

**MINUTES OF PRE- BID MEETING WITH THE POTENTIAL BIDDERS OF SIALKOT  
TANNERY ZONE'S COMBINED EFFLUENT TREATMENT PLANT ELECTRO  
MECHANICAL TENDER HELD ON 29<sup>TH</sup> JULY 2020 (WEDNESDAY) AT 02:00 PM AT  
SIALKOT TANNERY ZONE, KHAMBRANWALA SIALKOT THROUGH ZOOM PORTAL**

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The Pre-Bid Meeting with the potential bidders of STZ's CETP Electro Mechanical Tender was held under the Convenership of C.E.O Syed Ahtesham Mazhar in order to answer queries of the contractors regarding Tender Bidding process.

Following Members participated in the meeting:

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|--------------------------------|---|
| 1. Syed Ahtesham Mazhar        | Convener/CEO STAGL                                    |
| 2. Mr. Kashif Masud            | M/s NEC Karachi                                       |
| 3. Mr. Muhammad Ali            | M/s NEC Karachi                                       |
| 4. Mr. Wasif Azhar             | M/s EMEC Trading Company                              |
| 5. Chaudhry Yasir Shakoor      | M/s EMEC Trading Company                              |
| 6. Mr. Hammad Talib            | M/s Core Construction Services-Italprogetti JV        |
| 7. Mr. Muqarab Shafique Pasari | M/s Core Construction Services-Italprogetti JV        |
| 8. Mr. Danielle Bacchi         | M/s Core Construction Services-Italprogetti JV        |
| 9. Mr. Mudassar Ali            | M/s KSB Pumps.  |
| 10. Mr. Hamza Ansari           | M/s KSB Pumps   |
| 11. Mr. Shakil Malik           | M/s Albario Engineering- Pollution Engineering JV     |
| 12. Mr. Ryan Koay              | M/s Albario Engineering- Pollution Engineering JV     |
| 13. Mr. Osama Minhaj           | M/s Mechanical Erection and Construction Company (SD) |
| 14. Mr. Tolga Kasap            | M/s Mechanical Erection and Construction Company (SD) |
| 15. Mr. Muhammad Ashraf        | M/s Greshams Eastern (Pvt)Ltd                         |
| 16. Mr. Tanveer Khan           | M/s Water World International                         |
| 17. Mr. Muhammad Atif          | Project Director STAGL                                |

- Starting the meeting, CEO STAGL, Syed Ahtesham Mazhar welcomed the representatives of the bidding aspirants and after introduction session he opened the house for queries. Following queries were presented in the meeting:

Sr #	Company M/s	Query	Reply
1.	EMEC Trading Company	Q1: In tender documents it is mentioned that origin of equipment should be North America / Europe / or Equivalent. Kindly clarify what does equivalent means, can we quote equipment of European or Chinese origin of same standard and quality?	Any North American, Japanese and European manufacturer is manufacturing its equipment in China, Malaysia, Turkey or any other part of the world with the same standards of quality and safety will be considered as equivalent.
		Q2. The penalty clause mentioned in bidding documents is considerably on higher side, can it be reviewed and relaxed?	Should remain same.
		Q3. Is it possible the client can transfer some amount to international / foreign company directly and what will be the procedure?	Vol- 1 Special Contract Conditions Clause # 8, page 114: Client has allowed payment of foreign currency component in form of LC. Client can establish LC in name of JV or Foreign partner but the payment breakup will remain same
		Q4. Could we get minutes of meeting of this pre-bid?	Yes
2.	1. Core Construction Services- Italprogetti JV	Q1. Kindly clarify about the role & responsibility regarding duties, taxes and custom clearance? It is in contractor's part or on client's part? Please also clarify about in-land transportation of goods to be supplied under this tender?	This is a foreign funded project hence client will try to get exemptions on duties & taxes. However, it is recommended to bidders to fill all respective cost heads as mentioned in tender documents, whereas for financial comparison of bids client will evaluate bid prices without duties & levies on imported component. The Custom clearance will be in scope of Client.
		Q2. In bidding documents / contract conditions, the Performance Security is asked in form of "Bank Guarantee". Can it be revised and allow to be submitted in form of Insurance Guarantee?	It should be "Bank Guarantee".
		Q3. Please clarify, who will be the responsible of process design of plant & output effluent quality of treatment plant?	Consultant will be responsible.

