

सामग्री प्रबन्धन (क्रय विभाग)

MATERIAL MANAGEMENT (PURCHASE)

सेन्ट्रल फाऊन्ड्री फोर्ज् प्लान्ट, भारत हैवी इलैक्ट्रिकल्स लिमिटेड

CENTRAL FOUNDRY FORGE PLANT, BHEL HARDWAR

रानीपुर, हरिद्वार (भारत)

RANIPUR, HARIDWAR (INDIA) – 249403

Phone No. +91-1334-281639/284548, FAX No. 225892

e-mail: lpbadoni@bhelhwr.co.in

M/S

Sub: Tender Enquiry No. 5042/P/351/8/1529A/1 dated 26/02/2008 due on 03 April'2009.

Dear Sir,

We are pleased to invite offer as per enclosed specifications with terms and conditions in sealed covers for the under mentioned items.

SI No	Tender No	Description of Material	Qty MT	Date & Time of Opening
01	5042/P/351/8/1529A/1	Low Carbon Ferro Chrome 20-40 mm Specn.:FF05007 Rev.04	150	03/04/2009

KINDLY READ TERMS AND CONDITIONS. OFFER NOT IN ACCORDANCE WITH THE INSTRUCTIONS IS LIABLE TO BE DISQUALIFIED AND OR IGNORED.

PLESAE VISIT www.bhel.com or www.bhelhwr.co.in for more details and tender documents.

Please also down load Vendor Registration Form and submit same dully filled.

Thanking You,

Yours Faithfully, For & On behalf of CFFP BHEL Hardwar

(L.P. Badoni) Executive (Pur)

Note: Corrigendum if any shall not be published, kindly refer web for any changes.



भारत हैवी इलैक्ट्रिकल्स लिमिटेड Bharat Heavy Electricals Ltd सेन्द्रल फाउन्हों फॉर्ज प्लॉट- हरिहार-249 403 (भारत) Central Foundry Forge Plant, Hardwar-249 403 INDIA

कृपया निमालिखित के लिए निविदा दें। PLEASE QUOTE FOR THE FOLLOWING ENQUIRY DUE DATE: 03.04.2009 Vandor Code: 109285 EHEL Phone: 01334-285336 FAX: \$1334-225892 INDIA Attn: TOTAL DELIVERY SCHEDULE LOT STY DELY_DT MATERIAL CODE DELIVERY UTY NO MATERIAL DESCRIPTION 1 30000 at the marliest 2 30000 at the marliest 1 FF1135175039 KG 150000 L.C.FERROCHROME SPEC: FF05007, REV 04 3 30002 at the earliest 4 30000 before 05.05.2009 20-40 MM 5 30000 before 05.06.2005 DIM : S 1 This enquiry is 2 part tender. Techno-Commercial bid (Part - 1) and Price Dids (Part-2) should be submitted in separate envelopes. These two envelopes should be submitted in a common sealed envelope.
Techno-Conmercial Bid shall contain detailed Technical Specification, Drawings Technical documents, Catalogues, taxes & cuties, payment terms, delivery period, Validity of offer, Replica of Price Bid (Copy of price bid without price part) etc. The confirmation to the special terms & conditions must be submitted alongwith Techno Commercial bid. Frice bid (Part - 2) shall contain only prices. 2 TEST CERTIFICATE REQUIRED AS PER SPECIFICATIONS. 3 SUARANTEE CERTIFICATE REQUIRED AS PER SPECS. ALONGWITH DESPATCH DOCUMENTS 4 BASIC RATES, TAXES, DUTIES AND OTHER CHARGES MUST BE SPECIFIED SEPERATELY. 5 CONFIRMATION IS REQUIRED THAT CENVATABLE DUPLICATE COPY OF TRANSPURIER INVOICE SHALL BE PROVIDED FOR AVAILING CENVAT BENIFIT 6 INSPECTION SHALL BE CARRIED OUT AFTER RECEIPT OF MATERIAL IN OFFF. 7 PLEASE QUOTE FOR DESTINATION ONLY. 8 WE MAY OPT REVERSE AUCTION PLEASE CONFIRM SAME IN THE OFFER. 9 PLEASE CONFIRM THAT THE ORIGINAL MANUFACTURERS TEST CERTIFICATE WILL BE PROVOIDED ALONG WITH SUPPLY. ** Plmase submit authorization letter (format enclosed) for facilitating e-payment/electronic transfer of funds ** 160% payment within 30 days after receipt & acceptance of material at CFFP BHE. Handwar through a payment. ** CFFP/BHEL Reserves the right to produce from more than one vendor. behireries are tentatives on her details below :-For BHARAT HEAVY ELECTRICALS LIMITED 1-30 mt within ladaysoffo 2- somt within 40 days of po (L.P. BADONI) 2-30 mt with 70 days of PO 4-30 mt with 100 days of PO You may contact the signatory at email: A.O. (FURCHASE) shantanu@bhelhwr.co.in

