

CLARIFICATION TO QUERIES RAISED BY PROSPECTIVE BIDDERS DURING PREBID MEETING HELD ON 06/10/2017 AT 11.00HRS IN CME'S CONFERENCE ROOM.

QUERY NO.	CLAUSE NO.	PAGE NO.	TENDER CONDITION	BIDDER QUERIES	CLARIFICATION
1	2.6	27	<p>The 2 Nos. RSSs (1 No. brand new Reach Stacker and 1 No. Reach Stacker manufactured on or after 01.09.2012) and 10 Nos. TTs manufactured on or after 01.09.2010 respectively to be deployed shall be in sound and good working condition throughout the currency of the contract. However, the Operator should add more fleet for faster cargo evacuation with mutual consent.</p>	<p>Even peak projected volume of FY 2021 – 22 the maximum requirement is only 7 trailers. We request for one of the following options basis below considerations :</p> <ul style="list-style-type: none"> a. At present only 6 trailers are deployed at site for the existing volumes. b. The work for trailers is only maximum of 4 shifts per week. c. There have already been placed penalty clauses for non supply of trailers during vessel operations to ensure vehicles are maintained in running condition. d. Redundant trailers only increases fixed costs thereby best bid would not be possible. e. Having optionally a few 26 feet, 3 axle trailers as well increases flexibility to move one sided 20' loaded containers, tank containers and heavier containers with more safety. They also ensure better turnaround speed in the restricted area of berth 10 – 11 thereby increasing move count per hour. <p>OPTION A: TOTAL 8 TRAILERS IN GOOD WORKING</p>	<p>Tender condition prevails.</p>

			<p>CONDITION</p> <p>2 TRAILERS OF 26 FEET 3 AXLE & 6 TRAILERS OF 40 FEET 3 AXLE.</p> <p>4 TRAILERS SHOULD BE BELOW 7 YEARS THROUGHOUT PERIOD OF CONTRACT.</p> <p>INCREASE 1 TRAILER IN FY 2019 - 20 & 1 TRAILER IN FY 2021 - 22.</p> <p>OR</p> <p><u>OPTION B</u>: TOTAL 10 TRAILERS IN GOOD WORKING CONDITION.</p> <p>2 TRAILERS OF 26 FEET 3 AXLE & 6 TRAILERS OF 40 FEET 3 AXLE.</p> <p>6 TRAILERS < 7 YEARS OLD.</p>	
2.		General	<p>Whether Reach Stacker (RS) and Tractor Trailer (TTs) to be deployed are Hired or Owned by the Bidder?</p>	<p>Equipments used for container handling can be Owned/Hired or leased. The bidder shall furnish the Bidding party agreement of Hiring/Lease to the Port. However, the responsibility of Operation and</p>

					Maintenance lies with the successful bidder.
3.	2.6 (v)	27	The Port shall collect all container related charges from the Port users as per the prevailing schedule of rates (SOR) and any change in SOR would not be applicable to the successful bidder	Since change in SOR would not be applicable to the successful bidder, how escalation due to change in fuel price will be taken care of?	Variation of fuel price shall be taken care of by the successful bidder.
4.	1.5.1	11	The Tenderer shall enclose the copy of Annual Financial Turnover for the year 2014-15, 2015-16 and 2016-17 (original copy certified by CA with P/L a/c and balance sheet)	Since the Annual Financial Turnover document for the year 2016-17 is not ready, bidders requested for submission of annual financial turn over for the period of 2013-14, 2014-15 and 2015-2016.	Tenderer shall submit Annual Financial Turn over for the year 2013-14, 2014-15, 2015-16. However, tender shall also submit provisional financial turn over for the year 2016-17 duly certified by Chartered Accountant.
5.	3.43 (ii)	50	In an event of breakdown of RS/TTs, the operator has to	Bidders requested to reduce the penalty levied on Reach Stacker and Tractor-Trailers remaining out of commission	Penalty in Rupees per hr

