



**GUIDELINE FOR MARKET CONSULTATION
ONSHORE LINE PIPE**

For the benefit of N.V Nederlandse Gasunie

Reference (TenderNed / EU official journal)

Version: 1.0, published

Groningen, 1 november 2023

gasunie
crossing borders in energy

Content

Content.....	2
1.1. Introduction.....	3
1.2. Market consultation.....	3
1.3. Purpose of this market consultation.....	3
1.4. Choice of type of market consultation.....	4
1.5. Procedure market consultation.....	4
1.6. Market consultation report.....	5
1.7. Note of information.....	5
1.8. Errors and contradictions.....	5
1.9. Contact.....	5
1.10. Tender and market consultation language.....	6
1.11. Nature of market consultation and reimbursement of costs.....	6
1.12. Intellectual property.....	6
1.13. Terms of agreement.....	6
1.14. Planning market consultation.....	6
1.15. Questions Market Consultation.....	8

Annex 1: GTS_MSW-01-E-v12

1.1. Introduction

This guide provides information on the market consultation for onshore line pipe for N.V. Nederlandse Gasunie, Gasunie Deutschland GmbH & Co. KG and all their associated companies/entities (hereafter: Gasunie). This is a combined market consultation for Gasunie Netherlands and Gasunie Germany. Gasunie is seeking a long-term relationship and contracts with its suppliers.

This guide describes the process of the consultation and any follow-up to the initial written consultation, for example in the form of a follow-up discussion and/or site visit.

The announcement of this market consultation was sent to TenderNed / TED for publication on 1 November 2023.

1.2. Market consultation

The subject of this market consultation is to gather information on the market for line pipe (in the broadest sense), prior to a planned EU tender for line pipe in Q4 2023. The current frame agreements will expire at the end of 2024. These frame agreements will be replaced by new frame agreements for the supply of line pipe.

The specification of the line pipe is attached, see Gasunie Technical Standard GTS_MSW-01-E-v12 and the German equivalent and the following diameter and grades:

Pipe diameter: DN100 – DN600 in steel grade:

- - L245
- - L290
- - L360
- - L415

Please note that the German equivalent of the mentioned GTS deviates from the Dutch equivalent in minor details. The German equivalent will be made available in the RfI phase of the planned European tender.

Pipe diameter: DN600 - DN1200 (or larger) in steel grade:

- - L415
- - L485

In particular cases DN1400 (or larger) are in scope.

Sustainability will be an important criterion in the selection and award process. Gasunie is currently mapping all greenhouse gas emissions that are emitted as a result of the activities of Gasunie. As part of this assessment, all indirect greenhouse gas emissions in the value chain of Gasunie are being calculated.

1.3. Purpose of this market consultation

Through this market consultation, Gasunie is exploring the possibilities for obtaining insights for a planned European tender for line pipe. Therefore, the objective of the market consultation is to test and gain insight and overview in relation to:

- The requirements imposed by Gasunie are relevant, realistic and achievable;

- What solutions the market offers in relation to the questions and requirements asked;
- What the market looks like and what distinguishes parties;
- The expected trends and developments in the market of line pipe.

In order to get a good picture of the possibilities in the market, it has been decided to carry out a market consultation. Gasunie invites selected parties to respond and appreciates their contribution.

1.4. Choice of type of market consultation

Gasunie chooses to organize an open market consultation. This means that this market consultation will be published on TenderNed and the EU official journal TED, and will take place via e-mail. The reason for this is, on the one hand, that Gasunie wants to obtain small-scale input from the market at the shortest possible lead time and low costs.

In addition, Gasunie has chosen to use a combination of written and oral market consultation (by way of an explanatory moment and/or site visit) to obtain information on the relevant parts currently applicable to Gasunie.

