MINUTES OF PRE-BID MEETING

PROCUREMENTOF FLEET FOR SOLID WASTE COLLECTION

Deputy Chief Executive Officer-LWMC

General Manager Operations (Acting)

General Manager P&C

Acting Chief Financial Officer

Senior Manager Workshop

Participants of the Meeting

LWMC Representatives:

- 1. Ms. Rafia Haider
- 2. Mr. Kamran Nasir
- 3. Mr. Abdur Rahman
- 4. Mr. Naveed Ahmad
- 5. Mr. Arif Khalil

Shortlisted Applicants/bidders:

1. Mr. M.Ghufran Representative of M/s Rikans 2. Mr. Shahzad Hameed Representative of M/s Pak Suzuki 3. Mr. Zeeshan Malik Representative of M/s Fuso Master J.V 4. Mr. Saad Ashfaq Representative of M/s Meraj Limited 5. Mr. Mohtisham Representative of M/s Al-Haj Faw Motors J.V Mohsin Engineering 6. Mr. Azeem Ahmed Khan Representative of M/s Hinopak Motors Limited 7. Mr. Omar Nazar Representative of M/s Global Technologies Representative of M/s Eiffel Industries Ltd 8. Mr. M. Hussnain Representative of M/s Colibrative Heavy Industries Ltd. 9. Mr. Amin Zahid Representative of M/s Kissan Engineering 10. Mr. Fawad Naseeb Representative of M/s Bilal Engineering Company 11. Mr. Bilal Mahmood 12. Mr. Muddasir Butt Representative of M/s Isuzu Ghandara Industries J.V

Date: May 18, 2021

Time: 11:00 A.M.

Venue: Conference Room, 7th Floor Shaheen Complex

Agenda

PROCUREMENTOF FLEET FOR SOLID WASTE COLLECTION (Rikshaw Tripper, Tractor Loader, Chain Arm Roll, Mini Dumpers, Excavators, Dumpers (10Cum), Dumpers (5Cum), Mechanical Washer, Mechanical Sweeper, Compactor 13 Cum and Compactor 07 Cum)

Meeting started with the name of Almighty ALLAH. Lahore Waste Management Company representatives introduced themselves. Further, Potential bidders were given the opportunity to introduce themselves. General Manager P&C briefed the shortlisted applicants regarding contents of the bid document as follows:

- a) Section 1. Instructions to bidders Section 2. Bid Data Sheet Section 3. Evaluation and Qualification Criteria Section 4. Bidding Forms Section 5. Eligible Countries (Not Applicable) Section 6. Schedule of Supply including Technical Specifications Section 7. General Conditions of Contract Section 8. Special Conditions of Contract Section 9. Contract Forms
- b) It is mandatory to submit the bidding forms as per the formats provided in the Section 4 of the bidding document.
- c) Documented proofs for the Evaluation and Qualification Criteria must be submitted by the bidders in duplicate, one of which will be original duly signed.
- d) All the pages of bidding documents will be signed and stamped by Authorized Representative and shall accompany with Technical Bid Submission Sheet.
- e) Bidders must meet the Evaluation and Qualification Criteria. Joint Venture needs to comply with the Evaluation and Qualification Criteria as mentioned in the bidding document.
- f) It is once again clarified that bidding documents for each machinery mentioned in the letter of invitation, is invited separately and will be submitted separately.
- g) Definition of Manufacturing referred in bidding document includes the fabrication, assembling and manufacturing.
- h) Performance security will be 10% of the contract price and in the form as mentioned in the bidding document.
- i) Single Stage Two Envelope bidding procedure shall be followed.

