

**HEADQUARTERS ALLIED AIR COMMAND  
(HQ AIRCOM)**

TO: BC's Distribution List for International Competitive Bidding

DATE: 27 April 2023

Subject: Notification of Intent (NOI) to Issue an Invitation for International Bidding/Proposal (IFIB/IFIP) for Provision of Retail Concessionaire Services to the CAOC Uedem, GERMANY.

1. In accordance with the stipulations of the Bi-SC procurement Directive 60-70, Annex C, the following information is provided on an Invitation for International Bidding/Proposal (IFIB/IFIP) that this Headquarters has the intention to release.

IFIB/IFIP reference number : ACO-RAM-23-12

Title of IFIB/IFIP : Provision of Retail Concessionaire Services to the CAOC Uedem, GERMANY  
Requirement: CAOC UEDEM requires the services of a qualified, professional concessionaire to operate a system for tax-free retail for members of the CAOC UEDEM. This system can take different forms, from a web-site to a remote electronic ordering system

Type of contract : Concessionaire fixed-price Contract

Estimated Value : The estimated annual sales value is approximately 100,000.00 Euro and the total contract value is approximately 500,000.00 Euro

Period of performance : 01 January 2024 – 31 December 2024 with the possibility of four one-year extensions (options)

Bidding procedure : Best value based on price, contribution to MWA, ordering procedures

Funding : Z72 – reimbursable account MWA CAOC Uedem

Classification : NATO UNCLASSIFIED

Issue Date : 26 May 2023

Closing Date : 07 July 2023

Eligibility : Restricted to **Governmental or Commercial entities (1) that originate and are chartered/incorporated within NATO-member nations, (2) that maintain a professionally active facility (office, factory, laboratory, etc.) within NATO-member nations, (3) that provide the funding for the aforementioned requirement, (4) work in the field required services and are legally authorized to operate in Germany at the time of the bidding and (5) have satisfactorily performed at least one (1) contract with a two (2) years period of performance within the last five (5) years substantially similar in nature.**

Delivery location : CAOC Uedem, Muehlenstr. Uedem

Partial bidding : Partial bidding is not authorized

Web site : <https://shape.nato.int/financeandacquisition/page136374522>

2. HQ AIRCOM will directly submit this IFIB/IFIP to all potential bidders by email; an abstract of the tender documents will be also available on the Web site above. Firms that have already been identified are listed in the NOI annex. NATO Delegations are hereby invited to nominate, **by email and before 25 May 2023**, the name, full address, Point of Contact, email, telephone and facsimile number, of other potential bidders established within their respective country. This and any other correspondence hereto is to be addressed to:
3. In order to preserve the integrity of the acquisition process, NATO Delegations are kindly requested not to distribute the list of the potential bidders which is provided in the Annex to this NOI.

**HQ AIRCOM**

**A8 – Purchasing & Contracting Branch**

**Attn: Mrs Melanie Mulier – Contracting Officer**

**Air Base, Bldg. 313, 66877 Ramstein-Miesenbach, GERMANY**

**Fax: 0049-6371-40-2715 – Tel: 0049-6371-40-1204**

**e-mail: [Acquisition.A8@ac.nato.int](mailto:Acquisition.A8@ac.nato.int)**

***(original signed)***

Melanie Mulier

Contracting Officer

**ANNEX: List of Potential Bidders already identified by HQ AIRCOM**

<p><b>Prätorius GmbH</b>  Oderstraße, 75  24539 – Neumünster (Germany)  Tel. +49.4321 6028815  Fax. +49.4321 6028810  POC : Mr. Sven Engelhardt  Email : <a href="mailto:s.engelhardt@praetorius-gmbh.de">s.engelhardt@praetorius-gmbh.de</a>  Email : <a href="mailto:info@praetorius-gmbh.de">info@praetorius-gmbh.de</a></p>	<p><b>Gebr. Heinemann SE &amp; CO.KG</b>  Koreastraße, 3  Postfach 111469  20457 – Hamburg (Germany)  Tel. +49.40 302021297  POC : Mr. Oliver Heruth  Email : <a href="mailto:O_Heruth@gebr-heinemann.de">O_Heruth@gebr-heinemann.de</a>  Email : <a href="mailto:J_Schubert@gebr-heinemann.de">J_Schubert@gebr-heinemann.de</a></p>
<p><b>Chacalli-De Decker NV</b>  Mexicostraat, 5  B-2030 Antwerpen (Belgium)  Tel. +32(0)3 2222500  Fax. +32 (0)3 2222501  POC : Ms. Christina van Loy  Email : <a href="mailto:cvanloy@chacalli.de">cvanloy@chacalli.de</a></p>	<p><b>Plc. International Duty Free Belgium</b>  Vliegveld, 132<sup>a</sup>  B-1820 – Steenokkerzeel (Belgium)  Tel. +32(0)2 7151020  POC : Mr. Michel Feyns  Email : <a href="mailto:m.feyns@idfgroup.be">m.feyns@idfgroup.be</a></p>
<p><b>Ushop Tax Free ltd (UK)</b>  Croatian Office : Palmoticeva, 2  10000 – Zagreb (Croatia)  UK Head Office : Suite 2.05-2.06  460-466 Uxbridge House, Uxbridge Road  London UB4 0SD (United Kingdom)  Tel. +44 (0)844 310 9697  POC : Mr. Krunoslav Gaspert  Email : <a href="mailto:kgaspert@ushoptaxfree.co.uk">kgaspert@ushoptaxfree.co.uk</a></p>	<p><b>ES-KO UK</b>  Le Copori  9 Avenue Albert II  98000 – Monaco  Tel. +377 9797 7676  Fax. +377 9325 5921  POC : Emmanuelle Ragazzi  Bernadette Loffreda  Email : <a href="mailto:commercial@es-ko.com">commercial@es-ko.com</a></p>
<p><b>Brexit Beverages Ltd</b>  The Oakley  Kidderminster Road  Droitwich (Worcestershire) WR9 9AY (UK)  Tel. 07484203789  POC : Mr. John Berzins  Email : <a href="mailto:brexitlager@gmail.com">brexitlager@gmail.com</a></p>	<p><b>Gebr. Schoemaker GmbH &amp; Co. KG</b>  Ingolstädter Straße. 4  28219 – Bremen (Germany)  Tel. +49 (0)1741944499  Fax. +49 (0)421394459  POC : Ms. Jennifer Heyke  Jennifer.heyke@gseurope.de</p>

**In order to preserve the integrity of the acquisition process, NATO Delegations are kindly requested not to distribute the list of the potential bidders provided in this Annex.**