



PARADIP PORT TRUST
MARINE DEPARTMENT

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MINUTES OF PRE-BID MEETING HELD IN THE CHAMBER OF DEPUTY CONSERVATOR, PARADIP PORT TRUST AT 1130 HOURS ON 21.11.2017.

SUBJECT: Operation & Maintenance of Oil Spill Response (OSR) Facility at South Oil Jetty including supply of Materials

Present (PPT) :

- | | | | |
|----|-----------------------|---|---|
| 1. | Capt. A. K. Mohapatra | - | Deputy Conservator I/c |
| 2. | CA S. K. Sahu | - | FA & CAO |
| 3. | Sri S. K. Mishra | - | Traffic Manager I/c |
| 4. | Er. Chandan Panigrahi | - | Dy. Chief Electrical Engineer
(Rep. Chief Mechanical Engineer) |

Present (Tenderer) :

- | | | | |
|----|-------------------------|---|---|
| 1. | Mr. Praveen Mittal | - | GM, Head, O&CSR
M/s.Viraj Clean Sea Enterprises Pvt. Ltd
Navi Mumbai |
| 2. | Mr. S. N. Singh | - | Chief Executive Officer
M/s. Sea Care Marine Services,
Navi Mumbai |
| 3. | Mr. K. Kamdar | - | Chief Executive Officer
M/s.Enviro Care Systems, Mumbai |
| 4. | Mr. Vedant Choudhury | - | Managing Director
M/s.Sadhav Shipping Ltd., Mumbai |
| 5. | Mr. Premananda Moharana | - | Branch Manager (Paradip Branch)
M/s.Pragati Marine Services Pvt. Ltd.
Navi Mumbai |

Online queries were also received from M/s. Alpha MERS Limited, Bangalore.

Following tender conditions were discussed:

1. **M/s. Pragati Marine Services Pvt. Ltd.**

Sl. No	Section, Clause Reference and Description in Tender	Queries of Bidders	Proposed amendments by PPT
01	<i>Clause 4.2 under Bidders Eligibility Criteria 4.0 in its present form specific to Eligibility/Experience Criteria</i>	<p>It is submitted that in its current form the Clause 4.2 imposes serious limitations in participating by only limited participants and thus, not generating desired healthy competition for PPT in the subject tender.</p> <p>Hence, the Eligibility Criteria suggested to be amended to read as follows:</p> <p>4.2 Firm/Manufacturer/ Vsl Owner who</p>	<p>Not agreed.</p> <p>This is as per CVC Guidelines</p>

	<p>have the experience of Manning/Ops/Management of port crafts and have supplied the VsIs/Manpower in support/assisting Port Operations in major ports in India during the last 07 Yrs ending 31st Oct'2017 meeting work criteria as under:</p> <ul style="list-style-type: none"> • Three similar completed Works each costing not less than Rs 1,65,60,000/- • Two similar completed works each costing not less than Rs. 2,07,00,000/- • One similar completed work costing not less than Rs. 3,31,20,000/- <p>Similar Job means Firm/Manufacturer/ Vsl Owner who have the experience of Manning/Ops/Management of port crafts have supplied the VsIs/Manpower in support /assisting Port Operations and have the capacity to supply/set up pollution response equipment/Materials or Oil Spill Response Facilities and Services</p>	
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M/s. Sea Care Marine Services