- j) Word "ADB" may be ignored from the bidding document if it is written anywhere. However, relevant procuring agency would be Lahore Waste management Company. Applicable rules is Punjab Procurement Regulatory Authority 2014.
- k) Management welcomed the questions from the potential bidders with the assumption that they have gone through the bidding document. Queries and replies is as follows:

Sr.	Description of Query	Section No.	Response/Amendment
No.	Kindly extend the bid submission date	Section 2	The revised deadline for bid submission is on May 28, 2021 at 1100 Hours. The technical bid opening shall take place on May 28, 2021 at 1130 Hours.
2.	For Mini dumpers 2.5 cum capacity, fuel tank capacity is mentioned 60 liters, we suggest it should be 55-60 liters capacity.	Section 6	Mini Dumpers 2.5 m3 fuel tank capacity will be considered between 55-70 liters.
3.	As clarified earlier by LWMC that Joint Venture once formed in pre-qualification cannot be changed in the bidding stage, however please clarify, if a chassis manufacturer firm which already pre- qualified as a joint venture does not participate itself in bidding stage, can it authorize its chassis to another prequalified superstructure manufacturing firm.	Section 3	No change in bidding document
4.	Please clarify that if a chassis manufacturer firm that has already prequalified in a joint venture can subcontract a superstructure manufacturing firm that did not prequalify for the bidding stage.	Section 3	No change in bidding document
5.	If the bidder is a superstructure manufacturer, as per Section-3 (Evaluation and Qualification Criteria), please clarify that if clause 2.2.2 (Technical Experience) applies to chassis manufacturer and clause 2.2.3 (Production capacity) applies to superstructure manufacturer.	Section 3	No change in bidding document
6.	Please clarify if the sub-clauses in clause 2.2 (Experience and Technical Capacity) and clause 2.3 (Financial Situation) in Section 3 - (Evaluation and Qualification Criteria) are knockout clauses or do they contain certain weightage to analyze the qualification of bidder.	Section 3	No change in bidding document
7.	Furthermore, as it is an open fact that there are more superstructure manufacturing firms in Pakistan than there are chassis manufacturer firms available, therefore the chassis manufacturer firms should be	Section 3	No change in bidding document

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	allowed to form their own JVs and also give authorization to multiple other superstructure manufacturing firms so all the firms are able to participate in order to avoid monopoly and create a healthy competition in the bidding.		
8.	You are request to kindly extend the Tender submission date for at least 2 weeks, so all firms can participate in an efficient manner.	Section 2	Refer to the serial no. 1
9.	Bid Validity must be 30 days	Section 2	Allowed. Bid validity will be 90 days.
10.	Bid Security must be 2% of the estimated price or PKR. 10 million per lot whichever is lower	Section 2	Allowed. Bid Security will be 2% of the estimated price.
11.	Regarding Tracking services: You are purchasing vehicles in seven different lots and might very well end up awarding tenders to seven different contractors. In this scenario it would be very tedious for LWMC to integrate and monitor tracking services of different companies. It is therefore in the interest of the department to take away the tracking services from the tender specifications in all lots.	Section 6	No change in bidding document. However, the tracking service provider would be the same, which is already in the contract with LWMC for the same services at the time of delivery.
12.	Regarding Registration of Vehicles: LWMC being a govt/semi government department gets preferential rates at the time of vehicle registration. Contractors on the other hand get private rates and the process of registration for a government department through a private contractor is very complex. We therefore request that the requirement for registration of vehicles be taken out of the specifications in all lots.	Section 6	No change in bidding document
13.	In ITB Clause 21.1 (Section2 Bid Data Sheet) the required bid Security is 5% which is on maximum side and normally fix for minimum procurement but for big procurement it should be reduce to 2% of estimated cost.	Section 2	Refer to serial no. 10
14.	In ITB Clause 20.1 (Section2 Bid Data Sheet) the required Bid Validity is 150 days. Please note the rates of steel sheets and other equipment to be used for fabrication are increasing day by day so it is not possible to give bid validity 150 days, please consider our standard bid validity which is 30 days.	Section 2	Refer to serial no. 9
15.	The department is required Specifications Confirmation (100% Compliance with the Specification) on Stamp Paper Rs. 10,000/-	Section 3	No change in bidding document

