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Québec

K1A 0S5

Bid Fax: (819) 997-9776

Revision to a Request for a Standing Offer

Révision à une demande d'offre à commandes

National Master Standing Offer (NMSO)

Offre à commandes principale et nationale (OCPN)

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Offer remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre demeurent les mêmes.

Comments - Commentaires

Vendor/Firm Name and Address

Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Marine Machinery and Services / Machineries et services maritimes

11 Laurier St. / 11, rue Laurier

6C2, Place du Portage

Gatineau

Québec

K1A 0S5

Title - Sujet CHAIN & MOORING ACCESSORIES	
Solicitation No. - N° de l'invitation F7047-140073/A	Date 2015-03-10
Client Reference No. - N° de référence du client F7047-140073	Amendment No. - N° modif. 001
File No. - N° de dossier 027ml.F7047-140073	CCC No./N° CCC - FMS No./N° VME
GETS Reference No. - N° de référence de SEAG PW-\$SML-027-24944	
Date of Original Request for Standing Offer Date de la demande de l'offre à commandes originale 2015-01-29	
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2015-03-19	
Address Enquiries to: - Adresser toutes questions à: Tamaro, Daniel	Buyer Id - Id de l'acheteur 027ml
Telephone No. - N° de téléphone (819) 956-5319 ()	FAX No. - N° de FAX (819) 956-0897
Delivery Required - Livraison exigée	
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	
Security - Sécurité This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.	

Instructions: See Herein

Instructions: Voir aux présentes

Acknowledgement copy required Accusé de réception requis	Yes - Oui <input type="checkbox"/>	No - Non <input type="checkbox"/>
The Offeror hereby acknowledges this revision to its Offer. Le proposant constate, par la présente, cette révision à son offre.		
Signature	Date	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
For the Minister - Pour le Ministre		

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See attached.

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This solicitation amendment is raised for question and answer set #1 and to change:

Question and Answer set #1

Question 1

The Time Zone is incorrect.

Answer 1

At page 1 Time Zone:

- a. Delete: Eastern Standard Time EST; and
- b. Insert: Daylight Savings Time EDT.

And:

Page 1 of 2 Solicitation Closes:

- c. Delete: on – le 2015-03-12; and
- d. Insert: on – le 2015-03-19.

Question 2

In Annex G table, there are some inconsistencies in the description of the tables.

Answer 2

At Annex "G" tables;

- a. Delete Annex "G" in its entirety; and
- b. Insert Annex "G" attached:

Question 3

At page 16 of 36, Part 6 A, Paragraph 6.11, subparagraph: e), text is in conflict

Answer 3

At page 16 of 36, of Part 6 A, Paragraph 6.11, Priority of Documents, subparagraph: e):

- a. Delete: Subparagraph e) Annex "A", Statement of Work; and; and
- b. Insert: e) Annex A – Moorings Hardware for Aids to Navigation – Statement of Work;

Question 4

Statement of Work, page 1, paragraph 2.1, in the first paragraph inaccurate reference, paragraph 1.2 does not exist.

Answer 4

At Annex A – Moorings Hardware for Aids to Navigation – Statement of Work, page 1, paragraph 2.1

- a. Delete: Subparagraph 1; and
- b. Insert: Subparagraph 1 as follows.

The Canadian Coast Guard (CCG) has a requirement for mooring hardware in dimensions of 14, 20, 26, 32 and 38mm. The Bidders must be able to provide the called out in the specifications of paragraph 1.1 above, and others documents listed in this SOW, a list of these documents are in Chapter 3 appendix A.

- c. Delete: Subparagraph 3.

Question 5

At Annex A – Moorings Hardware for Aids to Navigation – Statement of Work , Appendix A, page A-1, paragraph A.2, Mandatory Mooring Hardware Criteria Checklist, what does SOC stand for?

Answer 5

Definition of SOC Statement of Compliance: Written acknowledgement that this requirement has been met.

Question 6

At Annex B - Moorings Hardware for Aids to Navigation – Technical and at Annex C, Serrated Cast Iron Anchors & Sinkers – Technical Specification at pages 2, paragraphs 1.5.2 of both documents, the address for the "IALA" is incorrect.

