

**MINUTES OF THE PRE-BID MEETING HELD ON 31.10.2011 AT 16:00 HOURS
FOR THE TENDER FOR CONSTRUCTION & SUPPLY OF TWO NOS.
MULTIPURPOSE TUGS AND FOR THE TENDER FOR CONSTRUCTION &
SUPPLY OF TWO NOS. HIGH POWERED TUGS**

PRESENT:

IWAI

- | | | | |
|----|------------------|---|-------------------------------------|
| 1. | Sh. Deepak Das | : | Member (Finance) In chair |
| 2. | Sh. S.S. Pandian | : | Chief Engineer & Member (Tech.) i/c |
| 3. | Sh. S. Dandapat | : | Director (Marine) |
| 4. | Sh. V.C. Dialani | : | Deputy Director (Marine) |
| 5. | Sh. Ajeet Singh | : | Technical Assistant (Marine) |

REPRESENTATIVE OF FIRMS / PROSPECTIVE BIDDERS:

- | | | | |
|----|------------------------|---|---------------------------------------|
| 1. | Sh. Sudip Ray | : | A.C. Roy & Co., Kolkata |
| 2. | Sh. Raja Srinivasan | : | Dempo Shipbuilding, New Delhi |
| 3. | Sh. S. Chinnadurai | : | Startek Shipyards, Chennai |
| 4. | Sh. Z.A. Khakra | : | Associated Shipyard, Mumbai |
| 5. | Sh. M. Balasubramanyan | : | Tebma Shipyard, Chennai |
| 6. | Sh. Mohanty | : | Cambe Shipyard Pvt. Ltd., Bhavinagar. |

At the outset, Chairman, TEC welcomed all the representatives of the prospective bidders and after a brief introduction of all present, the following queries were raised and the clarifications of IWAI to the query raised are as given below. The clarification shall be applicable wherever applicable for both types of tugs i.e. 6 Tonne Bollard Pull and 12 Tonne Bollard Pull as in Cost Schedule-I & II respectively:-

A. COMMERCIAL

Sl. No.	Refer Clause / Page No.	Query	Clarifications
1.	Clause-12.3 - All duties taxes royalties and other levis payable by the contractor.	The bidders requested that the duties and taxes as applicable at the time of delivery may be reimbursed by IWAI. The	The duties and taxes as applicable at the time of scheduled date of delivery will be reimbursed by IWAI. Therefore, the duties and

		bidder also requested that this component may not be included for evaluation of the price bid.	taxes as applicable will not be taken into account with the basic cost for evaluation of the price bid.
2.	Clause-3.3 - 15% interest will be charged on mobilization advance.	The bidders stated that they are furnishing non-revocable BG for this advance, and the same will be used to buy material for these vessels and have requested that interest may not be charged on mobilization advance.	Not agreed. All mobilization advance are interest bearing as per CVC guidelines.
3.	Clause-A of Cost Schedule a) Basic + Tools + b) Taxes duties etc. + c) Transportation chgs.	The bidders have mentioned their present tax structure (Basic + 5.3045% Excise duty) + 5% VAT Local or C.S.T. as applicable and requested that only basic cost of the vessel and tools and the transportation charges may be considered for price comparison.	As clarified in sl. no. 1
4.	Clause-14(a) & 14 (c) of GCC Stage payments.	One of the bidders have proposed their own stage payments which are 20% keel laying, 20% on 50% hull fabrication and erection, 20% on 100% hull fabrication and erection, 15% on arrival of major machineries, 15% on launching and 15% on successful test, trial and delivery.	Not agreed. However, the stage payment are modified as follows: (a) 15% on keel laying against BG. (b) 15% on 50% hull fabrication and erection. (c) 20% on 100% hull fabrication and erection. (d) 10% on arrival of indigenous major machineries i.e. main and auxiliary engine, gearbox. (e) 10% on arrival of imported major machineries i.e. SRP