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	which is not understandable. Compliance		
	can be given on Stamp Paper Rs. 100/		
	Furthermore, the minor compliance		
	deviation may be allowed as Company to		
	Company design parameters.		
	The estimated prices are given in bidding	~ · ·	
16.	documents are calculated on old prices, the	Section 2	No change in bidding document
	percentage of deviation should be allowed.		
	Please note in Technical Bid Submission	Section 4	
17.	Sheet at Sr. No. (f) the Clause No. ITB 4.3		In the referred clause, 4.3 must be read
1/.	(e) is mentioned but not actually available in		as 4.4
	bidding documents.		
	In Section 6: Special Conditions of Contract,		
	the Clause No. GCC 16.1 the LWMC has		
	mentioned as "On Acceptance: ninety (90)		
18.	percent of the Contract Price (adjusting the	Section 6	Na sharas in hidding dagumant
18.	advance) of Goods received". Please note In	Section 6	No change in bidding document
	spite of submission of 10% Performance		
	Security, the LWMC could not deduct again		
	10% amount on received of goods.		
	The Performance Guarantee also be		
	acceptable in form of CDR/Banker's		
19.		Section 8	No change in bidding document
	Guarantee by at least "AA" category		6 6
	Insurance Company rated by PACRA.		
	Part payment against part delivery be		
20	allowed and it should be made within 07	a .: o	
20.	working days after delivery for smooth	Section 8	No change in bidding document
	completion of the project.		
	Mobilization payment 50% of total contract		
	be allowed against Bank	a	
21.	Guarantee/Insurance Guarantee by at least	Section 8	No change in bidding document
	"AA" category Insurance.		
	The delivery period should start after signing		
22.	of the contract and receiving of advance	Section 6	No change in bidding document
	payment whichever is later.		
	What is the meaning and requirements of 4S		
	workshops as standard practice, 3S		3S Workshop Facility may be read
23.	workshop facility (Sales, Service, Spare	Section 6	instead of 4S in the bidding
	Parts) is required in tenders within Pakistan.		document
	Delivery Schedule of Rickshaw Tipper:		
	Delivery Period be allowed at least 20% of		
	the Qty within first month (i.e 10 unit), and		
	rest of 80% Qty. equally divide into 3		
24.	months and total delivery will be completed	Section 6	No change in bidding document
24.		Section 0	no change in bludnig document
	into 4 months from date of signing of the		
	contract and receiving of advance payment		
	whichever is later, due to constraint of		
	chassis availability.		

25.	Delivery Schedule of Mini Dumper 01M3: Delivery Period be allowed at least 15% of the Qty within first month (i.e 60 unit), and rest of 85% Qty. equally divide into 5 months and total delivery will be completed into 6 months from date of signing of the contract and receiving of advance payment whichever is later, due to constraint of chassis availability.	Section 6	No change in bidding document
26.	Delivery Schedule of Mini Dumper 2.5 M3: Delivery Period be allowed at least 15% of the Qty within first 01 month (i.e 20 unit), and rest of 85% Qty. equally divide into 5 months and total delivery will be completed into 6 months from date of signing of the contract and receiving of advance payment whichever is later, due to constraint of chassis availability.	Section 6	No change in bidding document
27.	Delivery Schedule of Chain Arm Roll: Delivery Period be allowed at least 15% of the Qty within first 01 month, and rest of 85% Qty. equally divide into 5 months and total delivery will be completed into 6 months from date of signing of the contract and receiving of advance payment whichever is later, due to constraint of chassis availability.	Section 6	No change in bidding document
28.	Delivery Schedule of Dumper 10 cum: Delivery Period be allowed at least 15% of the Qty within first 01 month, and rest of 85% Qty. equally divide into 5 months and total delivery will be completed into 6 months from date of signing of the contract and receiving of advance payment whichever is later, due to constraint of chassis availability.	Section 6	No change in bidding document
29.	Delivery Schedule of Dumper 05 cum: Delivery Period be allowed at least 15% of the Qty within first 01 month, and rest of 85% Qty. equally divide into 5 months and total delivery will be completed into 6 months from date of signing of the contract and receiving of advance payment whichever is later, due to constraint of chassis availability.	Section 6	No change in bidding document
30.	Delivery Schedule of Mechanical Washer: Delivery Period be allowed at least 15% of the Qty within first 01 month, and rest of 85% Qty. equally divide into 5 months and	Section 6	No change in bidding document

