

# Directorate of Maharashtra Fire Services

## Minutes of the Pre-Bid Meeting held on 28.02.2011

A Pre-Bid Meeting of the Technical Committee along with Bidder was called at M.I.D.C. Andheri office under the Chairmanship of Shir M.V. Deshmukh, Director, Maharashtra Fire Services on 28.02.2011 at 11.30 hrs. in connection with Sealed Tenders called for (1) Supply of Self Contained B.A. Set with Breathing Air Compressor. (2) Supply of Rescue Tools & Thermal Imaging Camera. (3) Supply of Portable Fire Pump as per IS 12717. (4) Supply of Ancillary Fire Fighting Equipments. (5) Mini Water Tender Base on Water Mist Technology. The followings were present for the meeting.

Sr. No	Name & Designation	Name of Office
01	Shri. M. V. Deshmukh, Director, Maharashtra Fire	Directorate of Maharashtra Fire Services, Mumbai
02	Shri. Ramnivas Zavar, Asst. Director	Directorate of Municipal Administration, Mumbai
03	Shri. S. S. Warick, Dy. Chief Fire Officer	Maharashtra Industrial Development Corporation, Mumbai
04	Shri. A. C. Mahajan, Chief Fire Officer	Nasik Municipal Corporation, Nashik
05	Shri. D. P. Potphode, D.F.O. Special Invitee	Maharashtra Industrial Development Corporation, Mumbai
06	Shri Pravin Hindlekar, Superintendent	Directorate of Maharashtra Fire Services
07	Shri. C. M. More. OSD to Director	Directorate of Maharashtra Fire Services

Following members communicated their regret to attend this meeting due to their pre-occupation, however they have requested that the copy of MoM be sent to them to enable them to offer their remarks, which in any case we circulate minutes of meeting as a part of our standard practice.

Sr. No	Name & Designation	Name of Office
01	Shri S.D Puranik Asst. Director	Directorate of Account & Treasuries, Mumbai
02	Shri. Rajiv Ambikar, Desk Officer	Urban Development Department, Mantralaya
03	Shri. A. P. Mandke, Chief Fire Officer	Thane Municipal Corporation, Thane
04	Shri R.C.Chaudhari Asst. Divnl. Fire Officer	Mumbai Municipal Corporation Mumbai

Following representatives from various agencies have also attended this pre-bid

Sr. No.	Name	Name of Office / Firm
01	Shri. Ashok Shah	Fitech Equipments.
02	Shri. Nishit Patel	Fitech Equipments.
03	Shri. Dean Roy	Joseph Leslie-Dragon Mfg. Pvt. Ltd.
04	Shri. Udit Agarwal	Brijbasi Fire Safety
05	Shri. R.B. Shah	Brijbasi Hi Tech Udyog
06	Shri. Umesh Patil	Babolate Associates
07	Shri. Deepak Khanna	Murli Techno
08	Shri. Dinesh Chuhan	Murli Techno
09	Shri. Ashok V. Vaidya	Vijay Fire Services & Pumps Ltd.
10	Shri. Nadeem Lalani	Vijay Fire Services & Pumps Ltd.

At the outset Shri M.V. Deshmukh, Director Maharashtra Fire Services and chairman of the committee welcomed the members present for the meeting. He then explained to the present members that those representatives who have paid the tender document will only be allowed to attend the meeting. However, the representatives explained that there were no clear instruction in tender document in this regards. The Director, MFS told them this is a normal practice, however, explicit mention in the tender.

The Director further informed that those who will pay the tender document fee in next 2-3 days will be provided the copy of minutes of Pre-Bid Meeting. The modification in the Tender document in line with MoM shall be treated as deemed to the part and partial of tender document.

All the Bidders were requested to explain their suggestions/difficulties in the rate contract tender document. After deliberate discussion, the points suggested by the bidder and the final decision taken in this respect are as follows.

It was also explicitly communicated by the Director, M.F.S. that the bidders who actively participate in this Rate Contract Tenders will be given due weighted / credit in the future Rate contract Tenders evaluation.

