

TỔNG CÔNG TY TÂN CẢNG SÀI GÒN
CÔNG TY TNHH CẢNG CONTAINER
QUỐC TẾ TÂN CẢNG HẢI PHÒNG
SAIGON NEWPORT CORPORATION
TAN CANG HAI PHONG INTERNATIONAL
CONTAINER TERMINAL CO., LTD

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM
Độc lập – Tự do – Hạnh phúc
SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness

Cát Hải, ngày 04 tháng 8 năm 2025
Cat Hai, dated 04 / 8 / 2025

Số/ No: 1157 /ĐN-HICT

**THƯ ĐỀ NGHỊ CUNG CẤP BÁO GIÁ/
REQUEST LETTER OF QUOTATION SUPPLY**

Kính gửi: Quý Công ty/ Đơn vị cung cấp
Respectfully to: Company/unit supply

Căn cứ tình hình và nhu cầu thực tế/ *Base on actual situation and actual demand*

Căn cứ kế hoạch sản xuất kinh doanh 2025 của Công ty TNHH cảng container quốc tế Tân Cảng Hải Phòng đã được duyệt/ *Base on bussiness plan year 2025 of Tan Cang Hai Phong international container terminal JSC approved;*

Căn cứ quy chế mua sắm của TC-HICT./ *Based on TC-HICT's purchasing regulations.*

Công ty TNHH Cảng Container Quốc tế Tân Cảng Hải Phòng hiện đang có nhu cầu thực hiện: Cung cấp ray hãng Gantrex A120 cùng các phụ kiện đồng bộ phục vụ sản xuất kinh doanh cảng TC-HICT. Chúng tôi gửi thư tới Quý Công ty về việc đề nghị cung cấp báo giá cho công việc trên. Nếu Quý Công ty quan tâm xin gửi báo giá theo danh mục, số lượng và yêu cầu kỹ thuật đính kèm, báo giá theo mẫu phụ lục 01 đính kèm./ *Tan Cang Hai Phong International Container Terminal Co., LTD currently in need of implementation: Providing Gantrex A120 rail with accessories serving production and business of TC-HICT. We are writing to your company requesting a quote for the above work. If you interested, please submitting quotation letter according to the list, quantity and technical requirements attached, Quotation according to attached form 01.*

1. Tên hạng mục./ *Name Item:* Cung cấp ray hãng Gantrex A120 cùng các phụ kiện đồng bộ./ *Providing Gantrex A120 rail with accessories.*
2. Chủ đầu tư: Công ty TNHH cảng container quốc tế Tân Cảng Hải Phòng/ *Investor: Tan Cang Hai Phong International Container Terminal Co., Ltd.*
3. Địa chỉ./ *Delivery and installation location:* Công ty TNHH cảng container quốc tế Tân Cảng Hải Phòng – Khu Đôn Lương, Thị trấn Cát Hải, Huyện Cát Hải, TP Hải Phòng/ *Tan Cang Hai Phong International Container Terminal Co., Ltd. – Don Luong Zone, Cat Hai town, Cat Hai district, Hai Phong city.*
4. Khối lượng./ *Quantity.*

