

## Call for tenders' details

Title: AO 10658 Premedia, printing and multichannel services

Start date: 15/03/2017

Time limit for receipt of tenders: 19/04/2017

Contracting authority: Publications Office of the European Union (OP)

Status: Closed

## Call for tenders question list

## Call for tenders questions summary

#	Submission date	Publication date	Question subject	Question	Answer
1	15/03/2017 10:32	15/03/2017 13:32	AO 10658	Is it possible to receive the procurement documents in Italian?	<b>15/03/2017</b> The procurement documents are available only in English, with some annexes in three languages: English, French and German (see point 1 of the Invitation letter, Annex 5 of the Specifications as well as the Comments tab in eTendering). The working language of the contract will be English (see point 4.5.1 of the Specifications). The two documents in Bulgarian and Estonian (Technical Annexes XIb and XIc) are to be processed by the tenderers as part of their technical tenders (see point 2.7.1 of the Specifications, p. 24). The tenderers are reminded that they can submit their offers in one of the official languages of the EU (see point 2 of the Invitation letter).

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#	Submission date	Publication date	Question subject	Question	Answer
2	15/03/2017 13:41	15/03/2017 16:03	IV.2.4)Sprache(n), in der (denen) Angebote oder Teilnahmeanträge eingereicht werden können.....	<p>Da die Angebotsabgabe in deutscher Sprache zugelassen ist, bitten wir Sie, um Fehler bei der Fachspracheninterpretation zu vermeiden, uns die Vergabeunterlagen auch rechtlich gesichert in deutscher Sprache zur Verfügung zu stellen. Bitte geben Sie das Datum an, bis wann die Generdirektion Übersetzung der EU die Übersetzung der Vergabeunterlagen bereitstellen wird.</p> <p>Since it is allowed to provide offers in German, we would like to ask you to make the procurement documents, legally assured in German, also available, in order to avoid mistakes in the interpretation of the technical terms. Please indicate the date by which the translation of the procurement documents will be provided by the EU's Directorate-General for Translation.</p>	<p><b>15/03/2017</b> The procurement documents are available in the languages as described in our answer to question no 1. Please let us draw your special attention to Technical Annex I (English-French-German Dictionary). No further translations are envisaged.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
3	16/03/2017 11:41	17/03/2017 10:32	Estimated volume	If Lot3 is a combination of Lot1 and Lot2 why the estimated value of the FWC of Lot3 is €8.000.000 only (value of Lot1 is €14.000.000 and of Lot2 €3.000.000)?	<b>17/03/2017</b> Lot 3 is a combination of lot 1 and 2 only in terms of services to be provided. The estimated value of projects, involving from the beginning both printing and premedia/multichannel services and consequently handled only under lot 3, is EUR 8 000 000.
4	16/03/2017 14:22	17/03/2017 10:34	certificazioni	le certificazioni obbligatoriamente richieste sono solo FSC / PEFC (o equivalente)? In caso di offerta congiunta o subappalto quali soggetti sono tenuti a presentare la certificazione?  a) The required mandatory certificates refer to FSC/PEFC (or similar) only? b) In case of joint offer or subcontract, who is required to produce this certificate?	<b>17/03/2017</b> a) Not only, as there are also specific requirements concerning the paper (page 21 of the Specifications).  b) See point 2.6.2.2. of the Specifications.

