

Subject: Replies to queries raised during Pre Bid meeting for Tender For appointment of Business Development Agency (BDA) at CFS Majerhat

Reference: Tender No. CON/AREA-IV/CFS-MJT/OPEN E-TENDER /2022/2.

The replies to queries raised during pre bid meeting held on 20.4.2022 for the subject tender are tabulated below.

1. Custom Cost Recovery - If 1200 Documents are done from CFS, and custom agrees to waive off these charges over a period of time, will this still be charged? OR this cost will be at actual basis on what Customs have billed to CONCOR.

a. Will actual bills will be shown and shared with BDA?

Answer: Customs cost recovery will not be charged from the BDA if not levied by Customs. This Cost will be levied only as per actual & as per Bill levied by Customs Authority on CONCOR CFS -Majerhat. The copy of the Bills will be shared with the BDA.

2. Is MISC. EXPENSES which include charges paid by CONCOR towards Electricity, Internet, MPLS line, Electrical AMC, CCTV AMC, Telephone Miscellaneous cost are Receipt able charges at Actual"?

a. Can you provide the cost bifurcation against each of these expenses Electricity/CCTV etc, mentioned above?

b. How many CCTV cameras will be installed and currently operating inside the bonded warehouse and in open area?

Answer 2a: The Miscellaneous charges amounting to Rs.3 Lacs per quarter referred in the Tender document will be levied as per Bill and on actuals. The tentative breakup considering the actual expenses incurred in Financial Year 2021-22 is given below:

EXPENSES CONSIDERED UNDER HEAD 'MISCELLANEOUS EXPENSES' FOR CFS MAJERHAT FOR FINANCIAL YEAR 2021-22	
EXPENSE HEAD	AMOUNT IN Rs.
TELEPHONE EXPENSES	5,18,475
ELECTRICITY EXPENSES	1,09,151
INTERNET EXPENSES	60,000
AMC OF COMPUTERS	64,800
AMC OF PRINTER	7,200
AMC OF UPS	5,000
LEASE LINE	3,84,000
AMC OF CCTV	2,15,594
TOTAL FOR ONE YEAR	13,64,220
AVERAGE PER QUARTER	3,41,055



Answer 2b: At present, total 8 number of CCTV Cameras are installed at the CFS area.

3. Please provide list of MHE currently used for CFS-Operations at Majerhat.

Answer : One number Reach-stacker and one number Forklift as and when required are presently deployed at CFS Majerhat. However, the successful bidder (BDA) will have to make his own assessment and arrange equipment for handling and other operations inside CFS Majerhat at his cost. As clarified in the tender document, CONCOR will not deploy any equipment at CFS Majerhat after appointment of BDA.

4. Need Clarity on complete process of Empty container's handling and CFS operation.

Answer: If any empty container is handled inside CFS i.e. GATE IN/ GATE OUT or handled inside the CFS, then that empty container will not be counted in throughput for the purpose of TAC(Terminal Access Charge) as long the container is in empty cycle. However, if the container is in laden state i.e. Export/Import laden then the laden container will be counted in throughput as mentioned chapter IV clause 1(i).

5. As "it is clarified that only CONCOR will transport containers between Gateway ports and CFS Majerhat by road/Rail" What's the tariff CONCOR will be charging? Plz share the current Tariff for both Kolkata Port & Haldia.

Answer: The Current Tariffs are as

1. BY ROAD BETWEEN CFS- NSD = Rs. 3600 per TEU & Rs. 6300 per FEU. (KOLKATA PORT) (Current Tariff).
2. CFS-Majerhat (HALDIA PORT) = No tariff is presently notified for Road/Rail.
- a. Will Pick up of empty containers from empty yard will also be done by CONCOR or BDA can do that for its customer :

Answer 5a: As mentioned in the Tender document these activities Transportation of Loaded containers will be compulsorily done by CONCOR. For empty container movement CONCOR have transportation services which can be used.

6. Can BDA change/Charge the handling fees under heads (Loaded Handling Charges (FS), Additional Chgs, Survey Chgs, Port Haulage -CTKR) of CFS handling for Rail movement to Bangladesh?

Answer: As mentioned in the subject tender document vide chapter IV, clause 3, the BDA will perform the activities inside CFS Majerhat only and will earn revenue from the same. Thus, charges such as Port Haulage which relates to movement external to CFS Majerhat will not be decided by BDA. Tariffs for such external movements will be decided solely by CONCOR and no portion of revenue earned by CONCOR from such tariffs for external movement will be shared with BDA. Further, the public tariffs for activities carried out inside CFS Majerhat will be notified by BDA in consultation and approval of CONCOR as mentioned in Chapter IV clause 3.

a. Will these Cost be collected by CONCOR & Reimbursed to BDA after deducting their agreed fees? OR BDA will be responsible for collecting the same?



Answer 6a: As mentioned in the subject tender document vide chapter IV clause 5, which is again reproduced as under for better understanding: "All the containers/cargo gate in & out shall be on basis of CONCOR gate pass through CONCOR's internal software system. Due tariff will be collected from Customers by CONCOR through CONCOR's internal software. At the end of the fortnight, a report will be generated by CONCOR through ETMS showing date wise/ container wise collection of tariffs. CONCOR will share this report to BDA who will raise bill on CONCOR for transfer of amount of tariff after deducting the amount of Terminal Access Charge payable by BDA to CONCOR. After verification of bill received from BDA and after ensuring that tariff amount has been credited to CONCOR's bank account, CONCOR will remit the due amount to BDA".

7. How many operational REFER plugs are there in CFS. Is there any maintenance cost for the same? How much if YES?

Answer: There are 20 Reefer plugs in the CFS. Periodic maintenance may be required to keep them in working condition. For this bidder may carry out their own assessment of the Cost.

8. Can BDA get any share in EXIM rake profit (Freight or any revenue) for Bangladesh/Nepal Movement?

Answer: The rail movement is not within the scope of work of the BDA. Rail freight revenue will not be shared with BDA.

9. What will be cost of maintenance of Weighbridge? Who will bear it?

Answer: The BDA will bear the cost of maintenance and operation of the Weighbridge. For this bidder may carry out their own assessment of the Cost.

10. Need Details of Roles & Responsibility of 2 CONCOR staff & security and how BDA is involved with them.

Answer: As mentioned in the Tender document the collection of Tariff and other documentation like Gate pass etc. will be done by CONCOR employee/s. The process flow of collection of tariff etc. is mentioned in Chapter IV Clause 5. BDA may also depute staff for overall supervision of Commercial and operation and smooth functioning of the CFS.

11. Any union interference is there in terms of Labour or Transportation.

Answer: The bidder are advised to study the local condition before submitting the bids.

12. Any details of Current Manpower involved in CFS Operations for current Volume?

Answer: Current manpower posted at the CFS is One Jr. Officer and one staff in the pay grade of N7 grade.

13. Can we get the balance sheet of CONCOR Majerhat for last 2 years? Or Different Cost Heads which are currently being paid by CONCOR for operating current Volume.

Answer : The Profit / Loss earned by CONCOR in the past at CFS Majerhat is not relevant as the successful bidder will have their own strategy to operate the CFS and Finalize the Tariffs as mentioned in the Tender document.