Common Points raised and deliberated in the pre-bid meeting are as under :-

Sr. No.	General Issue	Clarification
1.	<b>Earnest Money Deposit (EMD)</b>	<ul style="list-style-type: none"> <li>• EMD will remain unchanged for Breathing Apparatus sets Tender &amp; Rescue tools Tender – being a very expensive items.</li> <li>• Considering the request made by the representatives, committee has agreed to reduced the EMD amount from Rs.10.00 Lakhs to Rs.5.00 Lakhs for following tenders               <ol style="list-style-type: none"> <li>(i) Portable Fire Pumps</li> <li>(ii) Mini Water Tender based on Water Mist.</li> <li>(iii) Ancillary Fire Fighting Equipments.</li> </ol> </li> </ul>

		<ul style="list-style-type: none"> <li>• There will be no change in the mode of payment, it should be through Demand Draft only.</li> </ul>
2.	<b>Security Deposit (SD)</b>	<ul style="list-style-type: none"> <li>• SD will remain unchanged.</li> <li>• There will be no change in the total security Deposit, the prescribed amount &amp; mode will be unchanged as specified in the tender documents.</li> <li>• However, the Director, MFS clarified that, the amount of security Deposit will be pro-rata divided amongst all successful bidders.</li> </ul>
3.	<b>Extension of Time limit for submission of tenders</b>	The request made by all the representatives is considered and time is extended for 1 week.
4.	<b>Turnover</b>	The amount of Turnover will not be relaxed however; general Turn Over of company in fire business will be considered.
5.	<b>Stage wise inspection</b>	In case of imported items if the successful firm manufacture the equipment outside the country inspection of first lot of equipments will be at done at principles site (Manufacturers site) and subsequently at the suppliers / distributors site to avoid additional loading of inspection charges on equipments.
6.	<b>Price Schedule (PS)</b>	In the prescribed form given in the Tender Document called as Annexure-A.
7.	<b>Loss making company</b>	As a consensus it has been decided not to encourage the loss making company to participate in the bidding process, hence the request is rejected.

**Specific Points :-**

<b>Sr. No.</b>	<b>Issue</b>	<b>Clarification</b>
<b>08</b>	<b>Mini Water Tender Base on Water Mist Technology.</b>	
	General Discussion	<p>At the outset the Director, MFS has explained that the specifications are completely based on the specs formulated by the MHA, Central Govt. these specs will be a basic benchmark, Point No. 8 to 15 of Central Government specification should also be included in the tender specification.</p> <p>If any agency want to offer any additional features or added advantages will be welcomed, but the cost component will not be changed and the comparison will be done on cost only.</p>

	Supply of Chassis	It was clarified by the Director MFS that the supply of chassis will be provided by the concerned purchaser as the case may be. Probably the chassis will be TATA ACE or any similar other make.
	Weight of Empty Unit	Considering the request made by all the representatives present for Pre-bid meeting Director, MFS has agreed to increase the limit from 150 Kg to 200 Kgs.
	Probable Quantity of vehicle	The exact quantity of vehicles will not be ascertained; however it will be above 100 Nos. The present immediate requirement is around 35 Vehicles.
	Experience of 3 years in the field	Since the concept is new, the suggestion of experience of fabrication in the field of Fire Vehicle will be considered. However, the bidder should demonstrate the demo equipment mounted on mobile to the committee members and committee decision in this regards will be final.
	Turn Over	General Turn Over of Fabrication of Fire Vehicles & equipments will be considered.
	Period of 60 days for Delivery	The technical committee should take decision in this respect, The committee may extend it up to 90 days.
	Max. Pressure	The suggestion is well accepted. The pressure range will be 100 bar to 150 bars
	Foam Induction	From 0.5 to 6 adjustable.
	Water Tank of 300 ltrs.	It should be of fiber glass, however if any agency want to offer stainless steel the same will also be acceptable provided the maximum weight limit should not be exceeded.
<b>09</b>	<b>Self contained Breathing Apparatus Set with Breathing Air Compressor</b>	
	Bank Guarantee	There will be no change in bank guaranty clause.
	Turn Over	Turn Over of company in fire business will be considered.

	Quality performance Certification	Shri Dean of M/s Joseph Leslie-Drager has requested that instead of 10 satisfactory compliances form 10 deferent agencies, weightage should be given to quantity and major clients to minimize time of compiling 10 certificates. This view a logical reason it has been resolved that bidder should reduce execution of orders of 500 or more CABS, however single order should not be less than 150 CABS.
<b>10</b>	<b>Rescue Tools &amp; Thermal Imaging Camera.</b>	
	Bifurcation of items	<ul style="list-style-type: none"> <li>• Itemized comparison will be done on commercial aspect.</li> <li>• As suggested by members, the items can be bifurcated. However minimum 70% items should have been quoted by the agency as specified in the tender document</li> <li>• However due consideration will be given for the bidder who quote for all the items.</li> </ul>
	3 Years Warranty & Training	<ul style="list-style-type: none"> <li>• There will be no change as per the terms &amp; condition of tender document.</li> <li>• However the training can be conducted at the centrally convenient location.</li> </ul>
	Chart / pages omission in the detailed specification (Annexure - A)	As discussed in the Pre - Bid meeting the specs mentioned in the Detail specs page no.39 & page no.40 i.e. (point no. 1,2,3,4,5, are deleted)
<b>11</b>	<b>Portable Fire Pump as per IS 12717</b>	
	Experience	Supply of total 300 Pumps of any model in last 3 year will be considered.
	Turn Over	Rs.3.00 crores is confirmed.
	Delivery Period of 2 Months	The committee may consider to extend the period up to 3 months.
	Fuel	In place of diesel, it should be Petrol driven.
	weight	Weight of pump will considered to be a Dry weight.
	Inspection	Committee agreed for 2 stage inspection Instead of 3 stage inspections.

