



REPLY TO BIDDER'S PRE-BID QUERIES -2

SUPPLY, INSTALLATION, TESTING, COMMISSIONING, OPERATION AND MAINTENANCE OF 5 NOS. 1200 SCMh CNG COMPRESSOR PACKAGES

(TENDER NO. P.005914 R11050 007)

TENDER NO. P.005914 R11050 007

Owner: Green Gas Ltd.

PMC- Tractebel Engineering Pvt. Ltd. (TE)

Pre-bid meeting held on 31.03.2017 at 1200 HRS IST at GGL Lucknow office.

Date: 16.05.2017

Sl. No.	Vol. No.	Tender Page No.	Clause No	Requirement as per tender	Bidder's Query/Clarification	GGL/TE Reply
1	Volume I of II	100009	6.1.2	The bidder should have engineered, manufactured, designed, tested and supplied from the proposed facility of manufacturing of minimum below mentioned quantity of compressors of 1200 SCMh or higher capacity in single Purchase Order/ single Rate Contract, validly similar in mechanical design to the ones specified in the tender in terms of design and suction pressure to customers in India or Europe or America in last five years reckoned from the bid due date and these compressors should be in operation since last one year	7 Year Equipment Criteria :In the year 2016 in IGL tender PMC (Tractabel) had accorded their approval to bidders to Bid with credentials dating 7 years in place of 5 years even though the BEC initially allowed only 5 Years . We request for same relief in subject tender from Green Gas/ PMC to be allowed to participate with 7 years credentials in place of 5 years as done by IGL /MGL / AGL etc in subject tender to promote competition	Refer Corrigendum # 3 already issued. Tender condition Prevail
2	Volume I of II	100063	24	Performance Guarantees, Loading and Penalties: - As per tender, If package loss is quoted more than 1% of suction capacity gas consumption than bid shall be rejected. - As per tender, In case, actual Package Gas Loss is found more than Guaranteed , penalty shall be imposed	Gas Loss measurement Criteria : we confirm that our belief that meter inaccuracy related losses exist are not mere work of fiction / apprehensions. They exist in reality due to inherent limitation of technology . We have annexed the extract from the Tender specification of Coriolis Mas Flow meter from the subject tender itself floated by PMC wherein specifications confirm and quantify the acceptable limit of inaccuracy in Suction and Discharge mass flow meters of 0.5 % or 4.175 Kg / Hour per meter . By applying simple mathematic we can add 4.175 + 4.175 = 8.35 Kg per hour from two meters . this loss is 1 % of HOURLY PACKAGE COMPRESSION capacity . If we add inaccuracy of fuel mass flow meter to above then package loss shall definitely exceed 1 % which is not allowed as per tender . This means the technical specification is faulty . We request Green Gas Ltd to appreciate it is not possible to fairly impose penalty on Supplier upto 1 % Gas Loss as tender specifications itself accept the inaccuracy of 0.5 % in the measurement in each of the three meters ie a total Gas loss acceptable can actually cross 1 % and still no penalties be imposed on supplier . We also request GGL / PMC to clarify , Why the Technical specifications sheets for mass flow meter for VENT have not been provided in the subject tender as they do in other 3 Meters – (pls see attached sheets Why penalties are being imposed based on Suction and Discharge Mass flow meters with higher inaccuracy on account of higher flow measurement capacity while the same can be done using the 4th Mass FLOW Meter (with lower inaccuracy in measurement of Losses) and can potentially save Green Gas CRORES OF RUPEES . The latter was discussed and agreed during prebid meeting yet it has not been notified in the response to pre bid queries	Penalty will be imposed based on actual data and quoted data. Therefore owner will not suffer any loss. Supplier has to check the calibration of all the meters at defined interval to ensure accuracy of the meter. Penalty will be imposed as per meter reading, no tolerance will be adjusted for penalty calculation. The matter was explained during the pre-bid meeting. Tender conditions prevail.



