


 पी डी आई एल PDIL	HINDUSTAN URVARAK & RASAYAN LIMITED (HURL) International Competitive Bidding (ICB) Supply of CRANE of Capacity 80MT for HURL, Gorakhpur, Sindri and Barauni Units	PNMM/ EM250,251, 270/ E/Pre-bid query	00	
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(NIT No. : PNMM/ EM250,251,270/E/033)



Item: Supply of CRANE of Capacity 80 MT for HURL, Gorakhpur, Sindri and Barauni Units

Pre Bid Clarification: 1/2 (Lot-1)



SL. NO.	REFERENCE OF BIDDING DOCUMENT				BIDDER'S QUERY	OWNER'S/PMC REPLY dtd. 21.08.2025
	Part/Sec	Page No	Clause No.	NIT Requirement		
TECHNICAL QUERIES						
1	Part-II ANNEXURE – I (Data Sheet)	Page 6 & 7 of 10	Sr. No. 4	As per Technical Specification - 2.0 SCOPE OF SUPPLY: Boom Length (Minimum) : 45 Mtr. + 17.0 Mtr. Jib assembly & As per ANNEXURE – I (Data Sheet) Sr. No. 1 Crane Type: Minimum Boom Length: Telescopic boom - 45 m (Fully extended length)	Our Boom Length: 43.8 Mtr + 17.1 Mtr Jib Kindly Note: The minor technical deviation we wish to address involves a Boom Length difference of 1.12m, which should not serve as a disqualifying factor for Indian vendors like us, who have previously delivered similar cranes successfully to domestic clients. This is to be noted that maximum tip Height we can achieve 46.0m for main boom. Furthermore, with 10.1m - 17.1m telescopic lattice swing away maximum tip height we can achieve 63.5m.	As per NIT
2	Part-II ANNEXURE – I (Data Sheet)	Page 10 of 10	Sr. No. 27	STANDARDS: EN13000: The offered equipment shall conform to international standard (EN13000) for load ratings and detailed load chart (Metric system) should be furnished with the Technical & un-priced offer.	Applicable Standard: IS4573-2020 The tender references EN13000 as the required manufacturing standard; however, this standard aligns primarily with crane manufacturers from Germany & Part of Europe, leaving only a	As per NIT

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					<p>limited number of suppliers who can comply.</p> <p>We proudly adhere to the Indian Standard IS4573-1982, which meets the necessary criteria for crane manufacturing. By specifying a particular standard, the tender unintentionally favours select vendors at the expense of fair competition among Indian manufacturers. We believe that granting us this opportunity will not only foster competition but also strengthen the local manufacturing ecosystem.</p> <p>In the recent Pre-bid meeting, officials from PDIL stated that EN13000 was chosen due to the required boom length of 45m. However, We must bring to your attention that this information regarding EN13000 is misleading. Each country adheres to its own standards; while European specifications may reference EN13000, the Indian government has established the IS4747-2020 standard, focusing on the safety, construction, and design of cranes. This standard is equally significant when it comes to crane manufacturing. We are</p>	
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					perplexed as to why EN13000 was specifically highlighted in the tender documents, as it does not align with the relevant Indian standards. Clarity on this matter is essential for a fair evaluation of the bid.	
3	Part-II ANNEXURE – I (Data Sheet)	Page 06 of 10	Sr. No. 1	As per Technical Specification - 2.0 SCOPE OF SUPPLY: Boom Length (Minimum): 45 Mtr. + 17.0 Mtr. Jib assembly & As per ANNEXURE – I (Data Sheet) Sr. No. 1 Crane Type: Minimum Boom Length: Telescopic boom - 45 m (Fully extended length)	Our Boom Length: 43.8 Mtr + 17.1 Mtr Jib Kindly Note: The minor technical deviation we wish to address involves a Boom Length difference of 1.12m, which should not serve as a disqualifying factor for Indian vendors like us, who have previously delivered similar cranes successfully to domestic clients. This is to be noted that maximum tip Height we can achieve 46.0m for main boom. Furthermore, with 10.1m - 17.1m telescopic lattice swingaway maximum tip height we can achieve 63.5m.	As per NIT
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					<p>suppliers who can comply.</p> <p>We proudly adhere to the Indian Standard IS4573-1982, which meets the necessary criteria for crane manufacturing. By specifying a particular standard, the tender unintentionally favors select vendors at the expense of fair competition among Indian manufacturers. We believe that granting us this opportunity will not only foster competition but also strengthen the local manufacturing ecosystem.</p> <p>In the recent Pre-bid meeting, officials from PDIL stated that EN13000 was chosen due to the required boom length of 45m. However, I must bring to your attention that this information regarding EN13000 is misleading. Each country adheres to its own standards; while European specifications may reference EN13000, the Indian government has established the IS4747-2020 standard, focusing on the safety, construction, and design of cranes. This standard is equally significant when it comes to crane manufacturing. We are perplexed as to why</p>	
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					EN13000 was specifically highlighted in the tender documents, as it does not align with the relevant Indian standards. Clarity on this matter is essential for a fair evaluation of the bid.	
COMMERCIAL QUERIES						
1	Terms & Conditions of the contract	Page 14 of 31	Clause No. 15.4.1	<p>Transfer of Title – Clause 15.4.1 This clause states that the ownership of the equipment shall be transferred to the Owner when the equipment is loaded on the mode of transport from the Vendor's/Contractor's Works to the Plant Site(s), and upon endorsement of dispatch documents in favour of the Owner.</p> <p>Insurance – Clause 16.1 As per the Price Basis and Currency of Bids for Indian Bidders, it is mentioned that inland transit insurance up to the site (Gorakhpur, Sindri, Barauni) shall be taken by the Contractor at its own cost, with the policy issued in the joint name of the Contractor and the Owner (Owner being the primary beneficiary).</p>	<p>We understand the delivery of the machine is up to the site i.e. Gorakhpur, Sindri and Barauni though in the Tender document it has been specified that at the time the Machines are loaded in the vehicle, ownership transfer to the client. Please clarify the point of transfer of ownership. Also please clarify,</p> <p>(i) If the insurance is in Bidder scope then why "The Policy shall be taken in the joint name of CONTRACTOR and OWNER, with OWNER as primary beneficiary and CONTRACTOR as joint beneficiary."</p>	As per NIT
2	Terms & Conditions of the contract	Page 13 of 31	Clause No. 14.1	<p>Insurance – Clause 14.1 As per the Price Basis and Currency of Bids for Indian Bidders, it is mentioned that inland transit insurance up to</p>	<p>(ii) If the ownership get</p>	As per NIT