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		Q4. Kindly clarify in detail about the deviations allowed in bidding document. Can bidder propose any design and equipment variations?	Alternate proposal for equipment is allowed as per tender document IB.41.1 & 41.2
3.	KSB Pumps	Q1. Please share layout with dimensions and piping plan for the calculation of pipes and fittings	Already mentioned in BOQ. Yard piping is the responsibility of civil contractor.
		Q2. It shows only single aeration and secondary clarifier while in Volume III, Specification, these are two in No. Please Clarify	Follow BOQ of tender documents.
		Q3. In Volume IV, Mechanical Drawings, Jet aerators for both Equalization Tanks are same 02 each, but in Volume III, specifications Beam House EQ tank has 02 jet aerators but Tan House EQ tank has 04 Jet aeratoes. Please clarify	Follow BOQ and Specifications of tender documents.
		Q4. Treatment Plant consists of Screens, Pumps, Chemical Dosing Pumps, Tanks, Valves, Aerators, Blowers, Belt Press, and Electric Items etc. & are manufactured by different companies. Therefore, collection of such details from each vendor is not possible. It is requested to limit these conditions only for bidder capability of assemble the plant at his own Factory / Workshop	It is necessary to provide maximum information which is important for evaluation of bids.

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		Q5. Can the Main bidder use the experience of his "Technology Partner" or "Nominated Sub Contractor"?	Yes
		Q6. Technical Bid shall be opened on same day while Financial Bid shall retained unopened.	Yes, single stage two envelope procedure will be followed.
		Q7. Lot of equipment are involved to complete the treatment plant, therefore pl. mention the critical equipment required for inspection at manufacturing site.	All the equipment will be inspected at manufacturing site before shipment. However, suggestions from bidder can reviewed.
		Q8. Pl. note, if Bid Security is attached with Technical Bid, it shall disclose the Bid Price. Therefore, pl. fix it amount of Bid Security.	Bid security will be attached with the financial bid.
		Q9. 15% Advance against Bank Guarantee. Pl. verify, this advance is interest free?	It is Interest Free advance against bank guarantee.
		Q10: Please provide Tannery wastewater medium analysis report and the temperature of the medium	Attached as Annexure – 1 of these minutes.
		Q11: Please share if there will be any suction lift involved for the horizontal / vertical pumps	No suction lift is involved. The pumps are designed on positive head.
		Q12: Please provide Tannery wastewater sludge analysis report along with the temperature of the medium	Kindly clarify the purpose of this information.

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		Q13. Please provide layout/isometric drawings for better understanding of scope	Already mentioned in BOQ. Yard piping is the responsibility of civil contractor.
		Q14. Please provide SLD (Single line diagram) along with components details.	Already provided with the tender documents volume IV.
		Q15. Please provide MCC SLD along with components details.	MCC SLD will be provided at construction stage. However, the component details are provided in BOQ (item #17.4).
		Q16. Kindly provide layout of wiring external lighting.	Layout will be provided at construction stage.
		Q17. Kindly specify PVC conduit class.	PVC conduit class is HD.
		Q18. Please provide L.T. Distribution Board SLD (Single line diagram) along with components details	L.T. Distribution Board SLD will be provided at construction stage.
	2. Albario Engineering-Pollution Engineering JV	Q1.Can the consultant provide the detailed BQ and the types, size, class, and length of the pipe & fitting to be used for all the equipment?	Already mentioned in BOQ. Yard piping is the responsibility of civil contractor.
		Q2.Is it necessary to use pipes produced only from North America & Europe or equivalent could be offered?	Procurement of pipes from local manufacturers is allowed.
		Q3.Gantry crane is normally used to hoist things heavier than one ton. The weight of the pump to be hoisted is less than one ton Can be handled with a normal electrical chain hoist to replace	Use gantry crane.

