# SUPPLY OF HYDRAULIC AERIAL LADDER PLATFORM

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<th>Sr. No</th>
<th>Name of firm</th>
<th>Tender clause ref./Tender Terms/Specifications</th>
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<th>Decision taken by Committee</th>
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<tbody>
<tr>
<td>1</td>
<td>NK Fire and Safety GIDC phase 1, opp. Anand Tiles, Wadhwan Dist., Surendranagar Gujarat</td>
<td>Section – v. Schedule of requirement:- 6 months from the date of contract</td>
<td>1) This is as very special equipment made to order. Even the delivery of the Custom made chassis for this unit is 5-6 months. We request you to amend the delivery date to 11 months from the date of advance payment.</td>
<td>It is clarified that the delivery period of HALP is increased to 10 months from the date of advance payment from 6 months as already mentioned in the tender document.</td>
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<td>Priced Bid Format:-</td>
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<td>2) The online and offline priced bid format are differing. Kindly update the online priced bid as per the tender document priced bid format given on page 49 of the bid document.</td>
<td>It is clarified that the price bid format has been amended accordingly.</td>
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<td>Due Date of the tender:- 26th February 2015</td>
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<td>3) It may please be extended by atleast 10-15 days since the tender is quite big and requires a huge amount of paperwork for preparing the tender.</td>
<td>It is clarified that the last date of submission of technical bid as well as financial bid is extended upto 19th of March.</td>
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<td>2.</td>
<td>NAFFCO FZCO</td>
<td>We Are A Qualified Manufacturer Of Aerial Ladder Platforms Upto 70m &amp; Hydraulic Turntable Ladder- Up To 55m As Per EN Standard In Dubai. We Are Very Much Interested To Participate In Your Bid &amp; For The Same We Request You To Also Allow Us An Extension Period Of Minimum 4 Week To Submit The Bid. Moreover This Being A Global tender we request you to eliminate the clause of supply reference in India with a</td>
<td>It is clarified that the last date of submission of technical bid as well as financial bid is extended upto 19th of March.</td>
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3. Brijbasi Hi-Tech Udyog  
A-28, Hauz Khas, New Delhi

| 1. | Page 2, EMD. Generally the foreign bidders have given an earnest money in the form of bank guarantee, which are accepted by all the government departments all over the country, just like you have asked for Security Money in the form of bank guarantee. For these items foreign bidders will participate and it is difficult for them to send the cash deposit for EMD for a tender as the amount send by them will be in foreign currency that will be converted to Indian currency when it reaches the account in India. When the time to refund the EMD comes then it may not be possible for the department to convert the amount back to the original foreign currency amount due to the fluctuation in the exchange rate between the foreign currency and the Indian currency. Also depending on the bank it may not be possible for the bank in general to send the money back to the foreign bidder in their country and their currency. Please note that on page 8 point 14 you have already allowed bank guarantee for the Bid Security. Please note that Bid Security is the same as EMD, and it is NOT performance security. Hence it is clarified that earnest money has to be submitted online only and No Bank Guarantee or demand draft will be accepted and this clause has been deleted from page 8 |

| 2. | It is clarified that earnest money has to be submitted online only and No Bank Guarantee or demand draft will be accepted |

A.K. Kansal,  
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Local Govt. Punjab

Naresh Batta,  
Superintending Engineer,  
Municipal Corporation, SAS Nagar.