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3	Volume I of II	100009	6.1.1	The bidder must be a compressor manufacturer having the single point responsibility for manufacturing, supplying, installing and commissioning of Engine Driven Compressor Packages handling hydrocarbon gases. The offered compressor and gas engine shall be of proven make from manufacturer's existing production range	<p>Prevalent Industry Practices : we observe there are contradictions in the statements issued as clarifications. On one hand PMC comments they are acting " in line with prevalent Industrial Practice" while on the other we are being denied relief which are allowed by all other companies including Parent Company GAIL , Aavantika , Indraprastha Gas Limited , Mahanagar Gas Limited and more . We firmly believe that our comparison is fair as we are taking reference of companies in City Gas Distribution business. Hence Green Gas Limited is taking a stand which is contrary to Prevalent industrial practice.</p> <p>MAKE IN INDIA is one one of the most prevalent Industrial practice in country today .While the all nations across the Globe are closing their borders to Imports and promoting domestic produce , we are being denied even a fair opportunity to prove that we have technical and commercial capability in line with the tender QAP and Financial BEC of the subject tender . That too in a scenario when hardly Two Domestic Bidders are participating in the bids .</p> <p>In a way we are being denied opportunity to save India much needed foreign exchange drain and provide Employment to fellow Indian citizens .</p> <p>We request Green Gas to allow our Company (a Joint Venture)to submit bid in the capacity of a packager . If not kindly clarify why we are being not allowed to bid despite having requisite technical knowledge, service infrastructure and finances to execute the project. Please atleast advise the issues / reservations and allow us opportunity to provide clarifications</p>	<p>Tender Conditions prevail. It was replied in pre-bid query reply no.1 as well.</p>
4	Volume II of II	200016	1.4	Common structural steel skid for the compressor-engine combination and for all auxiliary systems	<p>Separate Chamber For Engine And Compressor : Despite confirmation from GGL representative in the Pre Bid Meeting and our submission of PESO letter recommending separate enclosure, we request Green Gas to clarify as to why single enclosure compressor package is being allowed instead of mandating double enclosure .</p> <p>There was a mention during the Pre Bid that Double enclosure is our proprietary design . In this regard we request GGL to please appreciate that our submission/query does not stem from our inability to provide Single Enclosure nor is the Double enclosure our proprietary design . All active bidders have supplied Double enclosure Design in the past . Our aim is to create awareness and request Green Gas to mandate Double enclosure for sake of Society . We can make a presentation to GGL Board to explain how a simple wall and few extra detectors inside a compressor package can make the CNG compressor and CNG station safer irrespective of the make or model of package procured by Green Gas Limited .</p>	<p>PESO letter is addressed to an individual company and it is dated 19th June 2006. There is no such guidelines or code requirement issued by PESO or PNGRB. In the industry both types of compressors are supplied and running successfully.</p> <p>Tender Conditions prevail.</p>