			supply similar capacity of RS/TTS. Failure of the tenderer to make an alternative arrangement, Port will be forced to make arrangement for equipment/facility and in such cases Port will recover the hire charges and other expenses incurred in addition to penal charges from the successful tenderer. Further, RS and Tractor-Trailers remaining out of commission due to Breakdown for more than one hour, the Tenderer will have to pay the penalty as per clause 2.5 pt. 7 in the following manner. Penalty in Rupees per hr per Equipment RS- 5000/- TTS- 3000/-	due to Breakdown for more than one hour.	per Equipment revised to RS- 3000/- TTS- 1500/- However, other tender condition prevails.
6.	3.43 (iv) (d)	50	The penalty shall be levied at the rate of Rs 100/-per box if the move falls below the average 8 moves per hour per vessel	Penalty for handling of containers mentioned at clause no. 3.43 (iv) shall be levied on stevedores.	Tender condition prevails.
6(a).	3.43 (iv)	50	PENALTY/INCENTIVE FOR HANDLING CONTAINER:	Calculation of incentive for handling of containers?	The clause 3.43 (iv) (c) is modified as: The incentive

			<p>a) The successful operator shall avail Incentive only for ship crane.</p> <p>b) The operator has to achieve a minimum average of 8 moves per hour per vessel.</p> <p>c) The incentive shall be paid at the rate of Rs 100/- per box if the move exceeds the minimum average of 8 moves per hour per vessel.</p>		<p>shall be paid to the successful bidder at the rate of Rs 100/- per box if the move exceeds the minimum average of 8 moves per hour per hook per vessel for boxes handled by ship gear. Boxes handled by Harbour Mobile Crane (HMC) shall not be entitled for any incentive/penalty. Similarly, penalty shall be levied on the successful bidder at the rate of Rs 100/- per box if the move falls below the minimum average of 8 moves per hour per hook per</p>
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vessel.

Illustrative example for calculation of incentive is given hereunder:

A vessel carrying 720 boxes is completed using two ship's gear only within 40 hrs.

720 boxes/40 hrs/ 2 hook= 9 boxes per hour per hook.

Thus, incentive paid for (9-8) boxes x 40 hrs =40 boxes.

Then the Operator gets an incentive for 40 boxes per hook.

40 boxes @ Rs 100/- per box=

					<p>Rs 4000/-</p> <p>Note: For the purpose of calculation, any fraction of moves will be ignored and the lower round figure will be considered.</p>
7.	NIOT	5	<p>The operator shall commence the operations with all equipments and necessary manpower within 60 Days from the 7th day of issue of LOA.</p>	<p>Bidders requested for commencement period to be revised to 90 days.</p>	<p>The operator shall commence the operations with all equipments and necessary manpower within 90 Days from the date of issue of LOA.</p>
8.	2.5 (3)		<p><u>Type of Equipment:</u></p> <ul style="list-style-type: none"> • 2 Nos. Reach Stackers (RS) – 45T (4-High) • 10 Nos. Tractor-Trailers (TTs) – 40/45 Feet. <p>Suitable for handling Freight Containers having length of 20 ft., 40 ft. and 45 ft. (Loaded and Empty)</p>	<p>Bidders requested for change in size of TTs:</p> <ol style="list-style-type: none"> 1. 8 nos. Tractor-Trailer (TTs)-40/45 Feet. 2. 2 nos. Tractor-Trailer (TTs)-20 Feet. 	<p>Tender condition prevails.</p>

9.	2.4 (ii)	25	<p>Container Trailer:Chassis:</p> <ul style="list-style-type: none"> ❖ Main girder – Two Numbers ❖ Fabricated “I” section of Material ST 52/Sailma 350 HI or equivalent running along full length of the trailer. ❖ Depth of the “I” section will be 450mm ❖ Bolsters with material ST 52/Sailma 350 HI or equivalent ❖ Cross members – material IS 2062 or equivalent. <p>Guides to be welded on all corners and centre of Chasis to secure the container.</p>			<p>M/s Seapol Group, Chennai requested for change of Technical Spec from I-beam type Tractor trailer to Flat bed Tractor Trailer.</p>	<p>Tender condition prevails. However, Successful tenderer also have an option to supply flat bed type Tractor Trailer.</p>
10.	1.8	12	<p>The Bidder shall furnish as part of its Tender, an EMD of Rs. 24,00,000/-.(Rupees Twenty Four Lakhs). Tender without EMD shall be treated invalid. The E.M.D. shall be submitted in the form of BANK GUARANTEE from any Nationalized / Scheduled Bank and shall be submitted in electronic format (by scanning) while uploading the bid. The</p>		<p>The estimate cost of Rs 24 crore is very high the equipment cost is maximum of 8 crores considering the investment cost.</p> <p>EMD - The EMD of 24,00,000/- in the form of Bank Guarantee is extremely high for such kind of tenders. Other government and PSU s company keep their EMD merely in the range of 2 lacs to 5 lacs for such type of tenders. In such competitive scenario it may be difficult for companies to arrange margin money for such high EMD.</p>	<p>Tender condition prevails.</p>	

