

**Reply to Pre-bid queries of RFQ**

**Annexure-I**

SI No	Clause no	Page	As specified in Tender /RFQ Clause	Bidders queries	KoPT's reply
1.	Last Date of submission of RFQ Applications.	8	Upto 15:00 Hrs on 25.07.2019	Request you to extend the date of submission such that there is a minimum of 3 weeks between the release of response to queries and the submission date.	Due date of submission is as per <u>Addendum-II</u> .
2.	1.1.1 Back Ground	13	Refer RFQ	Request you share the Techno-economic feasibility report (TEFR) for mechanization of this berth.	Techno-Economic feasibility study report (TEFR) is available as <u>Addendum-II</u> .
				The list of equipment provided in this stage does not appear to be in line with the Sagarmala Report- Master Plan for Kolkata Port trust (pt. 7.3.3.2)	List of equipment in the tender document is to prevail. However, please refer Sl. No. 10 of this reply.
3.	Project Cost	14	The indicative cost for the project is Rs. 331.94 crores.	The indicative project Cost of Rs 331.94 Cr. is too high for only mechanization work of a terminal where capacity will be 3-3.5 MTPA. Request you for capital cost estimation of the works.	The estimate has been prepared based on budgetary estimate from the reputed manufacturers in the field and HDC'S existing contracts rates. Hence tender condition prevails.
4.	3.2.3(c)	38	3.2.3 For a project to qualify as an Eligible Project under Categories 1 and 2: ..... ..... (c) the capital cost of the project should be more than Rs.331.94	The qualification criteria requires capital cost of the project to be Rs 331.94 Cr. This amount is the indicative project cost and too high for qualification criteria. Projects of the similar size in the past would have cost less than the present estimate of the cost.	The clause no. 3.2.3(c ) may be read as The capital cost of the project should be more than <b>Rs.66.388 Crores (Rupees Sixty Six Point three eight eight Crores) and . Sl. No. 6 of Addendum-II may be referred to in this regard.</b>

			Crores (Rupees Three thirty one point nine four crores); andcx	Request you to reduce the the criteria to 20 % of the project cost- i.e is Rs 66.32 Cr. ( For precendence, paradip port trust in their tender for deep draft import coal terminal, used a figure of 20% of the indicative project cost. The qualifying criteria was 117 Cr for a project Rs 585 Cr.) 20% of project cost is he minimum as per PPP guidance of the RFQ for projects under 1000 Cr.	Cl. No. 3.2.4 may be read as: For a project to qualify as an eligible project under categories 3 and 4.....How ever, payments / receipts of less than <b>Rs.66.388 Crores (Rupees Sixty Six Point three eight eight crores) shall not be reckoned as payments /receipts for eligible Projects.</b>  <b>Sl. No. 7 of Addendum-II may be referred to in this regard.</b>
5.	3.4.1	39	The Application must be accompanied by the Audited Annual Reports of the Applicant (of each Member in case of a Consortium) for the last 5 (five) financial years, preceding the year in which the Application is made.	The audited financial statement of FY 18-19 should be exempted as the audit of the books are not complete to provide an audited statement.  Request acceptance of provisional financial statements for FY 18-19.	Refer Cl. 3.4.2 of RFQ.
6.	General	---	-----	Since the time provided between release of RFP and submission of Bids is less than 3 months, we request you for more technical details of the project. This will enable the successful participants to be prepared by the time RFP is released.  Some details are critical for a participant such as:	The TEFR and DPR may be referred to related to Technical details enclosed with Addendum-II. 1) Total land area estimated for the project is 1,46,984 Sq m including the stacking area of 54000 sq m.  2) Tariff for the project has