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					<p>We would like to make a case in point by asking why does CNG entities take Insurance Policy ? why do we not operate Equipment and buildings etc without insurance policy ? There is no mandate to insure ourselves, equipment and building still we do so to prepare ourselves for eventualities which may or may not occur. Similarly if a small one time investment makes the society safer why is there resistance to mandate it ? Also why it is being kept optional when there is a cost differential in between single and double chamber which shall also hinder fair and un-biased cost comparative of bids.</p> <p>While we have submitted proof in form of PESO recommendation letter towards Separate enclosure, we request GGL / PMC to please provide any documentary evidence where any Compressor package of any manufacturer has been accorded " TYPE APPROVAL" by PESO with clear mention that GAS ENGINE AND COMPRESSOR BLOCK ARE ALLOWED IN SIDE A SINGLE CHAMBER AND APPROVED FOR THAT MODEL OF COMPRESSOR .</p> <p>In the event Green Gas Limited still decides to overlook this critical safety</p>	
5	Volume I of II	100008	5.1	Delivery of CNG Compressors Packages along with special tools and tackles shall be completed in different lots based on as and when intimation is issued by GGL. Delivery of each lot of items shall be completed within 12 weeks from date of intimation by GGL.	Considering the scope of supply for the subject bid and especially since the gas engine is emissionized type with catalytic converter, the delivery of 12 weeks for the compressors is very short and cannot be complied. The delivery of the emissionized gas engines is itself 4 months (12 weeks) as committed by the gas engine manufacturer. Further there is time required for engineering / drawing approvals also. Keeping all these constraints in mind, we kindly request GGL / TEPL to accept delivery period of atleast 26 weeks from date of intimation.	Tender Conditions prevail.
6	Volume I of II	100009	6.1.2	BEC CRITERIA	Request to consider no of years for supply of compressors for BEC in PAST SEVEN YEARS instead of FIVE YEARS from date of bid due date. This is special request since CGD's have been delaying the commissioning & operation of the compressors and it is not possible to comply to the stipulated time frame of five years. Hence the request.	Refer Corrigendum # 3 already issued. Tender condition Prevail
7	Volume I of II	100066	24.7.4	Penalty for non performance during O&M period	Contrary to the tender bid terms, we can accept following following penalty for breakdown / shutdown. (1). Upto 8 hous - NIL. (2) upto 24 hours - INR10,000/-. The total penalty on account of non performance of compressors due to shutdown / breakdown shall be limited to 50% of the monthly order value O&M.	Tender Conditions prevail.
8	Volume I of II	100072	1.1.2 [C]	Payment terms Balance 10%	Balance 10% of the supply portion payment to be released against bank guarantee of 10% material value in case performance trial (PT) at site is not completed within 120 days from date of receipt of the compressors at site. This is sincere request for acceptance because the bidders payment should not get held in case the commissioning / PT activity at site gets delayed due to reaasons attributable to GGL/ Purchaser.	GGL has plan to commission these compressors at the earliest. Tender Conditions prevail.
9	Volume I of II	100065	24.7.3	Penalty During Operation & Comprehensive Maintenance period. (i) Gas consumption for engine (ii) For package gas loss (iii) For package efficiency loss	Compressor performance with guaranteed parameters is gererally demonstrated during Perfmance Acceptance Test. (i) & (ii) Please note that, compressor will be reciprocating type having reciprocating components. These components subject to wear and tear during operation. Therefore it is not possible to guarantee gas consumption and package efficiency of compressor during operation and maintenance period of compressor. Please note that, for reciprocating compressors, efficiency is not guaranteed for lifetime even after scheduled maintenance.	Tender Conditions prevail.

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TRACTEBEL ENGIE			REPLY TO BIDDER'S PRE-BID QUERIES -2 SUPPLY, INSTALLATION, TESTING, COMMISSIONING, OPERATION AND MAINTENANCE OF 5 NOS. 1200 SCMH CNG COMPRESSOR PACKAGES (TENDER NO. P.005914 R11050 007)			TENDER NO. P.005914 R11050 007
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Sl. No.	Vol. No.	Tender Page No.	Clause No	Requirement as per tender	Bidder's Query/Clarification	GGL/TE Reply
10	Volume I of II	100066	24.7.4	Penalty for Non-performance during operation and comprehensive maintenance period.	Penalty for breakdown or shutdown shall be as below: up to eight hours: NIL up to 24 hours: INR 10,000/- Total penalty on account of Non-performance of compressors (Break down/Shutdown) shall be limited to 50% of monthly order value of operation and maintenance.	Tender Conditions prevail.
11	Volume I of II	100068	26.1	Warranty period	As per tender conditions, delivery terms are FOT Store basis therefore warranty shall be calculated from the date of delivery on FOT Store basis and not from the date of delivery at FOT Site basis. Please note that, there will be no end of warranty if compressors are not commissioned and remain in purchaser's store.	For definition of FOT site, site means the designated place where owner will ask to first deliver the compressor i.e either site or store. Tender Conditions prevail.
12	Volume I of II	100072	1.1.2 (B)	Payment terms: Balance 20%....	Please mention validity of irrevocable Bank Guarantee which is to be submitted to claim the 20% payment if PAT is not done within 120 days from the date of receipt of compressors at store. We understand that, the validity of this irrevocable bank guarantee shall be till the warranty period of respective compressor package. Please confirm.	Refer Corrigendum # 2 already issued. Tender condition Prevail
13	Volume I of II	100072	1.1.2 (C)	Payment terms: Balance 10%....	Payment term for Balance 10% payment shall be released against Bank Guarantee if PAT is not done within 120 days from the date of receipt of compressors at store. Please note that, there is no backstop for release of this payment if compressor package is not commissioned/performance acceptance test is not done due to reasons attributable to Purchaser. We understand that "successful commissioning of compressor package" means "handing over of compressor package to purchaser".	Please refer to reply above. Tender Conditions prevail.

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