

Minutes of Pre-Bid Meeting for Supply of 500 New AC Urban Buses Held on August 11, 2011 at 11:00 a.m.

The pre-bid meeting for procurement of 500 new AC Urban buses was held on 11th of August, 2011 at 11:00 a.m. in the Conference Hall of LTC office, IEP Building, Liberty Roundabout, Lahore.

Following parties attended the meeting:

<u>Sr. No.</u>	<u>Name of the Representative</u>	<u>Name of the Company</u>
1	Muhammad Ibrahim Sheikh	Anhui Ankai
2	Hassaan Bin Ahmad	Daewoo Pak Motors (Pvt) Ltd
3	M. Faheem Ashraf	Synergy Alliance
4	Adeel Shuja Butt	Skyways Services
5	Arif Chishti	Volvo Pakistan Limited
6	Waqar Asghar	Volvo Pakistan Limited
7	Hassan Raza	Volvo Pakistan Limited
8	Yaseen Hasan	Volvo Pakistan Limited
9	Wang Zi Hai	Xiamen Golden Dragon Bus Co. Ltd.
10	Hamid Mahmood	Xiamen Golden Dragon Bus Co. Ltd.
11	Dastgir Khan	Zhongtong Bus Holding Co.

Following members from LTC attended the meeting:

<u>Sr. No.</u>	<u>Name</u>	<u>Designation</u>
1	Asad Rehman Gilani	GM Operations (Acting CEO)
2	Adnan Mudassar	GM Finance
3	Kamran Khan	GM Enforcement
4	Zafar Ahmed	Manager Finance
5	Irfan Ahmad	Manager Engineering & Infrastructure

The participants were welcomed by LTC management. As per the discussions, following points were raised and responded accordingly:

Q-1 20% performance guarantee is on a higher side. LTC is requested to reconsider the percentage.

Keeping in view the concerns raised by the prospective bidders, LTC management has decided to revise the performance guarantee percentage to 5%.

Q-2 RFP requires to state the C & F price in PKR for imported buses. The quotation should be in foreign currency?

LTC wants a fair comparison of local and imported buses and the price quotation requiring C & F Karachi price in PKR is for comparison purpose only on the date of evaluation between local and imported buses. The final contract will be in USD if imported buses are selected for procurement.

Q-3 Who will bear the pre-shipment inspection cost?

LTC will bear the cost of pre-shipment inspection.

Q-4 Where will be the buses inspected?

The pre-shipment inspection could be carried out at the port of shipment or at the factory location.

Q-5 Will the LC be established for full amount of 500 buses or in parts?

It depends on the induction plan of the successful bidder. If the buses are shipped in phases partial LC could be established for a particular phase. If the successful bidder can arrange production and shipment of 500 buses at a time, LC of full amount could be established.

Q-6 Is there any particular location restriction for establishing the workshop?

No. However, the workshop has to be established within the municipal limits of Lahore city, preferably near the area of bus operations.