Stt/No	Tên hàng hóa, dịch vụ <i>Name of goods and services</i>	Đơn vị <i>/unit</i>	Khối lượng/volume	Ghi chú./ <i>Note</i>
	Cung cấp ray hãng Gantrex A120 cùng các phụ kiện đồng bộ bao gồm:/ <i>Providing Gantrex A120 rail with accessories includes:</i>			
1	Ray cầu A120./ Crane Rail A120 Trọng lượng./ <i>Weight:</i> 100kg/m Độ bền kéo./ <i>Tensile strength:</i> 880N/mm ² . Chất lượng thép./ <i>Steel quality:</i> Loại grade 90./ <i>Grade 90</i> Đầu ray cắt hình vuông./ <i>Square square cut ends</i> Chiều dài một thanh./ <i>Length of a bar:</i> 11,8m Dung sai chiều dài./ <i>Length tolerance:</i> +/- 50mm.	Mét/Meter	11,8 x 5 = 59	Xuất xứ: Anh Quốc/ Châu Âu (United Kingdom/ EU)
2	Kẹp ray hàn Gantrex (Kẹp ray trên) <i>Gantrex weldable rail Clip (Upper clip)</i> Loại./ <i>Type:</i> W20/35/I mạ kẽm/ W20/35/I <i>Galvanized</i> Phù hợp cho ray A120./ <i>Suitable for A120 rail.</i>	Cái./ <i>PC</i>	150	Xuất xứ./ <i>Origin:</i> Bi./ : <i>Belgium</i>
3	Tấm đệm cao su Gantrex Loại./ <i>Type:</i> Gantrex® pad MK9.0 RailLok™ C220 phù hợp cho ray A120/ Gantrex® pad MK9.0 RailLok™ C220 suitable for rail A120 Mỗi tấm dài 12m./ <i>Supplied in 12m length per roll.</i> Đặc tính vật liệu./ <i>Material characteristics:</i> Cao su tổng hợp gia cố thêm dải thép ở giữa./ <i>Synthetic rubber reinforced with steel strip in the middle.</i> Độ cứng./ <i>Shore Hardness:</i> 75 deg ± 5 deg Ứng suất kéo: tối thiểu 12.5N/mm ² ./ <i>Tensile Strength: minimum 12.5N/mm²</i> Độ giãn dài: tối thiểu 250%./ <i>Elongation: minimum 250%</i> Độ biến dạng./ <i>Permanents set:</i> < 20%. Nhiệt độ chịu được: từ -15° đến + 70°C./ <i>Service Temperature : Between -15 degC</i>	Cuộn/ Roll	05	Xuất xứ./ <i>Origin:</i> Bi./ : <i>Belgium</i>



Stt/No	Tên hàng hóa, dịch vụ <i>Name of goods and services</i>	Đơn vị <i>/unit</i>	Khối lượng/volume	Ghi chú./ <i>Note</i>
	Cung cấp ray hãng Gantrex A120 cùng các phụ kiện đồng bộ bao gồm:/ <i>Providing Gantrex A120 rail with accessories includes:</i>			
	<i>and +70degC</i>			

5. Các yêu cầu/ *other requirements.*

a) Yêu cầu về chất lượng./ *Technical requirements:*

- Yêu cầu kỹ thuật / *Technical specifications:* Theo các quy chuẩn, tiêu chuẩn hiện hành/ *According to current regulations and standards.*

- Yêu cầu về các chứng chỉ và các tài liệu về hàng hóa:/ *Requirements for certificates and documents on goods:*

+ Chứng chỉ xuất xứ (CO) do phòng thương mại và công nghiệp nước sản xuất hoặc nước xuất khẩu cấp./ *Certificate of origin (CO) to be issued by The Chamber of Commerce and Industry of the manufacturing or exporting country.*

+ Chứng chỉ chất lượng và số lượng (CQ) do GANTREX cấp./ *Certificate of quality and quantity to be issued by Gantrex.*

+ Chứng chỉ bảo hành (CW) do GANTREX hoặc người bán cấp./ - *Certificate of Warranty (CW) to be issued by GANTREX or seller.*

+ Chứng chỉ vật liệu cho phần ray (bản copy đóng dấu sao y bản chính của Gantrex), *Mill test certificate (for rail) to be issued by the manufacturer: copies with Gantrex's chop and sign.*

b) Thời gian thực hiện Hợp đồng./ *Contract implementation time:* tối đa 150 ngày kể từ ngày ký hợp đồng./ *maximum 150 days from the date of signing the contract.*

c) Địa điểm bàn giao: tại TC-HICT/ *Delivery location: at TC-HICT*

d) Thời gian và điều kiện bảo hành/ *Warranty terms*

- Bảo hành 12 tháng kể từ ngày nghiệm thu bàn giao./ *12 months warranty from the date of acceptance and handover.*

Lưu ý/ Note:

- Thời gian gửi báo giá./ *Time to send quotation:* Từ ngày 04 / 08 / 2025 đến ngày 12 / 8 / 2025.

The deadline to submit quotation: from 4 / 8 / 2025 to dated 12 / 8 / 2025.

Thư báo giá xin gửi về địa chỉ sau:/ *Please send quotation letter to the following address:*



- Công ty TNHH Cảng Container Quốc tế Tân Cảng Hải Phòng/ *Tan Cang Hai Phong International Container Terminal Co., Ltd.*
- Attn: Phòng kỹ thuật / *Technical Department*
- Địa chỉ: Khu Đôn Lương, thị trấn Cát Hải, huyện Cát Hải, TP. Hải Phòng, Việt Nam
Address: Don Luong Area, Cat Hai Town, Cat Hai District, Haiphong City, Vietnam
- Số điện thoại/ *Phone number*: 0225.3765499.