Answer 6

The address for the IALA is: International Association of Marine Aids to Navigation and Lighthouse Authorities (IALA), 10 rue des Gaudines, St Germain en Laye 78100. France.

Question 7

If a bidder receives a portion of the Request for Standing Offer that is too small to be viable will it be possible for the Bidder to withdraw its offer?

Answer 7

This Request for Standing Offer can receive many successful bidders and Contains significant changes with respect to the previous Request for Standing Offer. With this Request for Standing Offer PWGSC will confirm with the successful bidder(s) that the portion of the Standing Offer that could be issued to the successful bidder is large enough to be viable before issuing a Standing Offer.

Question 8

At page 9 of 36 of the Request for Standing Offer, paragraph 4.2 Basis of Selection 3rd paragraph, what does "Significant savings" mean?

Answer 8

At page 9 of 36 of the Request for Standing Offer, paragraph 4.2 Basis of Selection 3rd paragraph

a. Delete:

Up to four (4) standing offers could be issued. A fifth could be issued should a significant savings be made on certain items.

b. Insert:

Up to four (4) standing offers could be issued. A fifth could be issued should a five (5) percent savings, or more, be made on certain items.

Question 9:

At Annex B - Moorings Hardware for Aids to Navigation – Technical and at Annex C, Serrated Cast Iron Anchors & Sinkers – Technical Specification at pages V, paragraphs 2 Responsibility, subparagraph a), the title of the responsible person is incomplete!

Answer 9

At Annexes B and C, pages V, paragraphs 2 Responsibility, subparagraph a), the title of the responsible person is incomplete!

a. Delete: a) director, Maritime and Civil Infrastructure (ITS) is responsible for:

b. Insert: a) director, Maritime and Civil Infrastructure (MCI & ER) is responsible for:

Question 10

Statement: If it is the intention of the clients to make one or two large purchases of equipment, I would suggest that those large quantities be considered separate from the regular pricing offered on the price list, and that a detailed list of the items, to be included in the large purchases, be provided to the bidders. This will allow each bidder to offer the best price to Canada for that particular order, based on the assumption that the entire purchase would go to one compliant

supplier. The pricing for the various other items could then be provided based on the assumption that each could be supplied as part of a LCL (less than container load) shipment.

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If PWGSC understand from your comments, the questions are:

Q10a: How often are we placing orders?

Q10b: How many Tons of Mooring Equipment are buying per order?

Answer 10

A10a: We typically order twice a year (February and September).

A10b: Orders are between 100-200mt each, smaller order are normally cumulated.

Question 11

As this is a National Master Standing Offer, and as such, Canada is expecting their suppliers to offer their best pricing, which is usually reserved for customers who purchase large volumes. As I read the tender documents, there are no actual commitments being offered on the part of Canada to purchase anything, including a minimum quantity. Would it not be equitable, as a NMSO, for Canada to commit to, or guarantee a certain volume of orders in order to justify the pricing being offered. In this particular case, the maximum to be spent over the course of one (1) year will be two (2) million dollars. If the NMSO was written to be equitable to both the suppliers and to Canada, there should be a guarantee minimum value, such as one (1) million dollars within the year, which would justify the volume discounts that are being expected. This way, any winning supplier will know that their efforts will be rewarded.

Answer 11

The nature of Standing Offers is that there are no guaranties of orders but the last ten years' history shows that Canada has been purchasing in excess of one (1) million dollars per year of Mooring chains and Accessories.

Question 12

In addition to question #11, above, the tender documents also indicate that rather than one standing offer for all items, Canada may choose to break up the orders among up to 5 suppliers. I would argue that the pricing a supplier would be willing to offer for a potential contract worth \$2 million per year, is much different than the pricing the same supplier would be willing to offer for 1/5 of that contract. The NMSO tender documents should, in my opinion, be very specific about what items are and are not included in each lot, or each potential separate contract, and for each contract there should be a clear minimum and maximum dollar value for the contract per year. Otherwise, the whole premise of this tender is the "Bait and switch", ask for pricing based on big volumes, without any commitment to those volumes. Therefore, my questions are:

Q12a: How will the various contracts be divided amongst various suppliers/bidders.