				<ol style="list-style-type: none"> <li>1. Land area allotment for the project.</li> <li>2. Tamp tariff for the project.</li> <li>3. Utility charges such as electricity, fresh water etc. (Services that are to be taken from the Port).</li> <li>4. Cargo dispatch mechanism/ methodology- include railway interface responsibilities and charges applicable for the rail siding.</li> </ol>	<p>already been approved and notified by TAMP. The same is enclosed as Addendum-II.</p> <p>3) The charges against Electricity, water and other utilities shall be payable by the Concessionaire separately as per SOR. The Concessionaire shall, at its cost, and to the satisfaction of the Concessioneing Authority, install meters to measure the consumption of power and water.</p> <p>4) The cargo dispatch mechanism is through SILO based loading system. The rate notified by TAMP includes the charges for providing the railway facility within the project area including siding facility.</p> <p>For providing Railway facility beyond the project site, HDC will levy railway haulage &amp; terminal charges extra as per SOR.</p>
7.	General	.....	.....	<p>In FY 2018-19, berth 2 was able to handle approximately 4 Mn tons of Bulk cargo using Harbour Mobile Cranes and Manual handling.</p> <p>So for Mechanization of a berth of this estimated cost to be feasible, at least 8 Mn tons should be handled annually.</p> <p>Does port have available stockyard space near the berth to accommodate storage</p>	<p>Please refer the DPR enclosed with Addendum-II.</p>

				space of 0.7 Mn tons? Request details of land demarcation of area allotted for this berth.	
8.	General	.....	.....	Has the port conducted a condition assessment of the existing civil structure ( i.e the berth)?  Request sharing of the condition assessment report.	Yes, IIT Madras has performed a condition assessment of the Jetty of Berth no-3. The report is enclosed as <b>Addendum-II</b> .
9.	General	.....	.....	Will there be any restriction in handling of certain type of cargo at this Berth?  Will the bidder be allowed to handle import as well as export cargo at this berth?  Request you to share the environmental compliance reports for this berth.	a. All types of Coal and coke, limestone and other dry bulk cargo as compatible may be handled on this Berth.  b. Only import Cargo has been envisaged to be handled through proposed mechanized system.  c. Environmental compliance reports may not be required as the project will be installed on already existing berth i.e. Brownfield Project and the Project capacity is similar to the earlier mechanical Iron Ore plant.
10.				The RFQ document refers to number of equipment. However there is no clarity	1. The no. of Major equipments are mentioned in Cl.1.1.1 of

				<p>on type &amp; Size, capacity etc.</p> <p>The RFQ also does not indicate the total system throughput in terms of TPH/TPD of unloading (type of cargo) and similar data for dispatch. These details may please be furnished to make an assessment.</p> <p>Further can the bidders reconfigure: 1. Type 2. Numbers 3. Capacity of the machines/equipment etc. without diluting the objective or the designed performance demands of the project.</p>	<p>RFQ. For the Broad Specifications of the equipments the DPR may be referred to.</p> <p>2. The capacity of the plant has been calculated at 3.5 MMTPA. The Productivity norm has been set as 20,000 Tons Per day.</p> <p>3. The bidder will supply Gantry Grab Unloader, Stacker cum Reclaimer(SCR) , Conveyor system and SILO loading system. However, the Basic parameters like rated capacity and long travel rail gauge of unloader and SCR have been mentioned in DPR as the unloader will be installed on existing Berth and SCR will be installed on existing concrete Track foundation which had conveyors &amp; SCRs in earlier Iron Ore Plant. However, bidder shall not change the type, number and capacity of the equipment including designed performance standard of the project. Other aspects not specified in DPR will be designed by the operator considering Terminal Capacity and Performance standard.</p>
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11.	3.2.1 Category 3:	37	<p>Category 3: Construction and/ or operation experience on Eligible Projects in port sector that qualify under Clause -3.2.4</p>	<p>We shall pursue category 3 under Clause-3.2.1 which includes payment made/ received for operation of eligible projects. We request you to approve that the total revenue from the projects in the last 5 years and not the project cost should be more than Rs. 331.94 Cr. as stipulated in Cl.3.2.4. Accordingly, project cost, instruction 8 of Annexure-IV should not be applicable.</p> <p>It may kindly be noted that while computing collection of revenues, we have taken into consideration cargo handling in any port/in any other organization from FY 2014-15 to F.Y 2018-19.</p>	The relevant Clause of RFQ may be adhered to.
12.	3.4 Financial information for purposes of evaluation:	39	<p>3.4.1 The Application must be accompanied by the Audited Annual Reports of the Applicant (of each Member in case of a Consortium) for the last 5 (five) financial years, preceding the year in which the Application is made.</p> <p>3.4.2 In case the annual accounts for the latest financial year are not audited and therefore the Applicant cannot make it available, the Applicant shall give an undertaking to this effect and the statutory auditor</p>	<p>Cl. 3.4.1, 3.4.2 &amp; 2.2.12: With regard to these clauses we shall provide audited Annual reports for last 5 years preceding F.Y 2017-18. However, the annual accounts for 2018-19 will be provided along with the second stage of the bidding process comprising request for proposals or RFP, if qualified in the 1<sup>st</sup> stage (RFQ).</p>	Refer Cl no-3.4.2.