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#	Submission date	Publication date	Question subject	Question	Answer
5	16/03/2017 14:51	17/03/2017 10:35	technical tender	<p>Specifications 2.7.1 IOTTO 1 PUNTO 2 : che cosa si intende per "relevant quality certificate"? si fa riferimento a certificazioni specifiche? in caso di offerte congiunte e subappalto sarà sufficiente una sola relazione ed una sola certificazione?</p> <p>a) Specifications 2.7.1 Lot 1 Point 2: what do you mean by "relevant quality certificate"? Do you refer to specific certificates? b) In case of joint bids and subcontract, is it enough a single report and a single certificate?</p>	<p><b>17/03/2017</b> a) No, the Specifications is not referring to specific certificate, but to any "relevant quality certificate". b) See point 2.6.2.2. of the Specifications.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
6	16/03/2017 16:15	17/03/2017 10:36	Contenu de la réponse à l'appel d'offres et PARFS	<p>Bonjour</p> <p>Il est indiqué page 17 des spécifications que les PARFS ne sont demandés qu'aux soumissionnaires à qui l'attribution du marché pourrait être proposée. De plus, page 31, il est indiqué que certains documents (dont les PARFS ?) seront à fournir sous une semaine.</p> <p>Mais page 20, il est indiqué : "To pass the selection phase, the following conditions must be fulfilled ... ... At least three PARFs per lot are accepted by the Publications Office and they altogether fulfil all requirements for the lot ..."</p> <p>En conclusion, les PARFS doivent-ils être fournis dans la réponse initiale ou non ?</p> <p>It is stated on page 17 of the specifications that the PARFs are only requested from bidders to whom the award of the contract might be proposed. In addition, on page 31, it is indicated that certain documents (including the PARFS?) Will be provided within one week.</p> <p>But on page 20 it says:</p>	<p><b>17/03/2017</b></p> <p>clearly indicated in the Tender specifications, the PARFs will be requested from the tenderers to whom award of the FWC might be proposed. Consequently, it is not needed to provide them with the tender (in the initial response).</p>

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				<p>But on page 20 it says: "To pass the selection phase, the following conditions must be fulfilled ... ... At least three PARFs per lot are accepted by the Publications Office and they altogether fulfill all requirements for the lot ... "</p> <p>In conclusion, should the PARS be provided in the initial response or not?</p> <p>Thank you in advance for your response.</p>	

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#	Submission date	Publication date	Question subject	Question	Answer
7	17/03/2017 11:02	17/03/2017 16:18	Antrag als bevorzugter Bieter bei der Ausführung des Auftrags durch Beschäftigung von mindestens einen schwerbehinderten oder diesem gleichgestellten Menschen	<p>Wir wollen gerne einen Antrag als bevorzugter Bieter bei der Ausführung des Auftrags durch Beschäftigung von mindestens einen schwerbehinderten oder diesem gleichgestellten Menschen stellen. Eine Schwerbehinderung in diesem Sinne liegt bei einem Grad der Behinderung von wenigstens 50 vor. Schwerbehinderten Menschen gleichgestellt werden behinderte Menschen mit einem Grad der Behinderung von weniger als 50, aber wenigstens 30, wenn sie infolge ihrer Behinderung ohne die Gleichstellung einen geeigneten Arbeitsplatz im Sinne des § 73 SGB IX nicht erlangen oder nicht behalten können.</p> <p>Der Nachweis der Beschäftigung wird durch eine Kopie des Schwerbehindertenausweises oder des Gleichstellungsbescheids erfolgen.</p> <p>Fragen</p> <p>a) Ist ein solcher Antrag nach europäischen Vergaberecht zugelassen ?</p> <p>b) Wie sollen wir diesen Antrag stellen ?</p> <p>c) Sollen die Nachweise in den CV's</p>	<p><b>17/03/2017</b></p> <p>The rules governing award of the contract by the European Institutions do not foresee any preferential treatment for a any particular group of the tenderers.</p>



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#	Submission date	Publication date	Question subject	Question	Answer
				<p>c) Sollen die Nachweise in den CV's eingefügt werden ?</p> <p>TRANSLATION IN EN: We would like to submit an offer as a preferred tenderer for the execution of the contract by employment of at least one seriously (above 50%) disabled (handicapped) person.</p> <p>Seriously handicapped persons are equal in law with handicapped persons with a disability of less than 50 %, but at least 30 %, if they are unable to retain a suitable working place within the meaning of section 73 of book IX of the German Social Code, due to their disability without equality.</p> <p>Proof of employment shall be provided by a copy of the severely disabled certificate or the equivalency certificate.</p> <p>Questions: Is such an application authorized under European law? How should we make this application? Are the proofs to be inserted in the CVs?</p>	

