

**Minutes of meeting (MoM) of the Pre Bid meeting held on 18.1.2018 at 11.00 AM in Vanyaprani Bhavan, Kapila Teertham, Tirupati and on 20.1.2018 at 3.00 PM in 6<sup>th</sup> Floor, Aranya Bhavan, Hyderabad in connection with Global e-tender cum e-auction for sale of Red Sanders Wood Phase -IX.**

The Vice Chairman and Managing Director, APFDC, the Principal Chief Conservator Forests (Prod.), Chairman and the members of the Auction Team constituted by the Govt., representatives from APFDC Ltd, representatives of MSTC Ltd, the Foreign/Indian prospective buyers, representatives of the Foreign/Indian prospective buyers and officials attended the pre-bid meetings 18.1.2018 and 20.1.2018.

At the outset, the Vice Chairman and Managing Director, APFDC welcomed the prospective buyers and their representatives to the pre-bid meeting. The PCCF (Prod.) & Chairman made a detailed presentation on the Special Terms and Conditions (STC) of sale and informed the prospective buyers about the quantity notified for the sale grade wise, date of auctions and the simplified terms and conditions of the tender document to encourage wider participation and also explained the procedure/steps for export of RS Wood.

The representatives from MSTC, Visakhapatnam has given the presentation/demonstration on the process of registration, payment of pre-bid amount, e- tender and e-auction Bidding, Auto bid, Auto extension, demo on bidding procedure, bid increment etc.,

The prospective buyers were informed that, all the Government orders and information along with photographs and videos of each lot pertaining to the sale are posted in the websites of APFDC, AP Forest department and MSTC. They may also visit the depot for the inspection of the lots notified for sale. The buyers were asked to interact for any clarification and also give suggestions to make the sale process more simple, understandable and implementable.

Further, the prospective buyers/representatives of the prospective buyers requested the Government to issue clarifications on the following queries:

1. **Query:-** The Chinese Buyers have expressed that the time given for payment of 25% of sale amount may be amended as ten working days from the date of confirmation instead of 10 days at present, as some times the sale confirmation orders are issued on Friday evening, resulting in loss of four bank working days within the 10 days period and facing difficulty in timely remittances of 25% of the sale amounts as per demand notice issued by APFDC.

**Clarification:** The Committee agreed to place the request of the buyers before appropriate forum and action will be taken.

2. **Query:** - Some of the prospective buyers requested to notify fresh stock to attract new buyers as the stock notified now was seen by the buyers and not showing much interest in it.

**Clarification:** The suggestion of the prospective buyers is noted.

3. **Query:** - Some of the buyers who have already participated in the earlier sales have informed that the National Bio Diversity Authority is taking considerable time, sometimes even more than two months time for issue of clearance by way of an agreement, even after submitting the required documents and payment of prescribed ABS fee to them. The shipment is being delayed due to no clearance from NBA. They have requested to resolve the issue and ensure the NBA clearance within reasonable time frame to avoid delay and holding up of goods at port or Forest/CWC depots.

**Clarification:** The request of the buyers is noted. The NBA will be addressed to mitigate the difficulty faced by the importing foreign buyers.

4. **Query:** - Some of the of the buyers who have already participated in the earlier sales and prospective buyers requested to grade the RS Wood material properly as the existing lots have mixed grades i.e 'A' grade or 'B' grade lots consist of 'C' grade material and even much inferior material not even fit into 'C' grade. They have suggested to grade RS Wood into 'A', 'B','C' and 'D' grades to fetch better prices for higher grades.

**Clarification:** At present for notified sale the grading classification will continue. The suggestion of the existing/prospective buyers is noted and will be placed before appropriate forum.

5. **Query:** - Some of the prospective buyers have asked that how much time to issue the Certificate of Origin (CoO).

**Clarification:** The Certificate of Origin will be issued within (2) working days by PCCF, APFD, from the date of request by APFDC, after entering into agreement with them and furnishing the purchase order by the buyer as per the clause no 28 of STC.

The Principal Chief Conservator Forests (Prod.) thanked the prospective buyers / representatives of the prospective buyers, members of auction team and MSTC Ltd. for attending the pre-bid meeting and requested the prospective buyers to go through the Special Terms & Conditions in detail for clarity and also requested them to keep watching the websites of APFDCL, AP Forest Department & MSTC for further clarifications.

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