Q12b: Please clarify which components/items will be grouped together as lots, and

Q12c: what will be the max/min call up values for each of these contracts.

Answer 12

A12a: Contracts are awarded to the lowest compliant bidder and the grouping are as per Annexe G – Financial Evaluation.

A12b: see Annex D - Basis of Payment and G – Financial Evaluation; and

A12c: There are no minimum or maximum orders, that is the nature of SO. If an order size is not economically viable, you have option to group orders together in order to attain a minimum of one (1) container shipment.

Question 13

There is no mention whether to expect a single large call up of materials, consisting of all components in the parts list, or if the offeror must be prepared to supply each and every item as an individual item at any time throughout the period of the NMSO. I am sure that you are aware that these products will all be manufactured overseas, therefore shipping larger quantities by container load will be more advantageous for Canada. As the document is now written, we would need to allow for shipments of individual items/assemblies, which would be very expensive. Can you provide an indication of the overall quantities expected for each item/assembly and the expected quantities ordered at any one time? The call up values of up to \$80,000, with the potential to override this amount does not offer much information.

If PWGSC understands your comments, your questions are:

13a. How often are we placing orders?

13b. How many Ton(s) of Mooring Equipment is Canada buying per order?

Answer 13

13a. Usually the CCG place orders twice a year. Other departments place an average of two orders a year with an approximate value of about \$15,000.00 a year. See also answer to 11b.

13b. The minimum weight CCG orders is 100 metric Tons (4 containers).

Table below show quantity orders for year 2013-14

Table 1: Annual quantity estimates (FY 2013-14)		
Chain Assembly standard (27.5 meters of chain with 2 end links)		
Description	Quantity (units)	Weight (MT)
Chain, Nominal Dia. (mm): 14, 20, 26, 32, 38	1400	400
Hardware, Serrated Cast Iron, Anchors and Sinkers		
Description	Quantity (units)	Weight (MT)
Long Link Chain (103), Bridle Ring (104), Buoy Bridle Shackle (301), Bridle Key Shackle (302), Clinch Shackle (401), Swivel (501), Nominal Dia. (mm) : 14, 20, 26, 32, 38	10,500	25
Description	Quantity (units)	Weight (MT)
Buoy counterweight, anchors and sinkers 25 – 1000 kg, (701, 703, and 704).	250	50
Buoy counterweight, anchors and sinkers 1000 – 4000 kg, (701, 703, and 704).	30	65

Question 14

Is there an expectation that the successful bidder must maintain an inventory of these goods, in Canada?

Answer 14

No, there is no expectation for bidders to maintain an inventory in Canada.

Question 15

In order to achieve the best value for Canada, I would suggest that the call up values have a minimum \$ value as well as a maximum, this way, the supplier is able to protect themselves and make allowance allow for a minimum order, when calculating freight rates as part of their bid. As it is currently written, a buyer could place an order for 1 shackle or 1 shackle pin, or 1m of chain, which would have to be manufactured overseas, inspected by Lloyds, and shipped half way around the world, all for the same unit price that was offered to win the NMSO, based on the assumption of supplying these items in quantities. What is the minimum quantity that a specify item can be order?

Answer 15

We cannot determine a minimum quantity for each part, model and size.

Question 16

Section 4.1.2, Financial evaluation indicates that the price should be DDP destination. I don't see where it specifies the two specific destinations for Pacific and Maritimes. Can you please clarify. Based on the DDP terms, I presume that a shipment arriving in an Ocean Freight Container would be acceptable

Answer 16

2 destinations for delivery: Shipment is DDP (Destination Duty Paid)

East coast	BIO - Bedford Institute of Oceanography 1 Challenger Dr., Burnside, Dartmouth, Nova Scotia, B2Y 4A2
West coast	Department of Fisheries and Oceans 25 Huron St, Victoria, British Columbia, V8V 4V9

Locations are subject to change, for a location in the general area.

Question 17

Annex G - Financial Evaluation requests unit pricing for each component of an assembly, several items of each assembly show "Installed Charges below".

Answer 17

Answer #3 corrected this situation.

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Question 18

There was a mistake on the number of Option years on the French RFP.

Answer 18

The mistake was corrected on the French RFP.