			<p>shall certify the same. In such a case, the Applicant shall provide the Audited Annual Reports for five years preceding the year for which the Audited Annual Report is not being provided.</p> <p>3.4.3 The Applicant must establish the minimum Net worth as specified in Clause 2.2.2 (B),and provide details as per format at Annex-III of Appendix-I.</p>										
13.	2.2.2 (A)	21	<p><b>Technical Capacity:</b> For demonstrating technical capacity and experience (the "Technical Capacity"), the Applicant shall, over the past 5 (five) financial years preceding the Application Due Date, have:</p> <p>(i) paid for, or received payments for construction of Eligible Project(s); and / or</p> <p>(ii) paid for development of Eligible Project(s) in Category 1 and / or Category 2 specified in Clause 3.2.1; and / or</p> <p>(iii) collected and appropriated revenues from Eligible Project(s) in Category 1 and / or Category 2 specified in Clause 3.2.1.</p>	<p>A. Technical capacity: Over past 5 Financial years</p> <table><tr><td>i) Construction of eligible project</td><td>300 Crores</td></tr><tr><td>ii) Development of eligible project in category 1 and category 2.</td><td></td></tr><tr><td>iii)Collected and appropriated revenues from eligible projects in category 1 and /or category 2, specified in Cl. 3.2.1.</td><td></td></tr><tr><td>Atleast 25 % of the the technical capability shall be from category 1 and category 3(Port</td><td>165.7 crores</td></tr></table>	i) Construction of eligible project	300 Crores	ii) Development of eligible project in category 1 and category 2.		iii)Collected and appropriated revenues from eligible projects in category 1 and /or category 2, specified in Cl. 3.2.1.		Atleast 25 % of the the technical capability shall be from category 1 and category 3(Port	165.7 crores	Tender conditions prevail.
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Atleast 25 % of the the technical capability shall be from category 1 and category 3(Port	165.7 crores												

			Such that the sum total of the above is more than Rs. 663.88 crores (Rupees Six hundred sixty three point eight eight crores ) [the “Threshold Technical Capacity”]. Provided that at least one fourth of the Threshold Technical Capability shall be from the Eligible Projects in Category 1 and / or Category 3 specified in Clause 3.2.1.	<table><tr><td>Sector)</td><td></td></tr><tr><td>Total</td><td>465.97 crores.</td></tr></table>	Sector)		Total	465.97 crores.	
Sector)									
Total	465.97 crores.								
14.	2.2.2(B)	21	The Applicant shall have a minimum Net Worth (the “Financial Capacity”) of <b>Rs. 82.985 crores (Rupees eighty two point nine eight five crores)</b> at the close of the preceding financial year.	Proposed Minimum net Worth 50 Crores.	Tender conditions prevail.				
15.	2.2.3 O&M Experience	21	<b>O&amp;M Experience:</b> The Applicant shall, in the case of a Consortium, include a Member who shall subscribe and continue to hold at least 10% (ten percent) of the subscribed and paid up equity of the SPV for a period of 5 (five) years from the date of commercial operation of the Project, and has either by itself or through its Associate, experience of 5 (five) years or more in operation and maintenance (O&M) of	Undertaking of outsourcing agreement will be provided.	Tender conditions prevail.				