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				<p>the site (Gorakhpur, Sindri, Barauni) shall be taken by the Contractor at its own cost, with the policy issued in the joint name of the Contractor and the Owner (Owner being the primary beneficiary).</p>	<p>transfer during the loading of the Machines, how could be the Insurance becomes Bidders' responsibility.</p> <p>Given that:</p> <ul style="list-style-type: none"> • Ownership passes at the point of loading, • Insurance coverage extends up to the delivery site at the Contractor's cost, <p>We would like to understand whether this arrangement is to be interpreted as FOR (Free on Road/Rail) delivery, as it appears to align with the responsibilities typically associated with FOR terms, including transport and insurance up to the site.</p> <p>Kindly confirm if our understanding is correct, or whether any additional contractual provisions override this interpretation.</p>	
3	Part-I Annx1.17 INSTRUCTIONS TO BIDDERS	Page 10 of 25	Clause No. 17 (MII)	<p>Clause No 3. Annx1.17 Eligibility of Class -I local supplier / Eligibility of Class-II local supplier /Non-Local supplier of differ type of</p>	<p>We are concerned that the current tender documents do not adequately support Indian bidders, despite their stated preference for local participation.</p>	As per NIT

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				<p>procurement: In the Sub Clause 3(b) It is clearly stipulated in the tender document that Global tender estimated values less than 200Cr in accordance with Rule 161 (iv) of GFR 2017 Global tender enquiry not to be issued</p>	<p>Our Honorable Prime Minister has been a prominent advocate for the "Make in India" initiative, encapsulated in the spirit of "Swadeshi ka Sankalp." Recently, in our communication with the DPIIT in the month of January 2025, DPIIT officials emphasized the importance of creating sufficient opportunities for Indian bidders to engage effectively in the tendering process. It is crucial that these instructions should reflect in the tender documentation to ensure a level playing field and genuinely support local manufacturers. We are a publicly listed company with a proud history spanning over 80 years, have successfully supplied more than 5,000 cranes across India. It is notable that over 80% of these cranes are currently operational, and we remain committed to providing prompt aftermarket support to all our customers. Considering this, we respectfully request your consideration to allow us the opportunity to participate in the tender, accepting us an Indian Manufacturer.</p>	
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4	Part-I Annx1.17 INSTRUCTIONS TO BIDDERS	Page 5 of 25	Clause No. 9 (EMD)	Declaration towards “Local Content” as per PUBLIC PROCUREMENT ORDER (Preference to Make in India) as per Form-A, as per Annexure- 1.17. & Clause No. 9.0 EMD- Sub Clause No.9.6- Declaration for Local Content (as per given format- Annexure-1.17)	We would like to highlight that the crane model RT880M we are offering for the HURL tender features over 75% local content, significantly boosting local suppliers and contributing positively to the Indian economy. We would like to reassure you regarding the performance of our cranes. TIL has confidently delivered cranes across India in the field of Coals, Defence, NTPC, Steel Authority of India, NHPC etc in all the PSU’s in India, establishing itself as the sole manufacturer in the country. Our strong network is dedicated to supplying technologically advanced cranes, ensuring we effectively meet the nation's diverse needs	As per NIT
