

Minutes of the pre-bid meeting held on 17/05/2016 at 15:00 hrs for the tender for design, construction and supply of two units of Tug-Barge Flotilla of 2000 tonnes capacity, each unit consisting of one Pusher Tug and two Dumb Barges

PRESENT

IWAI

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|-----------------------|------------------------|
| 1. Sh. Pravir Pandey | Vice Chairman |
| 2. Sh. P.K. Srivastva | Hy. Chief |
| 3. Sh. M.K. Saha | Director (P&C) |
| 4. Sh. V.C. Dialani | Director (M) |
| 5. Sh. Ajay Gupta | Chief Accounts Officer |
| 6. Sh. A Sarkar | Consultant |
| 7. Sh. Ajeet Singh | Astt. Director (M) |
| 8. Sh. Karor Singh | Tech. Asst. (M) |

REPRESENTATIVE OF THE FIRMS / PROSPECTIVE BIDDERS

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| 1. Sh. Anand Saraiya | M/s Aries Technical Sales & Services Pvt., Mumbai |
| 2. Sh. K. Goswami | M/s Aries Technical Sales & Services Pvt., Mumbai |
| 3. Sh. Shiv Kumar | M/s Shoft Shipyard Pvt. Ltd., Mumbai |
| 4. Sh. S. Banerjee | M/s Precision Engineers (P) Ltd., Kolkata |
| 5. Sh .S. Ghoshal | M/s SuryadiptaProj. Pvt. Ltd., Ghodbunder Village |
| 6. Capt. P.K. Srivastava | M/s Aries Technical Sales & Services Pvt., Mumbai |
| 7. Sh. Harish Khanna | M/s Titagarh Wagons Ltd., Kolkata |
| 8. Sh. Sudip Ray | M/s A.C. Roy & Co., Kolkata |
| 9. Brig. D.D. Kaporr | M/s KNK Ship Management, Mumbai |
| 10. Sh. Kamaljeet Singh Jassal | M/s Tebma Shipyard Ltd., Chennai |
| 11. Sh. Sivaram | M/s Tebma Shipyard Ltd., Chennai |
| 12. Sh. D. Marandi | M/s Burn Standard Company Ltd., Kolkata |

Sl. No	Clause no	Query of the bidders	Clarifications
1	NIT	One of the bidders indicated that they are registered with NSIC and hence requested for exemption from payment of EMD.	Not Accepted. Tender conditions shall prevail.
2	NIT	One of the bidders has requested to allow quoting for one or two units of tug-barge flotilla. (Unit is three not Dumb Barges separately).	Bidding has to be for two units of Tug-Barge Flotilla.
3	NIT	Bidders requested for extension of bid submission date.	The last date of submission of bid is extended to 29.06.2016.
4	NIT	One of the bidders has pointed out that the format of solvency certificate has not been attached in tender.	The Solvency Certificate shall have to be submitted as per bank format.