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<td>we kindly request you to allow submission of bank guarantee by the foreign bidders and oblige.</td>
<td>clause no. 14.3</td>
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<td>1.</td>
<td>Page 21 of 57, point 15.6 asks for a separate warranty bond. It is requested to take only one bond as value of both the bonds is the same. This bond can be valid till the warranty period.</td>
<td>It is clarified that the only one warranty bond should be provided after issue of work order.</td>
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<td>2.</td>
<td>3. Payment terms, page 29 of 57. It is requested that the balance payment to be made may be 10% instead of 20% as that is the normal practice for such purchases.</td>
<td>It is clarified that the payment schedule will be same as per tender bid document.</td>
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<td>3.</td>
<td>Page 32 of 57, delivery period. 6 months is too short a delivery time for this vehicle. The shipment of this type of vehicle from the foreign port is usually 9 months.</td>
<td>It is clarified that the delivery period of HALP is increased to 10 months from the date of advance payment from 6 months as already mentioned in the tender document.</td>
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<td>4.</td>
<td>Page 33 of 57, point 1.1. Chassis. It is requested to also allow 6x4 chassis in addition to the 8x4 chassis as the 6x4 chassis is more compact and more easily maneuverable.</td>
<td>It is clarified that the 6x4 chassis is allowed as suggested by the Fire officer.</td>
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<td>5.</td>
<td>Page 33 of 57, point 1.2. Please note that EN 280 is for non-fire fighting units. This may please be deleted. Please see attached extract from the EN 280 standard.</td>
<td>It is clarified that EN 280 or EN 1777 as applicable.</td>
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<td>6.</td>
<td>Page 33 of 57, point 1.5. Cage Load. Max. cage load</td>
<td>It is clarified that the maximum cage load</td>
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available in newer units is 500 kg and horizontal working outreach with 500 kg not less than 25 m. This may be updated for the benefit of the fire services. may be read as 450 – 500kg and the working out reach is 23-25m.

7. Page 34 and 35 of 57, we suggest the following up gradation in the following for the benefit of the fire services:
   - Working Outreach not less than 26 m at 500 kg cage load
   - Reach below ground level not less than 6 m
   - Max cage load not less than 500 kg
   - Transport length not more than 11 m
   - Max. jacking width 8 m as this provides a greater horizontal outreach.

   It is clarified that the condition is modify to the extent as mentioned below:
   1. Working outreach may be read as 23-25m.
   2. The condition remained unchanged.
   3. The work load may be lead as 450-500kg.
   4. The transport length shall be 12m or less.
   5. Jacking width shall be minimum 7m

8. Page 35 of 57, point 5.2. Wire ropes may be allowed as EN 1777 also allows it and there are several hundred such vehicles working world over including India with this design without any problem. Also EN 280 again mentioned here which is a standard for non-fire fighting units and so it should be deleted.

   It is clarified that EN 280 or EN 1777 as applicable.

9. Page 35 of 57, point 5.3. Option of both two boom as well as three boom construction should be allowed for generalization of the specifications and as also allowed by other fire services in India. Consequently the fly boom independent control should only be applicable to

   It is clarified that both two boom and three boom may be added in the clause no 5.3, instead of three booms.
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<td><strong>the 3 boom system. It is also requested to allow the up</strong>&lt;br&gt;<strong>and over reach as 10-12 m for generalization. Three</strong>&lt;br&gt;<strong>boom design is specific to one particular manufacturer.</strong></td>
<td><strong>10. Page 35 of 57, point 5.4. it is suggested to add the</strong>&lt;br&gt;<strong>welding quality certificate, ISO 3834-2:2005, as the</strong>&lt;br&gt;<strong>welding of the booms is the main stay and the main</strong>&lt;br&gt;<strong>strength of the hydraulic platform with which no</strong>&lt;br&gt;<strong>compromise must be made.</strong></td>
<td><strong>It is clarified that the clause no 5.4 the</strong>&lt;br&gt;<strong>welding quality may be ISO 3834-2:2005</strong>&lt;br&gt;<strong>instead of welding construction.</strong></td>
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<td><strong>11. Page 37 of 57, point 9.1. Methods other than the hot</strong>&lt;br&gt;<strong>dip galvanization shall also be allowed for the corrosion</strong>&lt;br&gt;<strong>protection of the outrigger beams. Now a days there</strong>&lt;br&gt;<strong>are several special paints (such as galvanized paint) and</strong>&lt;br&gt;<strong>treatments available that do this job rather than the</strong>&lt;br&gt;<strong>outdated hot dip galvanizing method.</strong></td>
<td><strong>It is clarified that instead of hot dip</strong>&lt;br&gt;<strong>galvanization it may be read as only</strong>&lt;br&gt;<strong>galvanization.</strong></td>
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<td><strong>12. Page 37 of 57, point 9.3. Instead of each wheel shall</strong>&lt;br&gt;<strong>having off-the-ground sensors, it should be stated that</strong>&lt;br&gt;<strong>a suitable safety in-built mechanism must be there to</strong>&lt;br&gt;<strong>make sure that the booms do not operate before the</strong>&lt;br&gt;<strong>wheels are off the ground. This is for the generalization</strong>&lt;br&gt;<strong>of the specifications as each manufacturer has its own</strong>&lt;br&gt;<strong>safety design all confirming to EN 1777.</strong></td>
<td><strong>It is agreed to the extent that it must have</strong>&lt;br&gt;<strong>suitable safety in built mechanism so that the</strong>&lt;br&gt;<strong>booms do not operate before the wheels are</strong>&lt;br&gt;<strong>off the ground and this technology must have</strong>&lt;br&gt;<strong>proven track record in India conforming to</strong>&lt;br&gt;<strong>EN1777 standard.</strong></td>
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<td><strong>13. Page 38 of 57, point 9.8. Jacking width may be allowed</strong>&lt;br&gt;<strong>to be till 8m as that also gives a greater outreach to</strong>&lt;br&gt;<strong>minimum 7m.</strong></td>
<td><strong>It is clarified that the jacking width is</strong>&lt;br&gt;<strong>minimum 7m.</strong></td>
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A.K.Kansal,  
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Local Govt. Punjab  

