

*RB Rail AS*

*Reg. No 40103845025*

*K. Valdemāra iela 8-7*

*Riga, LV-1010, Latvia*

**SUMMARIZED RESULTS OF THE MEETINGS WITH INTERESTED SUPPLIERS REGARDING RAILS FOR RAIL BALTICA**

**Dates of the meetings:**

Riga, 15 April 2020

In accordance with Public Procurement Law of the Republic of Latvia, Article 18, Paragraph 2 Contracting authority has held meeting with interested suppliers to inform for subject matter of the upcoming procurement activity for rails which are important components for Rail Baltica and provide answers to the questions received from the interested suppliers.

**Meeting opening at:** 15.00.

**Meeting organised by:** RB Rail AS, registration number 40103845025, registered address: K. Valdemāra iela 8-7, Riga, LV-1010, Latvia.

**Venue of the meeting:** Online meeting organised in Microsoft Teams platform

**Participants from RB Rail AS:**

Ivars Žukovskis- Business Relation Manager;

Aiga Benfelde- Procurement Manager;

Mārtiņš Blaus- Procurement Manager;

Kaspars Briškers- Head of Strategy and Development Department;

Artūrs Caune- Innovation and Sustainability Expert;

Andy Billington- Innovation and Sustainability Expert;

Kristaps Rudzis - Activity Manager;

Andris Losāns – Technical project manager;

Kristjan Piirsalu – Chief Procurement Officer;

Kaupo Sirk – Head of Civil works and station.

**Other Participants:**

Supplier’s authorized representatives;

* Voestalpine Schienen GmbH
* ArcelorMittal Europe

**Meeting’s agenda:**

1. Rail Baltica presentation about the scope of the work.
2. Opportunity for the supplier to present themselves.
3. Discussion-Questions/Answers.

**Discussion summary:**

RB Rail AS representatives briefly explained to the meeting participants the status of the Rail Baltica Global project (please refer to the Annex with the presentation material for more details).

Participants from RB Rail AS explained to interested suppliers’ details of the procurement plan for competitive procedure with negotiation for **“Rail delivery procurement preparation for Rail Baltica”** as well RB Rail AS expectations from the meetings.

1. **Participant's profile**

7 suppliers, the Baltic’s and international (European), participated in the meetings. Each supplier was given a chance to present themselves, by explaining the profile and the experience of the company for similar work.

**Questions addressed by the meeting participants after the meetings and answers provided by RB Rail AS:**

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| **NO** | Topic | Responses/Indications provided |
| 1. | Rail delivery process.  | Indication from the market, it is important to find the best rail delivery possibility for Rail Baltica project, either road/rail/sea transport. The suppliers emphasized that it is recommended that seaports are avoided, due to rail corrosion risk. The suppliers indicated that it is important to avoid continuous loading and unloading in harbours to deliver rails to the destination, because it could negatively influence the quality of rails.The suppliers noted that it is important specify that suppliers are responsible for the loading and unloading process of rails.It is recommendable that the long rails (120m) are delivered to decrease the amount of welding’s.Indication from the market, it is important to create a sophisticated planning system that shall provide monthly updates on the delivery process. |
| 2. | Loading and reloading procedure of rails/ loading and reloading requirements for the construction.  | The suppliers indicated the importance of finding a suitable place for the rail loading and reloading process. It has been recognised that the loading area at the Polish and Lithuanian border is an suitable place for loading rails for further delivery to the construction sites. It was noted that it is very important to find wagons to adapt the loading procedures. Preparation experts are responsible for adaptation and approval. Indication from the market, it is important to maintain the fixation of the rail parts and underling rail equipment. Depending on the track/rail length, the appropriate wagons must be selected.The suppliers noted that Lithuanian and Polish border is a good place to load rails. Market states the importance of finding the proper wagons for delivery procedure, it is also important to have the approval of experts whereas the rails are loaded properly. Another part was to maintain fixation of rail parts and underling rail equipment, we use standard wagon for short rails we needed longer wagons to maintain the equipment. After all this was done, we reloaded the rails in the Lithuanian border, we used method to the site. Indication from the market:* it is important to understand country’s profile and standards for rail length, either 100m or 120m.
* it is important to create temporary assembling’s for Rail Baltica project, from the logistics perspective it is needed to maintain temporary “stopping” facilities that would be required for loading and reloading of rails.
* it is important to build temporary storage facilities in prepared areas, operate the facilities and then diminish them, and facilities must be concreted not ballasted.
* it is necessary to have one year in advance to prepare the temporary storage facilities.
* the suppliers are responsible for rail loadings.
* it is important to have the information from the Client about the delivery and storage facility locations one year in advance to be able to establish and or build a temporary storage.
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| 3. | Welding possibilities of rails.  | It was noted from the suppliers that storage area for rails are provided on the construction site and weld rails on site if the track is imposed.The suppliers also emphasized the importance to check selected technology if rails are welded directly on set. Market states that there is no difference in welding machinery when it comes to 1420mm and 1425mm, because the parameter setup is the same. |
| 4. | Recommendations on mixed rail traffic. | Indication from the market, depending on the load on the radius, it is recommended to have R260 on straight road sections and on different sections 350HT (mixed grade strategy).  |
| 5. | Technical specifications.  | Indication from the market, it is recommendable to use the same rail technology strategy as the other two Baltic countries, because it is needed to avoid tackling.The rail quality can be maintained by using longer rails and it is more economically beneficial. If the project uses different grades it is recommendable to have more resistant rails, the proper geometry between the rail and wheel. Indication from the market, the track manufacturer contractor is responsible for welding. Suppliers notes that it is important that the steel with whom rails are manufactured, must be EU standardized.  |

**Meeting closed** at 18.00

**Statement:**

**1.** Please note that the information provided in these Minutes of the meeting shall not be treated as a part of any requirements and is provided only for the information reasons in order to analyze the market with a purpose to decide on procurement strategy, develop the scope of works and establish requirements for the upcoming procurement. Procurement documentation will be established by Procurement commission and procurement launched in accordance with the Public Procurement Law of the Republic of Latvia and requirements included in the procurement documentation can differ from the information provided during the meeting.

**2.** Please note, that some information may not be precisely reflected in these Minutes or may not be reflected at all. In addition, summarized version of additional information received via e-mail is included in the Minutes of the meeting.

**Annexes:**

1. RB Rail AS Powerpoint Presentation “A Cross-Border Greenfield Megaproject: an opportunity for suppliers”.