



# V.O.CHIDAMBARANAR PORT AUTHORITY

(IMS - ISO 9001:2015, ISO 14001:2015, ISO 45001:2018 & ISPS COMPLIANT PORT)

MINISTRY OF PORTS, SHIPPING AND WATERWAYS

GOVERNMENT OF INDIA

MEE DEPARTMENT

Administrative Office, Harbour Estate, Tuticorin - 628 004.

Website: [www.vocport.gov.in](http://www.vocport.gov.in)



No. MEE/CMEP1/MEC/4HMC/V1/23 (1792)/D.

Date: 24.11.2023

## Reply to Pre bid Queries

Tender No : MEE/CMEP1/MEC/4HMC/V1/23 & Tender ID: 2023\_VOCPT\_171198\_1

Tender Name: Deployment of 4 numbers of HMCs of Not older than 10 years with 120 Ton capacity or above at VOC Port operated berths on License mode for a period of 5 years

M/s. Imcola Crane company Pvt Ltd.				
S No	Page no / Clause Name	Present clause	Request for clarification	Reply proposed
1	Page 7/NIT/Section I/1.3 EMD	The Bidder other than MSE Unit should pay the EMD through online payment gateway mode in CPP E-tendering Portal or shall submit the EMD in the form of Insurance Safety Bonds, Account payee Demand Draft....	Kindly clarify whether selection of "offline" would be available in the CPP E-tendering Portal at the time of submission of bids (EMD section) which enables the bidders to mention the documentary reference details and allows to upload the copy of the document for those bidders who will submit the EMD by way of Account Payee Demand Draft, Fixed Deposit Receipts, Bank Guarantee, etc.	The copy of Insurance Surety Bonds, Account Payee Demand Draft, Fixed Deposit Receipt, Banker's Cheque or Bank Guarantee shall be uploaded in the CPP portal. The original to be forwarded to VOCPA within 7 days from the bid due date.

2	Page 17/Instruction to Bidders/Section II/2.11.6 Documents comprising the Bid	Scanned copy of GST, ESI & EPF registration certificate	With respect to ESI & PF, we are covered by IMC Trust, hence this condition to allow for the exemption from submission.	The Bidders need to provide EPF and ESI exemption certificate
3	Page 22/Evaluation & Comparison of Bid/2.12.3 Evaluation of Techno-Commercial Bid/2.12.3.1/clause (i) and clause (ii)	<p>i) The documents uploaded by the bidder as specified in Form XVII read with Section II, Clause 2.11.6.2 (ii), will be evaluated basing on the performance certificate / work completion certificate of similar nature of the work and value of the work fulfilling the eligibility criteria.</p> <p>ii) The financial capability will be evaluated based on the information provided in Form XVI of Annexure A read with Section II, clause 2.11.6.2 (iii).</p>	<p>As per Clause 2.11.6.2.(ii) eligibility information with regard to “Similar Work Past Experience (Form IV, Form IV A and Form IV B) are not applicable.</p> <p>As per Clause 2.11.6.2.(iii) eligibility information with regard to Financial Capability Form III is not applicable.</p> <p>Please clarify whether Form XVII and Form XVI still to be submitted with the techno-commercial bid.</p>	Form XVII and Form XVI to be submitted with the techno-commercial bid. Refer clause 5.5 of the tender document.
4	Page No.23/PERFORMANCE SECURITY DEPOSIT or PERFORMANCE GUARANTEE/2.13 .5.1 PERFORMANCE SECURITY DEPOSIT or PERFORMANCE GUARANTEE	The successful bidder (Licensee) shall furnish an amount of Rs. 1,54,06,800 /- (Rupees One Crore fifty four Lakhs Six Thousand and eight Hundred only) as Performance Security in the form of irrevocable Bank Guarantee obtained from the Nationalized / Scheduled bank .....	As per Section V of SCC, clause 5.8.2 (Award Criteria) mentioned that the bidder has to quote revenue share for two numbers of cranes only. In view of the above, total performance bank guarantee of Rs.1,54,06,800/- also to be proportionately reduced to 50%.	The performance security is for 2 HMCs only.