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5	Clause-2 (i) Eligibility criteria of NIT	One of the bidder has pointed out that in the eligibility criteria experience of building self-propelled vessel and dumb barges/boats of various type and capacity has been mentioned. Further it has been indicated the firm to have experience of completion of similar works with various amounts as per clause 2 (xi). Firm requested to clarify whether execution of order for only dumb barge/boats with values as per above clause meet the eligibility criteria to participate in the tender.	The eligibility criteria for the participation in the tender to satisfy clause 2 (i) and meet the experience of three/two/one similar works for amount specified in clause 2 (xi). However, it is to clarify that bidders engaged in construction of only dumb barges /boats or engaged in repairs and maintenance of vessels will not be eligible.
6	Clause-2 (vii) of NIT	One of the bidders has requested to accept solvency certificate of one of the partners of the JV firms singly or jointly. They have also requested to accept the solvency certificate from International Bank in the event of one of the partner being a Foreign Company/Entity	Solvency Certificate to be provided by Lead Partner.
7	NIT	Bidders have requested for extension of delivery period which may be counted after completion of model testing.	It was agreed that first unit shall have to be delivered within 14 months and second unit within 16 months from the date of placement of work order including model testing.
8	NIT, Clause no. 2 (ix)	Bidders requested that submission of EMD may be changed into either of the options of 100% Bank Guarantee or 50% FDR + 50% BG or 100% FDR. Exemption of EMD for SSI unit sought	100% EMD in the shape of Bank Guarantee is not accepted. The earnest money may be accepted in the following forms: i) RTGS ii) Fixed deposit receipt (FDR) of a scheduled bank. A part of earnest money is acceptable in the form of bank guarantee also. In such cases 50% of earnest money or Rs. 20 lakhs whichever is less, will have to be deposited in shape prescribed above and balance can be accepted in form of bank guarantee issued by a scheduled bank. It shall be ensured that FDR is pledged in favour of the tender inviting Authority. It is in the tenderer's own interest to keep the FDR valid as long as it is required. There is no need for the Department to insist upon the tenderer keeping the FDR valid, since he can encash the FDR only when it is assigned back to him by the tender inviting authority. No exemption for EMD is allowed

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17	Clause 4.4.A Scope of bid of ITB	One of the bidders requested to modify the qualifying criteria of annual financial turnover during last 3 years to last 6 years retrospection.	Not agreed.
18	Clause 4.3.1 Joint Venture / consortium of ITB	One of the bidders who wishes to participate in the bidding as a Joint Venture with a foreign shipyard wherein the construction of the vessels are proposed to be carried out in that country.	Not allowed. The vessels will have to be built in Indian Shipyard.
19	Clause 9.1 & 9.3 of ITB	One of the bidders has requested to only notify the bidders by e-mail about any modification / amendment / addition to bidding document and extension of submission date of bids.	All notifications shall be put up on NIC & IWAI web-site.
20	Clause 12.3 & 12.4 of ITB	One of the bidders sought clarification on the impact of increase in taxes/duties after introduction of GST.	Bidder to quote in accordance with clause no. 12.3 & 12.4 except VAT, which will be reimbursed on production of proof of payment.
21	Clause 15.4 of ITB	One of the bidders requested that EMD of the unsuccessful bidders may be returned within 28 days of the end of bid validity period or issue of LOI to the successful bidder whichever is earlier.	Not Agreed.
22	Clause 17.2 of ITB	Bidder requested whether to submit hard copy of the bid also.	Bid to be submitted online. As scanned copies uploaded are at times not legible, hence one signed copy of the bid document except financial bid may be sent separately for reference only.
23	Clause 17.2 of ITB	Bidder requested whether for authorizing signatories statement on letter head or notarized Power of Attorney will be required.	Notarized Power of Attorney will be required.
24	Clause 25.5 – Evaluation of Bids of I.T.B	One of the bidders has stated that the clause no. 25.5 for evaluation of bid is ambiguous. Hence, the same may please be clarified.	There is no ambiguity as two references have been made to Tug-barge flotilla only.
25	Clause - 30.1 Section II of ITB	One of the bidders has requested to increase the period for submission of performance security to 28 days from LOI signing.	Not accepted. Tender condition shall prevail.
26	Clause 31 - advances of ITB	One of the bidders requested that mobilization advance of 10% of contract price may be given without any interest.	Not agreed.