12	<b>Ancillary Fire Fighting Equipments</b>	
	Meager response for the tender	The Director has expressed that, there is very poor response in pre-bid meeting for this tender and we should invite the leading manufacturers to participate in this tender, communication through email should be done to the reputed companies in this field.
	Gun Metal	Instead of gun metal, it was suggested to consider alloy aluminum, however the Director has not agreed for the suggestion, the specs will be unchanged
	Misc. Items	<ul style="list-style-type: none"> <li>• The representative requested that the Ancillary Fire Fighting Equipment includes               <ul style="list-style-type: none"> <li>(A) Commercial fittings, specials etc.</li> <li>(B) Misc. items such as crow bars, spade, axe, bolt cutter etc.</li> </ul> </li> </ul> <p>The items in A category being specialized items are strictly manufactured as per relevant IS specifications.</p> <p>Government may considered to issue separate tenders for item A &amp; B. The request being a logical the same was accepted and from the existing tender Annexure-A-1, Page 38-39 be treated as eliminated / deleted, however a separate tender for items under B is being issue.</p> <ul style="list-style-type: none"> <li>• Itemized comparison will be done on commercial aspect.</li> </ul>

The dates for submission of tender document are extended as follows:-

Sr. No.	Name of Tender	No & Date	Present date of submission	Revised dated of Submission	Date of opening the Technical Bid	Opening Date of Commercial Bid
1	Designing, Fabrication, Erection, commissioning & Testing of Mini Water Tender Based on Water Mist Technology	MFS/RC-1/2011, Dated 24.01.2011	07.03.2011 Upto 13.00 hrs	15.03.2011 Upto 13.00 hrs	15.03.2011 at 15.00 hrs	15.03.2011 at 15.00 hrs
1	Supply of Self Contained B.A. Set with Breathing Air Compressor.	MFS/RC-2/2011, Dated 24.01.2011	07.03.2011 Upto 13.00 hrs	15.03.2011 Upto 13.00 hrs	15.03.2011 at 15.00 hrs	15.03.2011 at 15.00 hrs
2	Supply of Rescue Tools & Thermal Imaging Camera	MFS/RC-3/2011, Dated 24.01.2011	07.03.2011 Upto 13.00 hrs	15.03.2011 Upto 13.00 hrs	15.03.2011 at 15.00 hrs	15.03.2011 at 15.00 hrs
3	Supply of Portable Fire Pump as per IS 12717	MFS/RC-4/2011, Dated 24.01.2011	07.03.2011 Upto 13.00 hrs	15.03.2011 Upto 13.00 hrs	15.03.2011 at 15.00 hrs	15.03.2011 at 15.00 hrs
4	Supply of Ancillary Fire Fighting Equipments	MFS/RC-5/2011, Dated 24.01.2011	07.03.2011 Upto 13.00 hrs	15.03.2011 Upto 13.00 hrs	15.03.2011 at 15.00 hrs	15.03.2011 at 15.00 hrs

The meeting then concluded with a vote of thanks.

**(R. Zanwar)**  
Assistant Director  
Directorate of Mun. Administration  
**Committee Member**

**(S.S. Warick)**  
Dy. Chief Fire Officer,  
M.I.D.C.,  
**Committee Member**

**(A.C. Mahajan)**  
Chief Fire Officer  
Nashik Municipal Corporation  
**Committee Member**

**(D.P. Potphode)**  
Divisional Fire Officer,  
M.I.D.C.,  
**Special Invitee**

**(P.V. Hindlekar)**  
Suprintendant,  
Maharashtra Fire Services

**(C.M. More)**  
OSD to Director  
Maharashtra Fire Services

**(M.V. Deshmukh)**  
Director,  
Maharashtra Fire Services  
**Chairman**

It was decided earlier to open all the tenders on 15.03.2011 at 15.00 hrs. But the same were not open on that day on account of administrative reasons. Now the sealed tenders for Mini Water Tender will be open in this office on 22.03.2011 at 11.00 a.m