महत्त्वपूर्ण : क्यारा कोटेबान पेते से पूर्ण पीछे दिए गये अनुदेशों को स्वानपूर्वक पाढ़िये।

IMPORTANT - PLEASE READ CAREFULLY THE INSTRUCTIONS GIVEN ON REVERSE REFORE OUTTING



संस्थान क्रय विनिर्देश (सी.एफ.एफ.पी. - बरिहार)

FF 05007 Rev 04

पुष्ठ व

PLANT PURCHASE SPECIFICATION
(CFFP-HARDWAR)

Page 1 of 2

सामी सूरी शंत्रा के अधिकांभा सम्बद्ध

COPYRIGHT A.v.S.CONFIDENTIAL.
The information is the property of Banet Newy Element.
The information is that "Search or indirectly in any way determined in the Limited It must not have a content of the company.

स्वत्वाधिकप्तर एवं गोपनीय सुरग चल के इन्हिज्जल की सन्धन है इसस प्रका क तार अपेर, में कि केशने के किन ने स्पेस्तर ने गे किन नक्ष

DATE

LOW CARBON FERRO CHROME

1. SCOPE

This specification governs the quality of Low Carbon Ferro Chrome with the following requirements.

2. APPLICATION

The material shall be used as alloying addition for manufacturing of steel.

3. CONDITION OF DELIVERY

- A) Size Class / Designation: Class 1 (50-150mm)
- B) The size should be in the range of 20-35 mm with a tolerance of 10 mm on the higher size. However oversize /undersize fractions each should not exceed 10% by weight.

4. COMPLIANCE WITH NATIONAL STANDARDS

Specification drawn from IS:1170-1992;

5. FREEDOM FROM CONTAMINATION

The material shall be free from extraneous contamination such as slag.

6. MANUFACTURE

The process of manufacture of Low carbon Ferro Chrome is left to the discretion of supplier.

7. CHEMICAL COMPOSITION

When the material is analyzed in accordance IS: 1170-1992 shall have the following composition:

POSITIOII.		
Element	% Min	% Max
Carbon	<u>-</u>	0.10
Chromium	67	75
Silicon	-	1.5
Sulphur	-	0.05
Phosphorus		0.05

8. SAMPLING METHOD FOR CHEMICAL ANALYSIS

The sampling of material shall be done in accordance with IS: 1472-1977.

SIGN					NAME.	firis of Free SIGNATURE & DATE
- 1	QM	S.N.GHOSH	1			
- 1	MPIC	SHYAM BABU	Jamaun	Invirual WORKED BY	RANJAN	(Zangan 3/9
	QM(HEAD)	K B SUBRAMANYAM	DX AIM any and	atend CHECKED BY	V.K.RAIZADA	1 Vivil 3/9/08
NO.	सम्बद्ध विमान AGREED DEPTT	NAME	SIGNATURE & DATE			
BYENTORY NO.				क्षकः : संस्थान APPROVED : PLANT !	न मानक समिति STANDARDS COMMI	TTEE
P.V.					স্থা : : ল্ব০ জ্ব০ ল্ব০ ISSUED: SMS	DATE: 3/9/08



संस्थान क्रय विनिर्देश (सी.एफ.एफ.पी. - हरिद्वार) CONTROLLED COPY

PLANT PURCHASE SPECIFICATION

FF 05007 Rev 04

पुष्ठ

Page 2 of

COPYRIGHT AND C "IDENTIAL
The information on this decum, "in the property of fabout being Electrical
Landed it must not be used directly" "affecting using way detrinantal to the
simenet! company.