			<p>Category 1 projects specified in Clause 3.2.1, which have an aggregate capital cost equal to the Estimated Project Cost. In case the Applicant is not a Consortium, it shall be eligible only if it has equivalent experience of its own or through its Associates. In the event that the Applicant does not have such experience, it should furnish an undertaking that if selected to undertake the Project, it shall for a period of at least 5 (five) years from the date of commercial operation of the Project, enter into an agreement for entrusting its operations &amp; maintenance (O&amp;M) obligations to an entity having the aforesaid experience, failing which the Concession Agreement shall be liable to termination. The applicant shall have to submit the undertaking in this regard as per the format as at <b>Appendix-VII</b>, as applicable.</p>		
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16.	1.1.1 Para 2	13	Keeping in view the long term requirement of the steel plants, power utilities and other industries located in the hinterland of HDC, the port has potential to handle vast quantum of dry bulk cargo comprising Coking Coal, Non Coking coal, Coke, Lime Stone, Fertilizer Raw Materials, Manganese Ore, iron ore etc. IPA, the consultant engaged by the HDC, KoPT after carrying out detailed Techno Economic Feasibility Report (TEFR) has projected handling of about 29.90 Million Tonnes of dry bulk cargo at Haldia Dock Complex by 2025-26.	Request to share the TEFR study report for detailed assessments. Basis of projections.	Addendum-II may be referred to.
17.	1.1.1	13	The indicative cost for the project is Rs. 331.94 crores.	Request for sharing the details of the break-up.	Refer Tamp order.
18.	General	.....	.....	Please indicate the capacity envisaged.	The Capacity envisaged for the project as 3.5 MMTPA.

19.	1.1.1 (S.No. 1) Under Hired Equipment	13	Shunting Loco -- 1 No.	It is to be owned by Licensee?	Locomotive has been considered for the project on Hiring basis.
20.	1.1.1 (Sl. no. 8 Under equipment)	13	Electric power supply and distribution system--- 1Lot	Licensee to receive power source from HDC? Please clarify and indicate the source.	The take off point for electricity shall be from the sub station at Master Control Behind Berth no-4 of HDC. The cost and responsibility of receiving power from the source shall be borne by the bidder. The Concessionaire shall be required to furnish appropriate Security Deposit to Concessioneing Authority similar to that furnished by commercial customers availing substantially equivalent facilities and utilities of the prevailing rate.
21.	1.1.3(v)	14	(v) Compliance with environmental laws including obtaining and keeping in force throughout the concession period all required statutory clearances, which shall include construction, operation and maintenance phases of the project.	Whether consent received from Environment Department/MOEF for modernization/Mechanization of this projects? if not.	Sl. no-9 (C) above may be referred to.

22.	1.1.3(ix)	15	Repairing of the Jetty of berth No. 3 to be carried out by successful bidder under cost and arrangement.	Please indicate the present status?	Repairing of the jetty of Berth no-3 shall be done by the successful bidder at his own cost and arrangement. IIT Madras has carried out condition survey of the Jetty and the repairing cost is available in the condition survey report as enclosed as Addendum-II.
23.	3.2.3(c)	38	Refer Sl.4	For Eligibility with project experience of max 65 cr. should be appropriate instead of 331.94 Cr.(Around 20% of 231.94 cr.)	Refer Sl.4 above may be referred to.
24.	3.4.1	39	3.4.1 The Application must be accompanied by the Audited Annual Reports of the Applicant (of each Member in case of a Consortium) for the last 5 (five) financial years, preceding the year in which the Application is made.	Audited Financials FY 18-19 Cannot be submitted. Provisional Financials should be allowed to be submitted.	Refer SL. no 5 above.
25.	General	.....	.....	Considering numerous projects coming up in Haldia Dock, getting viable quantity of Cargo for all mechanised berth will be a challenge. Can HDC provide Minimum Cargo Guarantee?	The concessioning authority does not guarantee any minimum guaranteed throughput for this project.
26.	General	.....	.....	At the backdrop of Coal Ministry's announcement and discouraging Coal Imports we foresee drop in Coal Imports-Can additional Jetty with Investment of over 333. 94 Cr be viable	TEFR may be referred as enclosed with Addendum-II.