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		12 months from delivery of the vessel and also a BG of 15% on first stage payment.	
31	Clause 7 (1) of GCC	One of the bidders has pointed out that due to typographical error Self Propelled Cargo Vessels has been mentioned instead of Tug Barge Flotilla.	Yes, it was a Typographical error and the same may be read as Tug-Barge Flotilla.
32	Clause 8 (v) of GCC	One of the bidders has pointed out that once a bidder has become L-1 after all evaluation the price should be taken as confirmed and no further evaluation should be done.	After award of work, no further evaluation will be done.
33	Clause 12 of GCC	One of the bidders has pointed out that for covering the risk of loss or damage to Authority or owners property, the details of the same may be provided.	The provision made in the clause is of standard nature. As IWAI will not provide any property to the bidder this clause may not be needed to be applied.
34	Clause 17 GCC	One of the bidders have sought clarification on whether the first payment of 15% will need keel laying for 1 tug and 2 barges or keel laying of each tug along with keel laying of each barge.	Construction of all six vessels to be done simultaneously. Stage wise payment of one unit consisting of one tug and two dumb barges will be considered for payment.
35	Clause 17 of GCC	One of the bidders has requested that 15% payment may be made at the time of placement of order.	Not agreed.
36	Clause 19 of GCC	One of the bidders has requested to confirm whether a separate Indemnity Bond is to be given or not.	Not required.
37	Clause 20.2 of GCC	One of the bidders has pointed out that if the test shows there is no defect then who will pay for the test.	The bidder has to bear the cost.
38	Clause 55 of GCC	One of the bidders has pointed out that cash flow statement need not be a part of the technical bid.	Not agreed. Tender condition stands.
39	Clause-57 Section IV, Part-I, G.C.C	Bidders requested that liquidated damages may be fixed as 5% instead of 10% of the contract value.	Not agreed. Tender condition shall stand.
40	Clause 63: payment of final bill of GCC,	One of the bidders has sought clarification whether final bill will be paid in 6 months	Final bill submitted along with all document and certificates accepted by IWAI as per tender condition will be paid within three months.
41	Clause 12 (h) - Delivery of SCC	One of the bidders has requested whether the penalty for deficiency in draft of the pusher tugs and dumb barges will be applicable separately for six vessels (2 tugs + 4 barges).	Penalty shall be applicable for the vessel (s) not meeting the specified draft on the basic cost of that / that vessel (s).
42	Clause 10.10 Technical Specification	Bidder requested to clarify if third party inspection will be required apart from owner's inspection.	Yes

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43	Interfacing	One of the bidders requested to provide reference / details for the arrangement in way of interface between tug and barges (pushing knees) with varying drafts and trims of each and whether barges need be identically loaded.	Reference GA given along with tender which caters for interface for varying draft. Barges shall be identically loaded in usual condition.
44	Clause 1.7 (d) of the technical specification.	One of the bidders requested for clarification regarding involvement of MMD and Dock Labour Board.	This is a standard clause.
45	Clause 12 (h) SCC – Part –II	One of the bidders has requested to change the value to 100mm/150mm instead of 25mm/50mm due to ripples and other factors for calculating the deficiency in draft.	Penalty for deficiency in draft has been modified as follows: (i) Upto 50mm of draft (2.050m draft) : 5% of the basic cost of the pusher tug. (ii) Upto 75mm of draft (2.075m draft): 10% of the basic cost of the pusher tug. (iii) Upto 50mm of draft (2.550m draft): 5% of basic cost of barge. (iv) Upto 75mm of draft (2.575m draft): 10% of basic cost of barge. The first line of last paragraph of the clause may be read as “if the actual draft of the pusher tugs & dumb barges is more than 2.075 m and 2.575 respectively”.

TECHNICAL SPECIFICATION OF CONTRACT

46	Clause 1.2.2. h	One of the bidders has pointed out that the air draft is in the loaded condition and enquired about the height restriction at lightship conditions.	The air draft of less than 8 m above waterline should be at any operating condition of a vessel.
47	Clause 1.4 Description of pusher tug	One of the bidders has sought clarification whether the speed of 10 knots is at 100% MCR.	Speed of 10 Knots is at 100% MCR.
48	Clause 1.4 Description of pusher tug	Bidders have pointed out that with the specified engine rating Bollard Pull of 15 tons (as given in the specification) will not be achievable.	The vessel shall be designed with suitable engines and thrusters to deliver bollard pull of 14T at 100% MCR. Main engine of minimum 2x373 KW shall be provided to meet the required bollard pull.
49	Clause 1.5	One of the bidders has enquired about the necessity of having a complement of 12 persons.	Since, the vessels are proposed for 24 hrs. Operation, complement has been accordingly provided.
50	Clause 1.6	Bidders have requested that instead of model testing only CFD calculation may be asked for submission.	Not agreed. Model testing is required.
52	Clause 1.8 – Stability, Draught & Trim	Bidders intend not to submit ‘Bending Moment’ calculation as length of the vessels is less.	As per class requirement.