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	total delivery will be completed into 6 months from date of signing of the contract		
	and receiving of advance payment		
	whichever is later, due to constraint of		
	chassis availability.		
	Delivery Schedule of Mechanical		
	Sweeper:		
	Delivery Period be allowed at least 15% of		
	the Qty within first 01 month, and rest of		
31.	85% Qty. equally divide into 5 months and total delivery will be completed into 6	Section 6	No change in bidding document
	months from date of signing of the contract		
	and receiving of advance payment		
	whichever is later, due to constraint of		
	chassis availability.		
	Delivery Schedule of Compactor 13 cum:		
	Delivery Period be allowed at least 15% of		
	the Qty within first 01 month, and rest of		
	85% Qty. equally divide into 5 months and		
32.	total delivery will be completed into 6	Section 6	No change in bidding document
	months from date of signing of the contract		
	and receiving of advance payment whichever is later, due to constraint of		
	chassis availability.		
	Delivery Schedule of Compactor 07 cum:		
	Delivery Period be allowed at least 15% of		
	the Qty within first 01 month, and rest of		
	85% Qty. equally divide into 5 months and		
33.	total delivery will be completed into 6	Section 6	No change in bidding document
	months from date of signing of the contract		
	and receiving of advance payment		
	whichever is later, due to constraint of		
	chassis availability.		
	Mini Dumper 01 M3:		
	a.) Polyurethane Paint and Zinc rich epoxy Primers are a soft surface paint		
	and cannot be used for Solid Waste		
	Application. Regular enamel paint and		
	epoxy primer should be use as it is		a. 2 coats of Red Oxide and 1
	field tested in Solid Waste department		coat of Synthetic Enamel
	through the country in Pakistan.		Paint will be done.
34.	b.) Corrugation is one form of Pre-	Section 6	b. Pre-stressing of metal sheet
	stressing of metal for achieving		during the manufacturing
	required strength and is less use as		process should be ensure.
	increase of weight of superstructure.		
	There are so many other methods of		
	pre-stressing metal sheets which gives		
	more strength to the structure without		
	increasing of its weight, hence giving more pay load capacity. Kindly allow		
	more pay road capacity. Kniuty allow		

	other and latest pre-stressing techniques as they are already in use with LWMC. <u>Rickshaw Tipper:</u> a.) Polyurethane Paint and Zinc rich		
35.	 epoxy Primers are a soft surface payment and cannot be use for Solid Waste Application. Regular enamel payment along with already in use epoxy paint should be use as it is filed tested. b.) Rickshaw tipper engine displacement should be reduced to 150 cc. 	Section 6	 a. 2 coats of Red Oxide and 1 coat of Synthetic Enamel Paint will be done. b. Engine displacement will remain the same as given in tender documents.
36.	 <u>Chain Arm Roll</u>: a.) Kindly explain protective grids as mentioned in light section of Technical Specifications. b.) One beacon light is required on back side of the Vehicle. There is no space for such assembly. In the specification described in this tender. c.) Polyurethane Paint and Zinc rich epoxy Primers are a soft surface paint and cannot be used for Solid Waste Application. Regular enamel paint and epoxy primer should be use as it is field tested in Solid Waste department through the country in Pakistan. d.) The displacement of Truck Chassis should be 3500~4500 cc +/- 10% 	Section 6	 a. The word protective grid should be read as protective grill for chassis rear lights. b. Beacon light on back side is not required. c. 2 coats of Red Oxide and 1 coat of Synthetic Enamel Paint will be done. d. The displacement of Truck Chassis to be read as 3500~4500 cc +/- 10%
37.	 Mini Dumper 2.5 M3: a.) Polyurethane Paint and Zinc rich epoxy Primers are a soft surface paint and cannot be used for Solid Waste Application. Regular enamel paint and epoxy primer should be use as it is field tested in Solid Waste department through the country in Pakistan. b.) Corrugation is one form of Prestressing of metal for achieving required strength and is less use as increase of weight of superstructure. There are many other methods of prestressing metal sheets which give more strength to the structure without increasing of its weight, hence giving more pay load capacity. Kindly allow other and latest pre-stressing techniques as they are already in use with LWMC. 	Section 6	 a. 2 coats of Red Oxide and 1 coat of Synthetic Enamel Paint will be done. b. Pre-stressing of metal sheet during the manufacturing process should be ensure. c. Pilot operated check valves not required. d. Lifting can be done by 1 or 2 Jacks.