Question 19

In English Annex D, page 26 of 36, series 501 – the third column should read “with end-links”.

Answer 19

At page 26 of 36, Annex D – Basis of Payment – Parts Catalogue and Price List, section 501:

- a. Delete: section 501 in its entirety; and
- b. Insert:

501	501	Swivel with End Links; Dwg 501; U2; to suit XX mm Chain				
501-18	14	Swivel with End Links, 14 mm, Installed	Each			
501-24	20	Swivel with End Links, 20 mm, Installed	Each			
501-32	26	Swivel with End Links, 26 mm, Installed	Each			
501-38	32	Swivel with End Links, 32 mm, Installed	Each			
501-46	38	Swivel with End Links, 38 mm, Installed	Each			

Question 20

At Annex C, Serrated Cast Iron Anchors & Sinkers – Technical Specification, paragraph 4.2 Inspection of materials. The requirement for the presence of at COTR at the tests is inconsistent with the rest of tender document. It is impossible for the bidder from overseas to predict the costs that this requirement represents, not knowing how many different orders that will be issued for these items. A certification by a Lloyd's Register representative at the place of manufacturing would be more appropriate.

Answer 20

At Annex C, Serrated Cast Iron Anchors & Sinkers – Technical Specification, page 7, paragraph 4.2 - Inspection of materials:

- a. Delete: paragraph 4.2 - Inspection of materials; and

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b. Insert:

The Contractor shall ensure that all materials used in the anchors / sinkers conform to the requirements of this specification. At the time of final inspection, the Contracting Officer's Technical Representative **or a Lloyds Inspector**, hereafter referred to as the COTR, will verify conformance. Anchors or sinkers built with incorrect materials will be rejected as per Section 2.5.

Question 21:

At Annex A, Moorings Hardware for aids to navigation – Statement of Work, page 1, paragraph 2.1, The paragraph mentions an Excel Spreadsheet that is not present in the solicitation documents.

Answer 21:

The Excel spreadsheet is no longer required.

At Annex A, Moorings Hardware for aids to navigation – Statement of Work, page 1, paragraph 2.1:

a. Delete: The following text:

Complete your submission by completing the Excel file: MECTS- # 3355790-Mooring_Hardware Chain Bid_Evaluation_Annex_C & D.XLS. The price must reflect the place of delivery and include the cost of delivery. This Excel file also contains the rules for the selection of the winner(s).

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ANNEX "G"

FINANCIAL EVALUATION

Evaluation by Assembly								
<i>Catalogue No.</i>	<i>Description (English)</i>	<i>Unit</i>	<i>Price Maritime</i>			<i>Price Pacific</i>		
Evaluation Mooring Hardware, 14 mm			<i>Unit Price</i>	<i>QTY</i>	<i>Subtotal</i>	<i>Unit Price</i>	<i>QTY</i>	<i>Subtotal</i>
101-14	Standard Buoy Chain, 14 mm	meter		110			110	
102-18	Standard Buoy Chain, 14 mm, End-Links installed	Each		8			8	
104-20	Bridle Ring, 14 mm, installed	Each		1			1	
501-18	Swivel with End Link, 14 mm, installed	Each		1			1	
				Total			Total	

<i>Catalogue No.</i>	<i>Description (English)</i>	<i>Unit</i>	<i>Price Maritime</i>			<i>Price Pacific</i>		
Evaluation Mooring Hardware, 20 mm			<i>Unit Price</i>	<i>QTY</i>	<i>Subtotal</i>	<i>Unit Price</i>	<i>QTY</i>	<i>Subtotal</i>
101-20	Standard Buoy Chain, 20 mm	meter		110			110	
102-24	Standard Buoy Chain, 20 mm, End-Links installed	Each		8			8	
104-28	Bridle Ring, 20 mm installed	Each		1			1	
501-24	Swivel with End Link, 20 mm, installed	Each		1			1	
				Total			Total	

