

## (Tender No. IPGPL / Reach Stackers & Empty Container Handlers/ 2017)

CLARIFICATIONS PERSUANT TO PRE-BID MEETING HELD ON 16 JANUARY 2017 FOR FOUR LOTS i.e. YARD CRANES, REACH STACKERS & EMPTY CONTAINER HANDLERS, and TERMINAL TRACTOR TRAILERS AND FORKLIFTS.

### REACH STACKERS

Sr. No.	Volume-I Clause No.	Page No.	Tenders Specification Requirements	Queries	Clarification From IPGPL
1	Clause 2.7.2	7	Authority in Signing Tender Documents.		Replace the word Agent with Authorized Distributor / Dealer / Licensee.
2	Annex-II	57	Bank Guarantee (BG) Format for EMD.	Tender No. IPGPL/MHC/2017	Replace MHC with Reach Stackers & Empty Container Handlers.
3		General	Currency	Request permission to submit the tender offer in Euro's in lieu of US Dollars (i.e. IMPOSSIBLE trading in US Dollars with Iranian banks).	Please refer to Clause 2.14, Clause 5.5 and Schedule 11 (Format of Price Schedule). The Bidder is free to quote in USD/EURO/INR.
4		General	Price Bid & Marine Insurance	We propose Cost & Freight (CFR) Incoterms 2010 in lieu of Cost Insurance & Freight (CIF) (i.e. IMPOSSIBLE obtaining the necessary	Tender conditions prevail.

				insurances in Iran. Therefore, will Marine Insurance will not be considered).	
5		General	Consequential Loss	Anything in this Tender in relation to Consequential loss or damage shall be deleted and replaced by Clause 3 Disclaimer/Limited Liability of this Addendum to Tender	Please refer to clause 3.61 for limitation of liability.
6		Page no.2	EMD	Due to ongoing U.S. sanctions no European banks are willing to provide EMD/BG wherein delivery of Iran is involved. Kindly provide us with alternate solutions or request to delete	Tender conditions prevail.
7		Page no.4	ITT	Sealed tenders in two-cover system (Technical & Price Bid), are invited on behalf of India Ports Global Pvt Ltd (IPGPL), from reputed manufacturers fulfilling the Minimum Eligibility Criteria (MEC) as detailed at clause 2.1.1 of the tender document for the work of, “Design, Manufacture, Supply, Testing and Commissioning of 2 Nos. Reachstackers at ShahidBeheshti Port, Chabahar, and Islamic Republic of Iran.”	Query not clear. Tender conditions prevail.

8				<p>Can the Bidder bid only for the one equipment type from Reach Stackers and Empty Container Handlers? Also, will there be a single selected bidder for both the equipment?</p>	<p>It is clarified that the minimum Eligibility Criteria and Price Schedule of all the tenderers participating in this tender shall be evaluated separately for Reach Stackers and Empty Container Handlers. It may be noted that the Price Schedule for both shall be separately evaluated and the Selected Bidder for the same shall be separately announced. To clarify, the parties for both the equipment may be separate. Corresponding changes shall be made in the tender contract while signing of the same.</p>
9		Page no.4 clause 2.1.1	Financial standing	<p>2.1.1 Minimum Eligibility Criteria (MEC); a. Financial Standing: shall be deleted and replaced by</p> <p>1- The average annual financial turnover of the tenderer over the past three years shall be at least RS 12,93,00,000/- (Rupees Twelve Crores Ninety Three Lakhs only) or EUR1,800,000 (Euro One Million Eight</p>	<p>Please refer to revised MEC provided along with the Reply to Queries.</p>

				Hundred Thousand only)	
10		Page no.5 clause 2.3.4	Tenderer to inform himself fully	shall be deleted and replaced by  The Tenderer and/or his representatives will be granted permits to visit the site for the purpose of inspection, on receipt of a formal written request. The Tenderer will be fully responsible for any injury (whether fatal or otherwise) to himself or his representatives for any loss or damage to property or for any other loss, damage, costs and expenses whatsoever caused which but for the granting of such permission would not have arisen.	Tender conditions prevail.  This clause shall be read with Clause No. 3.61 of the RFP Vol I.
11		Page no.6 clause 2.5.1	IPGPL's Right to Annul the Bidding process	2.5.1 shall be deleted and replaced by  Notwithstanding anything contained in this tender document, IPGPL reserves the right to annul the bidding process at any time without any liability or any obligation for such annulment, without assigning any reason. The Earnest Money Deposit shall be refunded to Tenderers within ten (10) days of notice of any such annulment by IPGPL.	Tender terms prevail.  It clarified that in case the tender process is annulled by IPGPL under the provision of Clause 2.5.1, the EMDs (in the form of BG) of the Bidders shall be returned within 21 days from the date of notice of annulment.
12	Clause 2.5.3	Page 6	IPGPL's Right to Annul the Bidding process	2.5.3 shall be deleted and replaced by  IPGPL reserves the right to reject any Tender if at any time, a material	Tender conditions prevail.

				<p>misrepresentation is made or uncovered OR the Bidder does not respond promptly and thoroughly to requests for supplemental information required for the evaluation of the tender. The Earnest Money Deposit shall be refunded to Tenderer within ten (10) days of notice thereof by IPGPL.</p>	
13		Page no.6 clause 2.6	Tender Validity	<p>2.6 Tender validity shall be deleted and replaced by</p> <p>The tender shall remain valid for acceptance for a period of 180 days from the date fixed for opening of Technical Bid. IPGPL reserves their right to extend the period of validity for a specific time. The request and the response, there to, shall be made in writing by post or by E-mail. However, in the event of the Tenderer agreeing to the request, he shall not be permitted to modify his tender. In the event of the Tenderer agreeing to the extension, the Tenderer shall correspondingly extend the validity of the tender suitably along with valid extension of the Bank Guarantee furnished towards EMD against this Tender. In case tenderers do not agree to extend the validity of their offer beyond the validity period, EMD of</p>	<p>It is clarified that the EMD of the tenderers not agreeing to extend the validity of their offer beyond the validity period, the EMD (in the form of BG) of such tenderers shall be refunded within twenty (21) days of written communication from the Bidder.</p>

				such tenderers shall be refunded within ten (10) days of notice thereof by IPGPL.	
14		Page no.8 clause 2.11.1	Modification, Substitution and withdrawal of proposal	2.11.1 shall be deleted and replaced by  The Tenderer may modify, substitute or withdraw his proposal after submission, provided that written notice of modification, substitution or withdrawal is received by the Employer before the closing time on due date of submission. No offer shall be modified, substituted or withdrawn by the Tenderer after the closing time on due date. The Tenderer's modification, substitution or withdrawal notice shall be addressed to the Managing Director, India Ports Global Pvt Ltd, 4th Floor, NirmanBhavan, M.P. Road, Mazgaon, Mumbai- 400010, with outer envelope clearly marked as Modification, substitution or withdrawal of the tender.	Tender condition prevails.
15		Page no.9 clause 2.11.1	Stamp Duty & other expenses	Stamp Duty & Other Expenses shall be deleted and replaced by  All costs, charges and expenses including any duty in connection with the Contract as well as preparations and completions of agreement by Tenderer shall be borne and payable by the	Tender Condition Prevails  It is clarified that all expenses towards registration of Agreement / Contract shall be on account of the selected bidder.  Bidder should factor all expenses