			<p>unit, crane.</p> <p>(f) 15% on launching.</p> <p>(g) 15% on successful test, trial and delivery.</p>
5.	Clause-14(a) & 14 (c) of GCC.	The bidders suggested that payment should be made from 15 days from the date of submission of the bill.	Payment shall be made within 30 days from the date of submission of the bills.
“TECHNICAL SPECIFICATION”			
6.	Clause-No1.4.1, Classification & regulations.	One of the bidders has stated that as per latest DG circular vessel operating beyond IV limit to be registered as RSV.	The multipurpose tugs are Inland tugs for Zone-1 operation built as per the requirement of classification society. The high powered tugs are generally to be utilized in Inland Waters in Zone-1 and occasionally may ply in waters beyond inland limits within 12 nautical miles of the coast within territorial waters.
7.	Clause-No1.2.2 of Section-V Technical Specification of Multipurpose Tugs states that General arrangement and lines plan etc. will be provided by IWAI.	One of the bidders stated that the builder will not be responsible for Speed and Bollard Pull.	The successful bidder/contractor will have to design, construct and supply the tugs in accordance with the specification of IWAI and the rules & regulation of the classification society and State IWT Directorate as per I.V. Act, 1917. Therefore, the builder will be responsible in entirety for the design and model testing and will have to meet the requisite speed and bollard pull criteria.
8.	Clause-No1.3.7 of Section-V Technical Specification of Multipurpose Tugs - Lifting	The bidders requested for the type of crane whether electric/hydraulic operated to be	Only electro-hydraulic crane to be installed.

	Gear.	installed on the multipurpose tugs.	
9.	NIT.	One of the bidders have stated that the supply of the tugs for NW-1 and NW-2 has been amalgamated with place of delivery as Kolkata. The bidder requested for change in the place of delivery at Guwahati for NW-2 tugs. This will put the builders from Assam at par and not in a advantageous position in terms of delivery of the tugs.	Not agreed. The place of delivery will be only at Kolkata.
10.	Clause No. 1.3.1 of Technical Specification of NIT of multipurpose tug for 6 T Bollard pull capacity.	<p>i) One of the bidders has stated that the multipurpose tugs of 6 T Bollard Pull are to be constructed as per existing design available with IWAI. All available drawings including general arrangement plan, hydrostatic booklet etc. will be supplied to the successful bidder. The bidder has to make detailed drawings as may be necessary which shall have to be got approved by the classification society & owner.</p> <p>ii) The bidder has also stated that the drawing of design retained by IWAI should be</p>	Refer Sl.No.7 above. The bidders have to design, construct and supply the tugs. No drawings for multipurpose tugs will be supplied by IWAI.

		attached along with the tender document, so that the builder can assess the concept and study the drawing and calculate its costing etc. Unless the drawings are given in advance, it will be like quoting blindly. [here, a reference can be given from IWAI contract for pontoons tender where a list of 8 (eight) drawings were enclosed in the tender itself for builder reference].	
11.	Clause No.5 of NIT	One of the bidders requested for extending the closing date of the bid by another 20 days.	The last date of submission of bid is 28.11.2011 at 15:30 hrs.
12.	Clause No.1.2 of Instructions to Bidders at page no.10 of High Powered Tugs.	One of bidder requested to consider 18 months for the delivery of each tug. One of the bidders requested for change in delivery period to 18 months for the first tug and 20 months for the second tug instead of 17 & 18 months.	Agreed. The revised delivery period for both types of tugs shall be as follows: (i) 1 st Tug - 18 months (ii) 2 nd Tug - 20 months
13.	Clause No.33 of instruction to bidder – mobilization advance.	One of the bidders requested that in Clause-33 of ITB 15% advance is mentioned whereas in GCC only 10% mobilization advance is mentioned. The bidder requested for	The interest bearing mobilization advance will be 10% of the quoted price without taxes.

		clarification.	
14.	Clause No. 12(b), page 75 of Part-II, Special conditions of contract:	<p>With regard to the spare parts for 5000 hours of operation required to be included in the basic cost of the tug, one of the bidder requested for amendment as follows:</p> <p>Spare parts for 5000 hours operation to be procured separately at additional cost and not quoted in the bid and the bidder cited the reason that it is not advisable to include the cost of spares in the basic price of the tugs for the following:</p> <ul style="list-style-type: none"> • The quantum of spares for 5000 hours operation as projected by different bidders could vary and it would be a fair evaluation for the spare parts to be included in the bid by the bidders. • The equipment have to be frozen after which only the relevant spares can be identified and the quantum of spares required for 5000 hours as recommended by OEMs can be assessed. • It is therefore suggested that IWAI delink the procurement of spares from 	<p>Agreed, Accordingly, the cost of spare part will not be part of the basic cost for evaluation of the bid. However, the successful bidder with whom the work order is placed, shall submit the details of the machineries conforming to classification, statutory Authority and operational requirement for acceptance of IWAI within a period of six months along with the list and cost of the spare parts for major machineries for supply separately. The spare part shall be supplied at the time of delivery and payment will be considered as follows – (a) basic price + taxes + 10% overhead expenditure and IWAI will pay for the cost of spares separately.</p>