Sl. No	Section, Clause Reference and Description in Tender	Queries of Bidders	Proposed amendments by PPT
01	Eligibility Criteria: Clause no.2, Note: 2 – Scanned copy of original TDS Certificate (TDS Traces) must be furnished if the work Completion Certificate from any Private Organization is submitted)	Please confirm whether we can submit payment remittance proofs in lieu of TDS certificate. We have successfully executed a contract with a foreign company in India for more than desired value for one similar completed work for which they have paid us in equivalent USD currency, but no TDS has been deducted since they are a foreign company.	Payment remittance cannot be considered in the absence of the copy of exemption certificate issued by the income tax authority.
02	Clause no. 4.4 - The tenderer must submit solvency certificate from any Schedule Bank for 5.00 Crores.	The value of solvency certificate i.e. Rs 5 Cr is too high in comparison to other govt. tenders considering Estimated Cost of work i.e. Rs. 4.14 Cr. Please reduce the value of Solvency certificate.	Clause 4.14 is deleted. No bank solvency certificate is required as there is no guidelines from CVC on this issue.
03	Instruction to Bidder: Clause No. 34 (i) "Purchaser's Obligation	Electricity, water and land should be provided free of cost for execution of work and during maintenance / repair of equipment. In addition to above, Crane and Forklift for handling heavy equipment i.e. containers, skimmers, reels & power pack etc. and consumable including HSD / fuel for operation of workboat and engine / power pack of OSR equipment should be provided free of cost.	It is clarified that only fresh water for drinking and engine running and the electricity while the boat is secured at Jetty and to carryout minor repairs shall be supplied at free of cost by PPT . The cost of diesel for running the engines of boat, power pack units and for other facility shall be borne by the contractor.

04	Instruction to Bidder: Clause No. 36 “Scrap Disposal”	The waste material i.e. used cotton waste, used absorbents or oily stained / mixed other material generated during actual oil spill or mock drill, the same will be dropped / disposed by contractor into the PPT nominated area under PPT limit, however, the further disposal of the same outside the PPT limit, should be PPT responsibility. Please clarify.	It is clarified to dump the scrap and wasted materials at designated place identified by PPT on their cost.
05	Section-II, Scope of Work:	Please confirm whether 01 no. of IMO Level-II supervisor will be counted in the team of 4 team member of each shift of he is addition to a team of 04 members. Please also confirm whether the same team will operate the work boat and perform OSR operation or boat operating team will be different to OSR team. If, yes, please specify the manpower for both the team separately.	It is clarified that the firm should deploy only one IMO Level-II supervisor as overall in charge of the site and one IMO level-I certified crew in each shift.
06	Technical Specification of material: I. Rigid Oil Containment Boom (Solid Flat Floatation – Flat Hard Shell Floats filled with Polyurethane Foam)	External Solid floats boom usually manufactured with cylindrical and round (half ball) shape floats and not flat floatation because flat floatation and cylindrical boom cannot spool on reel. So please amend flat hard shell floats to round hard shell floatation.	Recommends to amend as “solid floatation boom” instead of solid flat floatation boom.
07	Hydraulic Power Reel for Boom	The desired capacity of reel should be 350 mtr of solid float boom, which will be difficult in the size of reel as mentioned in tender specification. Usually round solid float boom can be stored in reel upto 200 mtrs hardly.	Minimum boom stowage capacity of 350 metres of boom has been replaced as suitable capacity of hydraulic reel boom should be installed in the technical specification to accommodate 300 Mtrs. Boom.

M/s. Sadhav Shipping Ltd.

Sl. No	Section, Clause Reference and Description in Tender	Queries of Bidders	Proposed amendments by PPT
01	Eligibility Criteria Clause No.4.2 Scanned copy of original experience certificate of having successful completion of similar job during the last 07 (Seven) years ending on 01st October’ 2017 shall have to be submitted in respect of:	Since the systems of Oil Spill Response is fairly new in India, the contracts of a OSR Facility have only been awarded from 2015 onwards. Requesting you to include partially completed works as well.	It is clarified that if the participating firm has completed successfully any similar works for a particular period and comes within the specified value mentioned in the eligibility criteria shall be considered.
02	Eligibility Criteria Clause No.4.2 Similar job means the firm/Manufacturer must have supplied the pollution response equipments /Materials or Provided oil spill response facilities and services to any Major Port Trust/Coast Guard/any reputed private organization	We request you to extend the nature of similar works to vessel operators as a major component of the works include maintaining and operating a workboat with suitably trained crew to handle the vessel and the oil spill.	Not acceptable

