

**BHARAT HEAVY ELECTRICALS LIMITED**  
**HEEP: HARDWAR-249 403 (UA)**  
**Fax: 01334-226462/223948, Phone: 281282**  
**E-mail: [ajayk@bhelhwr.co.in](mailto:ajayk@bhelhwr.co.in)**

**No. F/6420/6/3488/L**

**Date: 10<sup>th</sup> OCT'06**

**Subject: Open tender as detailed below:**

**OPEN TENDER**

1. Sealed tenders with the Tender No. and opening date clearly super scribed on the cover are invited from the manufacturers/their authorized agents for the supply of the following items:-
2. Last date for taking tender documents and opening of tenders is indicated against the tender. Tenders will be received up to 1.45 P.M. on opening date and opened on the same day at 2.00 P.M. in the Tender Room.
3. Intending vendors must remit the tender fee of Rs. 2,000.00 for indigenous suppliers (equivalent foreign currency \$ 50.00 / € 40.00 from foreign vendors ) against the tender in the form of bank draft while submitting the tender documents as detailed in "Instruction to Bidders", after down loading from this web site.
4. BHEL will not be responsible for any type of postal delay / incomplete information from vendor.
5. Other terms and conditions will be as per tender documents.

Sl. No.	Tender No.	Description of Item	Qty. (Kgs)	Last date to get from BHEL	Opening date
1.	F/6420/6/3488/L	a) FILLER METAL WIRE STELLITE 306 (as per specification HW7714199) 3.15 MM IN SPOOL OF 25 KG	100	20.11.06	21.11.06
		b) FLUX FOR SUBMERGED ARC WELDING WITH FILLER METAL WIRE STELLITE 306 (as per specification HW7715097)	100		

**(A. K.Gupta)**  
**Sr.Manager (Purchase-F&HE)**



**BHARAT HEAVY ELECTRICALS LIMITED**  
**HEEP HARIDWAR INDIA-PIN 249403**  
**FAX NO: 0091 1334 226462/223948**  
**PHONE NO: 0091 1334 281282**

Enq. No.: F/6420/6/3488/L

Date of issue: 10<sup>th</sup> OCT'06

Due Date: 21<sup>ST</sup> NOV'06

M/S.....

**Sub: Tender Enquiry No. F/6420/6/3488/L**

Dear Sir,

We are pleased to invite your offer in TWO PARTS.

Strictly as per enclosed terms and conditions and instruction to bidders, in sealed covers for the under mentioned equipment/systems.

S.N.	Description	Qty. (Kgs)	Delivery Required	EMD (Earnest Money Deposit)
1.	a) FILLER METAL WIRE STELLITE 306 (as per specification HW7714199) 3.15 MM IN SPOOL OF 25 KG	100	31.01.07	NIL
	b) FLUX FOR SUBMERGED ARC WELDING WITH FILLER METAL WIRE STELLITE 306 (as per specification HW7715097)	100		

Please submit your lowest quotation / offer for the above requirement subject to our terms and conditions. Your offer should reach us on or before the due date by 1.45 PM.

**NOTE: The vendor should submit their best price at this stage it self and they will not be allowed to revise the price. Any revision / discount given by vendor subsequently will be ignored & the bid is likely to be rejected.**

Part-1 bids shall be opened of those vendors **ONLY AFTER ENSURING PROOF OF TENDER FEE (PLEASE SUBMIT DRAFT FOR TENDER FEE {drawn in favour of BHEL Hardwar} IN ANOTHER ENVELOPE SUPERSCRIBED WITH BOLD LETTERS "TENDER FEE")** at 2 PM on the due date in the presence of authorized representatives of the bidders who may like to be present. The authorized representative should bring authority letter from their principals (if any) for attending the bid opening. Purchase preference will be given to CPSE s as per GOI notification no. DPE/13(12) 2003-Fin. Dated 26th Oct'04.

KINDLY READ "INSTRUCTIONS TO BIDDERS", QUOTATION NOT IN ACCORDANCE WITH THE ABOVE INSTRUCTIONS ARE LIABLE TO BE DISQUALIFIED AND IGNORED.

