

Reply to the Pre-Bid Queries raised during the Pre-Bid Meeting to discuss RFP for allotment of sole rights for operation of RO-RO service on DFCCIL's network was held at 12:00 hrs. on 26.02.2021 and queries received from the prospective bidders through Emails are as under :

[The DFCCIL Clarifications to the prospective bidders are mere clarificatory in nature and shall not affect / carry any binding influence on the rights and obligations of the Parties . The aforesaid DFCCIL Clarifications shall not be used, in any manner whatsoever, by the Parties to drive home their point of view.]

1. The following issues were raised by prospective bidders during the meeting and commented by DFCCIL's officials :

S. No.	Reference of RFP	Clause in RFP	Query	Reply to Query
1.1	Yogendra Sharma, Consultant, JRIPL			
a.	6.13	Licensee shall ensure the lashing and chaining of the trucks with wagon for safe movement of train. ...	How will the rake be secured during the time of stabling the rake for loading/ unloading?	If Engine remain attached brake will be applied by Engine otherwise all protection will be done as per the extant rules of Rake stabling i.e. Hand brake, Chain, wedges & skids etc.
b.	-	General	Whether Lashing will be a part of wagon	Yes, 3 (Three) meters long chains attached with wagons will be provided by DFC. It is part of wagon modification Can be seen from 4.3.2 of RFP. Other arrangements to be done by licensee. Other arrangements that have to be ensured are ropes, placing the vehicle with hand brakes on, vehicle to be kept in gears etc.
c.	6.12	Wharfage	Wharfage shall not be due since the defective truck will increase the wharfage	In this regard please refer para 1.2 of Addendum 1

d.	4.3.6	Applicability of GST and other charges e.g. Insurance	Whether the GST is included in the reserve price.	No, GST and any other tax leviable will be over on offered freight.
e.	4.3.2	Availability of rake	What will be the necessity for indenting of 100 rakes per month.	It is considered a decision of DFCCIL.
1.2	Manish Transport Company			
a.	-	General	What will be the actual transit time	Please refer para 4.3.9(ii) of RFP.
b.	-	General	What will be the maximum height of trucks allowed to carry under this service	All trucks of the height permitted over NH will be allowed on DFC subject to para 6.10.2 of RFP.
c.	6.10.2	General	Whether a trailer carrying container 40 TEU can be loaded on wagon	All road vehicles having a maximum length of 13.716 Meters will be allowed, subject to para 6.10.2 of RFP.
d.	3.25	Number of rakes to operate	What will be the modalities for introduction of new RO RO rakes on DFCCIL.	In this direction please refer para 3.25 of RFP
1.3	Ashok Chaudhary, Sonu Cargo Movers (I) Pvt. Ltd.			
a.	-	General	Since, the bidder has to create a big infrastructure facility, whether there will be any trial run of service.	Tentatively one month period from the commencement date (para 6.5 of RFP) of service will be the trial period.- Addendum 1.1
b.	3.26	Minimum trips offered	If transit time increases, whether DFCCIL will compensate the licensee. Whether the period of contract will be	In such a case, freight will not be charged for trips missed on DFCCIL's account. Accordingly, the number of trips will be treated as commensurately reduced.

			increased or minimum guaranteed trips will be reduced.	
c.	-	General	Whether maintenance will be scheduled on any fixed day.	DFCCIL will issue its maintenance schedule in sufficient advance so that licensees can devise its marketing strategy, accordingly.
d.	3.22	Performance Guarantee	As per present rules, Performance Guarantee should be 3% of contract value but you have asked for freight equivalent to 50 single trips which arrives at around 4.5 crores.	It is considered a decision of DFCCIL.
e.	6.10.4	Maximum 2 persons per truck are permitted to travel as escort on payment of 2 nd class fare plus insurance for the same distance over IR.	Whether Insurance of driver is included in ticket.	In this direction please refer to para 6.10.4 of RFP.
1.4	Anil Kumar, Partner, Pal Enterprises			
a.	3.22	Performance Guarantee	What is the purpose of Performance Guarantee for freight equivalent to 50 (10 + 40) single trips.	In this direction please refer para 3.22 of RFP.
b.	4.3.5	Minimum trips offered	If the number of actual wagons are lesser than standard rake then how much will be charged.	In this direction please refer para 4.3.5 of RFP.
c.	-	General	There shall be any stoppage for biological needs.	Decision will be taken after the Trial run and Train running condition