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SAS Nagar.  

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ADFO,  
Municipal Corporation Patiala.  

Surjit Singh,  
ADFO,  
Municipal Corporation Jalandhar.  

Commissioner,  
Municipal Corporation,  
SAS Nagar.
reach a particular point. Also with the variable jacking in these units the unit can be pitched at any width up to the max outrigger width allowed, which would also include the pitching of the vehicle at 7m if required.

14. Page 40 of 57, point 11.9. The dimensions of the rescue platform may be generalized to 1.2x0.5 m as each manufacturer has their own design which serves the purpose of the rescue platform. It is clarified that the condition in the tender document remain unchanged.

15. Page 43 of 57, points 18.1 and 18.2. Aluminium may also be allowed in addition to stainless steel to generalize the specifications. Aluminium has been in use by Bronto Skylift for many years now without any problems and with proper treatment given against corrosion. Also aluminium is lighter in weight which makes the vehicle also lighter and therefore give a faster acceleration. As per EN 1777 (chart enclosed) lighter the vehicle more better its static stability. Vehicles with aluminium construction are working in large number throughout the world including India without any problem. It is clarified that the condition in the tender document remain unchanged.

16. Page 49, point A. This being a very high cost and technically intensive equipment the experience criteria in India should be more strict. You have asked for 10 HALP of 50 meters or higher capacity. It is clarified that the manufacturer must have manufactured & supplied at least 25 HALP of 50 meters or higher capacity.
|   |   | vehicles each experience for Rescue Tender and Multi purpose tender. Therefore for this equipment the experience may be minimum 5 units in India instead of 1 as also done by other fire services such as Orissa, Navi Mumbai, Nasik, Mohali, etc. Also the supply requirement should be for ‘equipment similar to tender specifications’. As discussed the specifications of the tender from GMADA is also attached herewith for your review and comparison. | during last 7 years and supplied to India minimum 2 No. HALP and working satisfactory till date. The Bidder shall submit complete list of supplies as well as documentary evidence in support of equipment supply and its performance certificates. |
|---|---|---|
|   |   | 17. Page 51, Price Bid Format. The format given in the tender may also be used for the online bid submission. Please note that a similar format was used during the procurement of 54m ALP by GMADA and the same was also used for the online price bid. | It is clarified that the price bid format as mentioned in the tender document remained unchanged. |

A.K.Kansal,  
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Local Govt. Punjab  