03	<p>Clause No.13.4 Security Deposit :</p> <p>A sum of 10% of accepted value of the tender shall be deposited by the successful tenderer (Contractor) as Security Deposit (SD) in shape of BG.</p>	<p>Since the tender is going to be a service contract, we request you to have the Security Deposit as 10% of the Annual Contract Value. The current tender condition is usually prevalent in supply contracts wherein the goods are normally supplied within a year time.</p>	<p>Not acceptable as there is provision for submission of 1% of contract value , EMD and rest amount shall be deductible from the running bills.</p>
04	<p>Encircling of entire ship in 45 mins</p>	<p>Please specify 45 mins from which event. FEW / Pilot disembarkation. The encircling cannot happen when the engines are rotating.</p>	<p>Agreed to enhance 60 min from the declared time of all fast of the vessel and it will be confirmed from the signal station.</p>
05	<p>Joint Inspection : Shortfall on contractors account.</p>	<p>The contract is envisaged for a period of five years, and there is a possibility of change of requirements of the OISD or MMD under the OPRC Convention of IMO during the period of five years. The contractor is liable to provide only as what has been described in the tender and not what may be required as per new rules. We request you to limit the contractors liability to what is prescribed in the tender as an open ended Bill of Quantities will increase the quoted rates submitted.</p>	<p>It is clarified that there will no change of BOQ during the entire contract period of five years.</p>
06	<p>Regular Internal Exercises</p>	<p>Requesting PPT to provide approved copy of the Oil Spill Contingency Plan for Tier 1 Oil Spill preparedness to understand the nature and extent of oil spill we need to be prepared for.</p>	<p>Copy to be provided on request.</p>
07	<p>Boom Fabric :- PVC Coated Polyester, Tensile Strength : 200 N/mm</p>	<p>The PVC coated Polyester fabric boom will never have a 200 N/mm tensile strength. The general trend is 70/80 N/mm for PVC and 200 N/mm for Rubber.</p>	<p>Not agreed.</p>
08	<p>Towing Speed - 8 knots (straight line), 3 knots (sweep)</p>	<p>With experience of handling a Tier 1 Oil Spill Facility, towing a PVC boom at 8 knots will tear up the boom and sweeping contained oil at 3knots will definitely spill over the collected oil. The industry standard for towing PVC booms in straight line is about 4/5 knots and sweeping collected oil is less than 1 knot.</p>	<p>Agreed to reduce to towing speed to 5 knots and sweeping speed to 1 knot.</p>
09	<p>Supply of Work Boat</p>	<p>Please specify specifications of work boat required with Class , Registry, Deck Space, LoA, Beam, max Draft, Single Screw, etc.??</p>	<p>Not agreed, the firm may deploy any suitable work boat having registration and valid insurance.</p>
10	<p>The Contractor shall be liable for pollution damage and the cost of cleanup which has occurred due to Contractor's and / or the Contractor's personnel by wilful, wanton, intentional, acts or omissions or gross negligence. Also the demurrage charges if claimed by the vessel because of delay in sailing due non-clearing the laid up boom.</p>	<p>By all means, the contractor can only be liable for the pollution caused by the vessel operated by the contractor. In the event of oil spill the responsibility of the contractor remains up till mitigating the oil spillage to within the spilled area. The tender does not have provisions of extracting the oil from the water by way of skimming pumps or floating tanks to store the collected oil. In none of the Ports that we work in are the contractors liable for demurrage of the ship berthed.</p>	<p>Agreed to modify the Clause as the delay charges on account of vessel beyond the stipulation as per the PPT SOR shall be recovered from the Bill of the firm in addition to non-payment of full day's charges.</p>
11	<p>Mobilisation Period/ Commencement of work clause SCC -8</p>	<p>Please specify mobilisation period for the services with materials. As most of the materials of Booms and Reels are custom made, we request you to kindly give a mobilisation period of 7 months.</p>	<p>The firm shall mobilise and commence the work within four months from the date of issue of work order.</p>
12	<p>Workboat Fuel on Contractors account</p>	<p>The tender does not mention the frequency of the vessels berthing at the jetty, thus to estimate the fuel consumption is difficult. We request the Port to change the tender conditions to exempt the contractor from the responsibility of fuel.</p>	<p>Not agreed, the cost of fuel should be in the account of contractor.</p>

