## MINUTES OF THE PRE-BID MEETING HELD ON 10/03/2014 AT 14:30 HRS FOR THE TENDER FOR DESIGN, CONSTRUCTION AND SUPPLY OF SIX NOS. TWIN SCREW WORKBOATS FOR NW-1 & NW-2 (TENDER NO. IWAI/MD/182/2013-14)

## PRESENT

## **IWAI**

1. Ms Jayashree Mukherjee	Vice Chairperson
2. Shri R.P. Khare	Member (Technical)
3. Shri S Dandapat	Chief Engineer (P&M)
4. Cdr. P.K. Srivastava	Hydrographic Chief
5. Shri M.K. Saha	Director (Traffic)
6. Shri A.K. Gupta	C.A.O. I/c
7. Shri V.C. Dialani	Dy. Director (M)
4. Shri Ajeet Singh	Tech. Asstt. (M)

## REPRESENTATIVE OF THE FIRMS/PROSPECTIVE BIDDERS

1. Shri Abhishek Modi	M/s Shiva Engg. Works & Ferromar Shipping Pvt. Ltd.
2. Shri Gautam Roy	M/s Corporate Shipyard Pvt. Ltd., Kolkata
3. Cmde S R Deshpande	M/s Titagarh Marine Ltd., Kolkata
4. Shri Shailesh Bhobe	M/s Dempo Shipbuilding and Engineering Pvt. Ltd., Goa
5. Shri Praveen Borkar	M/s Dempo Shipbuilding and Engineering Pvt. Ltd., Goa
6. Capt. Hitesh K Trehon	M/s Waterways Shipyard, Goa
7. Shri Sudip Ray	M/s A.C. Roy & Co., Kolkata

Sl. No.	Refer Clause/ Page No.	Query	Clarification
1	NIT (Page no6)	One of the prospective bidder has stated that the work order for 6 work boats; valued at about Rs. 4725 lakh (i.e. Rs. 787.5 lakh each), ordered cumulatively is an exceptional work order and normally such work orders will be for one, two or max three vessels at a time and requested clarifications for the same.	
2	Clause -3 (ii) of NIT Eligibility criteria Page 7		consultant/ Naval Architect is to be specified in detail and to support their credentials and past experience for at least three works of Inland/Sea-going propelled vessels of similar or higher size/ capacity, necessary documents in this regard are also to be

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		inland/sea going propelled vessels of similar or higher size/capacity. The prospective bidder has requested for clarification whether any document is to be submitted	
3	NIT 3(i) Eligibility Criteria (Page no. 7)	One of the prospective bidder mentioned that in the Eligibility Criteria it is mentioned that a firm engaged in only for construction of dumb barge and repair of the vessels are not eligible. Further stated that they have constructed both self -propelled and Dumb Crafts and also meet the turnover criteria, but they meet 7c (Page 8) i.e. One similar completed work costing not less than Rs 3780 lakhs (80 % of the estimated cost) for Dumb craft and therefore queried whether they qualify for this tender	The criteria laid in NIT at 7 a) to c) and also in in Instruction to Bidders Clause 4 Qualification of the Bidder (Page 14 to 16), Clause 4.4A (b) is for similar completed works (one or two or three costing not less than 80% or 50% or 40 % of estimated cost respectively) and similar works constitutes design, construction and supply of inland/sea going vessels particularly tugs, workboats, cargo vessels, self-propelled barge and other vessels of propelled type.  The last line of 3(i) of NIT states that a firm engaged only for construction of Dumb Barge and repair of vessels are not eligible. Further in Clause 3 Eligible bidders are bidders engaged in shipbuilding and has constructed vessels of similar type of vessels with similar or higher size/capacity as already described in NIT.
			Thus any shipbuilding firm having constructed both dumb crafts and self- propelled vessels are eligible to bid but for satisfying the qualifying criteria in terms of no. of work and cost as percentage of the estimated cost would be taken into account for the self-propelled vessels only.
4	NIT and Instruction to bidders, Eligibility criteria and Qualification of the Bidder. (Page no. 7 & Pages 14 to 16)	One of the prospective bidder has stated that Indian private shipyards are facing severe cash crunch and manufacturing industries showing great decline in order books; and execution of the contract is getting delayed due to uncertainty of order	As already clarified, the tender is for six nos. workboats as per the requirement of IWAI and bidders have to quote for all six workboats together.  Therefore the request of the