फुरासीविक्तम एवं गोपनीय देशा भारा के इस्मिक्तमा के गर्भक्त है सम्भार सम्भार तर के 16 कारों के 164 ने सम्भारक से व 1944 नय or it Raft & o E SE

Pris SIGN & 1

(CFFP - HARDWAR) 9. INSPECTION AT SUPPLIER'S WORKS

- CFFP/BHEL reserves the right to inspect the material before despatch at vendor's works. Therefore the supplier should intimate BHEL in advance with a copy of test certificate of the material offered for inspection.
- Vendor should clearly mention any deviation from the specification at the time of submitting offer.
- Final inspection will be done at CFFP.
- The decision of CFFP shall be final and binding on the supplier with respect to inspection and testing of the material.
- If the material is not found suitable according to the requirements of this specification, the Vendor should replace the material at his own risk and cost.
- 10. CLEARANCE FOR DELIVERY

The clearance at receipt inspection does not release the supplier from the responsibility for any nonconformances discovered later on.

11. TEST CERTIFICATE

The supplier shall furnish 2 copies of ink signed test certificates (TCS) containing. The following information and the TCS should reach BHEL alongwith the material.

11.1 BHEL Reference

- 11.1.1 Material Specification.
- 11.1.2 Purchase Order No.
- 11.2 Supplier reference
- 11.2.1 Supplier's name
- 11.2.2 Material Batch No. and Serial No if any
- 11.2.3 Container size and weight of material(net & gross)
- 11.2.4 Test Results of Chemical analysis.
- 11.2.5 Size of material.

12. PACKING &MARKING

The material should be supplied in jumbo bags with net wt 1000 ± 5%.

Each bag must carry identification with following details,

Vendor's name or emblem.

Description of the material

CFFP Specification No

Net wt. of material.

			A STATE OF THE STA	NAME	THE UT FROM SIGNATURE & DATE
QM	S.N. GHOSH	0	All Williams and All Control of the		
MPIC	SHYAM BABU	Manuel.	Indraed WORKED BY	KANJAN	(Xanjan 3/9/08
QM(HEAD)	K B SUBRAMANYAM	KASManyam	PERSON CHECKED BY	V.K.RAIZADA	Vhila 3/9/08
सम्प्रत विकास AGREED DEPTT	NAME	SIGNATURE & DATE			
			ल्क्ष्ट : संस्थान APPROVED : PLANT S'	मानक समिति TANDARDS COMMIT	TEE
			7,140,140,140,140,140,140,140,140,140,140	आरो : : लगा क्ष्मा लगा। ISSUED : SMS	DATE: 3 9/08

No.: GTCRM No. 01 Rev.oc Date + 19/11/2008

GENERAL TERMS AND CONDITIONS OF TENDER ENQUIRY ANNEXURE-A

1 <u>Submit the tencer in two parts i.e.</u>

Part-I Techno-Commercial Bid Part-II Price Bid

Techno-Commercial (part one) & Price Bic (part two) should be put in separate sealed envelopes. Both envelopes should be super scroed with Tender Number, Date of Opening & Technical / Commercial Bid and Price Bid respectively along with name of firm.

Both the envelopes i.e. containing Techno-Commercial Bid and Price Bid should again be kept in one envelope super scribed again with Tondor No, and Date of Coening and the name of firm submitting the tender and sent by Registered A/D post to AGM(MM), Purchase Department CFFP .BHEL Hardwar,Ranipur .Hardwar 249403.Uttrakhand ,India

Part | Envelopes super scribed with Techno-Commercial Bid must contain all information especialiv:-

(a) Specification of the material offered should be strictly as per CEFF/BHEL specifications of Enquired material in tender occuments. Deviations if any must be Indicated clearly in the offer. Rates to be quoted on For Destination Basis.

(b) All commercial terms i.e. packing, forwarding, Custom Duty Additional Duty ST/STT/VAT/CST, Excise duty/CVD Bank Charges, payment terms & insurance etc as amplicable, should be clearly mentioned except Price .Also mention present rate of applicable taxes & duties even if inclusive in rates.

(c) Confirm to submit all required commercial documents (tax invoice, CENVATable duplicate copy of invoice, packing list, transit sale agreement etc.) & technical documents (TC/GC/QP etc.) (d) Registration Numbers of SSI, Control Expise, Sales tax. Income tax, DGS & D. ECC etc.

(e) Un-priced capy of Price Bid.