Thanking You,  
Yours Faithfully,  
For & ON BEHALF OF BHEL, HARDWAR

(A. K.Gupta)  
Sr.Mgr. (PPX-F&HE)

## **INSTRUCTIONS TO BIDDERS FOR OPEN TENDER**

Only those bids will be opened which has been submitted with requisite tender fee.

Vendors who are not registered with BHEL Haridwar for Stellite Wire & Flux have to submit the filled-in Supplier registration form with the offer .Supplier Registration form can also be downloaded from site [www.bhel.com](http://www.bhel.com) .

**1.0** The tenders shall be submitted in three parts (part I Techno -Commercial Bid & part II price Bid & part III Supplier Registration form ) as described below on or before the due date.

- The Quotation should be from the Principal / Original Supplier , failing which the quotation is likely to be ignored.
- Any corrections / amendments shall be properly & fully authenticated with signature.

**1.1 PART-I (TECHNO-COMMERCIAL BID)** shall comprise of following documents:

- a) Complete Technical offer in TWO sets (one original + one copy).
- b) Acceptance of commercial terms by vendor as per Annexure 1.
- c) Deviation with reference to specification to be laid down on separate sheet.
- d) Copy of price Bid (without prices).
- e) Validity of offer should be at least 120 days from tender opening.
- f) Any additional documents (please specify).

### **1.2 PART-II (PRICE BID)**

The price Bid (with price) which has been submitted with part I for the complete scope as specified in the price Format attached as Annexure-2.

#### **1.2.1 Price should be quoted as under.**

**For Indigenous Suppliers** – Indigenous vendors should quote on FOR Stores HEEP BHEL Haridwar basis . However , the insurance will be arranged by BHEL . Vendors can dispatch the material through any Indian Bank Association approved transporters having their branch at Haridwar . For the convenience of the vendors the names and addresses of transporters approved by IBA & BHEL are posted at our website <http://www.bhelhwr.co.in> . If any vendor still quotes on other than FOR destination basis then his offer will be loaded by the maximum freight , packing & forwarding charges quoted by any other bidder from the same or nearby station , against the Enquiry/Freight rate available with BHEL . Further non-availability of BHEL approved transporter will not be accepted for rescheduling the delivery or waiver of penalties .

**For Foreign Suppliers** – Foreign vendors should quote on C&F Mumbai basis . The bids will be evaluated on C&F Mumbai basis . The vendor who quotes on other than C&F Mumbai basis then his offer will be loaded by the maximum freight , packing & forwarding charges quoted by any other bidder from same or nearby port , against the Enquiry / Freight rate available with BHEL . Further non-availability of ship will not be accepted for rescheduling the delivery or waiver of penalties .

**1.2.2** Applicable sales Tax, Excise duty and any other statutory levy should be indicated separately and clearly in the quotation, else it will be concluded that the offer is inclusive of all taxes and duties. The comparison between foreign and indigenous bids shall be done on the landed price basis .

### **1.3 Part-III ( Supplier Registration form )**

The SRF duly filledup will be assessed for manufacturing capability ,quality systems being followed , organizational soundness and financial worthiness .

**2.2** PART-I containing techno-commercial part and part-III containing supplier registration form will be opened on the date and time specified in the covering letter in the presence of those tenderers who wish to attend.

**2.2.1** The part-II price Bids will be opened at a later date of only those bidders whose techno-commercial bid has been found acceptable. BHEL may go for Reverse Auction with the vendors whose techno-commercial bid has been found acceptable .

### **3.0 MARKING OF ENVELOPE**

**3.1** Part-I , Part-II & Part-III and the envelope containing drafts for Tender Fee shall be individually sealed and superscribed as indicated below and shall be enclosed further in the envelop duly sealed and superscribed as “TENDER FOR (ITEM NAME) AGAINST TENDER NO.----- DUE ON ----- CONTAINING PART-I & PART-II OF THIS OFFER and the name of the bidding company.