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		the gantry crane (GC01) kindly confirm?	
		Q4.Can we change all the end-suction pumps to submersible pumps?	Submersible pumps are not allowed.
		Q5.Can we change the jet aerator (JA01/02) to air blower-diffuser system?	Bidder can propose this arrangement in its alternate proposal as per IB 41.1 & 41.2.
		Q6.Can the equipment which do not have standard models and require to be custom designed and fabricated be purchased from other countries, such as China, Pakistan, and Malaysia? Eg. Clarifier scrapper, mixers/agitators for chemical & mixing tanks, etc.	No. Any North American, Japanese and European manufacturer is manufacturing its equipment in China, Malaysia, Turkey or any other part of the world with the same standards of quality and safety will be considered as equivalent.
		Q7.The tender specifications for all equipment seem to be for North America & Europe Brands. Kindly confirm if better quality equipment produced and available from Asian countries such as Japan, Korea, and China could be offered?	No. Any North American, Japanese and European manufacturer is manufacturing its equipment in China, Malaysia, Turkey or any other part of the world with the same standards of quality and safety will be considered as equivalent.
		Q8.For knowledge sake, kindly let us know the purpose of the H <sub>2</sub> O <sub>2</sub> & FeCl <sub>3</sub> in the final treatment of the effluent?	Follow the proposed design.
		Q9.Can we have wastewater characteristics for the beam house and the tannery?	Attached as Annexure – 1 of these minutes.
		Q10.Can we have discharge standard for the effluent?	Attached as Annexure – 1 of these minutes.

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		Q11. Kindly provide the details of required pipe sizes, class & type?	Already mentioned in BOQ. Yard piping is the responsibility of civil contractor.
		Q12. Please clarify the origin of non-standardize / fabricated parts?	North American, Japanese or European.
		Q13. In Volume 4 of tender drawings, four parallel modules have been showed, please clarify that the Items requested in BoQ are for four modules or for one module?	Only for one module.
4.	Mechanical Erection and Construction Company (SD)	Q1. Can client will allow to provide Insurance Guarantee for Performance Security?	No, it should be “Bank Guarantee”.
		Q2. Could we get the soft copies of tender documents?	Yes through written request
		Q3. Kindly clarify and elaborate the scope of works regarding electrical wires / cables asked in bidding document?	Electrical cables already mentioned in BOQ will be supplied by the STAGL. However, if the bidder seems necessary to include more cables, he should add its cost in the bid.
		Q4. Is alternative proposal is allowed?	Yes, as per IB 41.1 & 41.2
		Q5. Due to current corona pandemic at national / international level it is difficult to establish coordination with JV partners, therefore, can client extends the bid submission date?	If client will receive requests from few bidders

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5.	Greshams Eastern (Pvt)Ltd	Q1. The bid security is asked in form of Bank Guarantee. It is requested to the client to allow bidder to provide bid security in form of Insurance Guarantee.	Bid Security in form of insurance security from insurance company having at least AA rating from PACRA/JCR
6.	Water World International	Q1. Can you please elaborate the ratio / portions of foreign / local component?	The ratio / portion of local & foreign component is dependent on bidder / JV partners. Moreover, follow BOQ and specifications of tender documents provided.
		Q2. As per tender document the Deviations are allowed. It is possible that before submission of bid the bidder could submit their deviations for review and approval. So that bidder may know that their proposed deviations are acceptable to client before doing the costing of alternative proposal.	Alternate proposal should be submitted along with the bid at bid submission date and time.

The meeting ended with exchange of Thanks

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### Annexure – 1: Wastewater Influent and Effluent Characteristics

Parameter	Unit	Beam House	Tanning & Post Tanning
Wastewater*	m <sup>3</sup> /day	1,500	2,500
BOD, total	mg/L	3,118	674
COD, total	mg/L	8,500	1,891
TSS	mg/L	5,824	739
TN	mg/L	735	98
Sulphide	mg/L	382	-
Chloride	mg/L	6,588	2,500
Chromium	mg/L	-	217
SO <sub>4</sub>	mg/L	1,235	2,609

Parameter	Unit	Combined Raw Effluent	Adopted Design Values
Wastewater	m <sup>3</sup> /day	4,000	4,000
Temperature	°C	40	40
BOD, total	mg/L	1,590	1,600
COD, total	mg/L	4,370	4,400
TSS	mg/L	2,646	2,500
TN	mg/L	337	335
Sulphide	mg/L	143	143
Chloride	mg/L	4,033	4,000
Chromium	mg/L	136	140
SO <sub>4</sub>	mg/L	2,094	2,100

Parameter	Unit	Value
COD	mg/L	150
BOD <sub>5</sub> @20°C	mg/L	80
TSS	mg/L	150
NH <sub>3</sub>	mg/L	40
Sulphide	mg/L	1