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#	Submission date	Publication date	Question subject	Question	Answer
8	17/03/2017 12:39	17/03/2017 16:21	economic and financial capacity	<p>Specifications 2.5.1 il valore stimato per singolo lotto per anno non deve superare il 70% del volume d'affari complessivo del contraente.</p> <p>a)E' esatto ritenere quindi per es. che per il lotto 1 - il cui valore annuo stimato è € 3.500.000, il contraente dovrà dimostrare un volume d'affari non inferiore a € 5.000.000?</p> <p>b) in caso di offerta congiunta o subappalto i vol. d'affari dei partner / subappaltatori potranno essere sommati allo scopo del raggiungimento della soglia minima richiesta?</p> <p>TRANSLATION IN EN: Specifications 2.5.1 The estimated value for one lot for one year must not exceed 70% of the tenderer's overall turnover.</p> <p>a) Is it therefore correct to say that, e.g., for lot 1 – of which the estimated annual overall turnover is EUR 3,500,000 – the tenderer must demonstrate a turnover of not less than EUR 5,000,000?</p> <p>b) In the case of a joint bid or subcontract, may the partners'/subcontractors' turnover be added together in order to achieve the required minimum threshold?</p>	<p><b>17/03/2017</b></p> <p>a) It is up to the tenderers to make all the necessary calculations.</p> <p>b) See chapter 3 of the Specifications.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
9	21/03/2017 12:38	22/03/2017 15:34	evaluation of economic and financial capacity	our annual overall turnover being € 4.200.000,00, can we submit an offer for lot 1 - the amount representing the estimated value of the lot per 1 year being € 3.500.000,000? (the translation of specifications 2.5.2. does not help clear understanding, we ask you to kindly support us in calculation)	<b>22/03/2017</b> For the purpose of clarity, the minimum turnover levels mentioned in point 2.5.2 of the Specifications are the following: Lot 1: EUR 5 000 000 Lot 2: EUR 1 071 429 Lot 3: EUR 2 857 143 The tenderers are reminded that if they apply for more than one lot, the required minimum level of turnover is the sum of the minimum turnover levels of the relevant lots (see also second paragraph of point 2.5.2 of the Specifications).

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#	Submission date	Publication date	Question subject	Question	Answer
10	21/03/2017 12:56	22/03/2017 15:39	Price list	<p>We believe that there is by no means guaranteed that all potential contractors in the European Union are able to participate in this call for tenders on equal terms.</p> <p>The transport involved for contractors located in remote areas of the EU, far away from the places where the main deliveries will take place, is highly discriminatory. This discrimination becomes even stronger with only one lot for printing services, making it impossible to assess the fluctuating volumes of the goods to be transported.</p> <p>Therefore, we would like to ask whether the contracting authority intends to put alternative measures in place, in order to guarantee the participation of all potential contractors without any discrimination.</p>	<p><b>22/03/2017</b></p> <p>The Specifications of this call for tenders reflect the needs of the contracting authority, and as such, the Publications Office does not consider their provisions as discriminatory.</p> <p>No alternative measures concerning the transport are envisaged.</p>
11	21/03/2017 14:30	23/03/2017 16:22	Lot 2, electronic files	<p>As regards the electronic files to be supplied for Lot 2, could you supply the information required to complete the metadata for the accessible web-optimised PDF?</p>	<p><b>23/03/2017</b></p> <p>Mandatory metadata are listed in Technical Annex VIII. These metadata can be extracted from the manuscripts presented in Technical Annexes XIa, XIb and XIc.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
12	21/03/2017 14:39	23/03/2017 16:23	Lot 2, electronic files	The graphical style guide for Eurostat publications refers to some graphic elements which are apparently available in an Adobe InDesign library which is not included in the document library for this tender. Could you provide this package?	<b>23/03/2017</b> Please find an update of Technical Annex XId in the Document Library. All graphic elements (except the Publications Office and Eurostat logos) shall be created based on this annex. The original version of Technical Annex XId as published on 15/03/2017 is to be considered obsolete. The logos to be used have been uploaded in the Document Library as a zip file.
13	21/03/2017 17:07	23/03/2017 16:23	Lot 2, PDF files to be submitted	The Word source files to be used to generate the PDF output contain charts and graphs in a non-editable format, should these be reproduced in the PDF file as they are or should they be modified to comply with the Eurostat style guide? If they must comply with the Eurostat style guide would it possible to obtain the original source files for these elements so we may make the necessary changes?	<b>23/03/2017</b> The updated Technical Annex XId must be applied. Moreover, please see the package "Infographics_graphs_EN" which contains the source files of all infographics and graphs. English-language infographics and graphs shall be used also in the Bulgarian and Estonian versions. See also a new document in the Document Library with complementary instructions for the preparation of electronic files for lot 2.