				<p>Tenderer. Tenderer shall ascertain the taxes and duties to be paid on his own before the submission of the bid. All taxes duties, to be paid to any statutory bodies in Germany shall be paid by the tenderer.</p>	<p>and duties related their respective country of export in their price bid. The customs duty / related taxes (if any payable in Iran) only related to those items/ equipment appearing in the Price Schedule, shall be initially borne by the contractor and later reimbursed on actual by IPGPL, based on production of relevant proof.</p> <p>The Bidder shall quote their CIF prices inclusive of all taxes and duties related to their country of export. The Bidder shall exclude from his Price only the custom duty / related taxes (if any payable in Iran) for the items/ equipment appearing in the Price Schedule.</p> <p>These taxes/ duties related to Iran shall be initially borne by the bidder and later reimbursed on actual by IPGPL, based on production of relevant proof.</p>
16		<p>Page no.9</p> <p>Clause 2.12.4</p>	<p>Contract Price</p>	<p><b>2.12.4</b> Contract Price shall be deleted and replaced by</p> <p>Price shall be inclusive of all charges for Design, Manufacture and Transportation, Installation, Trials,</p>	<p>Tender conditions prevail.</p>

				Testing, Commissioning of Equipment and Insurance at Site, Training of IPGPL personnel, Cost of O & M Manuals and Training Manuals as per Contractual Conditions, cost of the Spare Parts and tools as per Schedule of price i.e. Schedule 11 (Volume I) and Warranty support as per Contractual conditions and all other incidental charges for the execution of the Contract.	
17		Page no.9	Clause 2.12.5	Kindly let us know how many days will 2 officers stay at Contractors site?	It is clarified that Schedule 4A stands revised and the Training Requirement shall be amended as indicated below: “The suppliers shall arrange to conduct operations and maintenance training of the equipment at employer’s site for 5 days for each type of equipment.”
18		Page no.10	Clause 2.14 Conversion of single currency	Conversion of Single Currency shall be deleted and replaced by  The Tenderers are required to quote their offer as per Price schedule of the tender document, in <u>Euro</u> . To facilitate evaluation and comparison, IPGPL shall convert all tender Prices, expressed in Euro in to Indian Rupees, at the bill selling rate quoted by State Bank of	Tender conditions prevail.



				India on the date of opening of tender i.e. date of opening of Technical Bid. If on this date, due to any reasons such exchange rates are not available (Forex Market may be closed) the latest available rates prior to the date of opening shall be considered.	
19		Page no.14	Clause 2.17 Price Bid	2.17.1 shall be deleted and replaced by  The “Price Bid” as per the Price Schedule 11 of Vol.-I of the tender document shall contain following;  i. CFR Price of the equipment.  ii. CFR Price of spare parts/Tools.  iii. Price breakup of Spares and Tools as mentioned in Schedule 11- part II (Vol-I).  iv. Price for Testing and Commissioning of the equipment.  v. Cost for imparting training to IPGPL personnel at contractor’s works (Clause	Tender conditions prevail.
20		Page no. 19	Clause 3.1.4	3.1.4 shall be deleted and replaced by  “Contract” means and includes the	Tender conditions are clear.  Please refer to Annexure IV. – Form

				Addendum to Tender, Tender Documents, Instructions to Tenderers, General Conditions of Contract, special conditions, if any, drawings, specifications, Price Schedule and other annexures and Schedules etc., any amendments/clarifications thereto, Letter of Acceptance (LOA) and the Contract Agreement entered into between the IPGPL and the Contractor as per format given in Annex- IV of the tender document.	of Agreement
21		Page no.20	Clause 3.4.2 Engineer-in-Charge and his representative	3.4.2 shall be deleted and replaced by  The Engineer-In-charge may from time to time, in writing delegate to his Representative any of the powers, discretion, function and/or authorities vested in him and he may at any time revoke any such delegation. Any written decision, instruction or approval given by the Engineer In Charge to the Contractor in accordance with such delegation shall bind the Contractor provided always that:  a) Any failure of the Engineer In Charge to disapprove any Plant/ workmanship shall not prejudice	Tender conditions prevail.

				<p>the power of the Engineer In Charge thereafter such plant or workmanship and to order the rectification thereof in accordance with these conditions;</p> <p>b) If the Contractor shall be dissatisfied by reason of any decision of the Engineer In Charge he shall be entitled to refer the matter to a Third Party Agency which will thereupon confirm, reverse or vary such decision. The outcome shall be binding and final for both parties. The costs of the Third Party Agency shall be borne by IPGPL if the decision was reasonably reversed or varied by the Third Party Agency.</p>	
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		Page no.21	Clause 3.6 Assignment and Subletting	3.6 Assignment and Subletting shall be deleted and replaced by  Neither party shall assign or transfer all or part of this Contract without the prior written consent of the other party, which consent shall not be unreasonable withheld, conditioned or delayed.	Tender conditions prevail.
22		Page no.22	Clause 3.7 Patent Rights	3.7 Patent Rights shall be deleted and replaced by Clause 6 Patents And Intellectual Property Of this Addendum to Tender	Tender conditions prevail.
23		Page no.23	Clause 3.9 Customs Dues, Port Dues, etc.	3.9 Customs Dues, Port Dues etc. shall be deleted and replaced by  The Purchase Price is clear of any taxes, duties or fees levied in India and/or Iran and shall not be subject to any sales or VAT tax or the like in Germany.  All Payments shall be made without any deductions and free of any imposed taxes, withholding taxes, levies or duties present or future of any nature. Import Duties, VAT (if applicable), withholding or other taxes and registration costs to be to the account of the Employer.	Tender Conditions Prevail.  Please refer to clause 2.17.2

24		Page no.23	Clause 3.10 Shipment	<p>3.10 Shipment shall be deleted and replaced by</p> <p>3.10.1 It is agreed between the Parties that Equipment shall be delivered CFR ShahidBeheshti Port, Chabaha, Isl Republic of Iran (Incoterms 2010).</p> <p>3.10.2 The Bill of Lading should be drawn so as to show:</p> <p>3.10.3 Shippers : Tenderers Nominee</p> <p>3.10.4 Consignee: India Ports Global Pvt Ltd or its Iranian SPV.</p> <p>3.10.5 The Contractor shall submit shipping list to the port for information.</p> <p>3.10.6 The Bills of Lading should be made out in accordance with this Contract.</p>	Tender conditions prevail.
25		Page no. 24	Clause 3.13 Rates and Amounts include all charges	<p>3.13 Rates and Amounts include all charges shall be deleted and replaced by</p> <p>Rates and Amounts include all charges except which is mentioned in clause 3.9 Customs Dues, Port Dues, etc.</p>	Tender Conditions Prevail.
26		Page no.	Clause 3.14	3.14 Additions and Alternations shall be	Tender Conditions Prevail.