27.	General	.....	.....	Is Feasibility Report available. Please share.	Please refer SI no-2 above.
28.	General	.....	.....	Tajpur Port has also been announced. Cargo will obviously be diverted. Is there any Study/assessments done considering the effects on cargo volume of Haldia Dock once Tajpur comes into operation.	The cargo projection as has been done by the consultant has been reflected in the feasibility report, which may be seen.
29.	General	.....	.....	The tender RFQ submission date should be extended by minimum 30 days for proper assessment of the Project details.	Refer SI.No.1 above.
30.	General	.....	.....	Layout Details is required for proper assessments. Request to share	Refer DPR enclosed in Addendum-II.
31.	General	.....	.....	Preliminary Data- Soil/Bathymetric is required. Request to share.	Soil data of back-up area of berth no.3 is enclosed as of Addendum-II.
32.	General	.....	.....	Layout of present status of Berth No 3- Please share.	The relevant portion of DPR enclosed with Addendum-II may be referred to.
33.	General	.....	.....	Available stock area- Please share	The stockyard has been demarcated as 54000 Sq m. For details DPR may be referred to.

34.	General	.....	.....	Is this berth to be used for both Import & Export Cargo Handling? Please clarify.	Project has been designed for dedicated import of Dry Bulk cargo through mechanized system only.
35.	General	.....	.....	How will the Import Cargo be dispatched from Stock area- Any Railway Siding is available and charges therein?	<p>Cargo will be dispatched through SILO based wagon loading system. 20% cargo may be dispatched by Road.</p> <p>New railway siding along with SILO is under the scope of the concessionaire.</p> <p>For details of railway siding please refer DPR as enclosed with Addendum-II.</p> <p>The rate notified by TAMP includes the charges for providing the railway facility within the project area including siding facility.</p> <p>For providing Railway facility beyond the project area, HDC will levy railway haulage &amp; terminal charges extra as per SOR.</p>
36.	General	.....	.....	Who will be the primary user of this Berth and whose cargo has been envisaged to be handled at the Berth.	The importer of all types of Coal and Coke namely TATA Steel, Sail, NTPC, CESC, WBPDC and other port users will be the user of the project.

37.	General	.....	.....	If Berth No 3 will be handling Import Cargo only- Presently there are 6 Berth namely 2,4B,4A,8,13 AND 12 where Dry bulk is being handled. Due to limited lock window as well as tidal constraints, required number of Imported dry cargo VSL cannot enter through the lock and these Berth remain idle for a considerable period. After mechanization of Berth No 3 the vessel waiting will further increase:- How KoPT will ensure adequate cargo for handling due to these factors	The TEFR may be referred to enclosed with Addendum-II.
38.	General	.....	.....	Kindly indicate whether any priority is planned for Vessel designated for Berth No 3.	Priority for berthing or sailing of vessels will be as per the policy of the Concessioneing Authority.
39.	General	.....	.....	Only 60,000 Sq.m of stockpile area is available.Where from additional 40,000 Sq.m of land will come.  1,00,000.00 Sq.m of land is required.	The capacity of the project has been computed as per TAMP guidelines considering stock pile area of 54,000 Sq.m.
40.	Cl. 1.1.3(ix)	15	Repairing of the jetty of Berth No.3 to be carried out by successful bidder under cost and arrangement	(i) Kindly advise/elaborate 'Under cost and arrangement' for our understanding. (ii)Has the repair cost been included in the Indicative Capital Cost of the Project ?	i. Under cost arrangement means under the scope of the concessionaire. ii. The jetty repairing cost is included in the tentative capital cost.
41.	2.2.3 O&M Experience	21	.....In case the Applicant is not a Consortium, it shall be eligible only if it has equivalent experience of its own or through its	Any specific format for this please?	Appendix-VII of the RFQ may be referred.