M/s. Envirocare Systems

Sl. No	Section, Clause Reference and Description in Tender	Queries of Bidders	Proposed amendments by PPT
01	Eligibility Criteria Clause No.4.2	<p>For pre-qualification three similar works each costing not less than INR 1,65,60,000/- have been asked for , we kindly request that small modification be made to this and average value of three orders submitted be considered.</p> <p>In that case if a bidder, might be falling short, in any one order by a small amount / margin, it can be made up by the average rather than having to be disqualified in spite of having done sizeable work contract, this way would be innovative to allow more qualification for genuine companies in this relatively your profession in India who have been in the industry for decades.</p> <p>We would like to bring your kind attention that indigenized manufacturers have been successfully manufacturing and supplying similar OSR equipment along with services, to various PSUs at highly competitive prices than foreign suppliers / service providing companies or companies importing from foreign suppliers; the competitiveness of indigenized companies, is only beneficial for the procuring organization, ideally this should not work against them by rendering them ineligible for participation in tenders, which would only be a travesty.</p> <p>We would like to state that, for the same equipment if a foreign supplier quotes 1.75 crores for a tier 1 package, indigenized manufacturers are offering, the same package at 1.25 crores in most cases, hence we are of the feeling that their competitiveness should not end up disadvantaging them for tender eligibility.</p> <p>As in the Make in India era there is widespread awareness that innovative techniques are required for wide spread inclusion of capable bidders into the government procurement system, hence our most sincere and humble plea is incorporation of the same, by slight modification of an existing guideline.</p> <p>There are already various PSU organizations that have implemented the same as OSR industry is a relatively young industry in the country</p>	Not acceptable
02		<p>In case of scanned copy of original TDS certificate (TDS traces), in case of manufacturers participating in the tender who have previously supplied to private organizations, as in case of supply contract, TDS certificate (TDS traces) cannot be issued, we request VAT certificate (VAT traces) be allowed to be submitted in case of manufacturers participating in the tender, as from our understanding of the tender document manufacturers are eligible for participation in the aforementioned tender.</p>	Agreed to accept the VAT traces in place of TDS as per Tender Conditions in case of manufacturers participating in the tender.

03		<p>Solvency of INR 5 crores has been asked however from our estimates this is at least 3 times i.e. 200% more than the maximum possible upfront capital required for the project.</p> <p>As estimated project cost is INR 4,14,00,000 over a period of 5 years, as a thumb rule maximum cost per year inclusive of profits can only be INR 82,80,000/- Hence, this can safely be assumed to be maximum upfront capital required for the project, in this practical respect, maximum practical solvency required for any bidder would be one crore sixty five lakhs sixty thousand only to cover for two years of project duration, which easily includes project start up as well additionally this does not take into account the fact that, monthly reimbursements are provided for the project which further reduces the upfront capital as well as working capital required for the project.</p> <p>Hence, our sincere plea is that solvency criteria, be relaxed to 1.5 or 1.6 crores, this would not give any undue advantage to extremely large players but would also allow otherwise completely capable companies to participate in the tender and increase the competitiveness of the tender, resulting in best price realization for the work output for Paradip Port Trust thus resulting in a fair environment.</p> <p>Additionally as there is no specific CVC guideline for solvency criteria, our understanding is that it need not be locked to an amount that is beyond capital and start up cost of the project.</p>	<p>Agreed and deleted the clause, Hence no need to submit the bank solvency certificate.</p>
04		<p>As form for J.V. / Consortium could not be found in tender document we request you to urgently provide for the same.</p>	<p>Agreed to incorporate the JV as per Conditions annexed as Annexure-1</p>
05		<p>We request 15 to 20 days time extension to allow for sufficient time to scrutinize and explore in depth tender aspects for placing of best offer.</p>	<p>Agreed to extend up to 18.12.2017 for submission of bids and opening of technical bids date up to 20.12.2017</p>
06		<p>In order to ensure adherence to specifications, does tensile strength, weight and thickness of boom fabric have to be witnessed by IACS member, TPIA and same certificate to be submitted to PPT for acceptance.</p> <p>If aforementioned technical parameters are not enforced, it is easy for some bidders to quote lower by bypassing these specifications and supplying alternative product, as in essence this is mainly a service contract.</p>	<p>Should be inspected by the classification society of IACS members only.</p>
07		<p>As traditionally flat floatation booms are known to have toppling problem in slightly higher currents, high winds, choppy conditions, fast oil slick encircling and towing speeds, strong winds etc. Also flat floatation have conventionally / standardly never been provided for hard shell boom configuration by any reputed global company as it</p>	<p>It is agreed to solid floatation boom instead of solid flat floatation boom but the fabric should be 3 mm thick and tensile strength 200 N/sq.mm</p>