		25		<p>deleted and replaced by</p> <p>The Contractor shall be entitled to an extension of the time for delivery in the following cases:</p> <p>a) If the Employer shall require important modifications or alterations of the specified design other than minor modifications or modifications required to satisfy general safety or other requirements.</p> <p>b) In the event that the Contractor is delayed in the construction of the Equipment or its installations due to acts of God, requirements of governmental authorities in Germany, India or Iran, war, civil commotion or riots, strikes or other labor disputes in each case which could not reasonably have been anticipated by the Contractor prior to signing this Contract and which are beyond the Contractor's reasonable control.</p> <p>c) In the event that any of the payments is delayed</p> <p>The Contractor shall be entitled to an extension of time equal to the total accumulated time of all such delays.</p>	
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				In any of the above cases, the Contractor shall notify the Employer in writing of such delay within 3 days, stating causes and estimated time of interruption or extension and likewise shall notify the end of such delay.	
27		Page 25	Clause 3.17 Use of Ground	3.17 Use of Ground shall be deleted and replaced by  Use of Ground and assistance should be as in the attached assembly plan. We shall provide same in due course of time.	Tender Conditions Prevail.
28		Page 26	Clause 3.19 Access to Site	3.19 Access to Site is not applicable as we don't know the regulations and rules of IPGPL. Therefore, we cannot confirm this clause.	Tender Conditions Prevail.
29		Page 26	Clause 3.20.2 Contractor's Equipment	3.20.2 Contractor's Equipment shall be deleted	Tender Conditions Prevail.
30		Page 26/27	Clause 3.21 Existing Service	3.21 Existing Service is not applicable for moving equipment as we have no control at site.	Tender Conditions Prevail.
31		Page 27	Clause 3.22 Labour	3.22.5 shall be deleted however we shall arrange manpower only for our crane and for commissioning purpose.	Tender Conditions Prevail.

				All others points are not applicable 3.22.6 shall be deleted and we are responsible for our manpower only.	
32		Page 28	Clause 3.24  Inspection and Testing of Work at Contractor's...	Kindly delete sub-contractor.  Sub-contractor has to be agreed separately  However kindly let us know for how many days engineer shall visit our factory?  The whole clause shall be discussed after contract award	Tender Conditions Prevail.  It is clarified that the days of the visit shall depend upon the schedule of inspection given by the bidder.
33		Page no.31	Clause 3.28 – 3.30	Shall be deleted and replaced by Clause 2. Warranty and Schedule 1 of this Addendum to Tender	Tender Conditions Prevail.
34		Page no.32	Clause 3.32 – 3.33	Shall be deleted and to be agreed upon prior contract award	Tender Conditions Prevail.
35		Page no.38	Clause 3.37.3	Please add: Defect liability period shall commence in accordance with Clause 2 and Schedule 1 of this Addendum to Tender	Tender Conditions Prevail.
36		Page	Clause 3.42	3.42 Indemnity shall be deleted and replaced by Clause 5. Indemnity of this	Tender Conditions Prevail.



		no.41		Addendum to Tender	
37		Page no.41	Clause 3.43	3.43 Liquidated Damages shall be deleted and replaced by Clause 9. Liquidated Damages of this Addendum to Tender	Tender Conditions Prevail.
38		Page no.42	Clause 3.44	3.44 Insurance of Work at Manufacturer's Site for New MHCs shall be deleted and replaced by Clause 4 and Schedule 2 of this Addendum to Tender	Tender Conditions Prevail.
39		Page no.42	Clause 3.46	3.46 Compensation shall be deleted and replaced by Clause 5. Indemnity of this Addendum to Tender	Tender Conditions Prevail.
40		Page no.43	Clause 3.47	3.47 Default of the Contractor shall be deleted and replaced by Clause 7. Termination of this Addendum to Tender	Tender Conditions Prevail.
41		Page no.44	Clause 3.49 – 3.51	3.49 – 3.51 shall be deleted and replaced by Clause 8. Governing Law and Resolution of Disputes of this Addendum to Tender	Tender Conditions Prevail.
42		Page no.45	Clause 3.52	3.52 Termination of Contract shall be deleted and replaced by Clause 7. Termination of this Addendum to Tender	Tender Conditions Prevail.

43		Page no.46	Clause 3.57	3.57 Default of the Employer shall be deleted and replaced by Clause 7. Termination of this Addendum to Tender	Tender Conditions Prevail.
44		Page no.46	Clause 3.58 – 3.59	3.58 – 3.59 Warranty shall be deleted and replaced by Clause 2 Warranty and Schedule 1 of this Addendum to Tender  Warranty period shall be 24 month or 3.000 operating hours, whichever occurs first.	Tender Conditions Prevail.
45		Page no.52	Section 5	We are expert in manufacturing RS, hence we are not in position to provide comprehensive AMC. Accordingly it has to be done by IPGPL	Tender Conditions Prevail.
46		Page no.62	Form of agreement	2. shall be deleted and replaced by  The following documents shall be deemed to form and be read and construed as part of this Agreement, viz - a) This Addendum to Tender b) The said tender c) The acceptance of tender d) The conditions of Contract	Tender Conditions Prevail.

				<p>e) The specification</p> <p>f) The Price, schedule and all other schedules</p> <p>g) The Contractor's specification and all correspondence, by which the Contract is added, amended, varied or modified in any way by mutual consent.</p> <p>3. shall be deleted and replaced by</p> <p>In consideration of the payments to be made to the Contractor as hereinafter mentioned the Contractor <b>HEREBY CONVENANT</b> with the Employer to Design, Manufacture, Supply, Installation, Testing and Commissioning of RS in conformity in all respects with the provision of the Contract.</p>	
47		Page no.87	Price schedule	Kindly change from CIF to CFR, as no first class insurance company is ready to provide insurance wherein delivery of IRAN is involved. Hence the insurance shall be done by IPGPL	Tender Conditions Prevail.
48		Page no.93	For supply of spares	As above	Tender Conditions Prevail.

49		Page no.99	Section 10	Other provisions  (1) shall be deleted and replaced by Clause 8 of this Addendum to Tender	Tender Conditions Prevail.
50			EXTENSION	As a European supplier, we would request to extend tender submission date to 15 <sup>th</sup> March so that we have sufficient time for tender preparation.	<b>Agreed. Revised Date 28<sup>th</sup> February</b>
51	2.1.1		b. Experience: The tenderer should be in the business of Supplying and Commissioning of Reach Stackers and Empty Container Handlers, at least for the last seven (07) years.	We enter this mobile port machinery business since 2005. Still We suggest revising the terms as last 04 years instead of last 07 year. Because it will be easier for us to find out documents since last 4 years. Also as proof we shall provide you the one no. of P.O copies for each item.	Tender Conditions prevail. It is clarified that the proof shall be required to the extent of meeting the Minimum Eligibility Criteria.  Revised MEC attached. P.O copies and work completion certificates and certificates of satisfactory completion of warranty period complying with MEC to be furnished.
52	2.1.1		d. Satisfactory Performance : At least 2 Nos. Reach Stackers and 2 Nos. Empty Container Handlers supplied in the last seven (07) years must have completed warranty period satisfactorily.	We have our sister concern company which is also the trading arm of our Group for international business. So we request to accept the performance certificates, order copies in the name of our sister concern company. We shall also declare at the time of tender submission, that we manufactured the equipment& they sold & dealt with the international transaction in favour of us.	Tender Conditions prevail. Performance certificate of parent/subsidiary/group company engaged in similar activity is acceptable provided submission of relevant documentary evidence (that justify the relationship) is submitted.