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53	Clause 1.9	One of the bidders has pointed out that the time frame of 8 days may be fixed for receiving approval from Owners/owners representative for items which are not covered under class requirement from date of email. In case if no reply/valid comment received in this stipulated time shipyard can proceed with procurement to avoid any further time delay in the project.	Not accepted, IWAI shall endeavor for prompt approval.
54	Clause 1.12 Drawings	One of the bidders has pointed out that now days all drawings are normally submitted in pdf format in CD ROM and not in transparent films. The quantity can also be restricted to 2 hard + 1 soft copy	Accepted. Two hard copies and one soft copy each of the drawings may be submitted in PDF format in CD ROM.
55	Clause 1.15.1- Model Test	Bidder suggested that they would prefer to use stock propeller during 'the Propeller open water test'.	To be as per tank testing facility requirement to get desired result.
56	Clause 1.15.5 of	One of the bidder requested for classification regarding endurance test of 2 hrs in pushing condition	Endurance test of Tug-Barge in tandem operating as one unit for 2 hrs.
57	Clause 1.15.6 On delivery of the Vessel	One of the bidders has requested that the Sea/River trial is to be conducted by builder at its own premises. Since this trial will be witnessed by client's representative and Class mentioned in clause it would be a repetition. Hence, this may be waived.	Both technical trials as per clause 1.15.5 and checking trials as per clause 1.15.6 are to be done.
58	Clause 1.15.6	The clause provides for dry docking of the vessel in the presence of Owner and class shortly before and after the transport/transshipment to the place of delivery for examination of underwater parts, cleaning, restoring the paint system and when applicable for applying last coat of paint and on delivery of the vessel the contractor shall perform a checking trial at a river water area near the sight of delivery at Kolkata in the presence of class & Owner. It has been requested to waive of the docking requirement.	Not agreed. Dry docking and checking trials to be done
59	Clause 1.15.6	One of the bidders has requested that the dry-docking before and after transportation is not considered essential as underwater hull inspection if required can be carried out by deploying a diver.	Not agreed. Tender condition shall prevail

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60	Clause 1.15.7 welding	One of the bidders has suggested to improve the welding quality including the welding process such CO2/MIG/TIG with bare or flux core wire spools.	As per classification society requirement.
61	Clause 1.15.8 Tank testing	One of the bidders has suggested to follow a standard process for tank testing wherein a protection coat of shop primer of 25 Micron is applied on the welding seams, which keeps weld surface in good condition. This primer remains at the time of testing and is approved by class. Further they are also doing an automated welding process on plate panels like SAW, wherein the weld seams are usually defect less.	Tank testing and welding shall be carried out as per classification society requirement and good practice.
62	Clause 1.16 Delivery	One of the bidders has requested to clarify the term liquid stores and whether this 50% of liquid store on board is of tank volume or tonnage. If more than 50% of liquid store is measured / recorded at the time of handing, the cost of extra quantity has to be paid to the contractor at mutually agreed rates.	Liquid store to consist of fuel oil, lube oil and fresh water which is measured by volume. For extra quantity of fuel oil and lube oil, payment shall be made at prevailing rates.
63	Cl. 2.1.3	One of the bidders has suggested that the flanging of plates & brackets may be permitted, as this will reduce the welding & eventually the construction time of the vessel and improve productivity.	To be as per class requirement.
64	Cl.2.1.3	One of the bidders has pointed out that since subdivision into blocks & panel is part of yard practice & does not include class. This clause may be deleted to avoid time required in approval & further delays in the construction period. The welding schedule booklet can be submitted for class approval.	To be submitted for approval of the owner.
65	Cl. 1.17.1 ships model	One of the bidders requested for clarification whether the models are required as follows: 2 Tugs-model required 2 or 2 per tug i.e. 4. 4 Barges-model required 2 or 2 per barge i.e. 8.	Models to be supplied as follows: Tug - 2 Barge - 4
66	2.3.1	One of the bidders has pointed out that since subdivision in section & panel is part of yard practice & does not include class. This clause may be deleted to	To be submitted for approval of the owners.