			Associates.		
42.	Notice inviting application	8	The cost of documents of Rs. 42,700.00(Rupees Forty Two Thousand Seven Hundred only) including GST @ 18% for domestic as well as foreign applicants shall be submitted in the form of Demand Draft (non refundable) issued by any scheduled bank drawn in favour of Haldia Dock Complex, Kolkata Port Trust payable at Haldia. Applicant should provide details in the format provided for acknowledgment.	The amount of the demand draft towards the cost of the RFQ as mentioned in page- 8 of RFQ is INR 42,700/- and in clause 2.13.2 page- 31 is INR 47200/- we request authority to clarify the amount of demand draft to be submitted.	The cost of documents of Rs. 47,200.00(Rupees Forty seven Thousand two Hundred only) including GST @ 18% for domestic as well as foreign applicants shall be submitted in the form of Demand Draft (non refundable) issued by any scheduled bank drawn in favour of Haldia Dock Complex, Kolkata Port Trust payable at Haldia.
43.	1.1 Project location and Layout plan.	13	Kolkata Port Trust (Authority) is a Riverine port with two Dock Systems viz. Kolkata Dock System (KDS) located in Kolkata and Haldia Dock Complex (HDC) located at Haldia. HDC is located on the western bank of river Hooghly at a Latitude: 22° 02' N and Longitude: 88° 06' East.	Generally RFQ documents contain the project location and layout plan for the preliminary understanding of the project. However, the same is not provided in the issued RFQ. Hence, we request the authority to provide the project location and layout plan with clear demarcation for rail and road connectivity.	Related to Project location Clause no-1.1 of the RFQ may be referred to.  Related to Layout plan DPR may be referred to.

44.	1.1.1 Project capacity.	.....	.....	RFQ document does not specify the project capacity. Hence, we request the authority to provide the same.	SI no-18 above may be referred to.
45.	1.1.1 Rail Connectivity.	.....	.....	RFQ does not provide the details of the rail connectivity of the terminal for cargo evacuation. Please provide the details of connectivity of the terminal in terms rail. We understand that the connectivity of road and rail up to the project boundary shall be provided by the project authority. Please clarify,	For details of railway siding SI. no.-35 above may be referred to.  For haulage charges SI. no. 6 above may be referred to.  The railway siding is under the scope of the bidder. However, the connectivity of road and rail up to the project boundary shall be provided by the project authority.
46.	1.1.1 Railway siding	.....	.....	The RFQ mentioned about evacuation of cargo by rail using rapid wagon loading system through SILO. We request authority to provide the exact location of the railway siding. We also request authority to clarify whether the railway siding will be common user or dedicated to Berth No. 3.	For location of the railway siding SI. no-35 above may be referred to.  The siding will be dedicated one for the Berth no-3 only.
47.	1.1.1 Cargo Evacuation	.....	.....	The RFQ mentioned about cargo evacuation though rail but does not mention evacuation of cargo by road. Kindly advise how much cargo in MTPA will be allowed to be evacuated by road. Road evacuation will be required to handle cargo of various industries located	20% of cargo evacuation through road may be allowed.

				near by which may not be feasible to serviced by railway.	
48.	Environmental clearance.	.....	.....	We request to authority to clarify on the status of the environmental clearance for the project. If environmental clearance is granted for the project then please provide the copy of the environmental clearance.	SI no-9 above may be referred to.
49.	1.1.1 Equipments	13-14	Refer table in Page-13-14	We understand that the list of equipment mentioned in the RFQ documents is indicative only and the same will be finalized during the RFP stage. Please confirm.	SI no-2 above may be referred to.
50.	1.1.1 Scope of Work- Mechanization of terminal	14-15	Reference Clause No. 1.1.3 of RFQ	<p>Project is for setting up of " Mechanization of Birth No. 3 " comprising of full scaled mechanized system of ship unloading , conveying, stacking and evacuating by rail through rapid wagon loading system through SILO alongwith all other facilities. The estimated cost of the project stands as Rs 332.94 Crore.</p> <p>We understand that concessionaire requires developing full scale mechanized cargo handling systems with Gantry Grab Unloaders.</p> <p><i>We understand the berth will be handling partially laden panama vessels with parcel size of 25,000 MT to 30,000 MT due to the draft limitation of the dock.</i></p>	The existing Berth has limitations of installing MHC due to narrow approach road and width of the Berth. Making the Berth wider and installing MHC may be costlier than the Gantry Grab Unloader. As this berth was already having Ship loaders of 3000 TPH capacity earlier, Gantry Grab unloader have been considered in the instant project.