				This should be acceptable.	
53	2.2.1		Tenders shall be received in the office of the Managing Director, India Ports Global Pvt Ltd, 4th Floor, Nirman Bhavan, M.P. Road, Mazgaon, Mumbai-400010, up to 1430 hrs on 15th February 2017.	We request to extend the tender due date by 28.02.2017	<b>Agreed. Revised Date 28<sup>th</sup> February</b>
54	2.6		The tender shall remain valid for acceptance for a period of 180 days from the date fixed for opening of Technical Bid	As this is the tender of mobile port machinery & the technical requirement are less compared to big port machinery, so we request to amend the tender validity limited to only 90 days.	Tender Conditions prevail.
55	2.11.1		STAMP DUTY & OTHER EXPENSES :	All the tax should be paid by employee, as a manufacturer, we only supply our equipment without tax.	Tender Conditions prevail.  It is clarified that all expenses towards registration of Agreement / Contract shall be on account of the selected bidder.  Bidder should factor all expenses and duties related their respective country of export in their price bid. The customs duty / related taxes (if any payable in Iran) only related to those items/ equipment appearing in the Price Schedule, shall be initially borne by the contractor and later reimbursed on actual by IPGPL, based on production of relevant

					<p>proof.</p> <p>The Bidder shall quote their CIF prices inclusive of all taxes and duties related to their country of export. The Bidder shall exclude from his Price only the custom duty / related taxes (if any payable in Iran) for the items/ equipment appearing in the Price Schedule.</p> <p>These taxes/ duties related to Iran shall be initially borne by the bidder and later reimbursed on actual by IPGPL, based on production of relevant proof.</p>
56	2.12.4		<p>Contract Price: Price shall be inclusive of all charges for Design, Manufacture, Transportation including Transit/Marine and other Insurance, Handling, Supply and Delivery, Receipt of all Equipment/Items and handed over at Site, Installation, Trials, Testing, Commissioning of Equipment and Insurance at Site, Training of IPGPL personnel, Cost of O &amp; M Manuals and Training Manuals as per Contractual Conditions,</p>	<p>We suggest:</p> <ol style="list-style-type: none"> <li>1) the contract price should exclude all the taxes and first party insurance.</li> <li>2) The warranty period should be 1 years or 2000 working hours whichever occurs first.</li> <li>3) AMC should not be considered in this tender, because RS and ECH are small value equipment compared to big port machinery, and also the employer have the maintenance team could give properly maintenance according to the O&amp;M manual.</li> </ol>	<p>Tender Conditions prevail.</p>

			<p>Registration charges, Road tax and first party insurance charges as per applicable traffic authority rules, cost of the Warranty support service during 2 years guarantee/warranty period along with comprehensive mandatory AMC for first (2) two years (Including Spare-parts), but excluding the cost of spare-parts/tools listed in schedule 10 which is optional on the part of IPGPL as per Schedule of price i.e. Schedule 11 (Volume I) and all other incidental charges for the execution of the Contract .</p>		
57	2.12.5		<p>Contractors shall arrange for training of 2 Officers of the Employer for training on PLC, Drives and Crane Control System and Crane Monitoring System at Contractor's works. This training shall be conducted by the manufacturer's qualified and experienced personnel while carrying out the trial run of the cranes at contractor's works.</p>	<p>Unlike big port machinery, there is no need for such training mentioned in the clause 2.12.5 for RS &amp;ECH. Hence, we suggest delete this. We could give proper training at employer site as per our training manual in English. It is not out of place to mention that we are ISO certified company.</p>	<p>It is clarified that Schedule <b>4A</b> stands revised and clause <b>2.12.5</b> of the tender stands deleted and the Training Requirement shall be amended as 4A</p>

			Accommodation during the training stay of these 2 Officers at contractor's site shall be arranged by the contractor. Cost for the same is deemed to be included in the CIF Price of the equipment (Reach Stacker & New Empty Container Handler).		
58	2.16.3		Duly Audited Annual Financial Reports on financial standing of the Tenderer including annual turnover, details of permanent assets, Profit and Loss statements, for the last three years and other relevant information as per Schedule 2 (Volume-I) of this tender document.	Some of our financial documents are in Chinese but audited one. So We shall provide the Chinese version & also the translated version duly certified by us.	Tender Conditions prevail.  The translated copy too shall be duly certified by a Chartered Accountant as per clause 2.16.3.
59	2.16.5		Lists of orders executed during the last seven (7) years and documentary evidence that is copies of work orders indicating supply of Reach Stacker & Empty Container Handler as per Clause 2.1.1.b.	Since we have supplied nearly one thousand mobile port machinery overseas, we suggest the customer reference list could be the evidence for it. There is no need of all the P.O from customer side.	Tender Conditions prevail. It is clarified that the proof shall be required to the extent of meeting the Minimum Eligibility Criteria.
60	2.16.9		The bidder shall submit documentary evidence for having sea-front for assembly and roll-on facility, if required for effecting	This term is not required for mobile port machinery. This is required only for RTGC & STS manufacturer. So we suggest to delete it.	Agreed.



			delivery.		
61	2.16.11		Work Schedule showing as per Schedule 3 (Volume-I) of this tender document:	Since the RS and ECH are almost standard equipment, & the manufacturing time is very less compared to big port machinery so there is no need for this. We suggest deleting it.	Agreed.
62	2.16.12		Details of the training programme of various categories of IPGPL and/or its Associate employees as per Schedule 4 & 4A (Volume-I) of this tender document.	We only provide the training at employer site for operation and maintenance.	It is clarified that Schedule <b>4A stands revised</b> and clause <b>2.12.5</b> of the tender stands deleted and the Training Requirement shall be amended as 4A
63	2.16.14		Details of Sub Contractors involved in the various activities according to Schedule 7 (Volume-I) of this tender document.	In generally this term is only applicable for big port machinery. We suggest deleting it.	If there are no subcontractors involved, the bidder may indicate “Not Applicable” in Schedule 7.
64	2.16.16		Details of current commitments and details of work completed in past, period etc along with documentary evidence.	We shall only indicate 3-4 contracts & the documentary evidence. It is not possible to indicate all the contracts. So We suggest it to either relax or remove this term.	Tender Conditions prevail. It is clarified that the proof shall be required to the extent of meeting the Minimum Eligibility Criteria.
65	2.16.17		Experience in having executed similar Works along with and other related details.	We shall only provide one no. of contract & its related documents to evidence this clause. The whole lot of contract we have executed cannot be possible to submit.	Tender Conditions prevail. It is clarified that the proof shall be required to the extent of meeting the Minimum Eligibility Criteria.
66	2.16.18		Tentative drawings of various arrangements of the crane as per clause 3.26 (Volume-I) of	Only the General Arrangement drawing will be provided.	Applicable drawings for relevant equipment to be provided

