



The BACW's Bidding Commission hereby present questions made by companies with their respective answers.

REMARK: The questions presented in this "Questions and Answers" shall be numbered as they are received by the Bidding Commission and may not match the numbering provided by the companies.

Therefore, the Bidding Commission has answered previous questions on July 18, 2017, August 21, 2017 and August 22, 2017 and they are published on BACW's website.

Question 17 – We ask your kind clarification of clause 6.3.4 as it relates to clause 6.3.3 and 6.3.3.1:

We understand from 6.3.3 that we should normally submit lab reports for each item of each module that we're bidding on (for modules 1-9.) These reports should normally show the particular items, the lab involved, and the specific test results obtained.

However, 6.3.4 seems to state that "...as an alternative to technical opinions, documents may be provided attesting to their compliance..." Some of the individual products listed in Module 7 have Technical Data Sheets issued by the manufacturers of those products. These Technical Data Sheets often specify the various OEM (aircraft manufacturers') specifications that these products conform to.

Does 6.3.4 mean that these Technical Data Sheets are SUFFICIENT to verify product conformity "as an alternative" (INSTEAD OF) the lab reports noted in 6.3.3?

Answer – The item 17.6 (6.3.2 of the Invitation for Bid 171745/CABW/2017) of the Basic Project Nº 001/SSCO-CELOG/2017 establishes that the Technical Bulletins (or Technical Data Sheet) must be presented to all the products included to Modules 1 to 10.

Technical Data Sheet is not enough to verify the conformity of a product "A" about another product "B" that is in the same Module, taking into consideration that a supplier may deliver an item claiming to be corresponding with similar physical and chemical characteristics, but different performances and applications.

In this context, the item 17.4 (6.3.4 of the Invitation for Bid 171745/CABW/2017) of the Basic Project Nº 001/SSCO-CELOG/2017 establishes that documents proving the approval of Products with manufacturers requirements of aircraft, engines, instruments and other equipment, will be accepted as a substitute or complement to technical reports required in section 17.3 of the of the Basic Project Nº 001/SSCO-CELOG/2017 (6.3.3 of the Invitation for Bid 171745/CABW/2017), provided that these requirements are equivalent to those specified in each of the products presented in Annex A.

In other words, the item 6.3.4 of the Invitation for Bid 171745/CABW/2017M replaces or complements the item 6.3.3 of the Invitation for Bid 171745/CABW/2017, but not the item 6.3.2 of the Invitation for Bid 171745/CABW/2017.



Question 18 – Invitation for bid, page 17 – Subcontracting 14.2 – “potential winner of bid to have at least 50% of the products available in its manufacturing portfolio” – we are a value-added distributor who can work with multiple manufacturers to fulfill the module’s requested items. Are we able to participate in this bid if we are NOT the manufacturer of the products offered? If so, do we need to provide letters from all manufacturers or only the ones we have partnerships with? Some of the items would be new and a buy/resell scenario, which we would not have formal letters from the manufacturer. In addition to that, regarding Module 6, the items requested are from a variety of manufacturers and the actual manufacturers of those chemicals will most likely not participate since they would not provide items from another manufacturer. In this case it seems that distributors would have a better chance of grouping and supplying products from various manufacturers.

Answer – The requirements to participate on the Bidding Process are presented in Item 3 of the Invitation for Bid 171745/CABW/2017. The items 3.2.1 to 3.2.6 of Invitation for Bid 171745/CABW/2017 indicate the conditions that exclude a company from participating in the bidding process.

Notice that, in accordance with the Item 17 of the Basic Project 001/SSCO-CELOG/2017, there is the step of Technical Qualification (item 6.3 of the Invitation for Bid 171745/CABW/2017), where shall be presented the documentation that it is required to obtain conclusive technical advice to qualify the Bidder.

Question 19 – Invitation to Bid page 18, 15.4.2, in regards to delivery schedule based on shelf life: for example: 8 business days for emergency situations, in our case based in the USA, would that be 8 days to deliver it to CABW in the USA or 8 days to deliver it to the final destination in Brazil?

Answer – Every kind of material deliver must occur at the addresses established on Item 12 of the Basic Project 001/SSCO-CELOG/2017 (Item 17 of the Invitation for Bid 171745/CABW/2017), within the deadlines and for each of the scenarios presented in Basic Project/Invitation for Bid.

If the materials are sent from United States or Canada, the materials should be delivered in CABW as specified in 12.1.1 of the Basic Project 001/SSCO-CELOG/2017 (item 17.1 of the Invitation for Bid 171745/CABW/2017).



Question 20 – *On product deliveries, are all documents for every shipment (packing list, Invoice, test reports etc...) supposed to be translated to Portuguese or only the SDS?*

Answer – *The items 14.5 and 14.5.3 of the Basic Project nº 001/SSCO-CELOG/2017 state that the "ANSI MSDS (Material Safety Data Sheet ANSI format)" shall be translated in Portuguese Language. For other documents, there is no obligation required.*

Question 21 – *Required Shelf Life of 80% - when it arrives to Maryland or when it arrives to Brazil?*

Answer – *The delivery with the minimum of 80% of the shelf life of the product is linked to the corresponding locations designated, in accordance with the conditions stated in Item 12 of the Basic Project nº 001/SSCO-CELOG/2017 (item 17 of the Invitation for Bid 171745/CABW/2017).*

Furthermore, the Brazilian Aeronautical Commission appreciates the question, and stands available to clarify and explain any doubts or concerns in order to increase the BID quality. Any questions or concerns must be submitted to **con@cabw.org**

Note: This information has been made available at BACW website in the publishing for the related Bidding Process. <http://www.cabwnews.com/index.php/solicitations.html>