ITB 3.2, requested above,</p>	<p>Please see the attached revised Bid Submission Form in Annex A below.</p>

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	<p>may be construed to include the draft Term Sheet, for which no comments are required). In that case we would propose amending paragraph (a) as follows:</p> <p>« (a) We have examined and understood the Bidding Documents, including Addenda No.: _____ [<i>insert the number and issuing date of each Addenda</i>];»</p> <p>or alternatively</p> <p>« (a) We have examined and have no reservations to the Sections I, II, II, IV, [VI, VII] of the Bidding Documents (as defined in ITB 6.1), including Addenda No.: _____ [<i>insert the number and issuing date of each Addenda</i>] and have examined and understood Section V – Schedule of requirements [and Part 3 – Section VIII – Term Sheet] for which no comments are required in Stage 1;»</p> <p>where the references to sections in square brackets should be deleted if the Government confirms that they are not applicable to this tender, as per clarification requested above on ITB 3.2.</p>	
24	<p>Declaration (b) in the Bid Submission Form (p. 49)</p> <p>(b) We offer to supply in conformity with the Bidding Documents and in accordance with the Delivery Schedules specified in the Schedule of Requirements the following Goods and</p>	<p>Please see the attached revised Bid Submission Form in Annex A below.</p>

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	<p>Related Services _____ [insert a brief description of the Goods and Related Services];</p> <p>As with our preceding request for clarification, we would like to better understand the intent behind the declaration in paragraph b of the Bid Submission Form. One interpretation of this wording is that the Bidder offers in conformity with the Bidding Documents, however excluding in Stage 1 the Schedule of Requirements and the Term Sheet which both will be further developed in the final SPA. We propose amending paragraph (b) as follows:</p> <p>«(b) We offer to supply in conformity with the Sections I, II, II, IV, [VI, VII] of the Bidding Documents (as defined in ITB 6.1) the following Goods and Related Services _____ [insert a brief description of the Goods and Related Services];» square brackets as in preceding question.</p>	
25	Please clarify that the delivery date and quantity of each cargo is not required when filling in the Price Schedule (p. 52)	The Delivery Schedule referenced in column 4 of the Indicative Price Schedule on page 52 refers to the initial delivery of LNG, not each cargo.
26	Please advise the required specs for both HFO and ADO to help assess doability of “BTU” substitution.	Please refer to No. 6 (1%) Platt’s USGC specification for the HFO specification available at http://www.platts.com/IM.Platts.Content/

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		MethodologyReferences/MethodologySpecs/usoilproductspecs.pdf . A copy of the No. 2 fuel oil (ADO) specification is attached in Annex B below.
27	I would appreciate knowing what the initial order of LNG will be required for the 1st Quarter of 2014 delivery.	The initial delivery of LNG is currently required during the 1 st Quarter 2014 to coincide with the start-up of the new 360 MW IPP project in Jamaica. However, this date is subject to change depending upon the actual construction schedule of this facility and the conversion of the other End-Users' facilities.
28	It is important to understand whether the terminal ultimately will be QFlex, QMax compatible, or if you plan on just using conventional ships.	The LNG Storage & Regasification Terminal could be designed to accommodate QFlex and QMax LNG carriers if sufficient justification is provided by the potential bidders for this RFP for LNG Supply.
29	We wanted to follow-up with you on understanding how the Jamaica LNG project team visualizes the \$ 100 M cash collateral and the letters of credit for the trust company to be allocated between the gas supplier and the infrastructure (FSRU) service provider. Would it be an even split down the middle or otherwise.	Each of the LNG Supplier and the Infrastructure Provider will be provided with USD 100 million in credit support from the JGT. The composition of credit support provided to the LNG Seller and the Infrastructure Provider (i.e., % Letter of Credit vs. % cash collateral) is under consideration by the LNG Steering Committee.
30	Once the preferred bidder is selected, what will be the process between the selection and the execution of the final SPA?	The Final SPA submitted by the selected bidder as part of the Stage Two submission will, if acceptable to the GOJ be executed as submitted; or alternatively if modifications are required by the GOJ and such modifications are acceptable to the selected bidder, the final version will then be executed in the agreed form by the JGT and