			this tender document.		
67	2.16.19		Arrangement for importing spare parts, tie up with local firms for supply of spare parts, if any and arrangement for after sales service. Tenderer shall submit the information as per Schedule 8 (volume-I) of the Tender Document and list of spare-parts under schedule 10 of Volume-I and table 2 & 3 of (Vol-II) for Reach Stackers and as per schedule 10 (Vol-I) and table 1 & 2 of (Vol-II) for Empty Container Handlers.	We suggest deleting it.	Tender Condition Prevails. We need assurance and details of arrangement for after sale services
68	2.16.20		Details of major bought out items and its quality certification plan. 2.16.21	We shall provide the details of only major bought out item. But the only our QAP will be the document for quality certification plan. For every vendor we cannot provide the QAP separately.	Agreed.
67	2.19.3.d		OPENING OF PRICE BID within (15) fifteen days thereafter, successful tenderer shall submit performance bank guarantee as per clause 3.39 (Vol-I) of the tender document and Annexure V Volume I.	We suggest no need for submission the performance bank guarantee.	Tender Conditions prevail.
68	3.9		CUSTOMS DUES, PORT DUES	We suggest this should be paid by employer	Tender Conditions prevail

					<p>It is clarified that all expenses towards registration of Agreement / Contract shall be on account of the selected bidder.</p> <p>Bidder should factor all expenses and duties related to their respective country of export in their price bid. The customs duty / related taxes (if any payable in Iran) only related to those items/ equipment appearing in the Price Schedule, shall be initially borne by the contractor and later reimbursed on actual by IPGPL, based on production of relevant proof.</p> <p>The Bidder shall quote their CIF prices inclusive of all taxes and duties related to their country of export. The Bidder shall exclude from his Price only the custom duty / related taxes (if any payable in Iran) for the items/ equipment appearing in the Price Schedule.</p> <p>These taxes/ duties related to Iran shall be initially borne by the bidder and later reimbursed on actual by IPGPL, based on production of relevant proof.</p>
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69	3.9.4		ROAD TAX, REGISTRATION & INSURANCE:	We suggest this should be done and paid by employer	Tender Conditions prevail
70	3.10.7		The Bills of Lading should be made to order and bank endorsed	There is no need for bank endorsed. We suggest deleting bank endorsed requirement.	Tender Conditions prevail
71	3.13		RATES AND AMOUNTS INCLUDE ALL CHARGES	We suggest deleting it.	Tender Conditions prevail. Kindly refer the schedule 11 – Format of Price
72	3.22		LABOUR	Since RS & ECH are in dismantled status when delivery, we will dispatch our service engineer to guide assembly, the crane and forklift needed should be provided by employer.	Tender conditions prevail. The Contractor is responsible for arranging for man and machinery for assembly, testing and commissioning and other works related to the contract.
73	3.24		INSPECTION AND TESTING OF WORK AT CONTRACTOR'S AND SUB CONTRACTOR'S PREMISES:	Since RS & ECH are technical and manufacturing matured equipment, there is no need for third party for this. For the sake of employer to save cost, we suggest to delete it.	IPGPL will not appoint TPIA, however, Before dispatch, the contractor, at his cost, is required to submit a certificate from Third Party Inspection Agency (should be a reputed international accredited agencies) to IPGPL certifying that the equipment is meeting the technical requirements of the tender.
74	3.25		TESTING OF EQUIPMENT AT CONTRACTOR'S AND EMPLOYER'S SITE	We suggest deleting it.	Testing of equipment at Employer's site is required after equipment assembly by the bidder/third party. In case it is a third party then it should be should be a reputed international accredited agencies

75	3.25.1		The capacity test for hoist motion shall be with an overload of 10% in excess of the rated working load	This is required only in case of big cranes. The reach stacker is designed for 45 T only no overload test will be done.	Tender condition prevails. Proof Load Testing to be performed to meet relevant international standards like FEM, ASME, ANSI or equivalent and certified by an accredited third party at the cost of the contractor.
76	3.25.2		The Contractor shall arrange to test the equipment for load test by a Competent Agency notified by competent authority at Employer's site and submit the certificate to this effect to the Engineer-In charge. The test load in containers required shall be arranged by the contractor at his cost and risk.	The test load at contractor's site will be arranged by us. But in employer's site it should be arranged by the employer only. Otherwise to arrange the test load & container at employer's site will only increase the cost of this tender which will be substantial amount. In generally this clause is applicable only for big port machinery because the cost of the test load is negligible as compared to the cost of the big port machinery.	Agreed
77	3.27		TESTS ON COMPLETION AT EMPLOYER'S SITE	We suggest deleting it.	Tender condition prevails.
78	3.29		DEFECT LIABILITY PERIOD In this condition the expression 'Defect liability period' shall mean a period of 24 months calculated from the date certified at the time of acceptance in accordance with clause 3.31 (Volume-I of Tender Document).	We suggest the warranty period should be 1 year or 2000 working hours whichever occurs first.	Tender condition prevails.
79	3.3		DEFECTS AFTER TAKING OVER	We suggest deleting it.	Tender condition prevails.

80	3.32		TERMS OF PAYMENT:	Since it is standard equipment and small value product, we suggest payment should be 100% irrevocable LC at sight.	Tender condition prevails.
81	3.32.1		Training Charges:	We only offer site training on free basis. Hence, there is no need for this quotation.	Tender condition prevails.  It is clarified that Schedule <b>4A stands revised</b> and clause <b>2.12.5</b> of the tender stands deleted and the Training Requirement shall be amended as 4A
82	3.32.2		Payments towards Spare Parts	We suggest payment of spare parts and tools should be 100% irrevocable LC at sight.	Tender condition prevails.
83	3.32.4		Payment of Duties	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest deleting it.	Tender condition prevails.
84	3.33		Payment of taxes and Levies	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest deleting it.	Tender condition prevails.
85	3.34		NO INTEREST ON ACCOUNT OF DELAYED PAYMENTS:	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.
86	3.35		CERTIFICATE AND PAYMENT	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.
87	3.35.3		Issue of Provisional Certificate	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Agreed. Clause 3.35.3 stands deleted.
88	3.35.4		Issue of Final Acceptance Certificate	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.