Trân trọng kính chào !/ *Thanks and best regards !*

Nơi nhận/ Recipient:

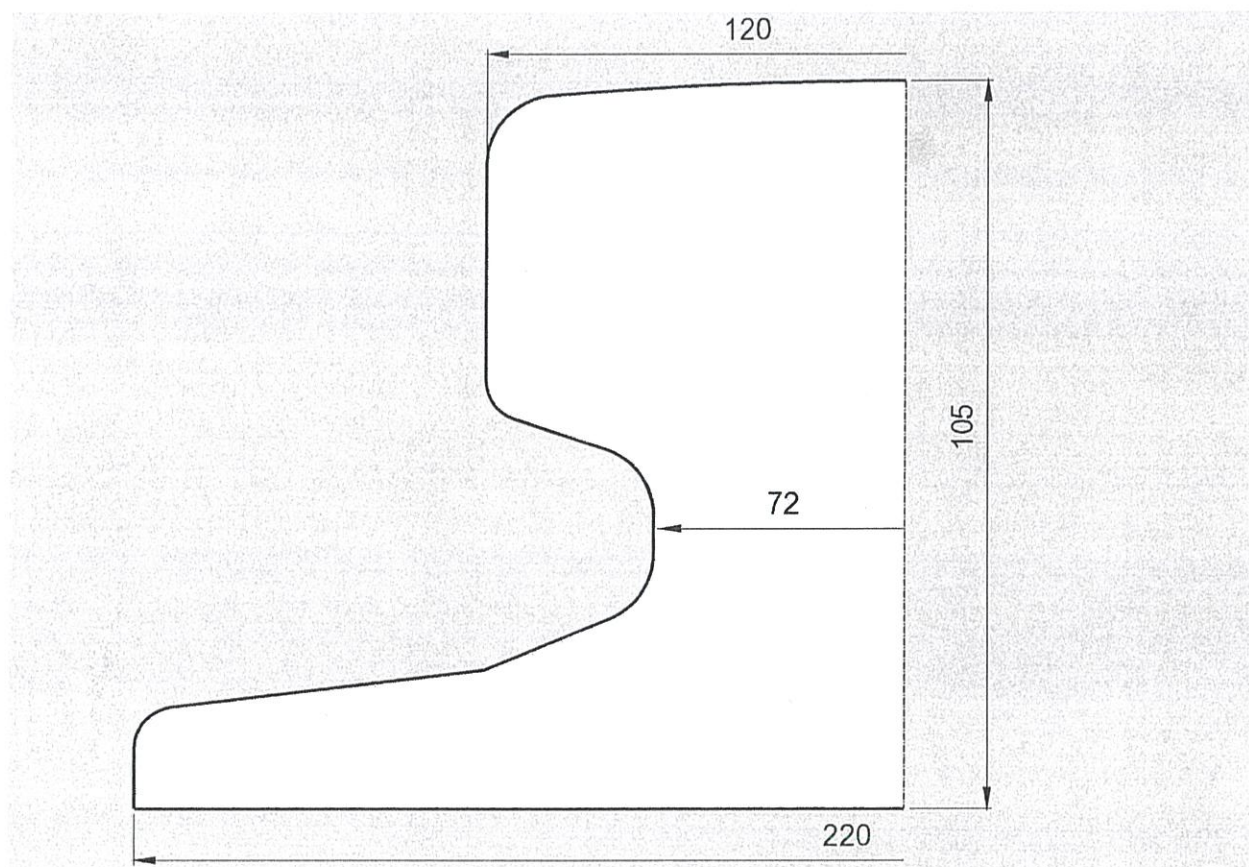
- Như trên/as below;
- Lưu/Store: VT, KT.N03





Phụ lục 01/ Appendix 01

STT No.	Nội dung công việc/ <i>work items</i>	ĐVT Unit	Số lượng/ Khối lượng Quantity	Đơn giá chào/ Unit price	Thành tiền/ Total amount
1	Cung cấp Hệ thống ray hãng Gantrex A120 cùng các phụ kiện đồng bộ./ <i>Providing Gantrex A120 rail system with synchronous accessories.</i>	Gói./ package	01		
	Tổng cộng trước thuế				
	Thuế VAT 10%				
	Tổng cộng giá chào đã bao gồm thuế, phí, lệ phí (nếu có) / <i>Total price quoted includes tax, fees, charges (if any)</i>				