5	Page No.24/PERFORMANCE SECURITY DEPOSIT or PERFORMANCE GUARANTEE/2.13 .5.1 PERFORMANCE SECURITY DEPOSIT or PERFORMANCE GUARANTEE	<p>The Licensee shall furnish the BG towards performance security by the issuing bank directly to the Port. This will not bear any interest.</p> <p>Bank Guarantee, obtained from the Nationalized Bank /Scheduled bank in the format prescribed, shall be in compliance with for a digital confirmation for the Bank Guarantee and the BG not complying with this shall not be considered.</p>	Request to clarify as to “digital confirmation for the Bank Guarantee”	<p>BG shall be furnished through SFMS Mode to the Port. The bank details are furnished below:-</p> <table><tr><td>Bank Account name</td><td>V.O. Chidambaranar Port Authority</td></tr><tr><td>Bank Account no.</td><td>014301000000001</td></tr><tr><td>Bank name</td><td>Indian overseas bank</td></tr><tr><td>IFSC code / MICR code</td><td>IFSC-IOBA0000143 / MICR-627020027</td></tr><tr><td>Branch name</td><td>Harbour-Tuticorin</td></tr></table>	Bank Account name	V.O. Chidambaranar Port Authority	Bank Account no.	014301000000001	Bank name	Indian overseas bank	IFSC code / MICR code	IFSC-IOBA0000143 / MICR-627020027	Branch name	Harbour-Tuticorin		
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Branch name	Harbour-Tuticorin															
6	General	Requirement of Cargo Details	Please provide the details of Cargos which are handled from berth no I,II,III,IV,V & VI for the last three financial years and the cargo that expected to be handled by each crane in next 5 years at berths I to VI.	<p>Enclosed as Annexure.</p> <p>General Cargo Forecast for next 5 years that could be handled at Berths 1 - 6 as per M/s.Drewry Traffic Forecast (Base Case ) are as follows:</p> <table><tr><td>Year</td><td>Forecast (In MMT)</td></tr><tr><td>2023-24</td><td>3.81</td></tr><tr><td>2024-25</td><td>3.97</td></tr><tr><td>2025-26</td><td>4.14</td></tr><tr><td>2026-27</td><td>4.27</td></tr><tr><td>2027-28</td><td>5.53</td></tr></table> <p>However, Concessionaire may</p>	Year	Forecast (In MMT)	2023-24	3.81	2024-25	3.97	2025-26	4.14	2026-27	4.27	2027-28	5.53
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2026-27	4.27															
2027-28	5.53															

				also to study the traffic potential.
7	Page 32/3.18 UNDERTAKING BY THE LICENSEE:	Having understood all the terms and conditions of the tender document and having assessed the site conditions, we hereby confirm that the price offered by us is a firm price and includes all the taxes, duties, fees, Cess etc. and all incidental charges, etc.	As the Price Bid is for revenue share in %, this condition may not be applicable.	The bidder has to quote the revenue share to be shared with the Authority, in percentage on base Gross Earnings to be earned by the Bidder through the operation of HMCs, excluding Tax. However, the clause referred is related to collection of Tariff.
8	Page 36/4.3.2/d Design Criteria	The proposed Harbour Mobile Cranes are required to work in berth Nos. I, II, III, IV V, VI and any other berths at the discretion of VOC Port Authority	Port has to clarify on any other berths at the discretion of VOC. This is essential for calculation of expected volume at other berths and the shifting cost.	The proposed Harbour Mobile Cranes are required to be deployed at other Port operated berths
9	Page 36/Operation of Cranes/4.3.2.i Operation of Cranes	Licensee shall register the request for Harbour Mobile Crane received from various port users through on-line which shall have an access to Traffic Department of VOC Port Authority. The allotment of the HMC"s made by the Licensee shall be with the approval of Traffic	Request to clarify this clause	Online portal will be developed. The allotment of HMCs to the users shall be decided by the Traffic Manager based on the evaluation of operational requirements.

		Manager, VOC Port Authority or his representative.		
10	Page 40/4.13 Flexibility in operation	It will be ensured that quantity of cargo to be handled by the HMCs during the financial year will be rationalized based on capacity as well as availability of HMCs.	Request to clarify this clause.	The deployment of HMC's shall be decided by the Traffic Dept based on the operational requirement's and on equitable basis, as per availability
11	Page 42/Bid Prices	The Revenue Share amounts remaining unpaid on respective due dates would carry interest at rate equal to 3% above the Bank Rate per annum from the due date till the date of payment or realization thereof.	Request to clarify on what is meant by Bank Rate referred in this clause? Is it SBI Base Rate?	Bank Rate means the rate of interest specified by the Reserve Bank of India from time to time in pursuance of Section 49 of RBI Act, 1934.
12	Page 43/5.11 Lease Rent	The lease rent payable each year is subject to revision and escalation due for every year.	What is the annual escalation rate?	The annual lease rent payable is subject to revision once in 5 years and thereafter the rent is payable subject to annual escalation. The prevailing annual escalation is @ 2%.
13	Page 43/5.11 Lease Rent	Rs.416.75 per sq.mtr per annum	Whether the area to be calculated basis Wheel to wheel or wheel to pads?	The area has been calculated from pad to pad of HMC.

