



## **GUIDELINE FOR MARKET CONSULTATION**

### **FACTORY BENDS**

For the benefit of N.V Nederlandse Gasunie

Reference (TenderNed / EU official journal)

Version: 1.0

Groningen, 14 March 2025

**gasunie**  
crossing borders in energy

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### Annex 1: Gasunie Specifications

- GTS\_MSW-01-E/1
- GTS\_MSW-05-E/1
- GTS\_MSW-05-E/2
- GTS\_MSW-11-E
- GTS\_MSA-25-E
- GTS\_MSA-32-E
- E-11.54.000
- OTW-T 24-939 GRP coating v1

### 1.1. Introduction

This guide provides information on the combined market consultation for factory made bends for N.V. Nederlandse Gasunie and Gasunie Deutschland GmbH & Co KG (hereafter: Gasunie).

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 14 March 2025.

### 1.2. Market consultation

The subject of this market consultation is to gather information on the market for pipe bends (in the broadest sense), prior to a planned EU tender for pipe bends in Q1 2025. The current framework agreements will expire Q1 2026. These framework agreements will be replaced by new framework agreements for the supply of pipe bends.

The specification of the pipe bends and related are attached, see Gasunie Technical Standards GTS\_MSW-05-E1, GTS\_MSW-05-E2, GTS\_MSW-11-E, GTS\_MSA-25-E and GTS\_MSA-32-E, GUD, GTS\_MSW-11-E, OTW-T 24-939 GRP coating v1

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 bends. 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;
- The expected trends and developments in the market of pipe bends.

In order to get a good picture of the possibilities in the market, it has been decided to carry out a market consultation. Gasunie may invite selected parties to respond and discuss 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](mailto:r.p.mulling@gasunie.nl)

To submit your responses or questions, please use only the above E-mail address, subject: 'Comments/ Questions Bends + 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.mulling@gasunie.nl](mailto:r.p.mulling@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. Gasunie will optional invite participating parties shortly after the final answer has been submitted, with which (optional) a dialogue session will be opened. The dialogue session will be an explanation of the answers you have given ('verification'). Where Gasunie needs (additional) explanation and/or a site visit, any questions will be sent in advance with the invitation for the explanation session. The dialogue session is planned to be an interactive session.

## 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) will be a market consultation report. This report is not publicly available, including participants. If the response on this market consultation results in relevant information for all participants, this will be shared in the planned tender.

### 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 or tender procedure 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 | 14 March 2025  |
| Opportunity to ask questions (submit before) | 24 March 2025  |
| Questions answered by Gasunie                | 28 March 2025  |
| Submit final response (s) by participants    | 04 April 2025  |
| Start tender phase                           | End April 2025 |

### 1.15. Questions Market Consultation

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

| Product and technical |                                                                                                                                                                                                                                                                                                                                                  |                    |
|-----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|
| #                     | Question                                                                                                                                                                                                                                                                                                                                         | Remarks / Response |
| 1.1                   | Please check the GTS_MSW-05-E/1 (induction bends) . When a requirement cannot be met, please explain why not and what could be an alternative.                                                                                                                                                                                                   |                    |
| 1.2                   | Please check the GTS_MSW-05-E/2 (cold bends whether our requirements can be met . When a requirement cannot be met, please explain why not and what could be an alternative.                                                                                                                                                                     |                    |
| 1.3                   | what are the manufacturing limitations (size wise) .                                                                                                                                                                                                                                                                                             |                    |
| 1.4                   | For which sizes and quantities is the bend manufacturer able to supply their own mother pipe, rather than (this <b>was</b> the standard way of working for pipe DN100-DN500) being supplied by Gasunie? For larger diameters, the bend manufacturer takes care of the mother pipe anyway.                                                        |                    |
| 1.5                   | Would the bend manufacturer suggest other pipe size (e.g. wall thickness) due to better availability or standardized sizes?                                                                                                                                                                                                                      |                    |
| 1.6                   | What kind of optimisation would the manufacturer suggest in the range of bends requested by Gasunie (acc. E-11.54.000 and GTS_MSW-05-E/1)?                                                                                                                                                                                                       |                    |
| 1.7                   | What kind of wall thinning % (min and max) is to be expected in the extrados, for 3DN, 5DN and 10DN?                                                                                                                                                                                                                                             |                    |
| 1.8                   | What is the expected minimum achievable toughness (Cv) at a temperature of -45°C for the bend (body, HAZ and weld)? Since the specification of the CO2 bends isn't finalized, we like to know what the expected limit is, so we can take this into account when making the design. For now, it seems we require 40 J at -45°C for L415 and L450. |                    |
| 1.9                   | Are there any innovations (in comparison to traditional production) regarding the material use or production method of bends that will be beneficial to Gasunie (e.g. reduced carbon footprint or reducing waste)?                                                                                                                               |                    |

