

#	Question	Answer
1	How can we write unit price today when contract should be awarded in December 2015?	Provide price which is in effect on August 19, 2015, See Section 1, Paragraph 1, "The fixed price for each item is based on a set percentage off of the vendor's commercial price list named" let' pick up time August 19, 2015
2	How should we estimate unit prices and total gel amounts for upcoming years 2017,2018,2019,2020?	You can use price of August 19, 2015 for all years. See Section 1, Paragraph 1
3	You mentioned that price should be fixed and only economic changes can have an impact. So, you mean that we should fix sales price during whole year? We do not depend on retail prices at all?	See section 1, Paragraph 5 and 6
4	Calculation : <b>Sales price = Unit Price</b> (at the day of fuel request?)/ <b>1.18 - fixed discount</b> (%) , is it correct?	Unit price shall be VAT exempt, plus additional discount. See Section 1, paragraph 1, pricing table
5	In section 1 , on page 9 in issuance/distribution you mention "Ability to transfer to non-card technologies (RFID) as it becomes available at no cost". What is meant in this sentence?	RFID - Radio-frequency identification System used in US and many European countries. If during contract performance company makes available the RFID system, we can request to switch to RFID system with no additional cost.
6	As it is noted into the solicitation package , US Embassy does not need to import fuel on its behalf and is willing to buy from the suppliers network, at the estimated price (petrol station price- VAT and discount) . Therefore the price is stated in GEL instead of US Dollar. Please clarify why we have two currencies in the proposal and should we state price in both currencies or not ? on the frame page is stated US dollar and in the tables that shows the 5 years approximate consumption is stated GEL	All prices shall be in GEL. On cover page as well.  Cover page is only printable in USD, however you can handwrite the GEL.
7	Price adjustment clause refers to the possibility of the price adjustment only if there is decrease or increase of price on crude oil market. As our company is not a refinery and does not produce oil products. We buy and import from our supplier refined oil products (for pricing is used Platts European Marketscan instead of crude oil price) and sell within our petrol station network. Please be kindly noted that the fluctuation of the prices within the petrol station network does not depend on crude oil price fluctuation. While we are importing fuel we use the Platts European Marketscan referring to oil product prices.	Price adjustment clause refers to official price changes for individual fuel company. Retail price in effect the date individual delivery order is placed.

8	At this point of time we do not have petrol station only in 3 cities, these are: Lagodekhi, Ambrolauri and Stepantsminda, but we have stations at near buy locations. For Lagodekhi - in Telavi and Signagi; for Stapntsimnda - in Gudauri and for Ambrolauri - in Kutaisi and Zestaponi	Provide this information with your offer.
9	Diesel PPM 10 - Cetane number no less than 51; Please be noted that in the quality certificate there is stated just CFPP (cold filter plugging point) that equals -18C, and it corresponds to freezing temperature that equals -26 C; this indices refers only to Winter Type fuel, as in other time refineries produce Summer type Diesel Fuel	We shall receive the diesel fuel meeting quality standards. From October till May in remote mountainous areas temperature falls below 0 and we need to be sure vehicles do not get in trouble.
10	Payment will be processed in local currency - please specify the mean of local currency is GEL or US dollar	Georgian Lari.
11	In case there are no card transaction possibilities at some gas stations in remote areas, will you accept tickets for those areas?	No. Only electronic system
12	Will electronic invoices be acceptable?	Yes, will be acceptable followed with a paper copy in regular mail to the following address: Financial Management Office US Embassy Tbilisi, 11 George Balanchine, St. Tbilisi 0131, Georgia