		and payments. Although eligible criteria of the tender clearly shows that the loss making shipyards and late delivery of vessels will disqualify from bidding and it is known fact the most of the private shipyards are continuously making losses during the last 4 years due to lack of orders and cash flow in Indian Ship building industry.  Therefore the bidder has requested that they should be permitted to quote for a minimum of two workboats instead of six workboats. In such case, eligible criteria of turnover of shipyard and earnest money deposit will also be lower side and this will also encourage a healthy competition in prices of the	bidder to quote for only two nos. workboats is not accepted
5	NIT (Page no8) & Clause 4.4A (b) of Instruction to Bidder Qualification of the Bidder (Page no15.)	one of the prospective bidder has stated CVC's guidelines are based on Civil & Electrical Contracts which are much different from Shipbuilding contract. However vide item no 2 & 4 of circular no 12-02-1- CTE-6 dated 17.12.2002, GoI, CVC New Delhi, states that 1) "It is necessary to fix in advance the minimum qualifications, experience and number of such similar works of a minimum magnitude satisfactorily executed in terms of quality and period of execution for fair competition and 2) Item 4 further states that while framing prequalification criteria, end purpose of doing so be kept in view, thus scope and nature of such work, experience of firm in the same field and financial soundness of firm be considered. The prospective bidder has requested for clarification for the same.	The qualification criteria of the bidder is given in Clause 4.4 A of the Instructions to Bidders and there will be no change in the Clause.
6	NIT Page no. 6	The prospective bidders have requested for extension of submission period for 15 days, i.e. till 10.04.2014 instead of 25.03.2014; in view of year ending	The last date of submission of bid is extended up to 21 <sup>st</sup> April 2014.





7	Clause- 4 of	The state of the s	The vessel(s) constructed for own
	Instruction to Bidders Qualification of the bidder (Page no.14)	requested for clarification whether similar completed work will include vessel(s) constructed for own use	use by the builder will also be considered for eligibility and qualification of the bidder. However in such case with regard to price of the vessel the same is to be certified by the Chartered Accountant and reflected in the bidders IT Return / Books of Accounts. The performance of the self-used boats to be certified by assessors other than Owner.
8	Clause 4.4 A (b) of Instruction to Bidders Qualification of the Bidder (Page no15)	One of the prospective bidder has suggested that qualification criteria stated in C1 no. 4.4.A: (b) of the tender for 6 workboats in respect of similar works completed, the contract value of such completed jobs having be fixed as 20% or 30% or 50% instead of 40% or 50% or 80% vide qualification criteria C1. no. 4.4.A: (b) keeping application of escalation factor same as stated in the tender; Appendix ITB on page 26 of tender documents.	The suggestion of the bidder is not accepted and there will be no change in the qualification criteria of the bidder given in Clause 4.4 A (b)of the Instructions to Bidders.
9	Clause 4.4A (b) of Instruction to bidders Qualification of the Bidder (Page no15 & 16) And Appendix to ITB (Page no26)	One of the prospective bidder has stated that they assume that date of bid notice for price submission for Government Tenders and/or price finalization with owners of the vessels for orders will be the date for application of 'Escalation factor' for arriving at value including escalation factor for assessing the Eligibility criteria. The clarifications for the same has been requested.	The last date of submission of the bid/price bid for Government Tenders will be considered as the date for the application of the 'Escalation factor' for arriving at the value including escalation factor for assessing the qualification of the bidder.
10	Relates to Qualification of bidder Clause 4.4 A of Instructions to bidders (Page no. 15)	One of the prospective bidder has stated that increase in number of vessels OR repeat order for design/construction/ supply of more vessel having same specification ordered earlier, immediately ordered in	The request of the prospective bidder to consider repeat order in continuation of the prevailing order as one order of similar vessels and aggregate value taken for eligibility criteria is not