d.	3.25	Number of Rakes to operate	Initially we can face problems in setting up a system but we will need much more rakes to handle the traffic captured from the market.	Please see reply to query No. 1.2.d above.
1.5	Pawan Saraf, Sr. Manager, Om Logistics Pvt. Ltd.			
a.	3.26	Minimum trips offered	In case DFCCIL offers trips lesser than minimum trips	Please see reply to query No. 1.3.b. above.

2. The following issues mentioned by prospective bidders in their Emails/ letters and comments of DFCCIL are as under :

S. No.	Reference of RFP	Clause in RFP	Query	Reply to Query
2.1	Ashok Chaudhary, Sonu Cargo (ashokchaudhary@sonucargo.com)			
a.	-	General	What is the basis of Calculation of 450 Trips per Rake ?	In this direction please refer para 3.26 of RFP.
b.	3.22	Performance Guarantee	PBG value of approximate Rs. 4.5 Crs is exceeding the ceiling of 3 % of Contract value , as specified By Indian Railways . Request you to kindly clarify & reconsider .	Please see reply to query No. 1.3.d above.
c.	-	General	There is no clarity regarding Maintenance schedule , request you to kindly furnish us details & schedules for the same .	Please see reply to query No. 1.3.c. above.

d.	-	General	Since this will be a new service of which limited knowledge is available , can you consider running trial service for 1 month at actual basis so that we can have a better understanding of the system .	Tentatively one month period from the commencement date (para 6.5 of RFP) of service will be the trial period.- Addendum 1
e.	-	General	What if the number of trips is than 450 per rake , is any remedy available ?	Please see reply to query No. 1.3.b. above.
2.2	Udayshankar Patil, CEO, JRIPL (Jitendrainfrasolapur@gmail.com)			
a.	4.3.8 & 6.12	4.3.8 Stacking/ Parking in Station Premises 6.12 Wharfage Charge	Sir as discussed in the pre – bid conference, it is to be brought in to your kind notice that there will be trucks arriving from many business streams and these trucks will have to wait in the premises of DFCCIL’s RO RO Terminal till the arrival of RO RO Rake. Sir for instance a truck arrives into the terminal as soon as the RO RO Rake has left and it has to wait till the arrival of the next rake for its turn for loading & departure. Which happens to be for hours of waiting period. Sir this tenure of time for waiting for trucks cannot be penalized as they are our potential customers and they are waiting for their turn to come for loading into and departure. Sir so it’s our kind request to kindly not penalise the trucks in waiting for their turn. Sir it	In this regard please refer para 1.2 of Addendum 1

			is requested to DFCCIL that there should not be any changes in the wharfage timing and there should a dedicated plot to be allotted for parking of the vehicles.	
b.	6.11	Demurrage Charges	1. Sir in the RFP there is huge penalty been imposed for delay in loading and unloading time. The system of calculation of penalty is to be calculated on average cumulative excess hour's basis, for 10 rakes. If the loading and unloading period exceeds to the tune of 60 hrs then the exceeding hour's are to be deducted from one complete freight charges of RO RO rake payment, which is big concern to this project in our terms. 2. Sir also it is to be mentioned and suggested that if the successful operator completes the loading and unloading operation before time and he gains the credit of some considerable hours in the total averaging of 10 rakes, it is to be requested that the same credit of hours should be given & carried forward for the next average evaluation.	In this regard please refer para 1.3 of Addendum 1
c.	3.22	Performance Guarantee	1. Sir usually in many government projects the amount of Security Deposit is been calculated and taken at rate of 3% of the total estimate of the project. The amount of the total security deposit comes for this project is 2.43 Crore Rupees. Sir it is requested to kindly	1. It is considered a decision of DFCCIL.