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		the Seller.
31	When is the SPV, Jamaica Gas Trust, going to be established?	The LNG Steering Committee has received approval of the Jamaica Gas Trust (JGT) from the Cabinet in August 2011. Work is on-going with the financial advisors and legal counsel to establish the JGT. It is expected that this will be completed during the 1 st Quarter.
32	Who will be the shareholders in JGT?	The LNG Steering Committee is in the process of developing the terms under which the Government of Jamaica will invite potential Investors to invest in the Jamaica Gas Trust (JGT). These terms will involve a transparent process by which the Government of Jamaica will select the most qualified and beneficial proposals.
33	What will the economic structure of JGT be? Please explain: capitalization, flow of funds, i.e. SBLC's, concept of "lock-box", etc.	The potential bidders are referred to Section V, Schedule of Requirements, contained in the RFP document that can be downloaded from the website at www.cabinet.gov.jm/procurement/lng for a description of the proposed structure of the Jamaica Gas Trust (JGT) and the proposed "waterfall" of the flow of funds.
34	How End Users and JGT participate in the Procurement Process?	Further details will have to be provided to understand the basis of this question and to be able to respond properly.
35	How will the Procurement Entity communicate with the potential bidders?	Prior to the bid submission deadline, the Procuring Entity will communicate with the bidders through the pre-bid meetings and by clarifications, updates and addenda posted on the website at

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		<p>www.cabinet.gov.jm/procurement/lng.</p> <p>The potential bidders are encouraged to monitor that website for periodic postings.</p>
36	Do potential bidders need to be registered? How?	There is no need for bidders to register in order to be able to submit a proposal under this RFP.
37	How and when will the responses to the questions be published?	<p>Clarifications will be posted on a periodic basis on the website at www.cabinet.gov.jm/procurement/lng. The bidders are encouraged to monitor that website for updates, clarifications and addenda.</p>
38	Could you please provide bidding documents templates?	<p>All available bidding document templates have been included in the RFP document which has been uploaded to the www.cabinet.gov.jm/procurement/lng website in both the PDF and native MS Word formats.</p>
39	Please, explain credit requirements	<p>The bidders are referred to Section V. Schedule of Requirements, beginning at page 54 of the RFP for LNG Supply, for a brief description of the credit requirements contemplated for this project. Specific questions related to the credit requirements will be clarified.</p>
40	When is expected the LNG regulatory framework to be implemented in Jamaica?	<p>External legal counsel is being engaged to help draft the legislation that will form the basis of a viable natural gas industry in Jamaica. It is expected that the draft legislation will be prepared by end of 1st Quarter 2012.</p>

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41	The private SPV, Jamaica Gas Trust (JGT) will be capitalized by at least \$100mm: Who are the private investors contributing the \$100mm?	Having received approval of the Jamaica Gas Trust (JGT) from the Cabinet in August, the LNG Steering Committee is actively pursuing the formation of the JGT, including the placement of the JGT equity with private investors. Details with respect to private investors in the JGT will be made available in due course.
42	Who will decide the final capitalization of the SPV (i.e. for more than \$100mm)?	The final capitalization of the Jamaica Gas Trust (JGT) will be a function of its security and working capital requirements.
43	How are the funds invested in the JGT going to be invested (hard assets, cash, securities)?	It is presently envisioned that Jamaica Gas Trust (JGT) equity funding will be in the form of cash or cash equivalents held in USD.
44	Will there be restrictions for dividend payments and other covenants at JGT?	JGT cash flow will operate through a “waterfall” in which payments to the LNG Seller and the Infrastructure Provider will be given priority over distributions to investors in JGT. In principle, over a given period time, the JGT will not be able to make distributions unless and until it has paid the LNG Seller and Infrastructure Provider for services rendered. A minimum capital balance will be maintained by the JGT to ensure its operations. The LNG Steering Committee is considering legal structures that will facilitate the structure described, and will provide further details when available.
45	The off-takers will provide \$100mm in LCs. Who benefits from these LCs and when are they exercised?	It is envisioned that the Letters of Credit will be arranged by the End Users for the immediate benefit of the Jamaica Gas Trust

