

Minutes of meeting of the inter-Departmental Tender Committee for procurement of 15 lakh bicycles under Sabooj Sathi Scheme

Date: 05/07/2016 onwards

Venue: Conference Hall, WB SC ST Development & Finance Corporation, Salt Lake

Present:

1. Shri Atonu Chatterjee, Special Secretary, BCW Department
2. Shri Bijan Mondal, Joint Secretary, Tribal Development Department
3. Shri P. Manna, MD, WB SC ST Dev & Finance Corporation
4. Smt. Susmita Banerjee, Joint Secretary, Sundarban Affairs Department
5. Shri Debashis Sarkar, Executive Engineer, Bidhannagar (W), Divn.
6. Abdur Rakib Shaikh, Addl. General Manager, WBSCSTDFC
7. Shri Saikat Chakraborty, District Manager (HQ)

Shri Atonu Chatterjee, Special Secretary, BCW Department – In chair

As per the Bidding Schedule, pre-bid meeting was held with the representatives of prospective bidders (list attached) on Friday, 5th July, 2016 at 3 P.M.

1. The prospective bidders unanimously stated that no clarification with the terms and conditions of the Bidding Documents is required by them and they have understood the document in its entirety.
2. Thereafter, some of the prospective bidders like SK Bikes Pvt. Ltd., Tata International Ltd. and Hero ecotech Ltd. raised through their communications, issues pertaining to the eligibility criteria set by the Corporation (WBSCSTDFC) and suggested relaxation of the same. Luna Tyres Ltd. proposed to include a clause so that the selected bidder/manufacturers are compelled to use bi-cycle tyres/ accessories from Luna Tyres Ltd. or any other company based in West Bengal.
3. All the bidders were advised to send their suggestion by e-mail by 6th July, 2016.
4. Written representations were received from Vishal Cycles Pvt. Ltd., Hero Ecotech Ltd., Tata International Ltd., Luna Cycles Ltd. and West Bengal Bicycle & Parts Manufactures Association subsequently whose suggestions were as follows:
 - (i) Suggestions of Vishal Cycles Pvt. Ltd. :
 - Turnover criteria be reduced to an Average Annual Turnover of Rs. 75 Crores for the last 3 financial years

- Annual production criteria should be relaxed to Annual Production Capacity.
 - Criteria of having past experience in supply to Government sector should be considered.
- (ii) Suggestions of Hero Ecotech Ltd.:
- Turnover criteria be reduced to Average Annual Turnover of Rs. 150.00 Crores for the last 3 financial years
 - Manufacturing capacity requirements to be relaxed to installed production capacity of at least 12,00,000 bicycles.
 - Credentials of Government supply to be reduced to 1,50,000 bicycles during the last 3 financial years.
- (iii) Suggestions of Tata International Ltd. were as follows:
- Reduction of requirement of manufacture of bicycles during each of the last 3 financial years from 10 lakhs to 3 lakhs.
 - Removal of criteria of having supplied at least 3,00,000 bicycles during the last 3 financial years to Central Government or State Governments or Government bodies.
- (iv) Suggestions of Luna Cycles Ltd. were as follows:
- Insertion of clause to procure at least 50% of bicycle tyres and tubes from local manufacturers by the Selected Bidders of the present tender
 - Permit Luna Tyres to supply major quantity of tyres and tubes required for assembling of bicycle parts
 - Allow its joint venture with Hero Ecotech Ltd., United Cycles Co. Pvt. Ltd. and Midnapore Cycles Pvt. Ltd., to supply bicycles under 5% category reserved for local manufacturers.
- (v) Suggestions of West Bengal Bicycle & Parts Manufacturers Association were as follows:
- Insertion of clause to procure at least 50% of bicycle components and accessories from local manufacturers by the Selected Bidders of the present tender

The Committee considered all the submissions made by the above-mentioned companies/ organization etc. Pre-Qualification criteria were also reviewed in the light of the above-mentioned submissions. After careful consideration of the timeline set for supply, quantity to be supplied by selected bidder/ bidders in each of the packages, the Committee, did

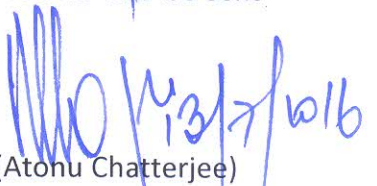
not find any scope of revision of the Pre-Qualification criteria which was approved by the State Government for the present procurement.

Regarding submission of Luna Tyres, WB Bicycle & Parts Manufacturers Association, the Committee found that there is no scope of inclusion of such a clause since bids are invited for supply of completely fitted bicycles with components having detailed specifications mentioned in Section-IV of the Bidding Documents.

As regard to the proposal of Luna Tyres for allowing a joint venture with Hero Eco Tech Ltd, United Cycles Co. and Midnapore Cycles Pvt. Limited formed through an MOU whose production activity will start from September 2016 to bid for 5% of each package, it appears that the proposal, at its present state, is beyond the scope of consideration as per the provision of Section VII and other applicable terms and condition of the Bid document. The matter was clarified in the pre-bid meeting.

Apart from the suggestions stated above, Tata International Ltd. also suggested that a leased manufacturing setup registered under Factories Act, 1948 shall be allowed. It is clarified that the criteria that "the bidder must be an Indian manufacturer with its own manufacturing facility in India registered under the Factories Act, 1948" as mentioned in para 10(iv) of e-NIT means that there is no restriction of a bidder, in bidding, irrespective of its manufacturing plant being on leasehold or tenancy basis.

The Committee further decided that the resolution be uploaded in the website of WB SC ST Development and Finance Corporation website and the Sabooj Sathi website and also be sent by e-mail to all the prospective bidders who have raised queries.



(Atonu Chatterjee)

**Special Secretary, BCW Deptt. &
Chairman of the Committee**

Pre Bid Meeting

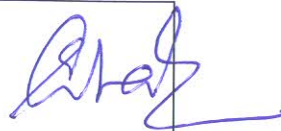


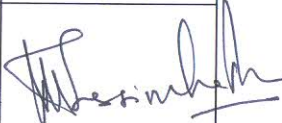
Procurement of 15 lakh. bi-cycles under "Sabooj Sathi" programme phase- II

Venue – Office of West Bengal Scheduled Castes & Scheduled Tribes Development & Finance Corporation. Block CF, 217/A/1 Saltlake, Kolkata -700064.

Date – 05-07-2016

Time - 3.00 pm

Sl No	Name	Manufacturer / Company/ Organization represented	Phone No	E-mail Id	Signature
1.	Anirban Chakraborty	Avon cycles Ltd	08872016643	avon@avoncycles.com	Anirban
2.	Laxmi prasad Karmakar.	Relax cycles (Haryana) LTD	9002161185		Laxmi
3.	A. R. BARMAN	HERO CYCLES LTD.	9874259255	arbarman@hero cycles.com	Barman
4.	Shyam Sundar Das Bhowmik	TATA Intemehil LTD	9331411492	shyamsundar.das bhowmik@tataintemehil.com	Shy
5.	ARUN SARAF	S.K. TRIKES	9007306062	arun@sarrafcycles.com	Arun

6.	SUBIR GHOSH	Hero Echo Ltd.	9830022269	United@ UniteDSL.com	
7.	AJOY KR. GHOSH	LUNA TYRES (P) LTD.	9831006927	ghosh.ajoykumar@gmail.com	
8.	HIRTHANKAR SANYAL	AO	9831495533	Hirtha Sanyal @telcel-cc	
9	M.V. Narasimhan	T. 1. cycle of India.	9840786774.	narasimha tii.murugappa.com	
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