			<p>consider the security deposit amount with the rate of 3% to the total estimate of the project.</p> <p>2. Sir it is been directed by DFCCIL in the RFP document that after issuing of the LOA to the successful bidder, The successful bidder has to submit the performance guarantee in a stipulated time frame of 7 days. Sir in the current scenario of COVID 19, Banks are unable to process the proposals expediently and it will hamper the interest of the successful bidder. Sir it is requested to DFCCIL to extend the time period of submission of the performance guarantee by at least 45 days.</p>	<p>2.In this direction, please refer item no-1.5 of Addendum no-1.</p>
d.	3.2.b.	Eligible bidders In case of Joint Venture	<p>Sir it is requested that the Joint Venture/Consortium entity participating in the RFP, the member of the consortium which is a Private Limited Company is having a partnership with a Cooperative Society is to be considered as a member of a bidding consortium in RFP.</p>	<p>Please refer para 3.2.b of RFP in this regard, which is self explanatory.</p>
e.	6.14	Licensee will provide sufficient facilities regarding toilets and washrooms for drivers and attendants at New Palanpur and New Rewari at his own cost with facilitation from DFCCIL.	<p>1. Restroom : Sir in the RFP it is been mentioned by DFCCIL that they will be providing all necessary facilities for the smooth operations of the RO RO service. Sir as you are well aware that there will be huge amount of people being involved in this entire process of running</p>	<p>No change is envisaged further in this direction, please refer item no. 1.4 of Addendum 1.</p>

			of the RO RO service such as lashing team, maintenance team, securing team, truckers, employees of the operator etc. Sir it is requested to DFCCIL that they should create the necessary facilities of restroom & driver waiting area in the circulating area of the RO RO terminal.	
f.	6.15	Licensee will be allowed to make facilities of road weighbridge, tool rooms, Storehouse, Basic Truck Repair facilities etc in the DFC's premise and on payment of land licence fee as per extant instructions	2. Weigh Bridge : It is requested to DFCCIL to install the weigh bridge of 100 MT at the RO RO terminal for weighment of trucks. Sir the tenure for the successful bidders is for just 1 + 1 year, the weigh bridge is a permanent facility to be created at the DFCCIL premises by the successful bidder which is not feasible. So it is requested to DFCCIL to install the weigh bridge on their account at the respective RO RO terminals.	No change is envisaged further in this direction, please refer item no. 1.4 of Addendum 1.
g.	6.20.1	The DFCCIL will complete the infrastructure development e.g. Facilities like Entry / Exit Ramps , connectivity from concerned Traffic Yard to a Motorable Road, Pedestrian Pathway along the Rail Track and Lighting in concerned Traffic Yard would be provided by the DFCCIL in addition to allocation of a dedicated Loop	3. Approach Road : DFCCIL is requested to build a motorable approach road for heavy trucks at the respective RO RO terminals.	Please refer para 6.20.1 of RFP in this regard.