Part-II Envelopes super scribed with Price Bid should contain priced copy of Price Bid. The price should be mentioned both in figures and words

Authorized Signatory should authenticate all tender documents

Techno-commercial bid (Part-I) will be opened on the due date at 2.00 PM. In the 3 presence of participating vendors or authorized representatives, who may wish to be present. Representative deputed to witness tendor opening must produce an authority letter from the signatory of offer. After evaluation of technical bids & finalization of technical, commercial terms & condition, price bid of only successful vendors will be opened. Priced bid opening date will be intimated separately.

The material offered must conform to the required BHEL specifications and drawings as

well as Instructions and details made available .

Eligibility: For new vendors quoting for this item, Vendor Registration from duly filled must be submitted alongwith the offer Vendor Registration Form can be downloaded from our web site www.bhell.com or www.bhellhwr.co.in.

Original Test Certificate & other related Documents from the Manufacturers or Government or Recognized Houses shall have to be produced as applicable without any extra cost. This may please be clearly confirmed in the quotation without which the offer may not be considered.

Validity of offers should be minimum of 45 working days from the date of Tender

(Techno-Commercial Bid) opening.

Delivery in the promised period is the essence of contract. Confirm to supply according to delivery schedule mentioned

- Payment Term 100% Payment within 30 days after receipt and acceptance of material at CFFP through e-payment. For foreign vendor payment through LC is acceptable. However payment through LC to be given on 70th day of bill of lading date and on submission of security deposit (refer clause 17). All bank charges to the a/c of vendor.
- CFFP/BHEL Hardwar reserves the right to accept or reject any or all tenders without assigning any reason there of.
- 11. Tenders not submitted in the prescribed manner are likely to be ignored/ rejected.
- Agent /Agency Commission: Payment of any kind at any stage will not be made to 12. Agent on account of agent commission or otherwise by CFFP BHEL Hardwar.
- 13 CFFP, BHEL, HARIDWAR may opt for E-auction/Reverse auction for obtaining best prices for part or full Tendered Quantity. BHEL also reserve the right to negotiate price with L1 vendor after reverse auction.
- Please do intimate the personal contact details like Mobile Number, Email-Id, etc of 14
- authorized executive for correspondence.

 Penalty: Orders placed against this Enquiry will be subject to normal clauses for 15. imposing Penalty, Liquidated Damages, Risk purchases, cancellation arbitration as per terms and conditions of Tender Enquiry and Purchase Orders in case of delay in effecting supply and or other defaults
- Inspection :CFFP BHEL Hardwar inspection after receipt shall be final and binding BHEL may inspect at Vendor's work also. BHEL may nominate any testing house for inspection .The report shall be final and binding to both concerned .In case store is found defective during warranty period ,the same will be returned for repair (if not possible in India by Vendor) and or replacement . For this Vendor has to bear all the charges such as Freight ,i.e. to and fro ,insurance etc .Bank Guarantee for the equal amount to the cost of the item is to be furnished by Vendor. In case the repair is done at CFFP/BHEL the amount on actual shall have to be reimbursed by the Vendor and or adjusted on actual
- Security Deposit: For foreign vendor seeking payment through LC, security deposit of 10% LC value is to be submitted. Security deposit must be submitted as per BHEL format attached and issued from one of the consortium bank (list attached) and should be valid upto 70th day from bill of lading date.
- 18 Disputes: In event of any dispute arising out of Contractual obligation, the order being finalized at Hardwar ,India will be subject to Indian Laws and falls under jurisdiction of the Court of Law at New Delhi ,India .The overseas supplier hereafter referred to as "Vendor" shall therefore ,abide by the verdict of Court of Law at Hardwar ,India as may occur . -OR-

All disputes arising out of or in connection with the present contract ,if any ,shall be finally settled under the rules of arbitration of International Chamber of commerce by one or more arbitrator appointed in accordance with the said Rules in India.

BHEL reserve the right to place P.O. for part / full gty and on one or more than one sources.