		<p>the prices quoted for the tug.</p> <ul style="list-style-type: none"> • IWAI could make it mandatory that within 6 months of signing of the contract major equipment will be identified and OEMs recommended spares for 5000 hours operation will be submitted to IWAI for fixing quantum of spares. Based on IWAI's advise, the yard shall order the spares and supply with the tug. • The cost of spare parts shall be as per price quoted by the OEM plus taxes & duties and freight plus 15% of basic cost of spares to be paid to the yard as overheads handling cost to the yard. <p>The tender condition may be modified in the above manner.</p>	
15.	<p>Clause No.19, page 81 of the special conditions of contract manning during guarantee period.</p>	<p>The bidders requested for following clarification with respect to manning.</p> <ul style="list-style-type: none"> (i) The manning cost quoted will not be included in the price of the tug for purpose of evaluation. (ii) During the guarantee period whether IWAI Engineer of Staff will be 	<ul style="list-style-type: none"> (i) Agreed that manning cost quoted will not be included in the basic price for the tug for the purpose of evaluation. (ii) During the guarantee period, the Engineer of builder should be available on board for training

		<p>available on board.</p> <p>(iii) The responsibility of safety and operation of the vessel during manning of the tug has to be that of IWAI end covered by necessary insurance by IWAI.</p>	<p>and acquaintance of the machineries.</p> <p>(iii) The Insurance of the tug on taking delivery shall be arranged by IWAI in its name.</p>
16.	Clause 1.3.1 of Technical Specification - Principal Particulars	<p>The bidders stated that the bollard pull has been specified as 12 T for high powered tug. With the suggested power of main engines, bollard pull of 10 T could be easily achieved. Hence, it may be necessary to marginally increase.</p>	<p>The successful bidder has to develop the detailed design based on the GA Plan attached with the tender document. If necessary by model testing and thereafter prepare the construction drawings and construct the tug complying the rules and regulation of Classification society, Statutory Authority etc. The builder shall also be responsible for providing 6 T Bollard Pull as in Cost Schedule-I as well as 12 T Bollard Pull as in Cost Schedule-II and speed as specified for each tug.</p>
17.	Clause No.1.3.3. of Speed	<p>(i) Speed of 10 knots is required to be achieved with fully loaded condition in still water condition. Please note fully loaded condition would require 10 T diesel oil to be filled up. It is requested that speed may be checked with 50% capacity of fuel and fresh water. This is also in line</p>	<p>(i) Agreed. The trial to be conducted with 50% capacity of fuel and fresh water. The trials will be done at Kolkata by taking equal runs with current against the current and average taken. Minimum three runs in each direction to be taken during trials.</p>

		<p>with para 1.11 (page 86) of technical specification.</p> <p>(ii) Still water condition would be difficult to achieve, hence necessary corrections in speed for under current would be applied. Trials being taken in equal runs with the current and against the current and average taken.</p>	
18.	Clause No. 1.3.6	<p>(i) 2 Nos. Diesel Gensets with 50 KVA & 25 KA capacity each shall be provided for 12 T Bollard Pull tug. Our understanding is one No. 50 KVA and 1 No.25 KVA capacity diesel genset are to be provided. Please confirm.</p> <p>(ii) The rating of the main genset as 50 KVA appears to be low. As per our preliminary calculations, the main genset capacity shall be 60 KVA. The 25 KVA capacity genset which is meant for lighting duties when the tug is not in operation could remain same.</p>	<p>(i) Confirmed that 1 no. minimum 50 KVA & 1 no. minimum 25 KVA capacity genset are to be provided. However on finalization of design & electrical load requirements based on class requirements and selection of machineries enhanced capacity of the gensets if required, same to be provided.</p>
19.	Clause No. 1.9	<p>Builder shall supply spares for 5000 hours operation. Please refer comments under para 12</p>	<p>Refer as item No.14.</p>