		line for RO-RO Rake operation.		
h.	-	General	4. Biological Brake : In the entire run of the RO RO rake from New Palanpur to New Rewari is of 16 Hours. In this entire run there will be escorts of 2 drivers for the trucks. Sir it is requested to DFCCIL to provide a biological brake of 30 minutes in the entire duration.	Based on practical conditions, decisions will be taken.
i.	-	General	1. In the pre – bid meeting it been discussed and been brought into notice to DFCCIL, that the Madar to Palanpur section is still under completion. Sir after the completion of the above said section, DFCCIL has to conduct the trial runs of the RO RO service for compatibility of speed, infringements, time duration, weight sustainability of newly modified BRN rakes by DFCCIL. Sir it is to be suggested that after the confirmation of all the technical aspects of the RO RO trial run on the above section, Then only DFCCIL should invite the successful bidder for a combined trial run of at least 15 days of RO RO service with DFCCIL and then issue a LOA to the successful bidder & after that DFCCIL should go further for the commissioning of the RO RO service for regular service. 2. Sir it is suggested that after issuing the LOA to the successful bidder by DFCCIL for the	Tentatively one month period from the commencement date (para 6.5 of RFP) of service will be the trial period.- Addendum 1.1

			RO RO service, There has to be a trial run conducted jointly. In this process of trial run there has to be a relaxation in possible minimum chargeable number of trucks to be considered in the trial run process.	
j.	-	General	In the logistics business timing of trucks is a key factor to be maintained by the logistics operator. The successful bidder has to keep well informed to the truckers for the departure & arrival of the RO RO rakes for smooth operations. Sir for this instance the successful bidder has to develop a ERP module & software interface to keep the logistics stake holders well informed virtually. Sir for the sake of this matter DFCCIL has to provide the successful bidder/ operator with the rake maintenance schedule well in advance of 7 days, as the successful bidder/ operator will be able to keep the operation in schedule.	Please refer to query No. 1.3.c and 2.1.c
k.	3.25	Two rakes consisting of 45 BRN wagons each, modified and made suitable for loading the trucks onboard. DFCCIL may offer additional rake(s) to the licensee (successful bidder) during the period of contract and licensee may choose to operate the service	Sir as discussed in the pre – bid meeting regarding the RO RO service, it was been assured by DFCCIL that it will commission 2 BRN rakes in the initial phase Page 5 and also DFCCIL will depute more number of BRN rakes for this service. Sir it is suggested that the successful bidder/ operator should have the first right of deputing these rakes in	In this direction please refer to para 3.25 of RFP.

		<p>on accepted rate, terms & conditions. If the licensee doesn't agree to operate the service for additional rakes on the same terms and conditions, DFCCIL may have the right to offer the additional rakes to another party through a tendering process or DFCCIL will reserve the right to run the additional services on its own.</p>	<p>these stream of the New Palanpur to New Rewari section's RO RO service, Also the successful bidder/ operator should have the first right of refusal as being the sole operator for the deputation of the above mentioned new rakes.</p>	
I.	-	General	<p>It is understood that the successful bidder/ operator for the New Palanpur to New Rewari section will have the sole right to operate as the RO RO operator. Sir in near future if the new sections of the WDFC are being commissioned and there is a scope for new RO RO service to be commissioned beyond the New Palanpur and New Rewari section, Sir will DFCCIL call in for a new operator or will it extend the same terms and conditions to the existing operator of New Palanpur and New Rewari Section's RO RO operator.</p>	<p>For operation of RO-RO service on any new section on DFCCIL, separate tendering shall be done.</p>
2.3	Director, SSK Devcon Private Limited			

a.	-	General	<p>We request you to kindly waiver of rental charges of parking space for parking of Vehicle near loading & unloading point in RFP for Allotment of Sole Rights for operation of Roll On Roll Off (RO-RO) service between New Palanpur and New Rewari section over WDFC [NIT - HQ/OPBD/BD(PROC)/2/2020/ROO/REJN-PNUN]. As parking space is one of the essential infrastructural facility which must be required to any vendor and it should be provided by Indian Railway without imposing any rental for this.</p>	<p>In this regard please refer para 1.2 of Addendum 1.</p>
b.	-	General	<p>It is mentioned that goods to be carried using trucks with maximum mentioned capacity in RFP (Gross Basis). In this you are requested to allow to carry goods without truck also via using container or any other facility.</p>	<p>Only Road Vehicles only RO-RO mode will be allowed as per the MMD of DFC.</p>