89	3.35.5		Final Certificate conclusive	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.
90	3.35.6		Final Certificate conclusive	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.
91	3.35.7		Corrections and with-holding of certificates	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.
92	3.36		GUARANTEE PERIOD FOR REACH STACKER & EMPTY CONTAINER HANDLER:	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.
93	3.37		COMMISSIONING OF NEW EQUIPMENT (2 Nos. Reach Stackers & 2 Nos. Empty Container Handlers) :	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.
94	3.38		REMOVAL OF MATERIAL ON COMPLETION:	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	May not be applicable but Tender condition prevail.
95	3.39		PERFORMANCE GUARANTEE BOND TOWARDS PERFORMNACE OF CONTRACT	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.
96	3.40.		SECURITY DEPOSIT TOWARDS ADVANCE PAYMENT FOR OF CONTRACT (i.e. for REACH STACKERS & EMPTY CONTAINER HANDLERS):	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.

97	3.44		INSURANCE OF WORK AT MANUFACTURER'S SITE FOR REACH STACKER & NEW EMPTY CONTAINER HANDLER:	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Agreed
98	3.45		INSURANCE AGAINST THIRD PARTY LIABILITY (FOR REACH STACKER & NEW EMPTY CONTAINER HANDLER) at Employer site:	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.
99	3.46		COMPENSATION:	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.
100	3.59		The Tenderer shall provide details of his warranty program and after sales service capability including an organization chart, guaranteed response times to requests for technical assistance and spare parts and a 24-hour help line.	Usually, this clause is only applicable in big port machinery tender like RMQC, RTG. Hence, we suggest to delete it.	Tender condition prevails.
101	Schedule 11		Comprehensive Annual Maintenance Contract	Suggest to delete. Even if it is there then it should be optional not mandatory.	Tender condition prevail.102
102	SCHEDULE 10 A		SCHEDULE 10 A OPERATIONS AND MAINTENANCE MANUALS	We will provide the O&M as per our standard O&M.	Agreed.
103	3.32		Payment is through irrevocable L/C <ul style="list-style-type: none"> <li>• Advance 20% of CIF</li> </ul>	We would be looking for one payment for all services : -	Tender condition prevails.



			<p>along with LOA</p> <ul style="list-style-type: none"> <li>• 50% of CIF after receipt of equipment at site</li> <li>• 20% of CIF against commissioning</li> <li>• Balance 10% of CIF against FAC</li> <li>• Training payment will be separate after completion of training</li> <li>• Spare parts payment</li> <li>• 50% against supply</li> <li>• 50% against commencement of commercial operation of equipment</li> </ul>	<ul style="list-style-type: none"> <li>• Advance 20% of CIF along with LOA</li> <li>• 70% of CIF on shipping</li> <li>• Balance 10% of CIF against Commissioning and acceptance.</li> </ul>	
104	3.43		LD will be 1% per week or part thereof to max 10% of total contract price.	Can it be 0.5% per week and max 7.5% of the total contract price	Tender condition prevails.
105	EMD	Page 2	Rs.12,90,000.00 (INR Twelve Lakhs Ninety Thousand only) or US Dollars 19,000.00 (US dollars Nineteen Thousand only) or equivalent in Euros, in favour of IPGPL in the form of Bank Guarantee, as per Annex-II Volume I of Tender Document from any Nationalised or Scheduled		Rs.12, 90,000.00 (INR Twelve Lakhs Ninety Thousand only) or US Dollars 19,000.00 (US dollars Nineteen Thousand only) or equivalent in Euros <b>17,800 (Euro Seventeen Thousand Eight Hundred)</b> in favour of IPGPL in the form of Bank Guarantee, as per Annex-II Volume I of Tender Document from any Nationalised or Scheduled Bank having its branch at

			Bank having its branch at Mumbai.		Mumbai OR Demand Draft (DD) for the above mentioned amount as per tender condition No. 2.4.1 of vol. I of the Tender Document.
106	2.11.1		Stamp Duty and Other Expenses	Expenses like custom duty etc at Iran are not under our scope. We will provide CIF Port Only.	<p>Tender Conditions prevail.</p> <p>It is clarified that all expenses towards registration of Agreement / Contract shall be on account of the selected bidder.</p> <p>Bidder should factor all expenses and duties related to their respective country of export in their price bid. The customs duty / related taxes (if any payable in Iran) only related to those items/ equipment appearing in the Price Schedule, shall be initially borne by the contractor and later reimbursed on actual by IPGPL, based on production of relevant proof.</p> <p>The Bidder shall quote their CIF prices inclusive of all taxes and duties related to their country of export. The Bidder shall exclude from his Price only the custom duty / related taxes (if any payable in Iran) for the items/ equipment</p>

					<p>appearing in the Price Schedule.</p> <p>These taxes / duties related to Iran shall be initially borne by the bidder and later reimbursed on actual by IPGPL, based on production of relevant proof.</p>
107	Date of submission and opening & 2.2.1	2	Global Tender Notice	Due date for submission of Tender Document	<p><b>On or before 28th February 2017 up to 1500 hrs</b> at the office of the India Ports Global Pvt Ltd,,4th Floor, Nirman Bhavan, M.P. Road, Mazgaon, Mumbai-400010 .</p> <p><b>On 28th February 2017 at 1530 hrs.</b> At Conference Hall, India Ports Global Pvt Ltd, 4th Floor, Nirman Bhavan, M.P. Road, Mazgaon, Mumbai-400010.</p>

**(Tender No. IPGPL / Reach-Stackers / 2017)**

**TECHNICAL CLARIFICATIONS PERSUANT TO PRE-BID MEETING HELD ON 16 JANUARY 2017 FOR FOUR LOTS i.e. YARD CRANES, REACH STACKERS & EMPTY CONTAINER HANDLERS, and TERMINAL TRACTOR TRAILERS AND FORKLIFTS.**

**REACH-STACKERS**

<b>Sr. No.</b>	<b>Volume-II Clause No.</b>	<b>Page No.</b>	<b>Tenders Specification Requirements</b>	<b>Queries</b>	<b>Clarification From IPGPL</b>
<b>1</b>	2- Environmental conditions (E.CS.)		Temperature range: 0 to 55°C	We suggest 0 to 40°C	Ambient temperature in Chabhar Port is from 5 to 50°C.
<b>2</b>	2- Environmental conditions (E.CS.)		Permissible wind speed when the units are working: 72 km/h	We suggest Permissible wind speed is 16m/s	Agree.
<b>3</b>	3- Main conditions		Working life of all main equipment and mechanisms should be considered as 25000 hours.	Usually the economic life of reach stacker is 10000 hours or five years whichever is earlier.	Agreed, 20,000 hours or five years whichever is earlier.
<b>4</b>	3- Main conditions		Reach-Stackers must work continuously for 20 hours a day and 7 days of a week.	For reach stacker there must be cooling time of 1 hour allowed every 8 hours	Agree.

