

ANNEXURE – I

Recorded Notes of excerpts as part of Pre-bid discussions made against Open Tender for Rate Contract of Aluminium Sheets/Plates Supply - NIT: 30023 dated 31.10.2016 held at BHEL Ranipet on 15.11.2016

Sl. No	Specification Reference/Tender	Bidder's Pre-Bid Query	BHEL Response during pre-bid meeting on 15.11.16
01	ANNEXURE - B (Sl.No.12)	LD	LD not acceptable for M/s Balco and M/s Hindalco, since they are of the opinion that they have not defaulted in the supplies made to BHEL so far. BHEL informed that in case LD is not accepted, to that extent their offer will be loaded and evaluated.
02	ANNEXURE - B (Sl.No.23)	RA	RA is not acceptable to M/s Balco and M/s Hindalco as per their corporate policy. However BHEL reserves the right to decide about RA after technical bid opening as per tender Annexure-A (Clause B-g Page 4 of 18)
03	ANNEXURE - B (Sl.No.13)	Payment Terms	M/s Balco and M/s Hindalco are not accepting the BHEL Standard payment terms of 90 days/45 days. BHEL informed that in event of other suppliers accepting the BHEL payment terms loading will be done as per tender conditions.
04	ANNEXURE - B (Sl.No.5)	Octroi / Entry Tax	M/s Balco and M/s Hindalco are not accepting for Octroi and Entry Tax to their account. BHEL requested suppliers to accommodate the same since it may not be applicable after implementation of GST.
05	ANNEXURE - B (Sl.No.17)	Guarantee	M/s Balco and M/s Hindalco informed that the guarantee will be complying to Indian Standard only. BHEL informed that foreign suppliers should comply the materials to ASTM Standards only.
06	ANNEXURE - B (Sl.No.18)	Risk Purchase	Risk Purchase clause not acceptable for M/s Balco and M/s Hindalco since they have not defaulted in their supplies so far. However BHEL insisted for their acceptance of Risk Purchase. Finally BHEL agreed to consider based on their successful past supply credentials.
07	ANNEXURE - B (Sl.No.22)	Quantity Tolerance	BHEL Clarified that the quantity tolerance as per tender needs to be complied by the tenderers.
08	Nil	Detention Charges	BHEL Clarified that this needs to be taken suitably by the suppliers. However vendors insisted BHEL to extend support in timely unloading at destination.

09	ANNEXURE - B (Sl.No.3)	Excise Exemption Documents	Vendors insisted for forwarding of PAC documents alongwith the manufacturing clearance. BHEL agreed.
10	Nil	Road Permit	Vendors insisted BHEL for issue of Road Permits within reasonable time. BHEL agreed.
11	ANNEXURE - D (Note Sl.No.02) Page 2 of 2	For Enquiry Sl No. 02 to 07 – BHEL tender calls for Aluminium Sheets/plates shall be Hot Rolled only.	M/s Balco and M/s Hindalco has pointed that the same to be corrected as Hot Rolled Route only. BHEL clarified the flow chart of manufacturing as follows (for enq.Sl.02 to 07) : <i>Thru Direct Chilled Casting of Slab → Hot Mill Route</i>
12	Annexure – H & I	Freight rates	The vendors to quote the freight rates for the known projects sites/destination and also state wise (for unknown destination of the specific state)
13	Nil	GST	Any Cost benefit for vendors arising out of implementation of Goods and Services Tax (GST) needs to be passed on BHEL on actuals. Changes in Statutory levies (if any) as applicable on the date of despatch will be paid on actuals to the vendors.
14	Annexure –G	Nil	The following changes are proposed by BHEL in line with updation time of LME South East Asia Premium in LME official web site (applicable for both overseas and indigenous suppliers). B = Average of previous 10 working days of LME South East Asia Premium (ie Average of previous 10 working days of LME South East Asia Premium, as available in the LME official web site on the date of despatch of material)

SENIOR MANAGER-PURCHASE
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