		<p>is not known to be stable in different scenarios please clarify, if boom shape can be provided round / spherical or cylindrical which are conventionally known to be stable floatation shapes even in fast currents and strong winds.</p> <p>As these booms are to be used, for frequently conducting oil tanker booming operations, floatation aspects are important to be clarified. For such tanker booming operations, most frequently used booms worldwide are spherical floatation booms; examples of Indian P.S.Us. using spherical booms for tanker encircling operations are VOC Port Trust, Chennai Port Trust Vizag Port Trust and Cochin Port Trust.</p> <p>Additionally as these booms may need to be used for assistance at SPMs in that case flat float booms are not known to perform and be effective in SPM area water conditions.</p> <p>Round / spherical floatation boom combine the virtues of inflatable boom and flat foam boom in terms of buoyancy and stability due to circular shape and quick deployment aspect.</p> <p>Tensile strength of 200 N/mm is asked and fabric thickness of 3 mm usually flat floatation booms are not undertaken for production in industry for such strong fabrics</p>	
08		<p>Please clarify if the booms have to be inspected by TPIA from IACS member so that it ensures service provider adheres to the specifications and there is no deviation to the specifications at the time of supply</p>	<p>Should be inspected by the classification society of IACS members only.`</p>
09		<p>Fabric tensile strength of 200 N/Mm and 3 mm is asked please confirm to which A.S.T.M. standard such as ASTM D-751 etc. Should the tensile strength be tested to for conformity to the numeric value specified in tender document.</p>	<p>Fabric thickness should be 3 mm as agreed by all the parties.</p>
10		<p>What should be weight of fabric to ensure 200 N/mm tensile strength is maintained as weight becomes important criteria to achieve desired tensile strength that has been specified.</p>	
11		<p>In order to ensure adherence to specifications, does tensile strength weight and thickness of boom fabric have to be witnessed by IACS member, TPIA and same certificate to be submitted to PPT for acceptance.</p> <p>If aforementioned technical parameters are not enforced, it is easy for some bidders to quote lower by bypassing these specifications and supplying alternative product as in essence this is mainly a service contract</p> <p>Regarding end connector being Z-type alternatively can ASTM F-962 type quick slide connector be also provided as it has same quick slide properties as Z-type and is also predominantly used in oil containment booms by various PSU organizations.</p>	<p>Agreed to ASTM F-962 type connector, accordingly technically specification to be modified. All the technical specification to be certified by the classification society of IACS members only.`</p>

M/s. Alpha MERS Limited

Sl. No	Section, Clause Reference and Description in Tender	Queries of Bidders	Proposed amendments by PPT
01	Eligibility Criteria Clause No.4.3 ISO Certification	In the spill response industry, normally ISO Certification is not asked for. Hence, we request you to delete this requirement from the tender pre-qualification and scrutinize our wide experience and contracts executed to qualify us for this tender	Agreed to delete the clause 4.3

Capt. A. K. Mohapatra
Deputy Conservator I/c

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FA&CAO

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Dy. Chief Electrical Engineer

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Traffic Manager I/c