14	Form XII/Integrity PACT/Page 68/Section 4 Compensation for Damages	If the Port has terminated the contract according to Section 3, or if the Port is entitled to terminate the contract according to Section 3, the Port shall be entitled to demand and recover from the Licensee liquidated damages amount equivalent to 5% of the contract value.	To clarify what is the amount of contract value ?	The contract value is Rs.30,81,36,000/-.
15	Page 45/EMS requirements/6.2.5 EMS REquirements	The Licensee has to ensure that all his material handling equipment/transport Vehicles are emission tested.	This is not applicable for HMCs	The clause may be read as 'The Licensee has to ensure that all his material handling equipment/transport Vehicles have undergone all the applicable statutory tests.'
16	Page 43 Award Criteria	The bidder has to quote revenue share for a minimum of two numbers of cranes	When the tender is for 4 cranes, Whether port will consider if the bidder is willing to bid more than two cranes.	Tender condition stands
17	Page no 40/4.14 Scope of the License	If there is arequirment to shift the HMC in the interest of the port operation, the license has to shift their crane to a suitable place as per the direction of ETC without any cost and risk to the licensor	If need arises for the Crane to be shifted from one berth to another berth through Vessel/Barge, Additional/Actual cost needs to be borne by the Port.	Shifting of the crane from one berth to another shall be the sole responsibility of the Licensee.
18	Page no 43/5.8/II Award Criteria	The bidder has to quote the revenue share for two numbers of crane only. The	The reserve revenue share of 26.55% is very high. Requesting port to kindly remove the	The tender condition of minimum revenue share of 26.55% stands.

		reserve revenue share is 26.55%.	reserve revenue share.	
19	Page no 43/5.11 Lease Rent	The licensee shall have to pay the lease rent for the HMCs at the rate of Rs. 416.75 per sq.m per annum for the occupational area of the HMCs.	Requesting port to kindly remove the rent for HMC occupational area since it part of heavy equipments and the bidder will pay the separate License fees for the heavy equipment category.	Tender condition stands. The provision of separate license fee for HMCs not acceptable.
20	General Condition	Power Supply of the operation.	Please provide the Tapping Point Power Supply location and Incoming Voltage details for the HMC Operation. Power supply of the operation to be LT 400V and 590 KW.	Power shall be tapped from the 22 KV substation available at VOCPA. The bidder shall make necessary arrangement for conversion of HT supply to LT supply.
21	Page no 89 Tariff	The proposed Tariff for Dry bulk cargo for the Base rate (12500 MT) to be Rs. 45.26/Mt	<p>Considering the current fuel price and maintenance cost of the HMC, the base rate for dry bulk cargo and breakbulk.</p> <p>For example: For Dry Bulk cargo (foreign) Rs. 45.26/MT given in the indicated tariff is very low.</p> <p>Since smaller ships are available in berths I to VI, the output and commensurate rates would be very low.</p> <p>Moreover, requesting VOCPA to consider coastal tariff and foreign tariffs to be the same</p>	Tender condition stands. The price escalation in fuel will be taken care by WPI indexation declared annually and the concession in tariff for coastal cargo as per the directions of Ministry is to be complied.

			since the margin is very thin with foreign tariff, and with coastal tariff, the margin turns negative. The tariffs indicated in this Tender are much lower than the tariffs prescribed by other Ports	
22	Page 36/Claus e 4.3.2.i Operation of Cranes	Licensee shall register the request for Harbour Mobile Crane received from various port users through on-line which shall have an access to Traffic Department of VOC Port Authority. The allotment of the HMC"s made by the Licensee shall be with the approval of Traffic Manager, VOC Port Authority or his representative.	Request to clarify on this clause.	Refer reply to Sl.no.9
<b>M/s.Seapol Port Private Limited</b>				
23	---	---	Kindly allow the participants to participate for minimum one crane instead of two cranes.	Bidder has to quote for 2 cranes only.
24	---	---	Kindly allow the successful bidder to execute the Escrow account to collect the HMC charges in advanced and to pay the revenue share on real time basis. By this both operator and Port will be secured.	To facilitate easy monitoring of collection of revenue share charges, the successful bidder can be permitted to open the excrow account to collect the HMC charges and for the payment of revenue share to the