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		avoid time required in approval & further delays the construction period.	
67	2.3.1	For holes in construction of pipes, cables, trunk passage etc. the class intervention may be applied only in areas where openings need to be made in critical locations such as Engine Girders, Hatch coaming etc. In other locations yard to follow their standard practices. This is to avoid time required in approval & further delay in construction period.	Agreed.
68	Clause 2.2 Procured from primary steel	Bidders have requested that the choice of steel should not be restricted to only 2 makes. Class approved Marine grade steel should be acceptable.	Steel shall be marine grade material of reputed make and conforming to the requirement of class.
69	Clause 2.2.2	One of the bidders has pointed out that thickness of plate floors has been stated as 7mm which is not readily available and suggested that thickness of plate may be provided as per class requirement	Thickness of plates used for construction may be as per class requirement.
70	Clause 2.3.1 and clause 3.4.5	One of bidders has requested to confirm if MLC 2006 Regulations are applicable for accommodation. Also to explain what is a BIO TOILET concept in ships. In general the black water (sewage water) is processed through sewage treatment plant & then discharge overboard as per MARPOL guidelines or it can be stored in the sewage holding tank & then discharge to shore facility.	MLC2006 regulations are not applicable. Provision of BIO TOILET may be treated as deleted and read as standard marine toilets. For sewage water, sewage holding tanks with necessary piping and pump to be provided for discharging to shore reception as indicated in the tender.
71	clause 2.2.3	One of the bidders has pointed out that scantling may be made as per class requirement	Clause 2.2.3 indicates that scantling of shell plating to be determined as per rules and requirement of class.
72	Clause 2.5.2	One of the bidders has pointed out to clarify last Para "The hatch above to the coaming" has no relevance.	This para is relevant to steering gear compartment for maintenance purpose. Store may be treated as removed. The last para may be read as follows: "On main deck on top of the steering gear compartment, aft hatches shall be provided for maintenance purposes. The hatch coamings with sufficient height. Cover plating shall have the same thickness as the main deck plating. Cover to be reinforced with flat bar stiffeners, provided with rubber packing and bolted to the coaming."