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#	Submission date	Publication date	Question subject	Question	Answer
14	22/03/2017 12:02	24/03/2017 11:13	Time limit for receipt of tenders	<p>Being an interested vendor not active on the current contract, we are working in order to design our bid in the framework of your RFP 10658 "Premedia, Printing and Multichannel Services".</p> <p>After a first good analysis of this RFP and the according workload for bidders, the timeframe (which seems to be the minimum authorised by EC internal financial rules) let - to make a bid for such a multi-million framework contract with the level of quality needed to be potentially part of the selected vendors - is too short, moreover knowing that the bidders have also to provide a production test.</p> <p>You should also have noticed that Easter period (holidays) are part of timeframe let to answer.</p> <p>Our request: in order to let a real chance to potential new comers we would like to have a longer period to make the bid by adding at least one month to the current deadline (19 April 2017 --&gt; 19 May 2017).</p>	<p><b>24/03/2017</b></p> <p>Indeed, the deadline for submission of tenders is in line with the legal framework and reflects the operational needs of the Publications Office.</p> <p>As an extra to the minimum time-limit, the Easter holidays have not been included in the calculation.</p> <p>Production of electronic files as part of the technical tender aims at demonstrating to the Publications Office that the tenderer is able to provide good quality within short deadlines.</p> <p>The Publications Office welcomes new economic operators to participate in this call for tenders within the announced deadline of 19 April 2017. No extension is envisaged.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
15	28/03/2017 09:33	29/03/2017 15:40	Price Schedule - Printing services	<p>Code POD 1210, fixed prices for print of inside pages: the fixed price for A4 is totally different from the one for A5. The fixed prices can be significant, increasing according to the number of pages.</p> <p>What you propose could apply to digital print but certainly not to offset. The significant costs of machines and plates are reflected in fixed prices. How can we propose a realistic price per page without specification of the format?</p>	<p><b>29/03/2017</b></p> <p>Fixed price items for different formats for printing of inside and unbound pages as well as for applying spot varnish have been updated (lots 1 and 3).</p> <p>Fixed costs for lamination cover all formats.</p> <p>Fixed costs for cover pages and folders do not take into account the format.</p> <p>Please use the updated Price schedule and Estimation form from the Document Library. Technical Annex II has also been updated to reflect those changes. The previous versions published on 15/03/2017 are to be considered obsolete.</p>
16	30/03/2017 14:36	30/03/2017 15:04	Length of text	<p>In the Technical Specifications, point 2.7.1 "Documents to be provided", p. 22, we read "Maximum 10 standard A4 pages, font Times New Roman size 12, maximum 2 000 characters with spaces per page".</p> <p>An A4 page can contain much more than 2.000 characters in Times New Roman size 12. Is it really forbidden to write more than 2.000 characters on a page?</p>	<p><b>30/03/2017</b></p> <p>We ask the tenderers to respect the requirements set out in the Specifications.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
17	04/04/2017 10:35	04/04/2017 13:30	lot 3 - award	Is it possible to apply for lot 3 only? or will subjects applying for lot 1 or 2 get priority for award?	<b>04/04/2017</b> Yes, tenderers can apply for lot 3 only, providing the documents required for lots 1 and 2, and clearly indicating in the cover letter that they are applying only for lot 3. For the award, no priority will be given to tenderers applying also for lots 1 and 2. The contracts will be awarded to tenderers offering the best value for money, taking into account all tenders submitted for lot 3 that have reached the final evaluation stage (point 2.9 of the Specifications).