**3.2** The following shall be superscribed on the envelopes.

1. TENDER FEE. ( Rs Two thousand ) :  
Details of Draft attached (No,Bank, Branch, Issue date)
2. PART-I
  1. TENDER NO. AND ITEMS DESCRIPTION.
  2. DUE DATE FOR OPENING.
  3. “TECHNO-COMMERCIAL BID PART-I”
3. PART-II
  1. TENDER NO. AND ITEMS DESCRIPTION.
  2. DUE DATE FOR OPENING OF PART-I.
  - 3.”PRICE BID PART-II”.
4. Part-III
  1. Tender No. and Items description
  2. Due date for opening
  3. Supplier registration form  
(this form can be downloaded from [www.bhel.com](http://www.bhel.com))
5. Name of the bidding company

**3.3** Envelopes not marked as above are liable to be ignored and may not be opened.

**4.1** Tenders when finalized shall be in the name of the bidder only and change of name during tender evaluation (without certificate from registrar of company) and after submission of the tender is liable to make the offer ineligible for participation.

IN CASE YOU ARE NOT MAKING AN OFFER AGAINST THIS ENQUIRY, THEN PLEASE ARRANGE TO SEND A LETTER OF REGRET IF YOU HAVE COLLECTED THE TENDER DOCUMENTS FROM BHEL.

**Thanking You,**

**Yours faithfully,**

**For & on behalf of BHEL, Hardwar.**

**Sr.Manager (PPX-F&HE)**

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## ANNEXURE-I

### ACCEPTANCE OF COMMERCIAL TERMS BY VENDOR

TENDER NO. SL. NO.	DESCRIPTION	VENDOR'S CONFIRMATION
1) <b><u>Payment terms:</u></b> <b>For Indigenous Vendors :</b> 100% payment against dispatch documents through Bank . <b>For Foreign Vendors :</b> 100% payment against shipping documents through Letter of Credit .		
2) <b><u>Delivery of the material:</u></b>  - Firm delivery period for the material to be stated w.e.f. date of LOI( Letter of Intent) / Order . - In case deliveries quoted by the vendors are not suiting , BHEL may also ignore the Offer of the vendor		
3) <b><u>Liquidated damages:</u></b> L.D. shall be applicable for delayed delivery @ 0.5% per week and part thereof subject to a maximum of 10% for total P.O. value. BHEL may load maximum penalty under LD clause , to the extent the same is not agreed by the vendor , for the purpose of comparative statement.		

<p><b>4) <u>Settlement of Disputes:</u></b></p> <ul style="list-style-type: none"> <li>Settlement of disputes through arbitration shall be in accordance with Arbitration Rules of Conciliation and Arbitration of the ICC, Paris. The venue of arbitration shall be Delhi. The courts of Delhi shall have exclusive jurisdiction.</li> <li>For Indigenous Source. The venue of arbitration shall be Haridwar Courts, which will have exclusive jurisdiction.</li> </ul>	
<p><b>5) <u>Drawing / data approval</u></b> Any drawing / data approval required from BHEL after placement of order shall be the responsibility of the vendor and any delay on account of the same shall be the responsibility of the vendor and have no bearing on the penalty applicable.</p>	
<p><b>6) <u>Drawing / design / information use:</u></b> The vendor will have to give an undertaking that the drawing / design / Information enclosed with the enquiry / proposed order will not be parted to any other agency and will also not be used for manufacturing for any other customer.</p>	
<p><b>7) <u>Warranty/ Guarantee:</u></b> 18 months from the date of despatch or 12 months from the date of commissioning whichever is later .</p>	
<p><b>8)</b> Details of Contact person Name, Designation, Department complete postal, E-mail address &amp; Fax no, phone, Mobile no. to be mentioned.</p>	
<p><b>9)</b> Phyto sanitary Certificate essential for packages (Wooden).</p>	
<p><b>10) <u>Validity:</u></b> Validity of the offer should be 90 days from tender opening.</p>	
<p><b>11) <u>Risk Purchase:</u></b> In case of delays in supplies / defective supplies or non-fulfillment of any other terms and conditions given in the Purchase Order , BHEL may cancel the Purchase Order in full or part thereof , and may also make the purchase of such material from elsewhere / alternative source at the risk and cost of the supplier .</p>	
<p><b>Note:</b> Attach separate sheet for additional information if necessary. The above terms &amp; condition supersedes the terms &amp; conditions found contradictory written else where in the tender enquiry.</p>	