				Port.
25	---	---	Please consider extending the tenure for a period of 10 years, if the successful bidder installs the brand-new crane.	The contract period is for 5 years.
<b>M/s. IRC Natural Resources Pvt. Ltd</b>				
26	Page No.35 Clause No.4.1	..... Financing, Deployment, and Operation & Maintenance of Harbour Mobile Crane (HMC) of not older than 10 years with 120-Ton capacity or above from the date of commissioning. ....	Would a capacity of 100 Ton in place of 120 Ton be acceptable?	The capacity of HMCs is 120T or above.
<b>M/s. Kaptel Overseas Pvt.Ltd,</b>				
27	Clause No 4.8		In this case, could you kindly advise if the VOC can set up any guarantee cargo? Can you please advice how can you distribute the vessels or cargos equally between two operators	As per tender terms and conditions
28			Would you kindly advice on how VOC will split the ships or cargo evenly between two operators?	The deployment of HMC's shall be decided by the Traffic Dept based on the operational requirement's and on equitable basis, as per availability.

29	Clause No 4.14	HMC Shifting	Could you kindly advise on the manner of transportation, such as by road or by barge? Should we transfer the crane via barge, will it be free of cost?	The shifting of HMCs to other Berths through Road shall be at the cost of the operator for operational requirements and If the HMCs are required to be shifted to other Port operated berths by other than road mode, the same shall be carried out by the operator, on mutual consultation.
30	---	---	Would you kindly advise whether VOC can supply the power socket source for HMCs?	The bidder shall make his own arrangement.
31	---	---	Would you kindly advice can we supply one crane only?	Bidder has to quote for 2 cranes only. However, if need arises Port reserves the right to deploy additional cranes with the same terms and conditions.

Sd/-  
CHIEF MECHANICAL ENGINEER

## STATEMENT SHOWING 1-6TH BERTH CARGO HANDLED DURING LAST THREE YERARS

Commodity	2020-21			2021-22			2022-23		
	Import	Export	Tonnage	Import	Export	Tonnage	Import	Export	Tonnage
Cashew Nuts In Bags	41385	0	41385	50581	15162	65743	56784	0	56784
Cattle Feed	29700	0	29700	477517	0	477517	78861	0	78861
Caustic Soda Lye	0	44728	44728	0	32055	32055	0	91971	91971
Cement In Bags	0	57291	57291	0	32937	32937	0	80018	80018
Clinkers	147774	0	147774	12500	0	12500			0
Construction Meterials	0	115998	115998	0	184764	184764	0	265623	265623
Fly Ash	0	6010	6010	0	14316	14316	0	47819	47819
Furnace Oil	28154	0	28154	23326	0	23326			0
General Cargo	0	18362	18362	3637	27286	30923	26547	27891	54438
Granite	0	7793	7793	0	405	405	0	3746	3746
Gypsum In Bulk	4987	0	4987			0	14811	0	14811
Coal	1445723	66713	1512436	755525	223025	978550	1086793	245003	1331796
Ilmenite	19901	0	19901	35945	0	35945			0
Iron And Steel Materials	2397	1630	4028	15281	6032	21313	84222	36923	121145
Iron Ore			0	2492	0	2492			0
Lime Stones	215756	0	215756	138560	0	138560	327208	0	327208
Logs	78676	0	78676	77130	0	77130	96828	0	96828
Machinaries	11257	800	12057	12834	2316	15150	17142	5802	22944
Maize			0	0	129040	129040	0	35340	35340
Oil Cake/Copra	235175	0	235175	199202	0	199202	77337	0	77337
Others Not Specified(Dry)	104397	0	104397	69282	8320	77602	139363	6552	145915
Palm Oil	145404	0	145404	218751	0	218751	346284	1	346285
Phosphoric Acid	8068	0	8068	0	9200	9200			0
Potassium Sulphate(Mop,Sop)	410344	0	410344	174368	0	174368	215778	0	215778
Rock Phosphate	256881	0	256881	484602	0	484602	399582	0	399582
Salt In Bulk	32000	0	32000	94947	338	95285	155518	25	155543
Sugar In Bags	0	1196	1196	0	25080	25080			0
Sulphur	83839	0	83839	83935	0	83935	76488	0	76488
Sulphuric Acid	365678	0	365678	324293	0	324293	430462	0	430462
Sunflower Oil	38843	0	38843	19720	0	19720			0
Urea	175287	0	175287			0	138626	0	138626
Wheat			0			0	64135	0	64135
Wind Mill Blade	873	79233	80106	766	62029	62795	432	103243	103674
<b>Grand Total</b>	<b>3882499</b>	<b>399754</b>	<b>4282253</b>	<b>3275193</b>	<b>772306</b>	<b>4047500</b>	<b>3833199</b>	<b>949956</b>	<b>4783155</b>