		continuation of prevailing order by same owner, shall be considered as one order of similar vessels and aggregate value be taken for eligibility criteria. The clarifications for the same has been requested.	accepted. Repeat order will be treated as a separate order.
11	Qualification of the bidder Clause 4 (Page no14 & 15)	One of the prospective bidder has requested to clarify whether list of similar vessels during last 7 years for vessels designed, built and delivered, will suffice or documentary proof like invoice etc. be also uploaded.	Along with the list of vessels during last 7 years for vessels designed, built and delivered, in support the documentary proof of the work order, agreement executed, delivery of vessel(s) are to be uploaded.
12	Cl. 15 (15.2)of Instruction to Bidders. Earnest Money Deposit (Page -19 & 20) And Appendix to ITB (Page -26 & 27)	i) One of the prospective bidder has mentioned that for Earnest Money Deposit, it is stated that Bank Guarantee of only nationalized banks, ICICI/ICICI Bank or any schedule bank having Net worth of more than Rs. 500 crore will be acceptable and requested to confirm if Bank Guarantee issued by HDFC Bank Ltd for EMD will be acceptable or instead of Demand Draft, can they issue the 'Call Deposit Receipt issued by Nationalized Bank in favour of IWAI for EMD amount. In this case the Call Deposit Receipt issued by Nationalized/ Schedule Bank serves same purpose as of demand draft, but bidder saves the DD/BG charges and EMD amount earns interest till call Deposit Receipt is encashed has been stated  ii) One of the bidders requested	bank or in Demand draft. The BG from HDFC will be acceptable.
		for exemption of EMD citing that SSI units are exempted from EMD.	exemption of Earnest Money Deposit is not agreed to.
13	Clause -27 of Instruction to bidders, Availability of	i)One of the prospective bidder has stated to have a subsidiary unit wholly owned and forming part of the balance sheet of their	All relevant and supporting document may be uploaded, however in case it exceeds the limit in terms of MB for

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	vessel building facility (Appendix-1) (Page no. 23)  Instruction to bidder Clause 11.1 (VII) (Page no18)	firm and this unit is on lease hold plot. The bidder has requested whether they have to submit the relevant documents by uploading on site during bid submission, or hard copies of documents by hand delivery will suffice.  ii)One of the prospective bidder present requested for clarification whether the entire	uploading, the same may be submitted in physical form.  ii) It was clarified that the entire tender document duly signed is to be uploaded.
14	Clause- 32 of	tender document duly signed is also to be uploaded.  The prospective bidders requested	It was clarified to the prospective
	Instruction of Bidders, Performance Security and Clause- 14 (a) of General Condition of Contract, Contract Price (Page no 25 & Page no59)	for clarification that as the payments will be made vessels wise on completion of each stage, whether the performance security is also be to be given for each workboat separately and similarly BG for the first stage payment on Keel laying can be given for individual workboat(s).	bidders that the performance security is for the entire contract and hence one B.G. is to be submitted by successful bidder after award of work and the B.G. will have to be kept valid till 28 days after the expiry of defect liability period of all workboats. Further the B.G. for first stage payment on keel laying may be given separately for each workboat which will be returned after the delivery of the respective workboat.
15	Clause -33 of Instruction to the bidder - Advances Page no.25	One of the prospective bidder stated that as they are furnishing non-revocable BG for the advance than there may be no charging of interest of 15% as the advance will be used to buy material for these vessels.	interest bearing, 15% simple
16	Defect Liability Period (Page no. 52) of General Conditions of Contract Clause 1. (i)	One of the prospective bidder requested that the Defect liability may be taken as 12 months from date of delivery of individual boats.	liability period will be 12 months from the date of delivery of individual boat.
17	Cl. No. 14 (A) of General condition of Contract Contract Price- (Page 59)	a) The prospective bidders requested for revision in following stage payments:  1. Stage vi. Payment be divided in two parts as (a) Stage vi- 7.5% of contract price on successful completion of trials of	the stage payments as proposed by various bidders.  It was clarified to the bidders that the stage payments will be made on the basic cost of the