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		(JGT). The proceeds from the LCs would be used by the JGT to pay the LNG Seller and/or the Infrastructure Provider through the “waterfall” structure.
46	Will JPS provide a \$45mm LC, Jamalco a \$40mm LC and JEP a \$15mm LC in line with their LNG demand?	LCs provided by off-takers will be pro rata to their gas demand.
47	What banks are acceptable issuers of the LCs?	It is envisioned that LCs will be provided by creditworthy providers. Further details with respect to End User LCs will be made available in due course.
48	The LNG supply contract will be guaranteed by JGT and supported by \$100mm in LCs. Please elaborate the total value of the LCs for the LNG supplier; ii) LCs for the infrastructure provider; iii) Guarantee to the LNG supplier; iv) Guarantee to the infrastructure provider	Each of the LNG Supplier and the Infrastructure Provider will be provided with USD 100 million in credit support from the Jamaica Gas Trust (JGT). The composition of credit support provided to the LNG Seller and the Infrastructure Provider (i.e., % Letter of Credit vs. % cash collateral) is under consideration by the LNG Steering Committee.
49	Can the value of the LCs increase if necessary?	Item 5.0 (Credit Support Requirements) of Section III of the LNG RFP describes the points given to a proposal that accepts or does not accept the proposed limit of USD 100 million of credit support to be provided by JGT in respect of the LNG SPA.
50	In the first phase, there are 3 off-takers (Jamalco, Jamaica Energy Partners and Jamaica Public Service Company). Could you please provide 3 years of audited financial statements of these companies?	JPS’ financial statements are available on its website (http://www.myjpsco.com/). Financial statements for JEP and Jamalco are not available at this time

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51	If JPS falls into a termination event under the contract with JGT, approximately 45% of the volumes in the LNG supply agreement could be renegotiated under the RFP. Can the LNG supplier exercise the LC provided by JPS? What protections for the LNG supplier are there under this scenario?	The Sales & Purchase Agreement (SPA) draft will detail the structure proposed to address such an event.
52	Payment terms are the later of 10 days after invoice or the 25th day of the following month after delivery. Can JGT prepay or provide an LC for the monthly payments?	The Jamaica Gas Trust (JGT) will provide credit support in the form of cash collateral and/or LCs.
53	What payment terms do the off-takers have with JGT?	Further information in respect of off-taker payment terms to be made available in the Second Stage.
54	Does the government subsidize sectors (i.e. low income households) of the power industry in Jamaica?	The Government of Jamaica does not provide subsidies to any sector of the power industry in Jamaica. Electricity tariffs are set by the Office of Utilities Regulation (OUR) (www.our.org.jm).
55	Can you clarify the Conflict of Interest language in ITB 4.2?	<p>Section 4.2 (a) of the ITB shall be replaced in its entirety as follows:</p> <p>4.2 A Bidder shall not have a conflict of interest. All bidders found to have a conflict of interest shall be disqualified. Bidders may be considered to have a conflict of interest with one or more parties in this bidding process, if they:</p> <p>(a) are or have been associated with</p>

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		<p>a firm or any of its affiliates since that firm or any of its affiliates was engaged by the Procuring Entity to provide consulting services for the preparation of the design, specifications, and other documents to be used for the procurement of the goods to be purchased under these Bidding Documents for the Jamaica LNG Project; or</p> <p>(b) submit more than one bid in this bidding process, except for alternative offers permitted under ITB Clause 13. However, this does not limit the participation of subcontractors in more than one bid;</p>

Annex A
Revised Bid Submission Form
REVISED 26 October 2011

[The Bidder shall fill in this Form in accordance with the instructions indicated. No alterations to its format shall be permitted and no substitutions shall be accepted.]