		(b), page 75 of Special Condition of contract.	
20.	Clause No. 1.1, Page 91	Delivery – IWAI may provide suitable berthing place at Kolkata for handing over of the tugs.	Agreed to provide suitable berthing place, at the time of delivery.
21.	Clause No. 2.11.4	<u>Painting scheme</u> :- The painting scheme indicated in the specification with proposal of chlorinated rubber paints which are not in use due to environmental reasons. Hence, the bidders suggested that suitable painting scheme in consultation with the paint manufacturer will be submitted with the bid as permitted in the specification.	Agreed. Accordingly, the painting schedule may be revised as follows: (i) The painting schedule shall be as recommended by the reputed Marine paint manufacturer and suppliers such as – Shalimar, International Paints, Jotun and Berger. The broad specification of the painting schedule and surface preparation as indicated has to be adhered to. The painting schedule as recommended by the paint manufacturer shall have the approval of IWAI.
22.	Clause No. 2.12.4	In place of Neoprene rubber as the fenders, hard rubber may be allowed.	Agreed, for rubber fenders of marine quality approved by class.
23.	Clause No. 3.6	<u>Firefighting appliances</u> – For this size of tug it shall be provided as per rule requirement. External firefighting system has been proposed with 2 Nos. pumps of 2000 ltrs. Capacity. Hence, it is to be clarified whether the capacity of the pump to be 2000 ltrs. / minute or 120 T/ hour.	2 nos. pumps are to be installed. However, only one pump shall operate driven by the main engine through PTO at a time. The capacity of each pump shall be 2000 litre/ minute.

		<p>The following may please be noted.</p> <p>The pumps will be driven off the main engine PTO. 2 Monitors will be provided on the wheelhouse top.</p>	
24.	Clause No. 5.2.1, Page 107, last line	½ hour running at 110% load is required to be shown in shop test for main engine. Please note over load test will be as per engine makers standards and classification rules.	Agreed.
25.	Clause No. 5.3, Page 108	Steerable Rudder Propellers of SCROTEL or equivalent make has been suggested. Hence, it is requested for the correct name either of Schottel or Kamewa (Aquamaster) or HRP or KORT, UK.	The make of SRP mentioned as “SCROTEL” being typographical error, it is clarified that the make of SRP shall be of “SCHOTTEL” and equivalent may be of HRP (Holland Rudder Propeller) and Aquamaster only.
26.	Clause No. 5.3	<p><u>Steerable Rudder Propeller:-</u></p> <p>The bidders mentioned that the sentence. “The steerable nozzles shall be able to showing from hard port to hard starboard through 2 x 35° with the main engine running at MCR at fully loaded draught” may be deleted as this is not applicable for steerable rudder propellers which are capable of rotating 360°.</p>	Agreed. This is a typographic error and accordingly same be deleted. Steerable rudder propeller are to be provided.
27.	Clause No. 6.1, Page 109	The bidders suggested that since all valves and pumps shall	Agreed.

		be controlled locally, the provision for remote control from wheelhouse for valves and pumps should be deleted.	
28.	Clause No. 6.3, Page 110	The bidders suggested that capacity of fuel oil pump would be sufficient of 3 cu.m./ hr. at 2 bar instead of 5 cu.m./ hr. at 2 bar.	To be provided as per rules of classification society.
29.	Clause No. 6.5	The bidders requested that compressed air for cleaning of river chests may please be deleted.	Agreed to delete.
30.	Clause No. 6.7	One of the bidders mentioned that Bilge, Ballast, General Service/ Fire pump - 2 pumps of 15 cu.m./hr. capacity at 6 bar is to be provided. The capacity is low and the pressure is very high as per preliminary calculations. The pump capacity should be 25 cu.m./hr. each at 2.5/3 bar. Accordingly suggested for correction.	To be provided as per rules of classification society.
31.	Clause No. 6.7	One of the bidders mentioned that the emergency fire pump is required to be provided in forward stores. This pump appears redundant as there are already 2 pumps with necessary fire hydrant on deck. Considering this, emergency fire pump may be deleted.	This is to be provided as per classification, statutory authority and operational requirement.

