



No. RE/MUM/IMP/AC/IA-2225/Corrigendum1

Date: 09.11.2022

To

Dear Sirs,

Sub: Corrigendum - Tender for Air Freighting of cargo of units from various overseas location to Mumbai AirPort.

Ref: Tender No. RE/MUM/IMP/AC/IA - 2225

Corrigendum issued for clarification in EMD submission and Bidder's queries

- 1. Time limit for EMD submission - 1500 HRS on due date of tender submission**
- 2. BHEL Reply to Bidder's queries -**

SN	Bidder's Query	BHEL Reply
1	1) Suggest keeping ODC, DGR and Non – Stackable conditions out of this contract as rates for such cargoes are carrier specific and based on many other factors. It is suggested that this is tendered separately or consider increasing the suggested increase to double the published indications.	OD Cargo is not envisaged in tender. Please see clause 27 of tender regarding DGR cargo that the non-acceptance by airline should be intimated to BHEL within 4 days of request of airfreighting to enable us to float open inquiry.
2	2) Cartage at destination is based on weight and suggest this is kept at Rs.1/- Kg and subject to a MIN of INR 100 and keeping suggested DO charges as per the tender.	Destination charges have been kept fixed at Rs 2 per kg or Rs 4500/- whichever is higher. This is including all charges.
3	3) The Airports per Load Port Code should be limited to one only as many of the Airports are not International Gateway or provide for a separate rate sheet for Airport transfer if collected at any Airport as additionally mentioned.	Charges shall be paid as per Airport mentioned in HAWB. No additional charges to be paid for Airport transfer fees
4	4) Kindly keep an upper weight limit for cargoes over +1000 kgs upto 1500 Kgs only. Larger cargoes will need freighter movements only and rates will always be volatile based on sector / type of cargo / packages / period of movement.	Tentative load has been provided as per Annexure 6. This will provide a general idea about BHEL Import pattern. There is no upper limit on cargo weight, however, Over Dimensional Cargo (ODC) is not envisaged in contract.
5	5) Kindly revise the suggested rates for Origin charges at UAE and the currency applicable should be AED and not USD.	The payment shall be made as per contract against corresponding foreign currency exchange rate in INR

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6	We request you to review suggested MIN rate calculation and applicability of rates as per point 8 d. Kindly omit the same as this will only increase our operational activity and hinder our service levels	Minimum rate calculation is to eliminate anomaly in rates between different weight slabs. The total airfreight cost maximum payable in a slab will not exceed the minimum payable in the next slab subject to minimum charges payable in column (5) of Airfreight schedule. In such cases the minimum payable in next slab will be paid.
7	1. Annual volumes for each lane are not available. Is it not possible to provide the same?	Estimated volume sector wise and kg wise has been provided in Annexure -6
8	2. Appx Shipment size per lane	Shipment size is in line with General Cargo shipment size, i.e., within dimension mentioned in tender
9	3. Shipper addresses are not available in order for us to work on Ex-work cost	Shipment volume provided is estimated volume. Shipper address shall be provided along with Air freight request as per Annexure 2, during execution of contract.
10	4. Deadline for submission is too short. Is there possibility for extension	Extension will depend on possibility and BHEL requirement.
11	Your given rates in Annexure A and Annexure B are rates existing much before Covid, These provoking Negative competition. These rates are not authenticated by any Global Body, i.e., these are your internal rates only.	The rates provided are as per budgetary rates received from various parties.
12	<p>Clause 31. Shipment of Non Stackable cargo: Rates of Non Stackable cargo rate shall be considered 1.2 times of contracted rate against each location.</p> <p>Concerns</p> <ul style="list-style-type: none"> -In case of Non Stackable cargo, Chargeable weight – Pivot weight applied by Airline charges along with costing. You have not given any details about this Pivot weight. - Please advise how you have calculated 1.2 times instead of 1.8 times of General Cargo Rates. 	The rates provided are as per budgetary rates received from various parties.
13	<p>5) In case the PO Incoterm is FOB Origin Airport, then only Air Freight and destination charges will be payable to contractor with transit time of 10 days.</p> <p>Concern:- In FOB consignments as well, AWB and Screening charges applicable in USA, X-Ray applicable in Europe and many airports of Asia except China.</p>	Kindly refer Incoterms 2020. The rates may be quoted as per tender terms and conditions.

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14	<p>Clause E. Percentage offered by L1 bidder shall be uniformly applied to Price Bid Schedule (except destination charges). Destination charges has been kept fixed.</p> <p>Concern – You are already offering very very low origin charges, and then you wish to apply discount over it will only make services deferred.</p>	<p>The rates may be quoted as per tender terms and conditions.</p>
15	<p>Clause 1.14 ODC: Any single dimension of a package that is beyond size 318 cm (L) x 244 cm (W) x 163 cm (H)</p> <p>Concern – Contract is for General Cargo to be moved, your given dimensions are for PAX Air Craft Pallet – external dimensions, that means including lashing, choking, hooks and belting.</p>	<p>ODC dimensions have been taken as per BHEL standard practice.</p>
16	<p>Clause 7.6. For the purpose of conversion, SBI TT Selling Exchange rate of every Monday of week of flight arrival shall be considered for payment for the week to Contractor in Indian Rupees. In case of Bank holidays and new TT Selling rates not available, previous week's SBI TT Selling Exchange rate shall be considered for payment.</p> <p>Concern – Exchange rates change every day. No Forwarder is using SBI as their banker due to their rigid practices for Freight Forwarders. So much of fluctuation in Forex Rates and then charging TT Sell rates of previous Monday gives clear loss to Freight Forwarders, if the motive is to give losses to Freight Forwarders then this seems ok, else kindly comply to Custom Exchange Rates.</p>	<p>SBI TT selling rate has been taken as per BHEL prevailing practice.</p>
17	<p>Concern: In Tender you have not given consideration to FCA Shipper warehouse.</p>	<p>FCA Shipper warehouse is not envisaged and shall be taken separately as per case to case basis.</p>
18	<p>Clause d. The total airfreight cost maximum payable in a slab will not exceed the minimum payable in the next slab subject minimum charges payable in column (5). In such cases the minimum payable in next slab will be paid. Eg1. For 50 kgs the total air freight payable as per next slab (Slab 2) is 50 kgs x 4.45 SGD = 222.50 but for max wt. of previous lab is 50 kgs if 50kgs x 5.90 = 295. Hence in this case only 222.50 will be paid. Eg2. Wt. 122.28kg from US falls in slab 3 the total air freight payable is \$ in slab 3 is \$ 2.12x122.28=\$259.23. Now minimum payable in next slab 4 is 201 x \$2.04 = 410.04 hence total airfreight paid will be 259.23</p> <p>Concern – This clause is contradictory to your statement of Chargeable Weight as per packing list will be final.</p>	<p>Chargeable weight will be applicable as per clause 25 of tender. Minimum rate calculation clause has been introduced to eliminate anomaly in rates between different weight slabs. The total airfreight cost maximum payable in a slab will not exceed the minimum payable in the next slab subject to minimum charges payable in column (5) of Airfreight schedule. In such cases the minimum payable in next slab will be paid.</p>

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19	Clause Payment Concern – Bulk payment with no clarity Deductions No Reconciliations with MSE Vendors Ledgers never shared	Payment advices shall be provided for payments made as per prevailing practice. Invoices will be processed for a particular unit lot wise. Please see Annexure 5-A for covering letter which is required along with bills submitted in lots. Suitable checklists like Statement of Facts (Annexure 5-B) & Excel sheet (Annexure 5-C) have been provided to contractor, to check in advance if transit penalty is applicable on a shipment or not.