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		vessels at Builders Yard, and (b) Stage vii -7.5% on delivery of the vessel at designated place in Kolkata.  2. Stage –(iv) – 20% on arrival of major machineries i.e. Main engines, Steerable	schedule. Taxes and duties (Excise and VAT) on workboats to be paid at actuals on delivery of the vessels against proof of payment and the transportation cost of the workboat(s), if any, will be paid
		rudder propellers, auxiliary engines and crane of work boat to be made into two parts 10% for indigenous machinery and 10 % for imported machinery as imported machineries like rudder propellers have longer lead time for supply especially transit time  3. Proposed stage payments 1) 20% keel laying 2) 20% on 50% Hull fabrication 3) 15% on 100% hull fabrication 4) 15% on arrival of major mach. 5) 15% on launching 6) 15% successful trails and delivery.	after the workboat(s) have been transported to Kolkata i.e. the place of delivery and delivered to IWAI.
		b) One of the prospective bidder requested that the payment shall be made within 15 days from the date of submission of the bills in lieu of the 30 days specified in the tender.	b) The request of the bidder is not accepted and therefore there will be no change.
18	of Contract, Programme and Method Statement/Work Plan (Page no 67)	During deliberation of this issue one of the bidder stated that submission of a bar chart with various activities will suffice.	the programme and method statement/work plan to be submitted with the technical bid is to indicate the activities in detail vessel wise proposed to be carried out for the execution of the work and merely a bar chart will not suffice. The Work plan is to clearly indicate how the bidder proposes to carry out various activities for the successful completion of the contract.
19	Cl. 36 of General Condition of Contract—'TAX': (page 69)	One of the prospective bidder stated to have confirmed that Rate quoted shall be inclusive of all rates taxes etc. but we suggest that any variation in rate of prevailing taxes, duties etc. after submission of Price Bid, upward/downward and/or levy	1.In the cost schedule the second component is taxes and duties where in the bidders have to quote Excise duty and VAT only. This component will be reimbursed at actuals after the delivery of the





	Clause- 12.3 of Instruction to bidders (Page no19) Bid prices	of any additional taxes duties, levies etc. as may be applicable on fully completed vessel on the day of delivery, as may be levied by Central and/or State Government, if any, be reimbursed accordingly.  One of the prospective bidder stated that the duties and Taxes will be applicable at the time of delivery of the vessels and they will consider present Tax structures while bidding  One of the prospective bidder has stated that the Present Tax Structure (Basic +5.3045% Excise duty) +5% VAT local or C.S.T. as applicable.	workboat(s) on proof of payment.  2. As regards other taxes etc., Clause 36 Tax, the rates quoted by the contractor shall be deemed to be inclusive of the sales and other levies, duties, royalties, cess, toll, taxes of Central and State Governments, local bodies and authorities. Hence these are to be included in the basic cost in the cost schedule and the suggestion of the bidder that any variation in rate of prevailing taxes, duties etc. after submission of price bid to be applicable is not accepted.
20	Spare Parts Clause- 12 (b)- Page -81 of Special Conditions of Contract	a) One of the prospective bidder stated that the Tender condition stipulates supply of spares for 2000 hrs. as recommended by manufacturers. However different manufacturers have different yardsticks for spare requirement and as such a fair assessment cannot be made for different make and model and therefore recommended not to include the price in the tendered amount but may be quoted optionally on basis of specific spare requirements from owners side.	a) After deliberation, it has been decided that the supply of the spares for 2000 hrs as recommended by manufacturers is not to be included in the price. But the successful bidder during selection of machineries and seeking approval for same will have to provide the list of spares recommended by the respective manufacturer along with the price for recommended spares.
	Clause-11 – Spare parts Inventories, Tools – (Page no. 95)	b) For fair assessment the scope of supply of spares may be kept beyond the tender rate for evaluation.	b) Same as above.
21	Registration Clause -16- (Page No. 85) of Special Conditions of Contract	One of the prospective bidder has stated that Registration being owner's responsibility and can be done by owners only after deployment of proper crew. The builder shall produce all documents required by the Registration Authorities and requested for clarification for the same.	After the test and trials are conducted at Kolkata or the workboat(s) are transported to Kolkata (if applicable), IWAI will ensure that no delay occurs in deployment of the crew. After completion of all formalities for registration of the workboat(s) delay beyond one month for