1.5. Procedure market consultation

The procedure is as follows:

1. Publication of this market consultation document via TenderNed and EU official journal TED.
2. Publish this consultation document by e-mail to market participants who have signed up. Documents will be available on TenderNed as well.
3. Market participants who wish to participate in the market consultation may ask questions in writing. These questions can be submitted to the following email address:

r.p.mulling@gasunie.nl

To submit your responses or questions, please use only the above

E-mail address, subject: 'Comments/ Questions Line Pipe + your organization's name'.

In addition, you would like to always include your contact name and phone number in the text.

4. You can ask questions and submit them at the latest according to the date and time used in the schedule. The completed questionnaire should be sent to the following email address:

r.p.mullingx@gasunie.nl

Please submit the completed questionnaire only in the format provided.

5. You can answer and submit the questionnaire according to the date and time used in the schedule.
6. Responses to the questions submitted by market parties will be sent to participating market parties by email at the latest in accordance with the date and time of the plan.
7. One or more dialog session(s) are optional. If Gasunie prefers to do so, Gasunie will make a selection from the participating parties shortly after the final answer has been submitted, with which a dialogue session will be opened. The optional dialogue session will be an explanation

of the answers you have given. Where Gasunie needs (additional) explanation and/or a site visit, any questions will be sent in advance with the invitation for the explanation session.

8. The selection of the market participants who are given the opportunity to participate in an explanatory session will depend on the way cases have been answered. For example:

- Careful attention has been paid to formulating the answers;
- Understand the complexity, the answers are appropriate;
- The way you express your vision of our desired situation.

1.6. Market consultation report

The outcome of the market consultation (except for the information of the participants that is classified as business confidential by the participants) shall be included in an anonymised market consultation report. In this report, an anonymized summary is made on the main lines of the responses received, for the question asked. This report will be prepared and sent to the participating parties shortly after completion of the market consultation. It will also be included in the guidance document on a possible future procurement or EU tender for line pipe.

1.7. Note of information

You can ask questions about the content and process of the market consultation as planned. Answers the questions by e-mail in the form of a Note of Information.

Participants' questions will be answered anonymously upon receipt by Gasunie.

Requests from participating parties shall be submitted by email by the date and time specified in the schedule. You will then receive Gasunie's replies by email no later than the date specified in the schedule.

1.8. Errors and contradictions

All documents, including any accompanying annexes following the present market consultation, have been compiled and prepared by Gasunie with the utmost care. In the event that a participating party finds errors, irregularities, inconsistencies or ambiguities, we kindly but urgently ask you to inform Gasunie.

1.9. Contact

Your contact person for this market consultation is Rick Mulling. You can only reach the contact by sending an email message

Contact:	Email address:
Rick Mulling	r.p.mulling@gasunie.nl

It is not permitted to contact any person other than the person or persons mentioned above in connection with this market consultation.

Participants in the market consultation cannot derive any rights from verbal statements, commitments and suggestions from Gasunie employees and/or hired personnel.

1.10. Tender and market consultation language

The main language of this market consultation, in words and writings, is in the English language or the Dutch language, with English preferred.

1.11. Nature of market consultation and reimbursement of costs

Gasunie stresses that the market consultation is of a non-binding nature for both Gasunie and participants. Gasunie does not, through this market consultation, incur any obligation in respect of Gasunie's marketing of a service, the procurement or the purchase of products. Participants cannot derive any right from this market consultation.

Participation in this market consultation by participants does not lead to any advantage or disadvantage in any (future) acquisition path to be started by Gasunie.

The costs of participating in this market consultation shall be borne entirely by the participant. Gasunie reserves the right to suspend and/or terminate all or part of the market consultation. Participant(s) shall not be entitled to any form of compensation in such a situation.

1.12. Intellectual property

All intellectual property rights, including copyright, which are based on documents and information provided by Gasunie in the context of this market consultation, including in any case the market consultation document (this document) and explanations provided, both oral and written, are vested in Gasunie.

Except as provided for by the Copyright Act ('Wet Auteursrecht'), no reproduction of the documents and their attachments may be made by printing, photocopying, scanning, microfilm or otherwise without the written consent of Gasunie, except if and to the extent reasonably necessary for the correct and complete answer of the questions.