|      |                                                      |  |
|------|------------------------------------------------------|--|
| 1.10 | Are the Gasunie specifications reasonable and clear? |  |
|------|------------------------------------------------------|--|

| Coating |                                                                                                                                                                                                        |         |
|---------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
| #       | Question                                                                                                                                                                                               | Remarks |
| 2.1     | Are the coating products free of hexavalent chromium (Cr VI)?                                                                                                                                          |         |
| 2.2     | Are you able and experienced with providing coating in line with Gasunie specification MSW-05-E, MSW-11-E (Code A, B, L1, U, Z)                                                                        |         |
| 2.3     | Are you able to provide PPT test data as proof for your experience with the above mentioned (2.2) coatings?                                                                                            |         |
| 2.4     | Are you able to apply GRP coating according to OTW-T 24-939 GRP coating v1 on bends?                                                                                                                   |         |
| 2.5     | Are you able to apply anti-static coating system for equipment group IIC according to ISO 80079-36:2016 paragraph 6.7.5 and atmospheric usage according to ISO 12944: Corrosivity C5, Durability High. |         |

| Supplier and market |                                                                                                                                                                                                 |                                                                                                                                                                                                                        |
|---------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| #                   | Question                                                                                                                                                                                        | Remarks / Answers                                                                                                                                                                                                      |
| 3.1                 | What is the maximum production capacity (in quantity and bending hours)?                                                                                                                        | Please indicate per lot (Lot 1 = 4" to 18" and Lot 2: 18" to 56")                                                                                                                                                      |
| 3.2                 | What is the minimum order quantity per Lot or diameter?                                                                                                                                         |                                                                                                                                                                                                                        |
| 3.3                 | What is the average delivery time per lot?                                                                                                                                                      |                                                                                                                                                                                                                        |
| 3.4                 | Please provide the bending time in hours to produce a bend for the following line pipes diameters: DN 100, DN 400, DN600, DN900 and DN1200 all, for a 90- and 45-degree bend (in a 5D radius)   |                                                                                                                                                                                                                        |
| 3.5.                | How do you see the market development for the coming years (2026-2030) in relation to the maximum bending capacity of your company? Are there any concerns?                                     |                                                                                                                                                                                                                        |
| 3.6                 | Is supplier familiar with the Gasunie General conditions for supply and the German Einkaufsbedingungen . Are there any 'red flags' in these conditions, topics that are not acceptable for you? | <a href="https://www.gasunie.nl/en/suppliers">https://www.gasunie.nl/en/suppliers</a><br><a href="https://www.gasunie.de/einkauf/allgemeine-informationen">https://www.gasunie.de/einkauf/allgemeine-informationen</a> |
| 3.7                 | If you have experience in working with Gasunie: what went well and what went less well?                                                                                                         |                                                                                                                                                                                                                        |