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		Other prospective bidders present also stated that delay on account of Registration of the workboats may not to be taken into account for the purposes of liquidated damages and in view of any delay in Registration by Registering Authority or providing crew by Owners, IWAI may consider keeping certain token percentage of the last stage payment and take delivery and release the balance last stage payment.	registration being not attributable to the contractor will be considered for extension of the delivery period for that work boat(s). However there will be no change in the last stage payment at this stage. In the event of any abnormal delay in registration and not attributable to the contractor, part payment, if any, to be considered as requested will be decided at that stage on case to case basis.
22	Clause-1.2.2 (j) of Technical Specification (Page no. 89)	One of the prospective bidder has stated that the Work boat will be required to tow the dredgers and consequently the wheel house will be above accommodation and therefore they propose an Air Draught of 6.5 M at least (Accommodation 2.3 + Wheel house 2.3 + free Board 1.7 M)	An Air draft of 6.5 m in lieu of 6.0 m is accepted.
23	Clause- 1.2.2 of Technical Specification (Page no. 89)	One of the prospective bidder has mentioned that the General Arrangement and lines plan etc. will be provided by IWAI and therefore the builder will not be responsible for speed and bollard pull.	There is no such reference in the present tender and it was clarified to the bidders that the tender is for design, construction and supply of six nos. work boats and therefore the entire responsibility for complying the design, speed and all other parameters or conditions specified in the tender is that of the Builder.
24	Clause -1.3.7 lifting gear	One of the prospective bidder has referred to clause 1.3.7 lifting gear and requested for Type of crane whether electric/hydraulic operated.	There is no such clause 1.3.7 lifting gear in the present tender. Apparently the bidder has referred to one of the previous IWAI tender for the Multi-purpose tug.
25	Clause -1.4.1 Classification and Regulation	One of the prospective bidder has referred to Clause -1.4.1 and stated that as per latest DG circular vessel operating beyond IV limits to be registered as RSV.	There is no such clause 1.4.1 Classification and Regulation in the present tender. Apparently again the bidder has referred to one of the previous IWAI tender for the Multi-purpose tug.
			However it is to clarify that In clause 1.2.2 the workboats are to be designed for operation in Zone 1 and therefore the workboats are to operate in Inland Waters and



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26	Cl. 1.4 of Technical Specification - Description of work boat ( Page no. 90)	One of the prospective bidder have requested to clarify whether Non 'NON 'Nox Compliant'. Engines will be acceptable. And further stated that the vessels being registered under Inland Vessels Act 1917, IRS class may permit the engines on the vessel.	not beyond IV limits, hence the question of registering as River Sea Vessel does not arise.  The engines to be provided onboard the workboats are to be as per the latest applicable relevant rules of the Classification society under which the workboats will be built.
27	Clause- 1.4 of Technical Specification – Description of Work Boat (Page no. 90& 91)	(i) One of the prospective bidder suggested to allow +/-variation on the prescribed Principal Dimension with Performance Criteria remaining unaltered.	(i) It was clarified to the bidders that as per Clause-1.2.2 (b), the main dimensions are to be chosen in such a way that the maximum draft will be less than 0.9 m with 50% stores on board and with empty cargo tanks and the maximum loaded draft shall be 1.2 m and thus there will be no change in the criteria for draft. However the variation in other dimensions allowed shall be as follows:
		(ii) One of the prospective bidder has stated that the Breadth will be 9 to 10 m as per tender clause and further requested for clarification whether there will be any restriction on Breadth.	Length – 25.00 m (+/- 2.50m) Breadth- 7.50 m (+/- 0.50 m) Depth- 2.6/2.2 m (+/- 0.2 m)  (ii) There is no mention of Breadth of the work boat as 9 to 10 m in the tender and the variation in Breadth allowed is already mentioned above.
28	Clause- 1.5 of Technical Specification, Design and Model Test- (Page no 91)	One of the prospective bidder has stated that if they have a proven Design whether model testing would be required	It is to clarify that as the workboats are to be designed in line with the tender specification and built, there may be little probability of having built work boat to the same specification and performance. Hence, model testing would be required for the present tender for construction of workboats.