**PRICE SCHEDULE****ANNEXURE-II**

SL. No.	DESCRIPTION	PRICE IN (RS. / CURRENCY)
1.1	MATERIAL (TUBE) COST AS PER TECH. SPECIFICATION ( <b>INDIGENOUS VENDORS</b> SHOULD QUOTE ON FOR STORES HEEP BHEL HARIDWAR BASIS & <b>FOREIGN VENDORS</b> SHOULD QUOTE ON C&F MUMBAI BASIS ) PLEASE ATTACH UNPRICED COPY OF YOUR PRICE BID.	-----
1.2	PACKING CHARGES ( if applicable )	-----
1.3	FORWARDING CHARGES ( if applicable )	----- -----
	TOTAL	-----

2.0 **Excise duty:** Rate of Excise Duty & Concession forms requirements etc. to be stated wherever applicable.

3.0 **Sales Tax:** Rate of Sales Tax & Concession forms requirements etc. to be stated wherever applicable.

**NOTE:**

1. BHEL will evaluate the technical bids against essential criteria/requirements. BHEL may seek clarifications, if required, from the qualified bidders only. These clarifications will be communicated to the eligible vendors and they will be asked to attend techno-commercial discussions on specified dates. The bidders will be given 15 days notice to come prepared with the required documents/ clarifications. No extension will be given. **The offers of those bidders, who are unable to respond in this time frame, are likely to be ignored.**

Date


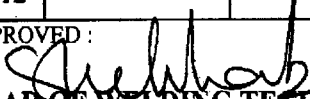
(Signature)

Name


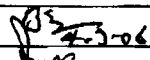
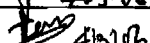
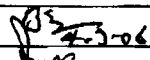
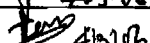
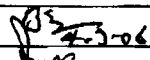
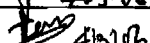
Designation


Department

M/S


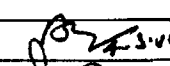

SIGN & DATE	SIGNATURE		<b>PLANT STANDARD</b> <b>HEEP- HARDWAR</b>				<b>HW 7715097</b>				
									PAGE 1 of 3		
SUPERCEDES INVENTORY NO.		<b><u>FLUX FOR WIRE STELLITE 306</u></b>									
COPYRIGHT AND CONFIDENTIAL		<p><b>1.0 SCOPE</b></p> <p>- This specification covers the requirements of basic flux cored to be used along with flux cored filler wire stellite 306 or equivalent (Refer standard HW7714199) for filler metal wire Stellite 306) on Submerged Arc Welding Process.</p> <p><b>2.0 CODIFICATION :</b></p> <p style="text-align: center;">HW 7715097993 : Flux for Stellite Wire 306</p> <p><b>3.0 PHYSICAL PROPERTIES OF FLUX :</b></p> <p>a. The flux should operate equally well on DC and AC. The slag should be easy to remove even in narrow joints.</p> <p>b. The flux should operate smooth with both low and high currents and should yield a smooth bead with a very good shape.</p> <p>c. Flux should have following characteristics :</p> <ul style="list-style-type: none"> <li>- Agglomerated</li> <li>- Basicity about 2.8</li> <li>- Density about 1.1 kg / litre</li> <li>- Operative voltage 26- 34 V</li> </ul> <p>d. The flux should be designed for primarily for multirun welding of high quality low alloy steel and can be used with flux cored alloy steel wire type 306.</p>									
SIGN & DATE	SIGNATURE	TSX	KISHAN LAL	DATE	5.3.06	DRAWN	-	WORKED	BS Arora	DATE	2.3.06
AGREED DEPTT.	NAME	SIGN & DATE				CHECKED	HP Roy	DATE	4.11.06		
					APPROVED : 					GR. NO.	
					<b>HEAD OF WELDING TECHNOLOGY</b>					2.62	
INVENTOR V.NO.	REV. 01	DATE	PREPARED:			ISSUED:		DATE:			
P-3429	06.03.2006		WTX			TSX		28.03.1995			