1.13. Terms of agreement

Dutch law applies to this market consultation.

By accepting this request or submitting your reply, you indicate your unconditional agreement to the terms and conditions contained in this market consultation document.

1.14. Planning market consultation

Gasunie has opted for a written market consultation, with optional explanation and/or site visit. The table below describes the different steps of the market consultation including the planned planning. No rights can be derived from this schedule.

Gasunie reserves the right to change the planning or (partially) suspend and/or terminate the market consultation. In such a case, Gasunie shall inform your organisation in good time of the proposed change(s) by e-mail.

Activity	Planning
Invitation (Publication) Market Consultation	1 November 2023
Opportunity to ask questions	16 November 2023
Questions answered by Gasunie	23 November 2023
Submit final response (s) by participants	30 November 2023
Optional: Session explanation and/or site visit by selected supplier(s). A maximum of 1,5 hours per selected organisation is required, a visit to the site is to be determined.	Early December 2023 (optional)
Send summary report to participants	End December 2023 (target date)
Start tender phase	February 2024

1.15. Questions Market Consultation

Below you will find the questions from Gasunie. Please use the separate response document to provide answers to Gasunie.

Product and technical		
#	Question	Remarks
1.1	Is your standard line pipe in accordance with ISO 3183 / API 5L suitable for liquid ammonia (NH ₃) and methanol? If not what has to be changed to the line pipe to make it suitable?	For repurposing of pipelines Gasunie is looking at other fluids.
1.2	What is your approach to limit the yield and tensile strengths to be less than the maximum values in ISO 3183 / API 5L?	Some recent pipeline failures in USA were caused by undermatched girth welds. Undermatched welds can be caused by too strong pipe steel, e.g. an L485 steel fulfils the requirement of L555 steel
1.3	Can the drop weight tear test at 0 °C be successful (average more than 85% shear fracture) for your standard line pipe for diameters smaller DN 500 and steel grade less than L415?	ISO 3183 Annex A has an option for DWT testing for line pipe larger than DN 450, and wall thickness larger than 8 mm and steel grades greater than L360. The purpose of the DWT test is to show that a running fracture is ductile and not brittle.
1.4	How large would be the impact on price for the (standard) line pipe (< DN 500 and L360) without the DWT requirement?	
1.5	What is the impact of increasing the minimum single impact value to 70% average value of the three tests?	The standard requires three impact tests. Requirements are set to the average of the three tests and to the single values. The standard for a single test value is related to the minimum specified value.

Coating		
#	Question	Remarks
2.1	Are the coating products free of hexavalent chromium (Cr VI)?	in accordance with safety and Dutch law?
2.2	How is the coating for cutback finished? (cut or brushed?)	
2.3	What is the transport distance from line pipe production location to coating location?	
2.4	What is the impact (in time) for switching from polyethylene to propylene?	
2.5	What is the minimum order volume for coated line pipe?	
2.6	What is the minimum and maximum diameter pipe that can be coated?	
2.7	What is the minimum and maximum length pipe that can be coated?	
2.8	What is the maximum weight that can be handled?	

2.9	Can stainless steel also be coated?	
-----	-------------------------------------	--

Supplier		
#	Question	Remarks
3.1	What is the overall turnover over last year and specific annual turnover for line pipe over last year?	Specific turnover is the turnover in the market for line pipe.
3.2	What is the maximum production capacity (in ton per year)?	
3.3	What is the minimum order size (in tonnages) for the following pipe configurations: Pipe diameter: DN100 - DN600 in steel grade: - L245 = ... tonnages in m pipe lengths - L290 = ... tonnages in m pipe lengths - L360 = ... tonnages in m pipe lengths - L415 = ... tonnages in m pipe lengths Pipe diameter: DN600 - DN1200 (or larger) in steel grade: - L415 = ... tonnages in m pipe lengths - L485 = ... tonnages in m pipe lengths Is there anything else to consider?	
3.4	From what year are you able to supply Gasunie with a pipe where the steel is manufactured with the DRI (Direct Reduces Iron) principle? Can you explain how you achieve a CO2-free production and delivery of the pipe.	
3.5	Stock: Is it possible to have a minimum quantity of line pipes on the shelf at the supplier, so that Gasunie can ask for a certain quantity line pipes on demand without delay?	
3.6	What are the minimum and maximum diameter you can produce and under which production method (HFI, SAWH or SAWL)?	
3.7	Does the supplier register (safety) incidents and LTI numbers? If so, can you provide a recent report?	
3.8	Are there any topics that are not mentioned, and you would like to address? If so, which topics?	