Date: *[insert date (as day, month and year) of Bid Submission]*

ICB No.: 2011/L001

Invitation for Bid No.: 2011/L001

Alternative No.: *[insert identification No if this is a Bid for an alternative]*

To: *[insert complete name of Procuring Entity]*

We, the undersigned, declare that:

- (a) We have examined the Bidding Documents, including Addenda No.: _____ *[insert the number and issuing date of each Addenda];*
- (b) We offer to supply Liquefied Natural Gas (LNG) in conformity with the LNG Quality and Specifications contained in Section V of the Bidding Documents and in accordance with the attached Indicative Price Schedule(s);
- (c) The proposed indexed price of our Bid is shown on the attached Indicative Price Schedule(s);
- (d) We understand that this proposed indexed price is indicative and will not be final until after selection of lowest priced bids during the second stage of this RFP process;
- (e) We, including any subcontractors or suppliers for any part of the contract, have nationality from eligible countries _____ *[insert the nationality of the Bidder, including that of all parties that comprise the Bidder, if the Bidder is a JV, and the nationality each subcontractor and supplier]*
- (f) We have no conflict of interest in accordance with ITB Sub-Clause 4.2;
- (g) Our firm, its affiliates or subsidiaries—including any subcontractors or suppliers for any part of the contract—has not been declared ineligible by GOJ, under the GOJ's laws or official regulations, in accordance with ITB Sub-Clause 4.3;
- (h) The following commissions, gratuities, or fees have been paid or are to be paid with respect to the bidding process or execution of the Contract:

[insert complete name of each Recipient, its full address, the reason for which each commission or gratuity was paid and the amount and currency of each such commission or gratuity]

Name of Recipient	Address	Reason	Amount
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(If none has been paid or is to be paid, indicate "none.")

- (I) We understand that you are not bound to accept the lowest responsive bid or any other bid that you may receive.

Signed: _____ *[insert signature of person whose name and capacity are shown]*

In the capacity of _____ *[insert legal capacity of person signing the Bid Submission Form]*

Name: _____ *[insert complete name of person signing the Bid Submission Form]*

Duly authorized to sign the bid for and on behalf of: _____ *[insert complete name of Bidder]*

Dated on _____ day of _____, _____ *[insert date of signing]*

Annex B

DISTILLATE NO.2

SPECIFICATION	VALUE	TEST METHOD
Conradson Carbon Residue (wt. Pct)	0.10 Max	ASTM D-189
Initial Boiling Point (deg.F.)	400 Max	ASTM D-86
End point (deg. F)	725 Max.	ASTM D-86
Flash Point (deg.F)	140 Min.	ASTM D-93
Pour Point (deg.F)	20 Min.	ASTM D-97
Viscosity (cSt@100 deg.F)	2.3 Min.	ASTM D-445
	4.0 Max	
Sulphur (wt.pct)	0.5 Max	ASTM D-2622
Corrosion - Cu Strip - 3 hrs @212 deg.F	1 Max	ASTM D-130
ASH (wt.pct.)	0.005 Max	ASTM D-482
Gravity API	31 Min.	ASTM D-1298
	39 Max.	
Total Acid No. (mg.KOH/g)	0.5 Max	ASTM D-974
Calorific Value (BTU/lb)	18400 Min.	ASTM D-4868
Water by Distillation (Vol.pct)	0.05 Max.	ASTM D-95
Visual Appearance	Bright and Clear	
Suspended Sediment (mg/100 ml)	0.4 Max.	AM-S-77-060/ASTM D-5452
Trace of Elements by AA (ppm)		
Calcium	1.0 Max.	ASTM D-3605
Lead	0.1 Max.	ASTM D-3605
Copper	0.02 Max	ASTM D-3605
Sodium	0.6 Max	ASTM D-3605
Potassium	Report	ASTM D-3605
Vanadium	0.2 Max.	ASTM D-3605