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<tr>
<td>1.</td>
<td>Brijbasi Hi-Tech Udyog A-28, Hauz Khas, New Delhi</td>
<td>It is in reference to the above mentioned subject tender for the following items: - 1) Fabrication and Supply of Advance Rescue Tenders – 09 Nos. 2) Fabrication and Supply of Multipurpose Fire Tender – 96 Nos. 3) Supply of Fire Proximity Suits for Fire Fighting &amp; Rescue – 90 Nos. 4) Supply of Turn Table Ladder for Fire Fighting and Rescue – 03 Nos. 5) Supply of Hydraulic Aerial Ladder Platform for Fire Fighting &amp; Rescue – 02 Nos.</td>
<td>It is clarified that the tender cannot be segregated at this stage.</td>
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<td>1) As per your above mentioned 5 Items, Item Nos. 1, 2 &amp; 3 are locally fabricated and manufactured items while Item Nos 4 &amp; 5 are fully imported and to be quoted directly by the foreign bidders. Generally as per the Government Rules the separate Global Tender is floated with fully imported items where the foreign bidders has to quote, hence it is our request that there should be two separate tenders, one for local bidding and the other for global bidding.</td>
<td>It is clarified that the tender cannot be segregated at this stage.</td>
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<td>2) Local bidding for the Items 1, 2 &amp; 3 which are generally manufactured in India by the SSI Units registered with NSIC, the Earnest Money amount is exempted as per the Government of India Rules as per NSIC Notification (copy enclosed). Hence we request you that the huge amount of Earnest Money and the NSIC amount has to be submitted online only and No Bank Gurantee or demand draft will be accepted.</td>
<td>It is clarified that earnest money has to be submitted online only and No Bank Gurantee or demand draft will be accepted.</td>
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Jalandhar.  

SAS Nagar  

registered units should be exempted from payment of earnest money by your department. Otherwise at least bank guarantee may be allowed instead of NEFT of cash deposit for the EMD as also allowed by other municipal corporations such as Mumbai, Ahmedabad, etc. There are many other technical and commercial observations for the betterment and generalization of the specifications, in this regard we are attaching Appendix-A separately for Item No. 1 & 2.

3) Similarly for Item Nos. 4 & 5 for Turn Table Ladder and Hydraulic Aerial Ladder Platform of ≤ 55 mtrs height you have asked for earnest money in Indian rupees. Generally the foreign bidders have given an earnest money in the form of bank guarantee, which are accepted by the entire government departments in all over the country, just like you have asked for Security Money in the form of bank guarantee. For these items foreign bidders will participate and it is difficult for them to send the cash deposit for EMD for a tender as the amount send by them will be in foreign currency that will be converted to Indian currency when it reaches the account in India. When the time to refund the EMD comes then it may not be possible for the department to convert the amount back to the original foreign currency amount due to the fluctuation in the exchange rate between the foreign currency and the Indian currency. Also depending on the bank it may not be possible for the bank in general to send the money back to the foreign bidder in their country and their currency. Hence we kindly request you to allow submission of bank guarantee by the foreign bidders and oblige. We are also enclosing some of our comments and observations for Item No. 5.

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<td>It is clarified that the condition in the tender document remains unchanged.</td>
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i.e. Hydraulic Aerial Ladder Platform for which our principals, M/s. Bronto Skylift is best known in the world and have supplied about hundreds of vehicles in India in the last 30 years.

4) In the Item Nos. 1 & 2 you have asked the bidders to buy the Chassis but it will be more economical and better for the government, if they buy the chassis directly on the rate contract basis with Tata, Ashok Leyland & Eicher etc to avoid higher price, double taxation and double registration.

It is clarified that the condition in the tender document remains unchanged.

5) Delivery Period – For Multipurpose and Rescue Tender also the delivery period of 6 months is very short especially when there are several other factors associated that are beyond our control such as chassis delivery, advance payment, etc. Also for the Rescue Tender a lot of equipments have to be imported from various equipment manufacturers which is also a time consuming process. Therefore, it is requested to make the delivery period as 9 -10 months from the time of advance payment.

It is clarified that the delivery period of MPFT is increased to 9 months from 6 months as already mentioned in the tender document. It is further clarified that 50% vehicle will be delivered within 6 months of transfer of advance payment to the account of vendor and remaining 50% will be delivered next 3 months.

6) Sub-Contracts (GCC Clause 21) - Add at the end of GCC sub-clause 21.1 the following: Sub-contract shall be only for bought out items and sub-assemblies (Clause No. 10 Page No. 29 of 55): Kindly note that in a tender of such a big magnitude having high value and quantity, it could be a good idea to allow the chassis manufacturer to participate in the tender with the tender with the tie-up with a body fabricator. In this manner, a wider competition can be expected and it will also be much easier for the chassis manufacturer to submit the EMD. In such case the eligibility condition specified by you could be still fulfilled either by

It is clarified that the condition in the tender document remains unchanged.
the chassis manufacturer or by the company with whom the chassis manufacturer had tied-up for the fabrication.