		Alternatively, if the emergency fire pump is a requirement as per SOLAS, it may be a diesel pump of 15 cu.m./hr. at 2 bar.	
32.	Clause No. 7.3.5., Page 115	The bidders suggested that adequate number of sets of sealed maintenance free accumulation may be corrected to read as adequate number of maintenance free battery with suitable chargers.	Agreed. Adequate number of maintenance free batteries with charger to be provided.
33.	Clause No.9.1.1, Page 121	<p>i) One of the bidders mentioned that the tug is to attain a service speed of 6 knots with 2 nos. 300 T loaded dumb barge and free service speed of 10 knots.</p> <p>ii) Average speed of 10 knots shall be subject to correction for wind and current. However, the speed of the tug while towing 2 Nos. 300 T barge cannot be made part of the trial demonstration.</p> <p>iii) Such requirement needs evaluation of towing against or with river current, condition of the barges etc. Trials condition will therefore prevail only with respect of the tug</p>	<p>(i) This is a typographical error and may be deleted.</p> <p>(ii) Speed trial to be conducted with 50% fuel and water.</p>

		built.	
34.	Clause No. 9.1.4	The bidders mentioned that the Bilge / GS / fire / ballast pump as in Clause No. 6.7 of the technical specification, pump capacity of 25 cu.m. agreed. But head is to be corrected to 2.5 /3 bar instead of 3.5 bar.	As per the rules & regulation requirement of the classification society and statutory authority as well as operational need the pumps are to be supplied and installed.
35.	Clause No. 9.1.5	Please refer to para 6.3	
36.	Clause No. 9.1.11	One of the bidders mentioned that for tug no stern anchor is installed stern anchor. Hence requirement of one stern anchor of 115 kgs., may be deleted.	As per the requirement of classification, statutory authority and operational requirement to be provided
37.	Clause No. 9.1.5, Page 123	One of the bidders requested that wet grinder be read as Mixi.	Agreed. However, the mixi to be provided to be large enough for catering to requirement of food preparation for 12 personnel.
38.	Mooring Lines- Clause No. 9.1.14 of Equipment, Spares and Tools.	One of the bidders suggested that the requirement of mooring ropes of 2 x 200 mt. of polypropylene being on higher side, it should be 1 x 100 mt.	Agreed. 2 x 100 mt. may be supplied.
39.	Clause no.1.4.2 – c(2)- Certificates of Technical Specification at pg. no.88 for High Powered and pg. no.83 for Multi-purpose tugs.	One of the bidders has informed that the “Official DWT certificates” is not issued for such types of vessels and requested the same clause may be deleted.	Agreed, the clause is deleted.
40.	Clause no.7.6.3 – Navigation Console of Technical Specification at	One of the bidders requested that only one communication system is sufficient either VHF	Agreed, HF communication system shall be installed.

	pg. no.117 for High Powered and pg. no.111 for Multi-purpose tugs.	or HF.	
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(S. Dandapat)
Director (Marine)

(S.S. Pandian)
Chief Engineer/M(T) i/c

(Deepak Das)
Member (Finance)

Cost Schedule**(Two Multi-Purpose Tugs for NW-1 & NW-2)**

Note: The tenderer shall enter a firm price against each item and fill up the blanks.

<u>Item</u>	<u>Quantity</u>	<u>Description</u>	<u>Price (in Rs.)</u>
A	Two	Cost of two Multi-Purpose Tugs complete in every respect in accordance with the specifications including cost of transportation for delivery at Kolkata, but excluding taxes.	

Total: Rs.....

(Rupees.....)

Cost Schedule for Manning

<u>Item</u>	<u>Quantity</u>	<u>Description</u>	<u>Remuneration and other statutory charges including contractor's profit, overhead & service tax.</u> (In Rs. per month)
B	One One One One One One One	Guarantee Engineer Master 2 nd Class Driver 1 st Class Seacunny Greaser Laskar Cook	

(Signature of Contractor)

Dated.....

Address.....

Witness Signature..... Name in Block letters.....

Address & Occupation.....

Note: Evaluation of the tender shall be made by taking into consideration both the cost of the tugs and the expenditure on manning.

Cost Schedule

(Two High Powered Tugs for NW-1 & NW-2)

Note : The tenderer shall enter a firm price against each item and fill up the blanks.

<u>Item</u>	Quantity	Description	Price (in Rs.)
A	Two	Cost of two High Powered Tugs complete in every respect in accordance with the specifications including cost of transportation for delivery at Kolkata, but excluding taxes.	

Total: Rs.....

(Rupees.....)

Cost Schedule for Manning

Item	Quantity	Description	Remuneration and other statutory charges including contractor's profit, overhead & service tax. (In Rs. per month)
B	One One One One One One One	Guarantee Engineer Master 2 nd Class Driver 1 st Class Seacunny Greaser Laskar Cook	

(Signature of Contractor)

Dated.....

Address.....

Witness Signature..... Name in Block letters.....

Address & Occupation.....

Note: Evaluation of the tender shall be made by taking into consideration both the cost of the tugs and the expenditure on manning.