

## Questions and Answers in Response to Solicitation SP0600-04-R-0043

1.

Question: Can product be supplied from countries other than Turkey to be delivered to the locations in Northern and Northern Central Iraq?

Answer: For logistical purposes, the movement of product into northern Iraq needs to come through Turkey as outlined in the solicitation. There is a management and oversight contract that will have to perform numerous tasks associated with this logistics movement.

2.

Question: Within what period after invoicing can we expect DESC to pay?

Answer: In accordance with Clause I1.03-3.100, paragraph (j), payment shall be made in accordance with the Prompt Payment Act which means 30 days after our payment office receives a proper invoice.

3.

Question: Can you clarify the operation of the reference price? Is the current month priced according to the reference price calculated for the previous month, or is pricing for deliveries during a given month calculated at the end of the month?

Answer: The reference price stated in Clause B19.02.100, ECONOMIC PRICE ADJUSTMENT, is the monthly average based on the prices from December 2003. Each month's prices will be based on the monthly average for the preceding month.

4.

Question: Could you clarify what you consider to be acceptable quality deviations? For example, is 92 octane unleaded gasoline, the standard for Iraq, acceptable? Also, our experience has been that Tupras flash point for kerosine is below what is in practice required for Iraq.

Answer: Please refer to Clause M72- **EVALUATION OF OFFERS (EXCEPTIONS/DEVIATIONS) (DESC APR 1997)** of the Solicitation setting forth how exceptions/deviations will be addressed.

5.

Question: We would like to offer multiple specifications. Is it acceptable to make a bid based on Tupras specifications and offer accompanying discounts based on Iraqi State Oil Marketing Organisation (SOMO) standard specifications?

Answer: You may submit a commercial equivalent specification that meets the Tupras specifications and it shall be evaluated in accordance with Clause M72, EVALUATION OF OFFERS under the solicitation. With your offer, please provide a copy of the specifications. You may also submit "alternative" offers by submitting a separate Price Data Sheet for each product offered (ie- one Price Data Sheet for Tupras specifications and one Price Data Sheet for SOMO specifications). You should clearly indicate that the non-Tupras product is offered as an "alternative."

6.

Question: On p5, under the section heading Evaluation of Options, it says all products should be furnished FOB destination via tank trucks with

pumps. Is this correct, since tank trucks are not generally equipped with pumps in Turkey and are not required in Iraq?

Answer: Pumps are not required. An amendment to the solicitation will be forthcoming.

7.

Question: Are the correct products for application of the conversion factors: AUTOMOTIVE GASOLINE (ALL), DF2/GAS OIL, and KEROSINES (ALL)?

Answer: Yes, that is correct.

8.

Question: Will SOMO be importing product at the same time as this contract is in operation?

Answer: It is our understanding that SOMO will continue to import fuel.

9.

Question: Should the volumes on truck waybills (CMRs) be quoted in gallons or are kilograms acceptable? Turkish customs do not recognise documentation in gallons, so we would prefer that use of gallons be restricted to invoicing.

Answer: This is an issue we are in the process of addressing and if it affects pricing you may submit price data sheets for both possibilities.