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| Date  07/09/2023 |  |

New Crude Tall Oil Plant

Request for Quotation

Hanko Pulp Mill Oy

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Dear Recipient,

Please quote us according to this inquiry and its enclosures.

# Introduction

Hanko Pulp Mill Oy is planning to install a crude tall oil plant next to a pulp mill in Hanko, Finland. Hanko Mill capacity is to produce 600 000 ADt/a softwood pulp and 350 000 ADt/a hardwood pulp. Design basis for annual production is 950 000 ADt/a. Annual working days are 355 d/a. All departments operate 24 h/d and 7 days/week. Planned start-up for the crude tall oil plant is in Q3/2025. Hanko Pulp Mill Oy is looking for partners to execute the project on EPC basis.

The Contractor is requested to submit a tender for a crude tall oil plant system package according to this inquiry specification and its appendices.

# Scope of Supply

The Contractor is requested for a binding quotation for a turn-key unit of a new crude tall oil plant according to the Inquiry Specifications. All limitations to scope and possible exclusions shall be marked clearly in the quotation.

All documentation shall be prepared in English.

# Initial Data

The enclosed inquiry specifications (Appendix 3) contain preliminary data for dimensioning basis. The Contractor shall define the intermediate process values and quote processes with high energy efficiency.

# Pricing

Price specifications shall be given according to the following breakdown:

* Engineering
* Equipment
* Equipment installation
* Instrumentation
* Take out prices for
  + Standard pumps
  + Electrical motors

Technical specification and proposal price estimates shall include:

* Piping material
* Hand valves
* Piping installation
* Insulation material and installation work
* Field Instruments and special instruments
* Control and on-off valves
* Installation of instruments
* Installation supervision
* Training, commissioning and start-up services including estimated duration
* Spare parts for two (2) years operation with delivery times from the date of order
* Prices for strategic spare parts, if any

# Project Schedule

The bidder shall inform in their offer the schedule for:

* Engineering and purchasing
* Manufacturing
* Delivery times to Site
* Installation times

The project schedule is:

* Commissioning start 1.4.2025
* The planned start-up of the mill 1.7.2025

# Additional Information Requested

The Contractor shall provide following additional information as an appendix in their offer:

* Organisation chart
* Hourly rates for EPC contractor including other labor price items, not included in the above stated hourly rate, such as travelling, shift work and over-time rate (50 % and 100 %), shall be listed by the Supplier
* Technical overview; block diagram or similar, with short process description
* Estimation of installation manpower
* Site services
* Preliminary delivery time incl. installation time schedule
* Specification of the equipment origin
* Preliminary layout
* List of major noise sources
* Project execution plan
* HSE plan
* Project risk register with summary of project risks identified
* Reference lists
* Proposal for various training programmes and a list of training documents and materials
* Sustainability inspection

# Terms of Payment

Contractor shall propose terms of payment based on the progress.

# Contract Terms

The General terms of purchase shall be in compliance with SSG 2008.

# Ownership of Documents

All documents and information given with this Request for Quotation (RfQ) remain the sole property of the Purchaser.

# Contact Persons

For further information please contact:

Aurora Arkima (aurora.arkima@afry.com)

# Due date for the quotation

By November 16, 2023.

ENCLOSURES

| **ENCLOSURES** |  | |
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| Appendix Template | |  |
| Quotation Letter template | |  |
| RFQ Letter | |  |
| Appendix 1 SSG General Contract Conditions 2008 | |  |
| Appendix 2 Mill Standards | |  |
| Appendix 3 Inquiry Specification Tall Oil Plant | |  |
| Appendix 4 Commissioning and Test Principles Diagram | |  |
| Appendix 5 Purchaser’s Requirements for Factory Acceptance | |  |
| Appendix 6 General Delivery Limits | |  |
| Appendix 7 Scope of Supply | |  |
| Appendix 8 Mill Site Sample | |  |
| Appendix 9 Line Diagram Sample | |  |
| Appendix 10 Sustainability Report | |  |
| Appendix 11 PSK Installation Work Agreement | |  |
| Appendix 12 Instruction Concerning Work Carried out at the Purchaser’s Workplace | |  |
| Appendix 13 Training Instructions | |  |
| Appendix 14 Purchaser’s Project Time Schedule | |  |
| Appendix 15 Templates and examples | |  |
| Appendix 15.1 Project Execution Plan | |  |
| Appendix 15.2 Supplier’s Technical Specification | |  |
| Appendix 15.3 Deviations to the Purchaser’s Technical Specification | |  |
| Appendix 15.4 Manpower Estimate | |  |
| Appendix 15.5 Supplier’s Quality Assurance Procedure | |  |
| Appendix 15.6 Sustainability Inspection | |  |
| Appendix 15.7 Health, Safety and Environment Plan | |  |
| Appendix 15.8 Price Breakdown and Option Prices | |  |
| Appendix 15.9 Spare Part Prices | |  |
| Appendix 15.10 Document Delivery Schedule | |  |