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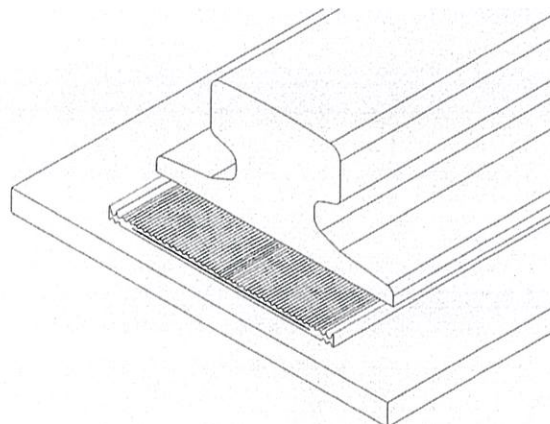
A120	
Section	127.4 cm ²
Nominal weight	100.0 kg/m
I _x	1361.0 cm ⁴
I _y	2350.0 cm ⁴
I _x /V	235.1 cm ³
I _y /V	213.6 cm ³


GANTREX®
 RailLok

RailLok™ Series
MK9.0

The GANTREX® *"double-crown"* RailLok™ series patent pending pad is specifically designed to perform integrally with the RailLok™ series clips for the soft mounting of rails.

A full range of pad widths is available to provide the very best technical solution for each individual application.

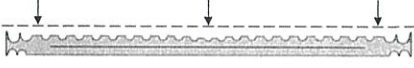
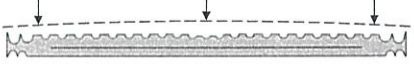


GENERAL CHARACTERISTICS

The *"redesigned edge seal"* virtually eliminates the ingress of contaminants and water which can cause premature failure of the pad, rail and support structure. These seals also improve the compression caused by the nose of the clip, preventing pad movement when the pressure of the rail is released.

The updated *"design of the grooves"* avoids high stresses and resultant damage due to high loads, rail twisting and oscillation.

SPECIFICATIONS OF THE PRODUCT RANGE

			
Flat Model	Estimated weight	Crowned Model	Estimated weight
	kg/m		kg/m
F80	0.7		
F90	0.8		
F95	0.9		
F105	1.0		
F115	1.1		
F120	1.2		
F125	1.2	C125	1.2
F130	1.3	C130	1.3
F140	1.4	C140	1.4
F150	1.4	C150	1.5
F155	1.6	C155	1.6
F170	1.7	C170	1.9
F175	1.8	C175	2.0
F200	2.1	C200	2.3
F220	2.3	C220	2.5

The values shown are nominal widths corresponding to the width of the rail foot. C200 is a crowned pad suitable for the DIN rail A100.

MK9.0 RailLok™ double-crown pad is supplied in rolls with standard lengths of 12 meters, tolerances on length is ± 50 mm.

Pad can be provided in various other lengths thanks to the flexibility with the extruded manufacturing process.

Nominal thickness of uncompressed pad is 7 mm.

Please contact Gantrex for more information on any GANTREX® product or for pad specification if your rail size does not appear in the table.



TECHNICAL ADVANTAGES OF THE NEW GANTREX® PADS

New features

- Eliminates the ingress of dirt and water.
- Improves the compression created by the nose of the clip.
- Avoids high stresses and pad damage caused by crane oscillation and rail twisting.

All old features have been maintained :

- Distributes the wheel load over a larger surface area.
- Eliminates point load concentration and resultant fatigue stresses.
- Compensates for the uneven surface between the rail and its support.
- Reduces impact, vibration and noise.
- Eliminates fretting corrosion (wear) of the support surface under the rail.

MATERIAL CHARACTERISTICS

- Material : synthetic rubber reinforced with a steel strip that is at least 60% of the width of the pad.
- Shore A hardness: $75^{\circ} \pm 5$.
- Tensile strength : minimum 12.5 N/mm².
- Elongation : minimum 250 %.
- Permanent set : < 20 %.

Resistant to : wear, shear and crushing, as well as oil, grease, ultra violet rays (and ozone).

Service temperature is between -15°C and +70°C. Gantrex selects the rubber depending on the customer's application. Please contact Gantrex to specify your operating temperature.