				<p>We are of the view that Gantry Grab Unloader is not justified for this project due to the smaller parcel size. This will increase the project cost and thereby making the project unattractive for the bidder</p> <p>We suggest that the benefit of mechanization can be achieved by deploying mobile harbor cranes (MHC) also instead installing costlier equipment like Gantry Grab Unloaders. Especially in view of the lower parcel size, MHC will be a better and suitable option.</p> <p>In the view of the above context, we suggest the Authority to modify the project to reduce the cost so that project is feasible and sustainable in the long term</p>	
51.	1.2.8	16	<p>Bids will be invited for the Project on the basis of highest premium ("the Premium") in the form of revenue share quoted by a bidder for implementing the project. The concession period shall be pre-determined and will be indicated in the draft Concession Agreement forming part of the Bidding Documents. The Premium amount shall</p>	<p>Ministry of Shipping, Government of India has been approved the new Model Concession Agreement (MCA). As per new MCA, the bid variable has been changed from revenue share to royalty per ton of cargo handled by the concessionaire. We request Authority to change the bid variable to royalty per ton of cargo handled in line with the new MCA.</p>	<p>The clause no. 1.2.8 of RFQ may be read as: Bids are invited for the Project on the basis of Highest Royalty per MT of cargo handled at the Project Facilities (the "Royalty"). The rate of Royalty will be indexed to as per the variations in the Wholesale Price Index (WPI) for all commodities announced by the Government of India annually as specified in</p>

			<p>constitute the sole criteria for evaluation of Bids. The Project shall be awarded to the Bidder quoting the highest Premium.</p> <p>In this RFQ, the term “<b>Highest Bidder</b>” shall mean the Bidder who is offering the highest Premium.</p>		<p>the draft Concession Agreement.</p> <p>In this RFQ, the term “Highest Bidder” shall mean the Bidder who is [offering the highest royalty per MT of cargo handled at the Project Facilities (the “Royalty”).</p> <p><b>Sl.No.8 of Addendum-II may be referred to.</b></p>
52.	5.1 Demand Draft	42	<p>Pre-Application Conference of the interested parties shall be convened at the designated date, time and place. Only those persons who have purchased the RFQ document shall be allowed to participate in the Pre-Application Conference. Applicants who have downloaded the RFQ document from the Authority's website (<a href="http://www.kolkataporttrust.gov.in">www.kolkataporttrust.gov.in</a>) should submit a Demand Draft for the amount specified in Clause 1.2.1 towards the cost of the RFQ process, through their representative attending the conference. A maximum of three representatives of each Applicant shall be allowed to participate on production of authority letter from the</p>	<p>Clause 2.13.2 (xiii) mentions that the envelope should contain demand draft of Rs 47,200/- towards the purchase of RFQ. However the clause 5.1 mentions that representative attending the conference should submit a Demand Draft towards the cost of the RFQ process, We request the Authority to remove the aforesaid provision from clause 5.1 of the RFQ document.</p>	<p>Tender conditions prevail.</p>

			Applicant		
53.	Discharge Rate	-----	-----	<p>We request Authority to provide the expected gross berth output. We also request Authority to provide the past 9 year data of discharge of coking and steam coal at different berths of Haldia Dock Complex. This will help us in better understanding of the specification of the equipments required for the project.</p>	<p>The indicative norms for Gross Berth Output for different categories of cargo are as follows:</p> <p>Gross Berth Output for Panamax Vessel – 20,000 MT/Day/Berth.</p> <p>Gross Berth Output for Handimax Vessel – 20,000 MT/Day/Berth</p>
54.	Current Traffic Dwell times and Parcel Size.	-----	-----	<p>In order to have a better understanding of the traffic potential of the project, we request Time and parcel size the Authority to provide the berth wise, commodity wise cargo traffic handled at Haldia Dock Complex. We also request Authority to provide the dwell time and the parcel size of the bulk cargo including thermal coal, steam coal, coking coal which is currently being handled at Haldia Dock Complex. This will help in understanding the project in a better manner.</p>	<p>Please refer TEFR.</p>
55.	Types of commodities handled	-----	-----	<p>The RFQ document indicates that bulk cargo will be handled at the berth. We understand handled that all kind of bulk cargoes including import and export are allowed to handle at the berth. We request the Authority to clarify the type</p>	<p>SI no. 9 above may be referred to.</p>