|      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                              |
|------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|
| 3.8  | What are the supplier production limits (in size, wall thickness, radius and angle)                                                                                                                                                                                                                                                                                                                                                                                    | From XX inch to YY inch etc. |
| 3.9  | Our current method is working with framework agreements. Whereby for the dimensions of DN100-DN400 we work with a framework agreement with fixed prices for one year. And for the larger bends >DN400 we work with a framework agreement with multiple parties where the need is given in order by means of mini-tenders. Is this way of working acceptable and do you have any suggestions for Gasunie?                                                               |                              |
| 3.10 | Can your company provide mother pipe for all diameters? With which parties do you mainly do business regarding the mother pipe?                                                                                                                                                                                                                                                                                                                                        |                              |
| 3.11 | <b>Forecasting/uncertain demand.</b><br><i>Context: In the current environment in the energy transition accurate forecasting is very difficult and there is high level uncertainty and mostly of our control. This requires maximum flexibility from our internal organization, our contractors, and our suppliers.</i> Can you tell us how to manage flexibility in the production capacity without risking the delivery performance or agreed contractual lead time? |                              |
| 3.12 | <b>Forecasting/uncertain demand.</b><br><i>Context: In the current environment in the energy transition accurate forecasting is very difficult and there is high level uncertainty and mostly of our control. This requires maximum flexibility from our internal organization, our contractors, and our suppliers.</i>                                                                                                                                                |                              |
| 3.13 | Does your company have an own accredited laboratory for mechanical testing?                                                                                                                                                                                                                                                                                                                                                                                            |                              |
| 3.14 | <b>Storage/transport</b><br>Are there storage facilities available to store the produced bends at your own site, can you provide information on this topic (E.g. max. capacity, costs, restrictions, etc.)                                                                                                                                                                                                                                                             |                              |
| 3.15 | How are bends transported to the project site and/or local storage facility?                                                                                                                                                                                                                                                                                                                                                                                           |                              |
| 3.16 | Does supplier have experience with offshore bends? If yes, what is the difference from onshore?                                                                                                                                                                                                                                                                                                                                                                        |                              |

| Sustainability |                                                                                                                                                                                                                                       |                                                  |
|----------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------|
| #              | Question                                                                                                                                                                                                                              | Remarks                                          |
| 4.1            | What are the greenhouse gas reduction goals of your company by 2030?                                                                                                                                                                  | Concerns sustainability on a company-level       |
| 4.2            | Please specify which concrete (precast) projects contribute to your company's goals and provide details about their contribution.                                                                                                     |                                                  |
| 4.3            | Up to which percentage are you able to reduce these emissions of products in scope by 2030?                                                                                                                                           |                                                  |
| 4.4            | Is there a possibility to return unused bends to the selling party (supplier)?                                                                                                                                                        |                                                  |
| 4.5            | What opportunities do you foresee for integrating used or recycled materials into the production of induction bends and cold bends, without compromising the quality and specifications set out in GTS_MSW-05-E/1 and GTS_MSW-05-E/2? |                                                  |
| 4.6            | How can the storage and management of produced bends be optimized to minimize material degradation and maximize the reuse of stored bends?                                                                                            |                                                  |
| 4.7            | Is it possible for the bending applicant to hold consignment stock of Gasunie on its premises?                                                                                                                                        |                                                  |
| 4.8            | What kind of measures <u>did</u> suppliers take to become more sustainable on own production site?                                                                                                                                    |                                                  |
| 4.9            | What kind of measures is <u>supplier planning to take</u> to become more sustainable on own production site?                                                                                                                          |                                                  |
| 4.10           | Can supplier produce bends from steel produced in a direct reduction process (DRI) or electric arc Furnace (EAF)? In not at this moment, when can supplier do so?                                                                     |                                                  |
| 4.11           | When can supplier deliver an EPD (or similar) with information about the product carbon footprint (scope 1, 2 & 3) and percentage of secondary material?                                                                              | If this is already available, please send a copy |