A noise reduction of approximately 10% and vibration reduction up to 48% can be expected.

INSTALLATION INSTRUCTIONS

1. **MK9.0 RailLok™** pad is recommended for all installations, both indoors and outdoors. For better results, RailLok™ series clips should also be used to fix the rail laterally in order to keep the pad firmly under the rail.
2. The upper surface of the supporting structure should be clean and free from oil, grease and any sharp or abrasive particles that are likely to damage the pad. Please consult Gantrex before a corrosion protection painting system can be applied on the supporting structure before the installation of the pad.
3. The pad should be laid in continuous lengths on the support surface, with the grooved side up, the ends butted tightly together and centered at a pair of rail clips. Rail pad should always be centered beneath the rail foot so that it is completely covered.
4. Pad joints should be at least 1 meter away from rail joints, adjacent girder joints or building expansion joints.
5. The minimum length of pad should not be less than 3 times the center distance between clips.
6. Pad stops should be considered at the ends of each runway and where the continuity of the support cannot be achieved and large gaps between adjacent pads may occur.
7. Do not use cleaning fluids or protective coatings which contain ketones or similar chemicals, as they may seriously damage the rubber pad.

Please consult Gantrex on any questions regarding installation.

We reserve the right to discontinue or change specifications or design at any time without prior notice and without incurring any obligation whatsoever.

GXHQ-EN 2017-06 R2



GANTREX
RailLok

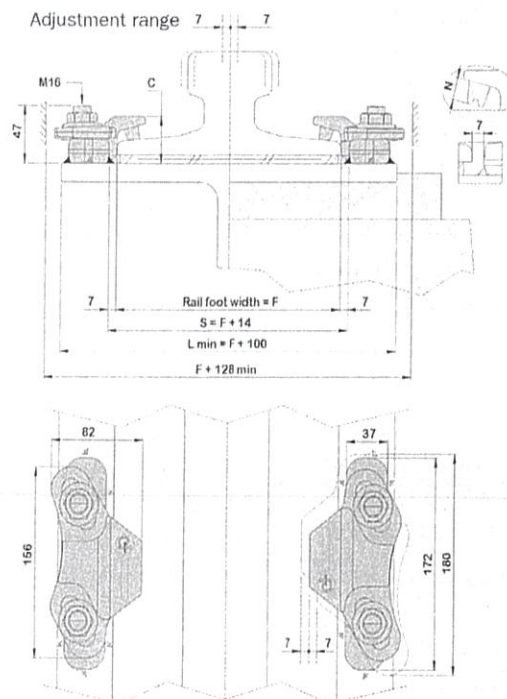


RailLok™ Series WELDABLE CLIPS - W20

Patented

New features :

- Double wedge with patented self-contact design of inclined bolt
- Bolts incorporate a "Square Shank Base"

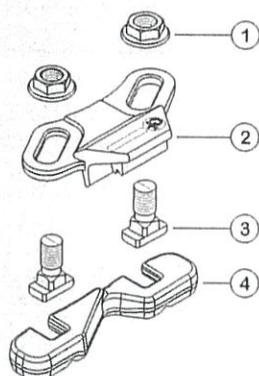


CLIPS	C max	Lateral adjustment	Bolt torque	Maximum resistance to lateral forces (*)	Estimated weight
	mm	mm	Nm	kN	kg
W20/AN	31	14	200	165	1.375
W20/BN	35	14	200	165	1.395
W20/CN	39	14	200	165	1.410
W20/EN	41	14	200	165	1.410
W20/DN	46	14	200	165	1.465

N: nose height, not compressed, adapted to the rail type (see table overleaf).

(*) Higher side loads can be accepted depending on application, duty cycle and other external factors.

Contact Gantrex for confirmation of side load in your application.



Full designation
W20/AN or W20/BN or W20/CN or W20/EN or W20/DN
Components
① 2x Sp M16 C18 GAL
② 1 x W20/28N or 1 x W20/31N or 1 x W20/35N or 1 x W20/37N or 1 x W20/42N
③ 2 x SSB M16x35 8.8 GAL
④ 1 x W20/23

Notes overleaf

- Clip Specification
- Clip Selection Table
Upper component and nose height (N) according to rail type and foot size (F).
- Components Materials
- Installation and Welding Instructions
 - Recommended weld throat size : $\sqrt{5}$ mm; weld leg size being then 7 mm.
 - Any low hydrogen rod suitable for use with structural steel may be used.