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Evaluation by Assembly								
Catalogue No.	Description (English)	Unit	Price Maritime			Price Pacific		
Evaluation Mooring Hardware, 26 mm			Unit Price	QTY	Subtotal	Unit Price	QTY	Subtotal
101-26	Standard Buoy Chain, 26 mm	meter		110			110	
102-32	Standard Buoy Chain, 26 mm, End-Links installed	Each		8			8	
104-36	Bridle Ring, 26 mm installed	Each		1			1	
501-32	Swivel with End Link, 26 mm installed	Each		1			1	
				Total			Total	

Catalogue No.	Description (English)	Unit	Price Maritime			Price Pacific		
Evaluation Mooring Hardware, 32 mm			Unit Price	QTY	Subtotal	Unit Price	QTY	Subtotal
101-32	Standard Buoy Chain, 32 mm	meter		110			110	
102-38	Standard Buoy Chain, 32 mm, End-Links installed	Each		8			8	
104-45	Bridle Ring, 32 mm installed	Each		1			1	
501-38	Swivel with End Link, 32 mm installed	Each		1			1	
				Total			Total	

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Evaluation by Assembly								
Catalogue No.	Description (English)	Unit	Price Maritime			Price Pacific		
Evaluation Mooring Hardware, 38 mm			Unit Price	QTY	Subtotal	Unit Price	QTY	Subtotal
101-26	Standard Buoy Chain, 38 mm	meter		110			110	
102-32	Standard Buoy Chain, 38 mm, End-Links installed	Each		8			8	
104-36	Bridle Ring, 38 mm installed	Each		1			1	
501-32	Swivel with End Link, 38 mm installed	Each		1			1	
				Total			Total	

Catalogue No.	Use with chain #	Description (English)	Unit	QTY	Price Maritime	Price Pacific
103	103	Long link Chain; Dwg 103; U2 Steel;				
103-14	14	Long Link Chain, 14 mm	meter	1		
103-20	20	Long Link Chain, 20 mm	meter	1		
103-26	26	Long Link Chain, 26 mm	meter	1		
103-32	32	Long Link Chain, 32 mm	meter	1		
103-38	38	Long Link Chain, 38 mm	meter	1		

Catalogue No.	Use with chain #	Description (English)	Unit	QTY	Price Maritime	Price Pacific
301	301	Buoy Bridle Shackle; Dwg 301; U2; to suit XX mm chain				
301-18	14	Buoy Bridle Shackle, 14 mm	Each	1		
301-24	20	Buoy Bridle Shackle, 20 mm	Each	1		
301-32	26	Buoy Bridle Shackle, 26 mm	Each	1		
301-38	32	Buoy Bridle Shackle, 32 mm	Each	1		
301-46	38	Buoy Bridle Shackle, 38 mm	Each	1		

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<i>Catalogue No.</i>	<i>Use with chain #</i>	<i>Description (English)</i>	<i>Unit</i>	<i>QTY</i>	<i>Price Maritime</i>	<i>Price Pacific</i>
301 Pins	301 Pins	Buoy Bridle Shackle, PINS ONLY				
301-18P	14	Buoy Bridle Shackle, 14 mm, PIN ONLY	Qty100	1		
301-24P	20	Buoy Bridle Shackle, 20 mm, PIN ONLY	Qty100	1		
301-32P	26	Buoy Bridle Shackle, 26 mm, PIN ONLY	Qty100	1		
301-38P	32	Buoy Bridle Shackle, 32 mm, PIN ONLY	Qty100	1		
301-46P	38	Buoy Bridle Shackle, 38 mm, PIN ONLY	Qty100	1		

<i>Catalogue No.</i>	<i>Use with chain #</i>	<i>Description (English)</i>	<i>Unit</i>	<i>QTY</i>	<i>Price Maritime</i>	<i>Price Pacific</i>
301-CK	301-CK	Buoy Bridle Shackle, Cotter Key				
301-CK1	301-CK1	Buoy Bridle Shackle, Cotter Key, CK1	Qty100	1		
301-CK2	301-CK2	Buoy Bridle Shackle, Cotter Key, CK2	Qty100	1		
301-CK3	301-CK3	Buoy Bridle Shackle, Cotter Key, CK3	Qty100	1		