Market		
#	Question	Remarks
4.1	How long (in years) is the supplier active in the line pipe market?	
4.2	What distinguishes the supplier from it's competitors?	

4.3	What is your market share inside and outside the EU?	
4.4	Where do you distinguish yourself in the market from your competitors?	
4.5	What have we forgotten to ask / what do you want to share with us?	
4.6	Can you indicate from which supplier you source the preliminary/base material? And what your policy is in this?	

Commercial / Contractual / Logistic		
#	Question	Remarks
5.1	Are you familiar with Gasunie General Purchasing Conditions for supply (see Gasunie website)?	See https://www.gasunie.nl/leveranciers/\$671/\$672
5.2	If yes, are these conditions acceptable for the participant?	
	Are you familiar with Gasunie German Einkaufsbedingungen?	https://www.gasunie.de/uploads/fckconnector/de75386d-ef0e-540c-aebe-bcf731f3b6d0?rand=483
	If yes, are these conditions acceptable for the participant?	
5.3	What are the critical contractual subjects for participant?	
5.4	What is the average delivery time?	In weeks
5.5	What is the maximum guaranteed delivery time?	In weeks
5.6	Is it possible to book production slots in advance (possibly also against payment), even if the exact technical/commercial details of individual projects are not yet finalized? If yes what are the (framework) conditions of such an agreement?	
5.7	Can such slots be transferred to a third party, so we can buy or sell this slot?	
5.8	Does the supplier have the option to temporarily store pipe?	
5.9	Does the supplier have experience in creating/setting up a temporary storage for pipes in the Netherlands and/or in the north of Germany? If so, can you give an example?	

Sustainability		
#	Question	Remarks

6.1	What are the greenhouse gas reduction goals of your company by 2030?	Concerns sustainability on a company-level
6.2	Please specify which concrete (precast) projects contribute to your company's goals and provide details about their contribution.	
6.3	Declare a maximum, cradle to gate, greenhouse gas emission per ton steel pipe in ton CO2 equivalent produced in 2022. - State the used methodology - State the assurance on the data (self-declared or 3th party verified)	Concerns sustainability of products in scope
6.4	Up to which percentage are you able to reduce these emissions of products in scope by 2030?	
6.5	Declare a maximum greenhouse gas emission for a delivery from your factory gate to a project site "x" located in Utrecht (NL) delivered in 2022. - State the used methodology	Concerns sustainability of delivery/transport
6.6	Up to which percentage are you able to reduce these (delivery/transport) emissions by 2030?	
6.7	Which reporting methodology are you familiar with and/or is used by supplier?	
6.8	Could you present a roadmap outlining your circularity goal(s), specifically focusing on the percentage of recycled materials used in product manufacturing for Gasunie and the product percentage that can be reused after the initial use at Gasunie? The roadmap should include, at a minimum: 1. Current Situation 2. Goal(s) 3. Milestones between the current situation and the defined goal(s) 4. Projects that will contribute to achieving the goal(s) 5. Key Performance Indicators (KPIs) and measurement methods	
6.9	In addition to the aforementioned questions, what further contributions can you make toward Gasunie's sustainability strategy regarding Climate change, Circularity, Biodiversity, and An inclusive and social business?	
6.10	What actions can Gasunie take to contribute to your sustainability ambitions?	