				of bulk cargoes that are permitted to be handled at the berth.	
56.	Dredging	-----	-----	Please clarify the need of capital and/ or maintenance dredging for the project. Kindly also suggest who will be the responsible party to undertake the same.	The Capital and maintenance Dredging of the Jetty will remain under the scope of Haldia Dock Complex.
57.	Storage Free Days	-----	-----	<p>As per the Scale of Rates approved by TAMP for the Project, free period for storage of cargo has been approved at 10 days. We have a critical observation here in this regard.</p> <p>Recently for past few years, many coal terminals operating at Major Ports like Vishakhapatnam, Goa, Kandla, etc, are facing the issue of unrealistic storage charges and insufficient free number days allowed to store the cargo.</p> <p>Storage charges issues emerge from the inappropriate assessment of dwell time of cargo proposed to be handled at PPP terminals at the time of fixation of tariffs. We have seen various major port terminals facing the acute viability gap because of having unrealistic storage charges in their scale of rates.</p> <p>We would like to bring issues prevailing at Vishakhapatnam Port terminals. Some of the PPP coal terminal had got initially</p>	<p>In the revised estimate it has been considered that 40% cargo will be evacuated during free period of 10 days and 40 % within 15 days and 20% with in 20 days. This is possible considering the capacity of the machineries selected for the instant project. In case SILO loading and 20% option for road evacuation, the free period of 10 days is justified.</p> <p>Increasing the free period to 25 days and three slab of 5 days will tantamount to dwell time of 40 days which is not at all the intention of this huge project. Latest machineries with SILO loading through rail and 20% cargo evacuation through road will result in faster evacuation of cargo and reduction of dwell</p>

			<p>the free period approved at 05 days, Against this, the actual dwell time was much higher in the range of 45-50 days. Criticality of this issue was realized only during the operation phase when, terminals with insufficient free storage period and high storage rates had to operate with high cash losses and erosion of their Net Worth. These terminals, despite having competitive terminal handling charges also, could not attract the volumes only because of insufficient free storage period and high storage rates. On the other side, for the volumes which were handled, had to be offered free period beyond the approved days as per TAMP order. Thus, concessionaires could not earn anything from customers for the storage charges and also Concessionaires had to pay revenue share on the storage charges which were not earned by them. Finally, Ministry of Shipping, GOI, has taken a note of this critical issue and has issued</p> <p>Guidelines in relation to the Stressed Projects under which, storage charge issue has been addressed specifically. Guidelines provides for allowed additional free period.</p> <p>Due to the lesser permitted free period and high storage charges the affected</p>	<p>time.</p> <p>It may be noted that, in the instant project, royalty in rupees per MT basis is payable against the quantity of cargo handled at the facility and therefore revenue share is not applicable on storage charges separately.</p>
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			<p>terminal has been declared as the stress project. Subsequently, the Authority has changed the free storage period as show below</p> <table><tr><td>Description</td><td>Initial free period</td><td>Final free period</td></tr><tr><td>Free period</td><td>05 days</td><td>20 days</td></tr></table> <p>Similar kind of issues is also faced at the coal terminals at Mormugao Port where in the allowed free period is 15 days but the actual dwell time of the cargo is more than 35-40 days. This is making it very difficult to operate the project as the storage charges are telescopic in nature and are pushing the total cost recoverable from the customer to an astronomical level which customers are not willing to pay to the Concessionaire. Hence the coal terminal operators have requested the Authority for increasing the free period based on the actual dwell time to make the project viable.</p> <p>Thus, in view of the above cases of viability issues due to insufficient free period for storage should be taken care before the project is bid out.</p> <p>As far as the proposed project is concerned, we understand that the tariffs including free period were</p>	Description	Initial free period	Final free period	Free period	05 days	20 days	
Description	Initial free period	Final free period								
Free period	05 days	20 days								

				<p>proposed based on the principles of Coal Terminal Guidelines under Upfront Tariff Guidelines, 2008. However, Coal Terminal Guidelines proposes 25 days as the free days for storage of cargo. Not following the same, will lead project only towards non- competitive storage cost for the users, diversion of volumes to non-mechanized terminals of Haldia dock and leading to investment in the mechanized terminal remaining unutilized.</p> <p>Hence, to avoid the such undesirable situation, we request Authority to review the storage free period of the Project now and change to allow 25 days of free period for storage for the proposed project.</p>	
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