<i>Catalogue No.</i>	<i>Use with chain #</i>	<i>Description (English)</i>	<i>Unit</i>	<i>QTY</i>	<i>Price Maritime</i>	<i>Price Pacific</i>
302	302	BOW KEY SHACKLE; Dwg 302; U2; to suit XX mm chain				
302-18	14	Bow Key Shackle, 14 mm	Qty100	1		
302-24	20	Bow Key Shackle, 20 mm	Qty100	1		
302-32	26	Bow Key Shackle, 26 mm	Qty100	1		
302-38	32	Bow Key Shackle, 32 mm	Qty100	1		
302-46	38	Bow Key Shackle, 38 mm	Qty100	1		

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Catalogue No.	Use with chain #	Description (English)	Unit	QTY	Price Maritime	Price Pacific
401	401	CLINCH SHACKLE; Dwg 401; U2; to suit XX mm chain				
401-20	14	Clinch Shackle, 14 mm	Each	1		
401-28	20	Clinch Shackle, 20 mm	Each	1		
401-36	26	Clinch Shackle, 26 mm	Each	1		
401-45	32	Clinch Shackle, 32 mm	Each	1		
401-53	38	Clinch Shackle, 38 mm	Each	1		

Catalogue No.	Use with chain #	Description (English)	Unit	QTY	Price Maritime	Price Pacific
701	701	CounterWeight, Dwg 701; Cast Iron & U2 Steel;				
701-0025	-	CounterWeight, 25 Kg	Each	1		
701-0050	-	CounterWeight, 50 Kg	Each	1		
701-0075	-	CounterWeight, 75 Kg	Each	1		
701-0100	-	CounterWeight, 100 Kg	Each	1		
701-0200	-	CounterWeight, 200 Kg	Each	1		
701-0400	-	CounterWeight, 400 Kg	Each	1		
701-0750	-	CounterWeight, 750 Kg	Each	1		
701-1000	-	CounterWeight, 1000 Kg	Each	1		

Catalogue No.	Use with chain #	Description (English)	Unit	QTY	Price Maritime	Price Pacific
703	703	Serrated Sinkers; Dwg 703; Cast Iron & U2 Steel;				
703-0060	-	Serrated Sinkers, 60 Kg	Each	1		
703-0100	-	Serrated Sinkers, 100 Kg	Each	1		
703-0200	-	Serrated Sinkers, 200 Kg	Each	1		
703-0400	-	Serrated Sinkers, 400 Kg	Each	1		
703-0600	-	Serrated Sinkers, 600 Kg	Each	1		
703-0800	-	Serrated Sinkers, 800 Kg	Each	1		
703-1000	-	Serrated Sinkers, 1000 Kg	Each	1		
703-1500	-	Serrated Sinkers, 1500 Kg	Each	1		
703-2000	-	Serrated Sinkers, 2000 Kg	Each	1		
703-3000	-	Serrated Sinkers, 3000 Kg	Each	1		
703-3500	-	Serrated Sinkers, 3500 Kg	Each	1		
703-4000	-	Serrated Sinkers, 4000 Kg	Each	1		

Solicitation No. - N° de l'invitation
F7047-140073/A
Client Ref. No. - N° de réf. du client
F7047-140073

Amd. No. - N° de la modif.
001
File No. - N° du dossier
027mlF7047-140073

Buyer ID - Id de l'acheteur
027ml
CCC No./N° CCC - FMS No./N° VME

Catalogue No.	Use with chain #	Description (English)	Unit	QTY	Price Maritime	Price Pacific
704	704	Serrated Anchor; Dwg 704; Cast Iron & U2 Steel;				
704-0100	-	Serrated Anchor, 100 Kg	Each	1		
704-0200	-	Serrated Anchor, 200 Kg	Each	1		
704-0400	-	Serrated Anchor, 400 Kg	Each	1		
704-0600	-	Serrated Anchor, 600 Kg	Each	1		
704-0800	-	Serrated Anchor, 800 Kg	Each	1		
704-1000	-	Serrated Anchor, 1000 Kg	Each	1		
704-2000	-	Serrated Anchor, 2000 Kg	Each	1		
704-3000	-	Serrated Anchor, 3000 Kg	Each	1		
704-3500	-	Serrated Anchor, 3500 Kg	Each	1		
704-4000	-	Serrated Anchor, 4000 Kg	Each	1		