SIGN & DATE		PLANT STANDARD HEEP- HARDWAR		HW 7715097															
				PAGE 2 of 3															
SUPERCEDES INVENTORY NO	<p><b>4.0 CHEMICAL ANALYSIS :</b></p> <p>( Approx. percentage of various ingredients of flux)</p> <table style="margin-left: auto; margin-right: auto;"> <tr> <td>SiO<sub>2</sub> + TiO<sub>2</sub></td> <td style="text-align: center;">-</td> <td style="text-align: right;">15%</td> </tr> <tr> <td>CaO + MgO</td> <td style="text-align: center;">-</td> <td style="text-align: right;">40%</td> </tr> <tr> <td>Al<sub>2</sub>O<sub>3</sub> + MnO</td> <td style="text-align: center;">-</td> <td style="text-align: right;">15%</td> </tr> <tr> <td>CaF<sub>2</sub></td> <td style="text-align: center;">-</td> <td style="text-align: right;">25%</td> </tr> <tr> <td>Grain size</td> <td style="text-align: center;">-</td> <td style="text-align: right;">0.2 to 1.6 mm</td> </tr> </table> <p><b>5.0 TEST CERTIFICATE:</b></p> <p>The supplier shall submit 5 copies of test certificates giving the following information alongwith dispatch documents:</p> <ul style="list-style-type: none"> <li>i) Our purchase order number</li> <li>ii) Supplier's name</li> <li>iii) Physical properties like basicity, density etc. as welded with stellite wire 306</li> <li>iv) Chemical composition</li> <li>v) Consignment Identification</li> <li>vi) Weight of package</li> </ul> <p><b>6.0 MARKING:</b></p> <ul style="list-style-type: none"> <li>- The outside of each unit package shall be legibly marked with the following information :           <ul style="list-style-type: none"> <li>a. Brand name</li> <li>b. Type of flux</li> <li>c. Batch number &amp; date of manufacturing</li> <li>d. Quantity &amp; net weight</li> </ul> </li> </ul> <p><b>7.0 PACKING :</b></p> <p>The flux should be packed in water proof bags or steel container of max. 50 kg each. It should be dispatched in seaworthy &amp; tight packing to avoid any damage during handling, transit and storage.</p>				SiO <sub>2</sub> + TiO <sub>2</sub>	-	15%	CaO + MgO	-	40%	Al <sub>2</sub> O <sub>3</sub> + MnO	-	15%	CaF <sub>2</sub>	-	25%	Grain size	-	0.2 to 1.6 mm
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P-3429 8/3/06	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;">REV. 01</td> <td style="width: 15%;">WORKED</td> <td style="width: 20%;">BS ARORA</td> <td style="width: 50%; text-align: right;">  </td> </tr> <tr> <td></td> <td>CHECKED</td> <td>HP ROY</td> <td style="text-align: right;">  </td> </tr> </table>				REV. 01	WORKED	BS ARORA			CHECKED	HP ROY								
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	CHECKED	HP ROY																	

SIGN & DATE		<b>PLANT STANDARD</b> <b>HEEP- HARDWAR</b>		HW 7715097	
				PAGE 3 of 3	
SUPERCEDES INVENTORY NO.	<p><b>8.0 ACCEPTANCE :</b></p> <p>At the option and the expense of the purchaser, any or all the test requirements of this Specification may be used as a basis for acceptance of the product covered by this Specification.</p> <p><b>9.0 CROSS REFERRED STANDARDS:</b></p> <p>Nil</p>				
<p><b>9-3429</b> <i>del 8/3/08</i></p> <p><b>COPYRIGHT AND CONFIDENTIAL</b></p>					
REV. 01		WORKED	BS ARORA	<i>7/2-06</i> <i>4/13/06</i>	
		CHECKED	HP ROY		