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#	Submission date	Publication date	Question subject	Question	Answer
18	04/04/2017 10:39	04/04/2017 13:31	staff	<p>"There are at least 12 operational staff per lot (excluding managerial and administrative staff) at the contractor's main site."</p> <p>will the number of staff members be assessed in a combined way (with subcontractors and partners)?</p>	<p><b>04/04/2017</b></p> <p>In case of a joint tender, the number of staff will be assessed cumulatively. In case of subcontracting, the number of staff will be assessed cumulatively only if the tenderer indicates in the questionnaire for joint tenders, subcontracting and freelancing that he intends to rely on the capacities of the subcontractor in order to fulfil the selection criteria (see point 3.3.2 of the Specifications).</p> <p>However, in both cases, at least 12 operational staff has to be located at the contractor's main site, and this has to be clearly indicated in the tender (see point 2.6.2.2 of the Specifications).</p>
19	04/04/2017 11:13	04/04/2017 16:09	Environmental impact	<p>"Proposal for measures to limit the environmental impact including the required certificates"</p> <p>Is a certification needed for a communication agency as well, or can we just provide the description of our environmental policy?</p>	<p><b>04/04/2017</b></p> <p>The description of measures limiting the environmental impact and the relevant certification (point 2.7.1 of the Specifications) concern only the production activities that will be performed under this contract.</p> <p>No certification or description of environmental policy is required for the award criteria in case of companies not participating directly in the production.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
20	04/04/2017 14:31	05/04/2017 11:38	Test files	<p>1. There is no reference on how to name the test files from Lot 2 for the PDF, HTML, EPUB and XML. How should we proceed?</p> <p>2. There is no reference on what information should we use in the EPUB's metadata for identifiers (ISBN, ISSN, DOI) and keywords; this information is mandatory according to "EN-AO_10658_Tech_Annex_VII_Ebook_Style_Guide.pdf" How should we proceed?</p>	<p><b>05/04/2017</b></p> <p>1. For the purpose of this test the requested EN files can be named using the catalogue number without hyphens: NAAD17001ENN_web (web-optimised PDF), NAAD17001ENN_print (print-optimised PDF), NAAD17001ENE (EPUB), NAAD17001ENW (Word), NAAD17001ENQ (HTML) and NAAD17001ENY (XML) while using the language codes BG and ET for the other versions. HTML and XML files can either be delivered as a zip or within a folder carrying the catalogue number. Tenderers are free to choose how individual files are named within such packages.</p> <p>2. Metadata for EPUB can be found in a new technical annex that has been uploaded in the Document Library as Answer_20_Technical_Annex_XI_metadata.</p>

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#	Submission date	Publication date	Question subject	Question	Answer
21	04/04/2017 15:06	05/04/2017 11:38	staff	In case we have a manager actively working in the company performing tasks for the customers, can he count as operational staff?	<b>05/04/2017</b> Yes, providing that the manager is involved in the operational tasks for more the 50% of his/her working time and this is clearly indicated in the tender. The Publications Office reserves the right to verify this information.
22	05/04/2017 15:37	05/04/2017 16:34	Metadata for EPUB	It seems that the ISBN code isn't complete in the new technical annex provided.	<b>05/04/2017</b> The excel version of the same document has been uploaded into the Document Library, displaying correctly the ISBN codes (Answer_22_Technical_Annex_XI_metadata).
23	06/04/2017 11:38	06/04/2017 12:21	- Technical Annex IV - Price schedule  Missing price items codes	POG 2001 to POG 2011 are listed in Technical Annex IV. In the price schedule, however, we only find POG 2001 and POG 2002. Are there any codes missing in the price schedule?	<b>06/04/2017</b> The price schedules and estimation forms are correct. There is a mistake in Technical Annex IV. The only two papers with separate price items for 90 g/m2 are Uncoated white (offset) (POG 2001) and White coated (matt, silk, gloss), standard quality (POG 2002). Technical Annex IV has been updated accordingly and uploaded into the Document Library.

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#	Submission date	Publication date	Question subject	Question	Answer
24	06/04/2017 13:27	07/04/2017 08:44	Estimation Form Los 1	Why is it for the variable and fixed costs $T = \text{print run} = 1450$ ?	<b>07/04/2017</b> For variable costs 14650 is used as an estimated average print run per project. For fixed costs 5 is used as an estimated average number of language versions per project.
25	06/04/2017 13:30	07/04/2017 08:46	Estimation forms Lots 1+2+3	Do the totals of estimation forms for lots 1 + 2 + 3 roughly equal to the total values of orders?	<b>07/04/2017</b> The totals of estimation forms of the three lots reflect the Publications Office's best estimation of the value of orders to be issued, based on estimated prices and estimated quantities (see also answer no 26).
26	06/04/2017 13:35	07/04/2017 08:47	Total values of orders per lot	How did you determine the total values of orders per lot before the launch of the call for tenders?	<b>07/04/2017</b> It is an estimation that is derived from an internal analysis of project cost calculations during the current contract and that takes into account changes in client demands and developments in the industry.
27	06/04/2017 14:19	07/04/2017 08:48	Meta data xml	You provided meta data (ISBN, ISSN, DOI) for EPUB. How should we proceed with meta data for the xml files: Should we add in <book-meta> only the meta data of EPUB (ISBN, ISSN, DOI) or will you send corresponding information also for HTML/PDF?	<b>07/04/2017</b> There will be no additional metadata provided. Dummy content can be used for metadata that is deemed missing by the tenderer.

