

Minutes of pre-bid meeting held on 17.6.2011 at IWAI, Kolkata regarding tender of bare boat chartering of six self propelled cargo vessels of IWAI.

IWAI had invited tenders for bare boat chartering of its six self propelled cargo vessels. The pre-bid meeting was held at IWAI, Kolkata on 17.6.2011 at 12.00 hrs. List of participants and IWAI officials is annexed.

Following points were raised by the participants and clarified by the IWAI officials:

1. Representatives of M/s North East Carriers wanted to know if they can participate in the bid as they are a new firm in the logistics and are part of a renowned Century Plywood Group but they are not experienced in the vessel operation.

It was clarified that they can participate in the tender however, the firm shall either have experience in operation of vessels or firm may have tie-up with firms having experience in operation of vessels. This is a pre-requisite and necessary for ensuring safety of vessel and also it will be difficult for bidder to operate and manage vessels without any experience. This is already indicated in the tender document under item 2 of the eligibility criteria.

2. Representatives of M/s Spring professional Services Pvt. Ltd. requested that the eligibility criteria regarding financial capabilities such as net worth, annual turnover for last 3 years, etc should be waived off, as they are a new firm of experienced professionals in sea going/ coastal vessels but do not have balance sheets etc for previous years.

It was clarified that they can submit their bid jointly with any existing firm who fulfils such eligibility criteria. However, a MoU should be executed between them and the lead partner shall sign the tender documents. The details and procedure for submission of joint bid are already indicated in the tender document under item 3 of the eligibility criteria and also under Mode of Submission of Bid. The financial eligibility criteria shall remain same.

3. Representative of M/s Vivada Inland Waterways Ltd. requested to reduce the floor rate/reserve price of hiring of the vessels. He told that it is difficult to recover the operational cost with such high hiring charges. He suggested that the hire charges shall be in the range of about ` 75,000 – ` 80,000/- per month.

It was clarified that some of the IWAI's vessels are already given on hire at a better price than suggested by M/s Vivada. The floor rate is based on some rationale and inputs from the market. Therefore, for this bid, the floor price/reserve price as indicated in the tender remains same and no change is acceptable at this stage. However, in the tender document under item 7 of the eligibility criteria provision of discount is also available and according to which if the vessel is deployed upstream of Farakka in NW-1 or in NW-2 for full calendar month, a rebate of 10% from the monthly hire charges of that vessel would be considered for that month on submission of necessary documents to prove eligibility for getting rebate.

4. Representative of M/s. ICM India Pvt. Ltd. wanted to know the type of cargo which can be transported by these vessels and if there is any item which are barred. He also wanted to know the draft availability in Farakka-Haldia stretch.

It was clarified that each vessel shall be used as Inland vessel for the purpose, as defined under the Inland Vessel Act, 1917. The least available depth in various stretches are published and uploaded by IWAI periodically on its website. LAD of 2.5 m in the Farakka-Haldia stretch is available almost round the year and all cargo vessels of IWAI can safely navigate in this stretch. Only legitimate cargo shall be transported and no explosive materials, chemicals and /or contraband / disbanded materials shall be loaded. IWAI is having general cargo vessels and separate vessels for specific cargo i.e. POL and container and charterer shall keep in mind the type of cargo which he intend to move before quoting. Details are already given in the tender document under item 29 of the Instructions to Bidders.

5. Shri Dharamveer Upadhyay requested that the IWAI crew may be given with the vessel and the salary of the crew will be paid by them to the IWAI.

It was clarified that the bare boat chartering means that only vessel is being offered without manning and this has been clearly indicated under item 27 of the Instructions to Bidders. Responsibility of hiring, deployment and payment of the experienced crew is of the charterer.

6. M/s Model Construction Company and M/s Vivada Inland Waterways requested that the chartering of vessel shall be for a longer period of 1-2 years.

They were informed to refer to clause 9 i.e. tenure of the agreement, which specifies that tenure is 24 months and the tenure can be extended for a further period of 24 months on mutual consent.

7. M/s North East Carriers wanted to know the speed of the vessel and the average consumption of 600 and 300 MT general cargo vessel.

Since, the firm is new to the IWT field, they were informed about varying current velocities during lean and flood season, u/s or d/s sailing with or without load. Considering all factors a average speed of 8-10 km per hr. can be considered for calculation of travelling time. Dy Director (Mech-Marine) informed that the fuel consumption of MV Rajagopalachari is about 90-100 lts. per hour which will also depend on the u/s or d/s sailing and current velocity. Similarly for MV Zakir Hussain the fuel consumption would be about 75-80 lts. per hr.

8. M/s Vivada Inland Waterways Ltd. wanted to know the procedure for dry-docking statutory survey.

It was clarified that if statutory dry docking is required during the period of 2 year's of charter hire of any of cargo vessel, the cost of such repair shall be borne by IWAI. This has been clearly specified in detail in the tender document under item 22 (b) and (c) of instruction to bidders.

List of Participants in the pre-bid meeting held on 17.6.2011 at IWAI, Kolkata for bare boat chartering of six self propelled cargo vessels of IWAI.

IWAI

1. Shri Ravi Kant, Dy. Director (Cargo), IWAI, Noida
2. Shri S.V.K. Reddy, Dy. Director, IWAI, Kolkata
3. Shri L.K. Rajak, Dy. Director (Mech-Marine), IWAI, Kolkata
4. Shri P.K. Biswas, Marine Advisor, IWAI, Kolkata

Participants

1. Shri, Vivek Lahoti, North East Carriers Pvt. Ltd., Satyam Towers, 3 Alipore Road, 1st Floor, Unit No. 9B, Kolkata - 700027
2. Shri Manoj Purohit, Officer Purchase, Star Cement, Satyam Towers, 3 Alipore Road, 1st Floor, Unit No. 9B, Kolkata.
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3. Shri D.K. Chowdhury, General Manager (Commercial), Interminable Commodity Management (India) Pvt. Ltd. 2, Chowringhee Approach, Kolkata -700072 E-mail : icmworld@vsnl.in/dk_icm@yahoo.co.in
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4. Siddhartha Rakshit, Vivada Inland Waterways Limited, 14 Southern Avenue, 3rd Floor, Kolkata-700 026
Ph: 033-24631990 (5 Lines), Fax: 24631994, E-mail: siddharth@vivada.in
5. Capt. Deepak Arora, General Manager, Spring professional Services Pvt. Ltd., House no. 429, Behind Central Bank of India, VPO Shahabad Mohammadpur, New Delhi-110061
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7. Sk. Aslam Ali, Model Construction Company, Village & P.O. – Noorpur, P.S.- Ramnagar (D/H), Dist.- South 24 Parganas, (W.B.) PIN-743368
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