5	5- Spreader			We will provide our own maker spreader which is technical matured and manufacturing matured.	Acceptable if manufactured in collaboration with international reputed makers. manufacturer make spreader is also acceptable if given extended guarantee for 4 years
6	5- Spreader		Reach-Stacker units should be equipped with anti- swag system for container moves and spreader lock	Not applicable. We have the damping cylinder to control the sway.	Acceptable.
7	6-Aux System		The Reach-Stacker units must have automatic lubrication and greasing system for inaccessible and important parts (points).	We suggest manual lubrication is acceptable as the automatic lubrication may increase 15% of the project cost.	Agree.
8	7- Operator's cabin		Air cooling and air heater	since Iran is tropical area, the air conditioner only have cooling function	Heater is also required.
9	8- Engine		All tenderer companies must introduce their relevant agent in Iran for installed engines in respect to maintenance and spare parts supply	We will introduce once the order is confirmed.	Agree.
10	9-Boom		The outer section of the boom must be made of Weldox 700 or similar metal in order to be capable of tolerating possible tensions.	We provide the high tensile material as per our selection	Quality assurance certificate of the material shall be provided.
11	/		load centre to this 1st row shown in the Page 7 is 1800mm	We suggest 1965 mm is acceptable	Agree.

12	/		SPREADER for RS and ECH	We suggest bidders Maker spreader which is well proofed by customer is acceptable.	Acceptable if manufactured in collaboration with international reputed makers. manufacturer make spreader is also acceptable if given extended guarantee for 4 years
13	4- Capacities in tones		Tabel No.1	We suggest the load centre from RS front wheel to 1st Row 1965 mm is acceptable.	Agree.
14	5- Spreader		/	We will provide our own maker spreader which is technical matured and manufacturing matured.	Acceptable if manufactured in collaboration with international reputed makers. manufacturer make spreader is also acceptable if given extended guarantee for 4 years
15	5- Spreader		Spreader rotational range is -95° to +185°	Our own maker spreader rotational range is +105°/-195°, hence we suggest it is acceptable.	Agree.
16	5- Spreader		Reach-Stacker units should be equipped with proper limit-switches to avoid collision during the rotational movement.	Our own maker spreader has this function, but the imported brand like Elme don't have such function, so we suggest our maker spreader is acceptable.	The switch could be accommodated by the reach stacker manufacturer.
17	5- Spreader		Side sloping: Approximately $\pm 5^\circ$	Our own maker spreader side sloping is approximately $\pm 2^\circ$ , so we suggest this is acceptable.	At least $\pm 3^\circ$ is required
18	5- Spreader		Reach-Stacker units should be equipped with safety system between locks and also its relevant indicator.	Our spreader has the indicator of twist lock, please kindly clarify is this the same as IPGPL requirement?	Tender Condition prevails.

19	6- Auxiliary systems		Suitable fire extinguishers	The maker of fire extinguishers is China brand, we suggest IPGPL accept it.	Agree.
20	6- Auxiliary systems		The Reach-Stacker units must have automatic lubrication and greasing system for inaccessible and important parts (points).	Please clarify whether the automatic lubrication and greasing system is needed for spreader and RS both?	Manual Lubrication is acceptable.
21	7- Operator's cabin		Air cooling and air heater	since Iran is tropical area, the air conditioner only have cooling function	Heater is required.
22	7- Operator's cabin		...working radius...	Please kindly clarify this meaning.	Boom working sector.
23	7- Operator's cabin		...monitoring tire distance from the container EDGE...	Please kindly clarify this meaning.	The distance between front tires from the opposite container.
24	7- Operator's cabin		All important indicators already mentioned in the attached tables in questionnaire should be capable of being displayed in the operators monitor.	There are no attached tables for this. Please kindly provide it.	The manufacture shall declare a list of proposed indicators in design review to be verified by the buyer.
25	7- Operator's cabin		All of joysticks must be equipped with dead man protection system and also designed to be capable of performing most of Reach-Stacker operations.	Please kindly clarify what does dead man protection mean.	It is a switch/ device for stopping the machine in case the human operator becomes incapacitated.
26	7- Operator's cabin		Operator seat must be adjustable in four back, forth, up and down directions.	The operator seat could only be adjustable in up and down directions, which is a standard product.	The tender specification prevails.

27	7- Operator's cabin		Cab windows should be made of safety glass and tinted type upper windows should also have good view.	Please kindly confirm whether it is mean colour type glass of window?	Tinted glass to protect from direct sun light.
28	9- Boom		the material of the said metal must be approved by the buyer in advance	We suggest there is no need of such approval, because we have already supplied over 1 thousand mobile port machine.	Quality assurance certificate of the material shall be provided.
29	9- Boom		All weldings performed on the boom must be inspected by an inspection company and the relevant certificate should be issued for that	We suggest the inspection report issued from our QC department will be enough.	The manufacture Quality Control is acceptable and the assurance certificate of the material shall be provided.
30	10- Hydraulic system		The hydraulic system of the units must be equipped with temperature gauge/indicator which in addition to activating the cooling fan in necessary situations, must be capable of warning the operator when the hydraulic oil temperature increases more than standard level. Meanwhile, the manufacturer is bound to install various checkpoints for controlling hydraulic system pressure.	Usually, this is optional features, which will add extra cost for employer. Hence, we suggest to delete it for the sake of IPGPL.	Mandatory, tender condition prevails.
31	(TABLE NO.4)		TYRE brand	We suggest the China maker of other brand is acceptable, which is economical and has the almost the same life span.	International reputed brands such as Dunlop, Goodyear, Bridgeston, Michelin, etc. are acceptable even if made in China.



32	/		TYRE	We suggest China Maker is acceptable.	International reputed brands such as Dunlop, Goodyear, Bridgeston, Michelin, etc. are acceptable even if made in China.
33			<b>2. Environmental Conditions (ECs):</b> Temperature range: 0 to 55°C	No, -20°C to +45°C	Ambient temperature in Chabahar Port is from 5 to 50°C
34			Humidity: relative humidity up to 99%	No, 97 %	Average humidity should be 97%
35			Permissible wind speed when the units are working: 72 km/h	No, 12,2 m/s (43,92 km)	Max average wind speed in chabahar is <=15 m/s
36			<b>3. Main Conditions:</b> Working life of all main equipment and mechanisms should be considered as 25000 hours.	No, 20.000 h	Agree.
37			<b>7. Operator's Cabin:</b> The cabin must be equipped with the following: Monitoring capabilities such as indicators of load, working radius, tire distance from the container EDGE, boom angle, boom length and rotation angle.	No, indication outreach of lead and boom height	Monitoring capabilities like load, outreach of lead and boom height, tire distance from the container EDGE, spreader rotation.
38			All important indicators already mentioned in the attached tables in	Please provide further information	The manufacture shall declare a list of proposed indicators in design review to be verified

			questionnaire should be capable of being displayed in the operators monitor.		by the buyer.		
39			<b>8. Engine:</b> Diesel engine of the Reach-Stacker units must be made by Volvo company.	No, We have our own engine which is proven worldwide for many years. Kindly accept bidders make engine	It is acceptable if the manufacture provide extended 4 year guarantee.		
40			<b>11. The list of equipment manufacturers:</b> The L.O.M of the equipment must be completed in the attached table No.4 the equipment manufacturers must be chosen from Western European countries and also original manufacturer of each brand.	Equipme nt	Manufact urer	LRS 545	It is acceptable if the manufacture provide extended 4 year guarantee.  International reputed brands such as Dunlop, Goodyear, Bridgeston, Michelin, Simex, etc. are acceptable.
				Engine	Volvo / Cummins / Caterpill ar	Liebherr Diesel Engine, made in Swiss	
				GEARB OX	Clark, Dana, ZF	N/A. LRS 545 is equipped with a hydrostatic drive. Which means, the transmission is steppless and no gearbox is needed.	
				AXLE	Axletech, Kessler, Meritor	Front axle (comer axle) is made in Italy Rear axle (Kessler axle) is made in Germany	
				TYRE	Bridgesto ne, Dunlop, Michelin	Magna tyres	
41	Volume II	5 Sr. No.8				Engine of Tender Document May read as Diesel engine of the Reach-Stacker units must be made by Volvo / Cummins	