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#	Submission date	Publication date	Question subject	Question	Answer
28	06/04/2017 16:21	07/04/2017 08:49	Test files for Lot 2	<p>1. When arranging the PDF, according to the instructions from the specifications, the initial text will suffer changes in cursiveness and the graphics/images will appear, sometimes, in a different position as to the original Word file. The XML, EPUB and HTML files, from Lot 2, will follow the flow from the initial Word file or the new created PDF?</p> <p>2. How many levels should have the "Table of Content" for the XML/EPUB and HTML files from Lot 2?</p>	<p><b>07/04/2017</b></p> <p>1. The layout of the created PDF should be the basis for the other formats.</p> <p>2. The table of contents should have two levels.</p>
29	06/04/2017 17:16	07/04/2017 09:23	orders	<p>LOT 3</p> <p>Will MOST orders include a combination of graphic design + Printing services (thus the contractor being responsible for the whole procedure) or will the contractor receive a mix of orders for (a)Printing services, (b) layout-graphic design services (c) Printing services PLUS layout-graphic design services?</p>	<p><b>07/04/2017</b></p> <p>Orders on lot 3 will always be a combination of premedia/multichannel and printing services (see point 4.4.1.1 of the Specifications). Premedia/multichannel services requested may include layout but not graphic design, which is not covered by this framework contract.</p>
30	06/04/2017 18:47	07/04/2017 09:24	PARFS lot 3	<p>Do you confirm that there is no Parf requested for lot 3?</p>	<p><b>07/04/2017</b></p> <p>There are no separate documents required for lot 3. Please see the requirements for lots 1 and 2 (point 2.6.1 of the Specifications).</p>

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#	Submission date	Publication date	Question subject	Question	Answer
31	07/04/2017 11:16	07/04/2017 16:49	New questions concerning calculations	<p>POD 233 - Variable costs - Print finish - Lamination ...</p> <p>In the variable cost of laminating we have the cost of materials (foil). The price of m2 of gloss foil and anti-scratch matt differs threefold. Why is there only one amount to replenish?</p> <p>POD 2310 - Var - Print finish - Spot varnish A0</p> <p>POD 2320 - Var - Print finish - Spot UV varnish A0</p> <p>If we are unable to perform this type of printing in A0 format, then we should leave these fields blank, right?</p> <p>POK 2</p> <p>Variable costs for all types of luminaires must be stated for 1000 pages. However, prices vary depending on format and pagination / number of premiums. What shall we do?</p> <p>POV 1 / POV 2 (Standard / Express delivery)</p>	<p><b>07/04/2017</b></p> <p>1. Different tasks have been grouped together in order to reduce the number of price items. On average matt lamination is ordered more frequently than glossy.</p> <p>2. Tenderers must be able to perform all tasks listed in the price schedule. All price items have to be filled in, or the tender shall be rejected (see point 2.8.1 of the Specifications, first bullet on p. 30).</p> <p>3. Tenderers shall take this into account when giving prices for other connected tasks or items.</p> <p>4. The tenderers shall give delivery prices per one kilogram of publications. This shall cover all related costs, such as different means of transport. Deliveries are broken down by standard and express.</p> <p>The tenderers are reminded that as of today, the contracting authority is not any more bound to reply to requests for additional information (see point 9 of the Invitation letter).</p>

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#	Submission date	Publication date	Question subject	Question	Answer
				For transportation costs we have to give amounts per kg. However, the transport price per kg, depending on the size of the car (up to 1.5 tonnes, up to 3.5 tonnes, 5-7 tonnes, full car of 24 tonnes) - will vary widely. Similarly for courier / forwarding / air transport. How should we present the prices?	

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