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			Further with respect to Model testing, it is clarified to the prospective bidders that the same shall be carried out on completion of the basic design for confirmation of propulsive power, speed, draft etc. before the commencement of construction work.
29	Clause- 2 of Technical Specification Hull Structure Materials (Page no -100)	One of the prospective bidder has stated that TATA or SAIL do not manufacture certain sections such as Flat Bars which are required for fabricated sections of ships. Flat bars has to be procured for local reputed sources and subjected to random testing to meet the rule requirements.	All the steel i.e. plates, structural/sections, flat bars are to be from reputed primary steel manufacturers like SAIL or TATA Steel or their authorized dealers.
30	Clause- 2.2.3 of Technical Specification Shell plating (Page no. 103)	One of the prospective bidder has stated that 7 mm plate thickness is not a standard production in India and therefore they propose a minimum thickness of 6 mm keeping in view the low draft requirements.	The scantling of the shell plating to be in accordance with the rules and requirements of the Class and therefore the words at least 7mm in the second line stands deleted.
31	Clause- 3.4 of Technical Specification, Deck house and Wheel house (Page no 115)	One of the prospective bidder has stated that the Accommodation is on port side and whether crew accommodation can be arranged below main deck to have better deck space.	The accommodation for the present workboats will be above the engine room and not below the deck. Further the same will not be on one side i.e. either port or stbd side. On the forward side of the accommodation clear deck space is to be provided for installation of crane and winch.
32	Clause 3.4.5 Bio Toilets (Page no.116)		The attention of the bidders was drawn to provision of Bio Toilets which are to be provided in the workboats.
33	Clause -3.9 of Technical Specification Crew Boat – (Page no. 120)	One of the prospective bidder has stated that 10 H.P. outboard Motor for Crew Boat may be insufficient and therefore they propose at least 15 H.P. outboard motor.	25 HP outboard motor for crew boat to be provided in lieu of 10 HP.
34	Clause- 3.12 of Technical Specification	One of the prospective bidder proposed that in lieu of 2x 200 m mooring lines, 4x100 m mooring	The request of bidder is accepted and therefore the mooring ropes of 4 x 100 mtrs to supplied in lieu

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	Mooring Equipment (Page no. 121)	lines may be considered as 200 mtrs. in length may prove to be inconvenient.	of 2x 200 m.
35	Clause -4.6. of Technical Specification - Exhaust System (Page no. 126)	One of the prospective bidder proposed that alternative provisions for Wet exhaust stern may please be incorporated.	The request of bidder is accepted and therefore a sentence to be added at the end of the clause as "Alternatively wet exhaust system at stern may be provided."
36	Clause-4.6. of Technical Specification - River Chests (Page no. 127)	One of the prospective bidder proposed that the scope of providing compressed air from River Chests may be deleted, since there is no provision of compressor.	
37	Clause -5.7.5 of Technical Specification Navigational Console, Electric Air Horn (Page no. 142)	One of the prospective bidder proposed that electrical horn in lieu of Air horn may be considered.	Reference Clause 5.7.1 Electrical Horn has been considered and therefore in Clause 5.7.5. Electrical horn to be considered in place of the words 'Electrical air horn'.
38	Clause- 5.7.5 of Technical Specification, Navigational Console (Page no 142)	One of the prospective bidder requested that whether license required for VHF and Walkie Talkie sets will be arranged by IWAI.	It was clarified to the prospective bidders that the license for VHF and Walkie Talkie will be provided by IWAI.

(S. Dandapat) 2 2 Chief Engineer (P&M)

(R.P. Khare)

Member (Technical)

(Jayashree Mukherjee) Vice-Chairperson