			EMD in the form of Bank guarantee in original shall be furnished to the CME, MPT, Goa, through post or by hand and shall reach on or before the bid opening date for the purpose of realization. To claim exemption from EMD, exemption Certificate from SSI/MSME/NSIC or any empowered Central/State Govt. Authority shall be submitted in electronic format (by scanning) while uploading the bid.		
11.	3.13 (i)	37	The contractor shall within 30 days from the date of LOA, shall furnish a Bank Guarantee equivalent to Rs.47.00 lakhs (Rupees Fourtly seven Lakhs only) towards Security Deposit from any Nationalized / Scheduled Banks	Security deposit - The security deposit of 48 lacs is also exuberantly high. Request you to consider to reduce the same to about approximately 10,00,000/-	Tender condition prevails.
12.	2.6 (i)	27	The 2 Nos. RSSs (1 No. brand new Reach Stacker and 1 No. Reach Stacker manufactured on or after 01.09.2012) and 10 Nos. TTs manufactured on or	Age of the equipments - Sir, we wish to inform you that more than the age equipment is not as important as the maintenance of the equipment. There are times when the old machined are running much better due to good maintenance team. Sir, even though one of the machines required is new we request you to kindly consider the age	Tender condition prevails.

			<p>after 01.09.2010 respectively to be deployed shall be in sound and good working condition throughout the currency of the contract. However, the Operator should add more fleet for faster cargo evacuation with mutual consent.</p>	<p>of the equipment as the year 2012 as the year is more significant than the month in the cranes business.</p>	
13.	Appendix II	57	<p>The bidder shall indicate herein his annual turnover during preceding 3 years based on the audited balance sheet/profit & loss account statement.</p> <p>1. Copies of audited balance sheets with Profit & Loss account statement for last 3 years are enclosed along with the bid.</p> <p>2. Bidder should work out Net worth on following basis Net worth: Reserve + Capital- Accumulated loss/(Net-worth of the Bidder should be positive for the latest financial year.</p>	<p>Net worth Positive - Sir, there are times that the net worth of the company may not be positive due to poor market economy in the past years. In view of the same request you to kindly re look into the same and delete the requirement which is mentioned in Pg 56 of the tender documents which is with respect to the net worth. Also please clarify in case the company is a joint venture company the net worth of the associate company or the leading share holder of the company will be accepted. With respect to financial and technical qualifications are concerned.</p>	<p>Requirements as regards to net worth may be dropped.</p> <p>The sum total of all the partners shall be taken.</p>

14.	3.45 (C)	51	Accommodation, if required, shall be provided in the Port quarters to the contractor/his employees, on chargeable basis as per prevailing Scale of Rates, subject to availability	Please clarify the charges	Prevailing rate is Rs 140 per sq. mts. (GST to be paid extra as applicable).
15.	2.1	19	The rail borne container traffic is likely to develop at this port in the near future.	There is no clarity on charges of Rail borne container handling charges. Please clarify the handling charges per box. Also please mention the distance of container stock yard to rail loading point	Rate as provided in the Tender. Distance from the yard to rail loading is approx. 500 mts.
16.	2.2 (8)	20	Plugging/Un-plugging of reefer points to/from containers and to monitor and maintain the log-sheet thereto. The maintenance of reefer point shall be carried out by Engineering Mechanical Dept, MPT. The usage of reefer point shall be on chargeable basis fixed by Engineering Mechanical dept. from time to time based on the Goa Electricity Board Rates. However, payment shall be	What will be the reefer box free period to dump in the container yard. Also please clarify power requirement of 20 foot and 40 foot container per day per unit. Please clarify who is the 'user' and who has to pay the power consumption charges for the reefer box.	Tender condition prevails.

			made by the user on monthly basis, otherwise Port shall disconnect the power supply. The reefer charges shall not be included in the per box rate basis payable to the operator.	
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NOTE: PLEASE NOTE THAT DATE AND TIME OF SUBMISSION OF TENDER IS EXTENDED ON 21/11/2017 AT 1430 HRS.