	 c.) Pilot operated check valves are not required in Mini Dumpers. d.) Single Jack lifting mechanism is mor efficient and has less production, running, and maintenance cost. Single Lifting mechanism is mostly use in all types of Dumpers all over the world, especially uses in Solid Waste Management System and also given in the specifications of 01M3 Mini Dumper by LWMC. 		
38.	 Dumper 05 cum: a. Two types of paint are given in the specification which cannot be done in parallel. The first type is 1 coat of Red Oxide and 2 coat of synthetic enamel paint are regular use in Solid Waste Management and also by LWMC, whereas Polyurethane Paint and Zinc rich epoxy Primers are a soft surface paint and cannot be used for Solid Waste Application. Regular enamel paint and epoxy primer should be use as it is field tested in Solid Waste department through the country in Pakistan. b. The displacement of Truck Chassis should be 3500~4500 cc +/- 10% 	Section 6	 a. 2 coats of Red Oxide and 1 coat of Synthetic Enamel Paint will be done. b. The displacement of Truck Chassis to be read as 7500~8500 cc +/- 10%
39.	 Dumper 10 cum: a.) Kindly explain protective grids as mentioned in light section of Technical Specifications. b.) One beacon light is required on back side of the Vehicle. There is no space for such assembly. In the specification described in this tender. c.) Polyurethane Paint and Zinc rich epoxy Primers are a soft surface paint and cannot be used for Solid Waste Application. Regular enamel paint and epoxy primer should be use as it is field tested in Solid Waste department through the country in Pakistan. d.) The displacement of Truck Chassis should be read as 7500~8500 cc +/-10% 	Section 6	 a. The word protective grid should be read as protective grill for chassis rear lights. b. Beacon light on back side is not required. c. 2 coats of Red Oxide and 1 coat of Synthetic Enamel Paint will be done. d. The displacement of Truck Chassis to be read as 7500~8500 cc +/- 10%
40.	Mechanical Sweeper:a.) In Pakistan locally manufactureVacuum Sweepers are producing with	Section 6	a. 75HP Engine is acceptable.b. Irrigation modules should not be fixed on front of the

	 available and have no complaint, whereas 100 HP Engine is not locally available that will be Import. The imported Engines giving no extra benefits to the machine only increasing the cost of production, cost of running and cost of maintenance as the parts of 100HP Engines are not locally available. b.) For Water Spray system, irrigation modules should not be providing in front of Truck when being provided with middle brush and side brushes as excessive water will increase the weight of dust particles and reduce the suction efficiency of Vacuum Sweeper. c.) Flow rate of water spray system should not be adjustable from driver's cabin. It should only have switching system for spray because the electrical actuator mechanism in this machine is against the NFPA Standards which mentioned in light section of Technical Specifications. e.) Polyurethane Paint and Zinc rich epoxy Primers are a soft surface paint and cannot be used for Solid Waste Application. Regular enamel paint and epoxy primer should be use as it is field tested in Solid Waste department through the country in Pakistan. f.) The displacement of Truck Chassis should be 3500~4500 cc +/- 10% 		 remain same. c. Adjustable flow rate for water should be provided with superstructure. d. The word protective grid should be read as protective grill for chassis rear lights. e. 2 coats of Red Oxide and 1 coat of Synthetic Enamel Paint will be done. f. The displacement of Truck Chassis to be read as 3500~4500 cc +/- 10%
41.	 Mechanical Washer: a.) Kindly explain protective grids as mentioned in light section of Technical Specifications. b.) Polyurethane Paint and Zinc rich epoxy Primers are a soft surface paint and cannot be used for Solid Waste Application. Regular enamel paint and epoxy primer should be use as it is field tested in Solid Waste department through the country in Pakistan. c.) The displacement of Truck Chassis should be 3500~4500 cc +/- 10% 	Section 6	 a. The word protective grid should be read as protective grill for chassis rear lights. b. 2 coats of Red Oxide and 1 coat of Synthetic Enamel Paint will be done. c. The displacement of Truck Chassis to be read as 3500~4500 cc +/- 10%