					/ Caterpillar with Manufacturer Country as per Table NO. 4, at Page No. 9. However, other than it, prior approval of IPGL is essential.
<b>43</b>	Volume II	<b>12. Sr No.8</b>			Main Equipment of Tender Document May read as Diesel engine of the Empty Container Handlers units must be made by Volvo / Cummins / Caterpillar with Manufacturer Country as per Table NO. 4, at Page No. 9. However, other than it, prior approval of IPGL is essential.
<b>44</b>	Volume II	<b>1</b>			Tender Document may be read as JANUARY 2017 in place of DECEMBER 2017.
<b>45</b>	Volume II	<b>6&amp;7</b>	Table 2 & 3	Does it mean the tool box with basic tools along with the reach stacker?	It is clarified that the tool box with basic tools as per the standard market practice shall need to be supplied with each reach stacker.  The cost of table 2 and 3 to be inclusive in CIF value of the equipment



## Revised MEC for RS

### 2.1.1 Minimum Eligibility Criteria (MEC)

#### a. Financial Standing.

The average annual financial turnover of the tenderer over the past three years shall be at least as indicated in the table below **Rs 12,93,00,000/-** (Rupees Twelve Crores Ninety Three Lakhs only) or US Dollars **1,900,000** (US Dollars One Million Nine Hundred Thousand only) -The tenderer shall have recorded average net profit in last three years.

Minimum Financial Standing Required	In Numbers	In Words
If Bidder is bidding only for Reach Stackers	USD: 1,200,000 INR: 8,17,00,000 Euro: 1,11,6000	USD: US Dollars One Million Two Hundred Thousand only. INR: Rupees Eight Crores Seventeen Lakhs only. Euro: Euros One Million One Hundred Sixteen Thousand Only.
If Bidder is bidding only for Empty Container Handlers	USD: 700,000 INR: 4,76,3500 Euro: 651,000	USD: US Dollars Seven Hundred Thousand only. INR: Rupees Four Crores Seventy Six Lakhs Thirty Five Thousand only. Euro: Euros Six Hundred Fifty One Thousand Only.
If Bidder is bidding for both	USD: <b>1,900,000</b> INR: <b>12,93,00,000/-</b> Euro: 1,780,000	USD: US Dollars One Million Nine Hundred Thousand only. INR: Rupees Twelve Crores Ninety Three Lakhs only. Euro: Euros One Million Seven Hundred Eighty Thousand only.

#### b. Experience:

**For Reach Stackers:** The tenderer should be in the business of Supplying and Commissioning of Reach Stackers at least for the last **seven (07)** years.

**For Empty Container Handlers:** The tenderer should be in the business of Supplying and Commissioning of Empty Container Handlers, at least for the last **seven (07)** years.

#### c. Capacity and Capability:

**For Reach Stackers:** The tenderer should have supplied at least 2 Nos. Reach Stacker during the last **seven (07)** years.

**For Empty Container Handlers:** The tenderer should have supplied at least 2 Nos. of Empty Container Handlers during the last **seven (07)** years.

**d. Satisfactory Performance:**

**For Reach Stackers:** At least 2 Nos. Reach Stackers supplied in the last **seven (07)** years must have completed warranty period satisfactorily.

**For Empty Container Handlers:** At least 2 Nos. Reach Stackers supplied in the last **seven (07)** years must have completed warranty period satisfactorily.

**e. Recent Business Activities:**

The tenderer should have supplied or is in the process of manufacturing at least one Reach Stacker and / or at least one Empty Container Handler (Side lifter) during the last **two (02)** years.

The minimum Eligibility Criteria and Price Schedule of all the tenderers participating in this tender shall be evaluated separately for Reach Stackers and Empty Container Handlers. It may be noted that the Price Schedule for both shall be separately evaluated and the Selected Bidder for the same shall be separately announced. To clarify, the parties for both the equipment may be separate. Corresponding changes shall be made in the tender contract while signing of the same.

**REVISED SCHEDULE 4 A**

**TRAINING SCHEDULE**

**1. TRAINING OF OPERATORS AND MAINTENANCE PERSONNEL:**

**1.1 GENERAL:**

The contractor can assign qualified mechanical and electrical / electronic specialists to instruct the employers Terminal operations personnel in the Eco-Driving / Operating and cost effective maintenance on all equipments installed under this contract. The training session by OEM for Hydraulics, Electrical & Electronic Components / Mechanisms will be performed at the site of the work. The contractor shall submit his fully structured and detailed proposed training programme under this contract.

**1.2 TRAINING SESSIONS:**

**.1** The training sessions shall include operations, maintenance and servicing of all mechanical and electrical / electronic components of the RS & ECHs. The detailed training programme will be finalized by the Contractor in consultation with the employer well in advance. The training shall be in sufficient depth to enable IPGPL to use and maintain the RS & ECHs in a safe and proper manner. Contractor shall impart operational & maintenance training to employer's personnel as per the following;

Location	Details	Total Training Days
At employer's site after arrival of equipment in class room	Mechanical / Hydraulic System	5
	Electrical / Electronic Control Systems & Maintenance / Trouble Shooting / Repairs	5
	Forklifts Operations / Mechanical / Hydraulic System Electrical / Electronic Control Systems	5
On site in RS & ECH at IPGPL	Mechanical / Hydraulic System	5
	Electrical / Electronic Control Systems & Maintenance / Trouble Shooting / Repairs	5
	Forklifts Operations: i) Economical Driving & Lifting Techniques. ii) Improving Knowledge of RPM v/s Torque. iii) Interpreting Information Provided on the Display. iv) How the Driver can affect Fuel Consumption & Emissions.	5

- .2 The session shall also include hand-on-trouble shooting where the contractor inserts known faults into the system to demonstrate the fault diagnostic capabilities of the fault diagnostic.
- .3 The contractor shall furnish detailed Training manual to employer 15 days before commencement of training.
- .4 The contractor shall provide a full time engineer on the contractor's permanent payroll, on site who shall oversee the Errection / commissioning works. He shall have authorization to make reasonable changes and modifications as required by the employer.
- .5 A commissioning engineer with knowledge of Electrical & Electronic Components / Mechanisms shall remain at site for the first two weeks of the performance test period of each equipment.