5	Terms & Conditions of the contract	Page 21 of 31	Clause No. 25.3.1 &	The Owner/ Consultant may, by written notice sent to the Supplier, terminate the Purchase Order/Contract, in whole or in part, at any time at his convenience. The notice of termination shall specify that termination is for the Owner’s convenience, the extent to which performance of work under the Purchase Order/Contract is terminated and the date upon which such termination becomes effective.	It is essential to highlight that any termination of contract should be supported by a valid reason, which to our knowledge, has not been provided in the tender documentation. The requirements for the 80T crane are standard, and upon receipt of the Purchase Order or Letter of Intent, we typically initiate procurement, necessitating significant investment in major aggregates. Therefore, a	As per NIT

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			25.3.2	<p>The Goods that are complete and ready for shipment within 30 days after the Supplier's receipt of notice of termination shall be purchased by Owner at the Purchase Order/Contract terms and prices. For the remaining Goods, the Owner may opt : a) to have portion completed and delivered at the Purchase Order/Contract terms and prices, and / or b) to cancel the remainder and pay to the Supplier/ Contractor an agreed amount for partially completed Goods and for materials and parts previously procured by the Supplier/ Contractor in which event such Goods shall be the property of the Owner/ Consultant.</p>	<p>termination without justification and/or valid time for rectification is not viable and would have significant negative effect on the Bidder. We kindly request that PDIL expedite this matter and provide the necessary clarity to facilitate our continued partnership and smooth supply to vendor.</p>	
6	Terms & Conditions of the contract	Page 26 of 31	Clause No. 34 & 34.1.1	<p>CONTRACTOR shall be paid an interest bearing* an amount equal to 10% (Ten percent) of Total Ex-Works (here Ex-work means Bidder's works/ warehouse in India only) Price Component of Supply Contract Value / 10% (Ten percent) of Total FOB Price Component towards Advance Payment, subject to fulfillment of the following conditions:*The interest rate shall be at Marginal cost of fund based landing rate (MCLR) for</p>	<p>We do not understand the interest part of advance payment. Kindly clarify.</p>	As per NIT

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				Six Month charged by SBI (<i>applicable on the date of disbursement of Advance</i>) plus 2.0% per annum on reducing balance basis.		
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Pre Bid Clarification: 2/2 (Lot-1)

SL. NO.	REFERENCE OF BIDDING DOCUMENT				BIDDER'SQUERY	OWNER'S/PMC REPY dtd. 21.08.2025
	Part/Sec	Page No	Clause No.	NIT Requirement		
COMMERCIAL QUERIES						
1	Cover Letter	Page 1 of 2	Bid closing date	25.08.2025 (16:00 Hrs)	On page 2 of the 124-page PDF of the tender document (i.e.Bid Closing Date): Most European companies, including Locatelli, are on summer holiday until August 28, 2025. And hence they have requested to extend the deadline for bid submission to September 30, 2025.	Extended till 15.09.2025
2	Cover Letter	Page 1 of 2	Earnest Money Deposit	INR 45 Lakh / USD 52,500	On page 2 of the 124-page PDF of the tender document, please indicate the value in Euros for the Earnest Money deposit.	As per NIT
3	Part-I Instructions To Bidders	Page 13 of 25	Instruction for Online Submission of Bid	Possession of valid Digital Signature Certificate (DSC) and enrolment/registration of the contractors/bidders on the e-procurement / e-tender portal is a prerequisite for e-tendering.	On page 17 of the 124-page PDF of the tender document, clause 22.2(1), on behalf of Locatelli, Uttamesh Engineering Services LLP shall use its own Digital Signature Certificate (DSC) and upload all the bids of Locatelli online through the portal.	“Authorisation Letter” from OEM/Foreign Principal in favour of Indian Agent is required