

# MARKET CONSULTATION

## Passenger Boarding Bridge Cruise Terminal Rotterdam



## CONTENT

<b>1. INTRODUCING THE PORT OF ROTTERDAM .....</b>	<b>3</b>
1.1 CRUISE PORT ROTTERDAM .....	3
<b>2. DESCRIPTION OF LOCATION .....</b>	<b>4</b>
2.1 INTRODUCTION: 'KOP VAN ZUID' .....	4
2.2 THE CRUISE TERMINAL .....	4
2.3 MARKET CONSULTATION: RENEWAL BOARDING BRIDGE .....	5
2.4 QUESTIONNAIRE – MARKET CONSULTATION.....	6
<b>3. PROCEDURES.....</b>	<b>7</b>
3.1 SUBMITTING THE RESPONSES.....	7
3.2 SUPPLEMENT, CLARIFICATION AND VERIFICATION .....	7
3.3 COSTS .....	7
3.4 LEGAL RELATIONSHIP .....	7
<b>4. APPENDIX 1 PORT MAP EN SPECIFIC LOCATION CPR .....</b>	<b>8</b>

## 1. Introducing the Port of Rotterdam

*Rotterdam is the largest logistics and industrial hub in Europe. The port is ideally situated directly on the North Sea and along various large rivers offering easy access deep into the European market. Sea-going vessels with a draught of up to 24 metres can enter the port 24/7 without locks or any other restrictions. The port is home to a highly comprehensive range of companies specialising in cargo handling, storage, warehousing and distribution, industrial processing, cruise calls and various auxiliary services.*

### 1.1 Cruise Port Rotterdam

The Cruise Port of Rotterdam is increasingly gaining in importance as an attractive destination for cruise passengers. We are a service-oriented, budget-friendly port providing a one-stop office at your service. The terminal is situated in a unique location called 'Manhattan on the Maas', right in the City Centre. The city has an open character and is more often than not experienced as friendly and easy to reach by water, rail, road and air. Appendix 1 includes an overview of the port map.

Rotterdam is a perfect geographical location for your cruise ships to visit. Cruise ships sail about 2 hours on the scenic New Waterway to the historical Cruise Terminal which is located in the heart of the city. All this **without any locks or air draft restrictions**. Ships can easily turn around in front of the terminal (turning circle about 260 meters) or Waalhaven (turning circle about 400 meters). In other words: the quay and terminal in Rotterdam are perfectly accommodated to welcome the largest ships in the market, or even those that still have to be brought onto the market.

It is our aim to offer an optimum level of service and safety. Cruise Port Rotterdam is a *one-stop complimentary service office* for all questions and requirements concerning terminal, maritime and tourist matters. Cruise Port Rotterdam basically offers these services to visiting cruise liners free of charge. We prepare a shooting script for each ship visiting us. Cruise Port Rotterdam invites all parties concerned for a meeting to discuss all wishes and requests. These parties can include, but are not restricted to: agent, travel agent, harbor master, Customs, Sea Port Police (border control), Traffic Police and Fire Brigade. We also assist with matters such as the organization of your special events, including press assistance if necessary.

The port of Rotterdam is a very safe and cost-efficient port with top quality marine services. You will sail directly from the North Sea to the Cruise Terminal Rotterdam at our Holland America quay in the city centre. It will take about 2 hours to reach this terminal, where a 698 metre quay awaits you. The depth at the quayside is 12 metres. Ships can turn around in front of the terminal at Rijnhaven (turning circle about 260 metres) or at Waalhaven (turning circle about 400 metres).

## 2. Description of location

### 2.1 Introduction: 'Kop van Zuid'

A characteristic example of Rotterdam's urban development is the 'Kop van Zuid' with a rich and colourful history. Once a bustling port area that fell into disuse, the 'Kop van Zuid' has been redeveloped during early 1990s to become a metropolitan centre of international allure. At the 'Kop van Zuid', where dockworkers once laboured away and emigrants bid their homeland farewell, a modern entertainment district now offers your guests cafés, restaurants and a theatre. Hotel New York, situated in the former offices off the Holland-America Line on Wilhelminakade, opened its doors in 1993. The area truly came to life in 1996 with the completion of the Erasmus Bridge. Old buildings were redesigned for new uses; modern architecture gave the 'Kop van Zuid' its international feeling. Besides historic buildings like Las Palmas, the Entrepot building and the Cruise Terminal, the area also boasts such imposing structures as Montevideo, the New Luxor Theater and the 165-metre Maas Tower, the highest building in the Netherlands.

### 2.2 The Cruise Terminal

From 1873 until the 1970's, Rotterdam's Wilhelminakade was the thriving hub of the Holland-America Line (HAL). Steamships whose names were familiar to all, such as 'the Rotterdam', 'the Nieuw Amsterdam' and 'the Statendam', carried hundreds of thousands of passengers from Rotterdam to New York. At the time, the company headquarters were situated at the site of the present 'Hotel New York'. The current Cruise Terminal Rotterdam (architects: Bakema en Van de Broek) was the passenger terminal for both arrivals and departures. Shortly after 1970, Rotterdam was no longer a port for passenger trade. However, nowadays the spacious building on the banks of the river Maas, defined by the distinctive, six-arched roof and 120-m long glass façade, is proud to receive cruise ships again.