SIGN & DATE		PLANT STANDARD HEEP - HARDWAR			HW 7714199																															
					PAGE 1 of 3																															
SUPERCEDES INVENTORY NO	<b><u>FILLER METAL WIRE STELLITE 306</u></b>																																			
	<b>1.0 SCOPE</b>  - This specification covers the requirements of flux cored filler wire stellite 306 or equivalent for submerged arc welding process. (Stellite is a trade name of M/S Deloro Stellite).  <b>2.0 CODIFICATION :</b>  HW 7714199997 : Wire Dia 3.2mm in spool of 25 kg ( ID = 300mm, OD = 380mm)  <b>3.0 CHEMICAL COMPOSITION :</b>  The chemical composition for the filler wire is as below:																																			
<table border="1"><thead><tr><th colspan="2">Element</th><th>Percentage</th></tr></thead><tbody><tr><td>i)</td><td>Carbon</td><td>0.45 - 0.65</td></tr><tr><td>ii)</td><td>Manganese</td><td>0.70 - 1.30</td></tr><tr><td>iii)</td><td>Silicon</td><td>0.70 - 1.30</td></tr><tr><td>iv)</td><td>Nickle</td><td>5.0 - 7.0</td></tr><tr><td>v)</td><td>Chromium</td><td>23.0 - 26.0</td></tr><tr><td>vi)</td><td>Tungsten</td><td>2.5 - 3.5</td></tr><tr><td>vii)</td><td>Iron</td><td>5.0 (max)</td></tr><tr><td>viii)</td><td>Niobium</td><td>6.0 - 7.8</td></tr><tr><td>ix)</td><td>Cobalt</td><td>Balance</td></tr></tbody></table>							Element		Percentage	i)	Carbon	0.45 - 0.65	ii)	Manganese	0.70 - 1.30	iii)	Silicon	0.70 - 1.30	iv)	Nickle	5.0 - 7.0	v)	Chromium	23.0 - 26.0	vi)	Tungsten	2.5 - 3.5	vii)	Iron	5.0 (max)	viii)	Niobium	6.0 - 7.8	ix)	Cobalt	Balance
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				WTX	TSX	28.03.1995																														

SIGN & DATE		<b>PLANT STANDARD</b> <b>HEEP- HARDWAR</b>		HW 7714199	
				PAGE 2 of 3	
SUPERCEDES INVENTORY NO	<b>4.0 MECHANICAL PROPERTIES :</b>  Hardness ..... 34 – 39 HRC  - Filler metal shall have smooth finish free from slivers, depressions, scratches, scale or other foreign matter that would affect the welding properties.				
	<b>5.0 TEST CERTIFICATE:</b>  The supplier shall submit 5 copies of test certificates giving the following I information alongwith dispatch documents:  i) Our purchase order number ii) Supplier's name iii) Chemical composition iv) Mechanical properties v) Size/ length vi) Consignment identification vii) Others				
P-3431	<b>6.0 MARKING:</b>  - Party will print following information on each carton :  a. Brand name b. Standard size c. Batch number & date of manufacturing d. Quantity & net weight				
	<b>7.0 PACKING :</b>  It should be dispatched in seaworthy & tight packing to avoid any damage during handling, transit & storage.				
REV. 01	WORKED	BS ARORA			
	CHECKED	HP ROY			

P-3431 8/12/06

SIGN & DATE		<b>PLANT STANDARD</b> <b>HEEP- HARDWAR</b>		<b>HW 7714199</b>	
				<b>PAGE 3 of 3</b>	
SUPERCEDES INVENTORY NO	<p><b>8.0 ACCEPTANCE :</b></p> <p>At the option and the expense of the purchaser, any or all the test requirements of this Specification may be used as a basis for acceptance of the product covered by this Specification.</p> <p><b>9.0 CROSS REFERRED STANDARDS:</b></p> <p>Nil</p>				
<b>COPYRIGHT AND CONFIDENTIAL</b>					
<b>P-3431</b>	<b>REV. 01</b>	<b>WORKED</b>	<b>BS ARORA</b>	<b>18/3/08</b>	
<b>8/13/08</b>		<b>CHECKED</b>	<b>HP ROY</b>	<b>18/3/08</b>	