	Compactor 07 cum:		
42.	 a.) Kindly explain protective grids as mentioned in light section of Technical Specifications. b.) Polyurethane Paint and Zinc rich epoxy Primers are a soft surface paint and cannot be used for Solid Waste Application. Regular enamel paint and epoxy primer should be use as it is field tested in Solid Waste department through the country in Pakistan. c.) The displacement of Truck Chassis should be 3500~4500 cc +/- 10% 	Section 6	 a. The word protective grid should be read as protective grill for chassis rear lights. b. 2 coats of Red Oxide and 1 coat of Synthetic Enamel Paint will be done. c. The displacement of Truck Chassis to be read as 3500~4500 cc +/- 10%
43.	 Compactor 13 cum: a.) Kindly explain protective grids as mentioned in light section of Technical Specifications. b.) Polyurethane Paint and Zinc rich epoxy Primers are a soft surface paint and cannot be used for Solid Waste Application. Regular enamel paint and epoxy primer should be use as it is field tested in Solid Waste department through the country in Pakistan. c.) The displacement of Truck Chassis should be 7500~8500 cc +/- 10% 	Section 6	 a. The word protective grid should be read as protective grill for chassis rear lights. b. 2 coats of Red Oxide and 1 coat of Synthetic Enamel Paint will be done. c. The displacement of Truck Chassis to be read as 7500~8500 cc +/- 10%
44.	Registration of 200cc Rickshaw Tripper is Banned in Punjab so how can we register	Section 6	No change in bidding document
45.	Please guide if we have to add the registration Charges to the Bid Price if registration is made from Sindh or should we exclude the registration charges from Bid Price?	Section 6	No change in bidding document
46.	01 Year maintenance cost & Training cost will be added to the Bid Price?	Section 6	No change in bidding document
47.	Please add Pakistan in Scope of Services/Name of Goods of equipment/ Machinery as we are local Manufacturers.	Section 6	Pakistan may be added in the said clause
48.	Please add PSQCA & EDB Standards for only Rickshaw Tripper as we are Pakistan's No.1 local Manufacturers of Rickshaws & Loaders as per PAMA(PAKISTAN AUTOMOTIVE MANUFACTURERS ASSOCIATION)	Section 6	Only relevant certifications, which is relevant to a specific machinery, are required.
49.	Please reconsider 10,000 Rupees Stamp Paper condition for TECH-1.	Section 4	No change in bidding document

50.	The Standard warranty is 3 months but LWMC Requiring 12 Months warranty which will affect the cost of the Product.	Section 6	No change in bidding document
51.	Please reconsider 150 days Validity of Price as market is so certain	Section 2	Refer to serial no. 9
52.	Will last very long according to the Nature of LWMC almost in a same budget, I have prepared a sample for LWMC for the better clarification and will be delivered to LWMC Workshop within 2-3 days Insha Allah.	Section 6	No change in bidding document
53.	Kindly reduce the amount of the stamp paper as you have requested the confirmation of specification on stamp paper amounting to Rs. 10,000/- it should be on normal stamp paper (Rs. 100/-) as discussed in pre-bid meeting	Section 3	No change in bidding document
54.	For Excavators: Kindly gave the range in Engine power to 75 to 85 kW instead of existing, there many manufacturers are manufacturing the 4 cylinder machines in the world with different engine capacity. You are kindly requested to please change the change and allow all bidders to participate.	Section 6	Revised Specifications of the Excavators is attached
55.	Design deviation up to 10% may be allowed in all machinery bidding documents	Section 6	Design deviation in fabrication work only, up to 10% is allowed in al machinery bidding documents

These minutes shall be considered as the addendum/amendment of bidding document as per clause 8 of the Section 1 - Instructions to Bidders of the bidding documents.