ANNEXURE II

LIST OF CONSORTIUM BANKS:

- State Bank of India CAG Branch, 10-th Floor, Vijaya Building, Barakhamba Road, New-Delhi-110001
- 2. Canara Bank 74, Janpath, New-Delhi-110001
- 3. Punjab National Bank 74, Janpath, New-Delhi-110001
- 4. Bank of Baroda Corporate Banking Branch, 11th Floor, BOB Building, Sansad Marg, New-Delhi-110001
- 5. Deutsche Bank Tolstoy Marg, New-Delhi-110001
- 6. State Bank of Hydrabad Surya Kiran Building, K. G. Marg, New-Delhi-110001
- 7. State Bank of Mysore Antriksh Bhawan, K. G. Marg, New-Delhi-110001
- 8. State Bank of Mysore
 Industrial Finance Branch,
 Ramanashree Arcade,
 MG Road,
 Bangalore-560001
- 9. State Bank of Travancore Travancore House, IF Branch, K G Marg, New-Delhi-110001

- 10. HDFC Bank Ltd 5th Floor, HT House, K G Marg, New-Delhi-110001
- 11. CITI Bank N A
 Jeevan Vihar Building,
 Sansad Marg,
 New-Delhi-110001
- 12. Standard Chartered Bank H2 Block, Connaught place, New-Delhi-110001
- 13. ICIC Bank Ltd.
 ICIC Tower,
 Bisham Pitamah Marg,
 Pragati Vihar,
 New Delhi 110003
- 14. IDBI Bank Ltd.19, K G Marg,Surya Kiran Building,New-Delhi-110001
- 15. HSBC Ltd. ECE House, 28 KG Marg, New-Delhi-110001

PROFORMA FOR SECURITY DEPOSIT (TO BE STAMPED IN ACCORDANCE WITH STAMP ACT)

	This	deed of	guarantee	made	this	day	of
	Two	Thousand		by	(bank)	hereinafter called 'the Guaranton	.')
which expression	on shall unles	s repugnant to t	he context or	meaning	thereof	be deemed to include its successo	rs
and assigns)IN	FAVOUR O	F M/s Bharat H	eavy Electrica	als Limit	ed (A G	Sovernment of India Undertaking)	a
Company incor	porated under	r the Companies	Act, 1956 ha	ving its	registere	ed office at "BHEL House" Siri For	rt,
New Delhi 110	049, throug	h its Unit/Divis	ion at Hardwa	ar (Čentr	al Found	dry Forge Plant) hereinafter called	"
the Company"	(which expre	ession shall un	less repugnan	t to the	context	of meaning thereof be deemed	to
include its succe	essors and ass	signs).				· ·	
WL	IFRFAS M/s	1				(hereinafter referred to as tl	he
VV 1.	ILICE IN IVI	,					110
vendor)		entered					
vendor)	have	entered	inte	О	a	•	ng
vendor) no	have	entered Dated	inte	o 	a 	contract bearing	ng
vendor) no	have	entered Dated	inte	o 	a 	contract bearing.(Hereinafter referred to as "tl	ng
vendor) no Contract") for the	have he supply of .	entered Dated	into	0	a 	contract bearing.(Hereinafter referred to as "tl	ng he
vendor) no Contract") for the	have he supply of	enteredDated	interalia provi	oides that	a the ven	contract bearing. (Hereinafter referred to as "the with the Company.	ng he to
vendor) no	have the supply of a D WHEREA in the form	enteredDated S the Contract is a Bank Guarar	interalia provi	ides that	athe ven	contract bearing. (Hereinafter referred to as "the with the Company.) dor shall furnish Security Money	ng he to

AND WHEREAS THE VENDOR has approached the Guarantor and in consideration of the arrangement arrived at between the Vendor and Guarantor; the Guarantor has agreed to give the guarantee as hereinafter mentioned in favour of the Company.