As you are aware that the technical specification, terms and conditions of the tender were recently made available online free of cost for download for viewing by the perspective bidders i.e. 16.02.2015. The Hydraulic Platform is imported equipment and there are several other imported equipments in fabrication of the Rescue Tender and the Multipurpose Tender. It will, therefore, take some time to get the necessary documentations and Earnest Money from the foreign principals in case of hydraulic platform. For the rescue tender also there are so many imported equipment for which specifications have to be sent to the respective equipment manufacturer and get quotation from them. Therefore, to make a proper and complete offer we request you to kindly extend the tender for a minimum period of 4 (four) weeks time so that we can prepare our offer and submit in time as per your requirement.

It is clarified that the last date of submission of technical bid as well as financial bid is extended upto 19th of March.

Note 1) SECTION VI – A QUALIFICATION CRITERIA Page No. 49

Para B) At least one performance certificate issued by any fire brigade in India for HALP of same make & model offered of 55 meters or higher capacity (55 meter working height & 450 Kgs cage load capacity) mounted on the same chassis as quoted in this tender shall be submitted along with the tender. This unit shall be in service with the fire brigade.

It is clarified that the para B SECTION VI-A may be read as “At least one performance certificate issued by any fire brigade in India for Turn Table
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<th>Customer for at least 2 years from the date of opening of the bid. Documentary evidence for the same must be provided along with the bid.</th>
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<tr>
<td>Ladder of 50 meters or higher capacity mounted on the same chassis as quoted in this tender shall be submitted along with the tender. This unit shall be in service with the customer for at least 2 years from the date of opening of the bid. Documentary evidence for the same must be provided along with the bid.</td>
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**2) SECTION – VI TECHNICAL SPECIFICATIONS**

**SPECIFICATIONS FOR SUPPLY OF HYDRAULIC AERIAL LADDER PLATFORM OF 55 METER HEIGHT FOR FIRE FIGHTING AND RESCUE**

<table>
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<tr>
<th>1. GENERAL REQUIREMENT</th>
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<tr>
<td>1.1 The Aerial Ladder Platform shall be designed specifically for the purpose of fire fighting and rescue to enable firemen to go up over and above the other side of any obstruction. It shall comprise of main boom with Telescopic sections and two Articulated Booms with a cage mounted at the end of the third boom and the entire unit shall be mounted on a Heavy Duty Diesel Engine chassis of MAN/VOLVO / MERCEDES BENZ / Equivalent make, FM 400 8 x 4, fully factory built cabin and suitable capacity PTO. The Vehicle Chassis shall comply EURO IV emission norms.</td>
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It is clarified that the para 1.1 SECTION VI may be read as “The Aerial Ladder Platform shall be designed specifically for the purpose of fire fighting and rescue to enable firemen to go up over and above the other side of any obstruction. It shall comprise of main boom with Telescopic sections and two Articulated Booms with a cage mounted at the end of the third boom and the entire unit shall be mounted on a Heavy Duty Diesel Engine chassis of MAN/VOLVO / MERCEDES BENZ, FM 400 6 x 4, having approx. 5000 mm fully factory built cabin and suitable capacity.”
### 3) SECTION – VI

**TECHNICAL SPECIFICATIONS**

**SPECIFICATIONS FOR SUPPLY OF HYDRAULIC AERIAL LADDER PLATFORM OF 55 METER HEIGHT FOR FIRE FIGHTING AND RESCUE**

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<th>Page no 34</th>
<th>2. CHASSIS</th>
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<tr>
<td>2.1 The Chassis shall be of MAN/VOLVO / MERCEDES BENZ /Equivalent make, FM 400 8 x 4 – 5600 mm Wheelbase, with fully factory built cabin and suitable capacity PTO. The Vehicle Chassis shall be a Right Hand Drive and shall comply EURO IV emission norms.</td>
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It is clarified that the para 2.1 SECTION VI may be read as “The Chassis shall be of MAN/VOLVO / MERCEDES BENZ , 6 x 4 – having approx. 5000 mm Wheelbase, with fully factory built cabin and suitable capacity PTO. The Vehicle Chassis shall be a Right Hand Drive and shall comply EURO IV emission norms. “

### 4) Page no 13 Clause No 26

**Domestic Preference – AS PER GOVERNMENT OF PUNJAB NORMS**

It is clarified that this clause has been deleted in the tender document.