GXHQ-EN 2023-08 R5.2





GANTREX
RailLok



RailLok™ Series WELDABLE CLIPS - W20

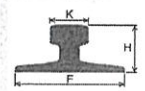
CLIP SPECIFICATION

The RailLok™ patented clips are specifically designed to facilitate correct mounting of crane rails :

- The patented design with **inclined bolt** ensures tight and full **self-contact** with the rail foot.
- Bolts with **"Square Shank Base"** allow the use of impact-wrenches.
- Easier installation because of the wider adjustment range.
- Compact design : fits narrow girders and soleplates, avoid interference with guide rollers.

Once installed, the clips are self-locking and self-tightening.

CLIP SELECTION TABLE

	F mm	K mm	H mm	Weight kg/m	Mounting	
					with	without
					7 mm RailLok™ pad	
A65	175.0	65.0	75.0	43.10	W20/CM	-
A75	200.0	75.0	85.0	56.20	W20/BI(/EP*)	W20/AM
A100	200.0	100.0	95.0	74.30	W20/CJ(/EP*)	W20/AJ
A120	220.0	120.0	105.0	100.00	W20/CI(/EJ*)	W20/BM
A150	220.0	150.0	150.0	150.30	W20/CH	W20/BJ
CR73	140.0	100.0	135.0	73.30	W20/CI	W20/AH
CR100	155.0	120.0	150.0	100.20	W20/DM	W20/CM
MRS52 (105 CR)	131.8	65.1	131.8	52.09	W20/CJ	W20/AJ
MRS67 (135 CR)	131.8	79.4	146.1	66.97	W20/CJ	W20/AI
MRS86	165.0	102.2	102.2	85.50	W20/DP	-
MRS87A (PRI 85R)	152.4	102.4	152.4	86.80	W20/DM	W20/CM
MRS87B (175 CR)	152.4	101.6	152.4	86.80	W20/DM	-
MRS125	180.0	120.0	180.0	125.00	W20/DI	W20/CI
P38	114.0	68.0	134.0	38.73	W20/CM	-
P43	114.0	70.0	140.0	44.65	W20/EP	-
P50	132.0	70.0	152.0	51.51	W20/EP	-
QU80	130.0	80.0	130.0	63.69	W20/CJ(/EM*)	W20/AJ
QU100	150.0	100.0	150.0	88.96	W20/CJ(/EM*)	W20/AI
QU120	170.0	120.0	170.0	118.10	W20/CH	W20/AH
54E1 (UIC 54)	140.0	70.0	159.0	54.77	W20/BI	W20/AJ
60E1 (UIC 60)	150.0	72.0	172.0	60.21	W20/BI	W20/AJ

*: Recommended for use with trolley rails.

Note : All dimensions are rounded off to serve as general guidelines only. Contact Gantrex for rail sizes not shown above and for help selecting rail pads.

COMPONENTS MATERIALS

The RailLok™ W20 is standard with a weldable forged steel lower component, a ductile cast iron upper component and vulcanize-bonded rubber nose. As standard, the bolts and nuts are hot dip galvanized. The upper component can also be hot dip galvanized on request.

Contact Gantrex for other options.

INSTALLATION AND SUGGESTED WELD INSTRUCTIONS

The lower component is welded on the support parallel to the axis of the rail and the upper component is fastened to it by means of the two bolts and nuts. The recommended torque is 200 Nm. Electrical and pneumatic torque wrenches are allowed as long as the minimum torque of 150 Nm is met and the torque does not exceed 250 Nm.

It is recommended the torque is regularly controlled with a calibrated torque wrench.

For most applications, the recommended weld throat size is ≥ 5 mm; the weld leg size is then 7 mm. If the pad is not used, the weld along the foot of the rail must be adapted. Use any low hydrogen rod suitable for use with structural steel: ISO2560 type E 42 5 B 32 H5, E7018 or equivalent. For full instructions on weld size and electrodes, refer to the data sheet "Installation and suggested weld instructions".

Do not apply protective coating on the contact surface between upper and lower components unless accepted by Gantrex. Do not use solvents as they may seriously damage the rubber nose.

We reserve the right to discontinue or change specifications or design at any time without prior notice and without incurring any obligation whatsoever.

GXH-Q-EN 2023-08 R5.2

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GANTREX Group – info@gantrex.com