NOW THIS DEED WITHNESS AS FOLLOWS:-

- (1) The Guarantor do hereby guarantee to the Company the due and faithful performance, observance or discharge of the Contract by the Vendor and further unconditionally and irrevocable undertake to pay the Company without demur and merely on demand to the extent of Any claim made by the Company on them for any loss, damage, costs charges and expenses caused to or suffered by the company by reason of the vendor making any default in the performance, observance or discharge of the terms, conditions stipulations or undertakings or any one of them gas contained in the Contract.
- (2) The decision of the Company whether any default has occurred or has been committed by the Vendor in the execution of the supplies, observance or discharge of any of the terms, conditions stipulations or undertakings or any one of them as contained in the Contract and or as to the extent of loss, damage, costs ,charges and expenses caused to or suffered by the Company by reason of the vendor making any default in the performance, observance or discharge of any of the terms, conditions, stipulations or undertakings or any one of them shall be conclusive and binding on the Guarantor irrespective of the fact whether the vendor admits or denies the default or questions the correctness of any demand made by the company in any Court, Tribunal or Arbitration Proceedings or before any other authority.
- (3) The Company shall have fullest liberty without affecting in any way the liability of the Guarantor under this guarantee, from time to time to enforce or forbear from enforcing any of the terms and conditions governing the contract or securities available to the Company and the Guarantor shall not be released from its liability under these presents by any exercise by the Company of the liberty with reference to the matters aforesaid or by reason of time being given to the vendor or any other forbearance, act or commission of the part of the company or any indulgence by the company to the vendor or of any other matter or thing whatsoever which under the law relating to sureties, would but for this provision have the effect of so releasing the Guarantor from its liability under this Guarantee.

(4) The Guarantor further agree that the Guarantee herein contained shall remain in full force and effect during the period that would be taken to the performance of the Contract and that it shall continue to be enforceable till all the dues of the Company under or by virtue of the said Contract have been fully paid and its claims satisfied or discharged and till the Company certifies that the terms and conditions of the Contract have been fully and properly carried out by the Vendor and accordingly discharges this Guarantee, subject, however, that this Guarantee is only valid for written demands by the Company on or before..........(specify date).

The Guarantor undertake not to revoke this Guarantee during the period it is in force except wit the previous consent of the Company in writing and agree that any liquidation or winding up or insolvency or dissolution or any change in the constitution of the Vendor or the Guarantor shall not discharge the Guarantor's liability hereunder:

It shall not be necessary for the Company to proceed against the Vendor before proceeding against he Guarantor and the Guarantee herein contained shall be enforceable against them notwithstanding any security which the Company may have obtained or obtain from the Vendor shall at the time where proceedings are taken against he Guarantor hereunder by outstanding or unrealized.

The Guarantor hereby declares that it has power to execute this guarantee under it is Memorandum and Articles of association and the executants has full powers to do so on its behalf under the Power of Attorney dated.....granted to him by the proper authorities of the Guarantor..

Signed for and on behalf of the (Bank)

Name: Designation: Address:

Fax No. (With country code): E-mail address:

NOTE: IN CAE A BANK IN INDIA IS GIVING THIS BANK GUARANTEE; IT WILL BE EXECUTED ON A STAMP PAPER OF RS. 62.50 BUT IF IT WILL BE FROM AN OVERSEAS BANK, IT WILL HAVE TO BE EXECUTED AS PER LAWS OF THAT COUNTRY.

AUTHORISATION LETTER
FOR -PAYMENT/ELECTRONIC FUNDS TRANSFER (EFT) / RTGS
(PLEASE FILL UP THE FROM IN CAPITAL LETTERS ONLY.)

TYPE OF REQUEST (One)	CREATE CHANGE
BHEL Vendor / Supplier Code	
Company's Name	
Address	
City Pincode State	
Contact Person (s)	
Telephone No.	
FAX No.	
e-mail id	
1 Bank Name	
2 Bank Address	
3 Bank Telephone No.	
4 Bank Account No.	
5 Account Type	
6 Bank's Branch Code	
7 Bank Swift Code	
(aplicable to EFT Only)	
8 Enclose Blank cancelled chaque	
DECLARATION	
payments to the designated bank account, I heret (2) If the transaction is delayed or not effected	company, hereby authorize BHEL, CFFP Ranipur, HARIDWAR to electronically make y cartily that the particulars given above are true, complete and correct, at all for reasons of incomplete or incorrect information, I would not hold BHEL/
transfereing Bank responsible. (3) This authority remains in full force until BHS	L,CFFP,Ranipur,Haridwar receives & acknowledge written notification requesting a
change or cancellation.	TO LE L'AMBRAT LINE LEGENCE & BENTEMBARE MILITAL LINE LEGENCE
	and agree to discharge the responsibility expected of me as a participant under E-
Date : Authorized Signatory	
Designation	
Company Seal	Marie Co. B. B. L
Company Seal	Verification By Bank
	그는 그들은 그들은 사람들이 하는 것이 그렇게 하는 것이 하는 것이 없는 것이 없었다.