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		2) Clear height of 1900 mm door opening from steel deck to top opening – This sentence is no relevance.	statutory rules whichever is maximum.
82	Clause 3.7	One of the bidder suggested that Navtex, SART, RADAR, Automatic Identification System, Gyro Compass are not required for I.V Vessels and the same may be deleted.	Equipment's to be provided as per statutory requirement.
83	Clause 3.8	One of the bidders has requested to provide the basic details of the crew boat specified like main particulars, etc.	Crew boat to be of at least six person capacity with 25 HP outboard motor.
84	Clause 4.2.1 Engines test Technical Specifications,	One of the bidders has requested that the shop testing of main engines shall be done as per the rules of class society.	Clause 4.2.1 includes that shop tests of propulsion diesel engines shall be carried out as per requirements of classification society. Specific fuel consumption are to be charted for the running range specified in the tender.
85	Clause 4.2.3 steerable rudder propeller system	One of the bidders has requested that the conventional propulsion system with shafting arrangement and in dependent rudder be used against SRP system.	Steerable rudder propeller system to be installed as per tender.
86	Clause 4.3	One of the bidders suggested that instead of two 37.5 KVA generators one 50 KVA and one 25 KVA generator set may be provided on pusher tugs.	Not accepted. DG sets to be provided as per tender with supporting electrical load analysis.
87	Clause 4.6.2	One of the bidders has point out that the drain from exhaust cannot be led overboard through transom.	The sentence may be treated as deleted.
88	Clause 4.6.12	One of the bidders asked about the type of "Tank content indicator" i.e. sounding pipe or automatic tank level etc.	Sounding pipe is acceptable.
89	Clause 6.1	Bidders have pointed out that the cost of 500 hrs manufacturers recommended spares is included in bidders scope and list of 2000 hrs spares with price to be submitted to IWAI and will be at additional cost.	Yes the manufacturers recommended spares for 500 hrs operation for major machineries are to be supplied without extra cost. For spares for 2000 hours operation list to be provided and IWAI will select from the list and place order for supply of the same within the delivery period if required, at additional cost.
90	Clause 8.3 of Dumb Barge	One of the bidder suggested that instead of two 30KW DG sets one DG set of 5 KVA may be provided as requirement is for domestic lighting and operating water transfer pumps.	Barge to have atleast one DG set of adequate capacity which shall be determined after electrical load analysis for operating hatch cover and winches and other electrical loads. Additionally one genset of adequate capacity for domestic lighting and other loads for harbour duties.

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91	Clause 8.3 of	One of the bidders has suggested that for pumping out bilge hand pump may be provided as per rules.	Agreed.
92	Clause 8.4.2. e.2	One of the bidders has requested to clarify why magnetic compass certificate is required. As in specification magnetic compass is not mentioned.	For dumb barge magnetic compass is not required.
93	Clause no. 9.3 for Bottom Construction	One of the bidders has requested to clarify about double hull construction.	The Cargo hold will have tank top and side inner longitudinal bulkhead.
94	Clause 12.5 and Clause 14.5	One of the bidders has suggested that hatch covers shall be simple type which can be operated by pulley, rope & winch (hand operated). Bidder has also requested to provide additional information on this arrangement, preferably some pictures to have better clarity for requirement on ropes & winches for safe handling of cargo.	Yard to come up with design to satisfaction of IWAI.
95	Technical Specifications	One of the bidders has point out that the title of the tender says the capacity of each vessel is 2000 Tonne. However, in details specification the capacity has been stated as 2200 Tonne – which is correct.	The capacity of each barge is 1000T. Hence, the total capacity of one tug-barge flotilla is 2000T.
96		One of the bidders has point out that the vessel may be rejected if the actual speed falls below 0.5 KN, the design speed 9 KN. Hence, if required may increase the Main Engine Power above 500 BHP – IWAI confirmation is required.	Yes.
97		Bidder has requested to provide detail information regarding the type of cargo intended to be carried in the vessel.	Coal should be used as a base cargo of stowage factor 1.3m ³ /t.
98		Bidder requested to provide the 'Vessel Book' – any special format or sample if available with IWAI.	May be treated as not relevant.
99	GA	One of the bidders has point out that the position of DG not specified on the GA Plan. Also they need to understand that the DG sets are to be of containerized type, if same are to be placed on the deck.	To be located as suited by design & satisfaction of IWAI

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100	GA	One of the bidders has pointed out that the shafting, as shown in the GA, will have transmission loss more than usual. Can shipyard suggest a better arrangement?	Can be suggested and implemented without changing steerable rudder propeller system.
101	General	One of the bidders has asked to provide the makers list for all machineries & equipment with alternatives.	Makes of main engines is given at clause 4.2.1 & for generator engines at clause 4.3 of Technical specification. Yard to suggest the makes of other machineries & equipment.



(VC Dialani)
Director (M)



(MK Saha)
Director (P&C)



(PK Srivastva)
Hydrographic Chief



(Pravir Pandey)
Vice-Chairman