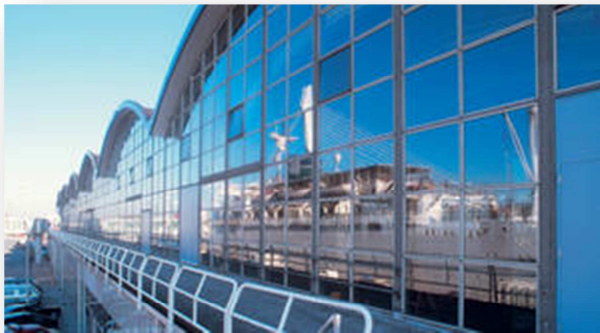


The terminal is located right in the heart of downtown Rotterdam. The historic terminal is modernized, fully equipped and has an automatic, covered boarding bridge. The building itself houses a tourist information desk and, during calls, various stalls offering time-honored Dutch handicrafts such as wooden shoe making and Hindeloopen paintings as well as antiques, souvenirs and much more. In 2013 it will have a new hotel with a café, restaurants, a theatre and a shopping centre next to the terminal.

### **2.3 Market consultation: Renewal Boarding Bridge**

The boarding bridge at the location dates from the '90's and needs to be replaced shortly. Therefore, Port of Rotterdam is undergoing this market consultation. The Port Authority wants to gain insight into what possibilities the market sees for a new boarding bridge. The Port Authority set up this market consultation, and invites interested parties to answer the questions in the electronic questionnaire. This market consultation does not form part of any possible future selection process. The information provided by interested parties will be handled confidentially.

The current boarding bridge is a telescopic one known like the aviobridges at airports. Preferably the new bridge will be of this same type, although other types will be assessed as well. The new bridge will have to be compliant to all international safety and security standards and regulations, painted for extreme maritime conditions, capable of reaching the requested highest elevation height of 12 meter, equipped with air-conditioning, etc. . Last but certainly not least it has to be designed to aesthetically blend in with the monumental cruise terminal building.



The new bridge needs to be designed to operate at the terminal location, where it will be connected to the existing elevated walkway at the destined location in front of the cruise terminal building.

If the invitation for tendering will be continued later on in 2013, this tender will include ,among others, the Design& Manufacturing, Transport to Cruise Terminal Rotterdam, Installation & Commissioning, Operational Training Courses at site (including manuals) and Maintenance.

Also the necessary Civil Works, for example the optional support column, alterations to the existing walkway and fencing etc. will be part of a possible future tender.

## 2.4 Questionnaire – market consultation

The Port Authority has set up a market consultation, and invites interested parties to answer the questions. This market consultation does not form part of any possible future selection process. The information provided by interested parties will be handled confidentially.

All parties that wish to be part of this market consultation are asked to answer the following questions:

1. Should there be an invitation for tendering in September – December 2013, should this tender be in English or do you have a Dutch representative to handle all further and future communication in Dutch?
2. Could you please provide us with a number of references and pictures of Boarding Bridges, (tele-scopic) related versions that your company has already delivered in the past 5-10 years?
3. Could you provide us with an insight for a possible planning, considering all the works mentioned in 2.3, from assignment to fully operational boarding bridge on site?
4. The Port Authority is exploring the option to buy a second hand boarding bridge of this type. Is there a healthy “second hand” market in boarding bridges of this type and is that market in price, quality and delivery schedule competitive with a new boarding bridge?
5. The Port Authority aims for a tender that includes all the necessary works as mentioned in 2.3 (and more if not mentioned). The tender will have to fully facilitate in Design, Manufacturing, Built and Maintenance, but also facilitate in works necessary on the building (alterations to walkway, support constructions, etc). Can you, and if so, how do you contract other parties if necessary for the realization of these works?

### **3. Procedures**

#### **3.1 Submitting the responses**

You are invited to provide the information requested in the questionnaire as completely as possible. Your response can be submitted in English or Dutch. If you would like to take part in this consultation, we ask you to sign up and inform one of our Buyers(procurement) at [Aanbesteding-en@portofrotterdam.com](mailto:Aanbesteding-en@portofrotterdam.com) as soon as possible.

The Port Authority likes to point out that it is the responsibility of the supplier to make sure his/her response is submitted correctly. The final date for submitting your response is **August 19th, 2013**. Your response could be very useful to determine the tender strategy, so if the response date isn't feasible please contact the email address stated above.

#### **3.2 Supplement, clarification and verification**

The Port Authority may ask consultation participants to clarify their answers and/or provide supporting documents. The Port Authority is entitled but not obliged to check the correctness of all of the responses submitted based on the questions.

#### **3.3 Costs**

Any costs incurred by the consultation participant with respect to this market consultation are entirely at the participant's own expense.

#### **3.4 Legal Relationship**

The market consultation is without obligation for all parties. The market consultation does not commit the Port of Rotterdam Authority in any way to enter into a particular legal relationship with consultation participants. Based on the outcomes of the market consultation, the Port Authority will decide whether or not to proceed to commencement of a selection procedure and how this procedure will be organised. Whether or not parties take part in the market consultation is in no way connected to exclusion from or admission to a possible future procedure of selection.



#### 4. Appendix 1 Port map en specific location CPR

