

PRE-BID MEETING MINUTES

Date : Tuesday, 15th July 2025

Time : 1000 hrs.

Mode : Physical Meeting

Venue : Auditorium, CPSTL, Kolonnawa

Tender : PROVISION OF ANNUAL TRANSPORTATION SERVICES FOR BULK FUEL FROM CPSTL KOLONNAWA INSTALLATION AND MUTHURAJAWELA TERMINAL TO LANKA BULK DEPOT, KURUNEGALA

Tender Reference: KPR/30/2025

The pre-bid meeting commenced at 1000 hrs.

Queries raised by the potential bidders/participants and the corresponding responses from CPSTL are summarized below:

No.	Queries/Clarifications	CPSTL Answer
1	<p>a) We understand that our existing operating agreements will be cancelled upon receiving this tender.</p> <p>b) However, should the tender be discontinued or lost after the first year, we would like to seek clarification on whether it would be possible to resume normal operations under the previous terms or a revised arrangement.</p> <p>c) Furthermore, a close examination of the tender process reveals that its primary objective was to introduce external parties into the fuel transportation sector. A key qualification cited was the requirement to have at least one tanker actively engaged in CPSTL operations. At a time when there is already a surplus of bowsers in operation, the expedited awarding of a license or agreement to a newly introduced entity—while excluding us, despite our 13 years of continuous service in this industry—clearly demonstrates a deliberate effort to facilitate their entry.</p> <p>d) Additionally, the 90-day grace period outlined in the tender has provided ample opportunity for the reconditioning and</p>	<p>a) Existing transport agreements will be freezed, and a fresh agreement will be signed for this tender.</p> <p>b) Yes, it is possible.</p> <p>c) Not relevant to the scope of this tender/bidding document.</p> <p>d) Not relevant to the scope of this tender/bidding document.</p>

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	mobilization of their previously decommissioned tankers, further reinforcing the strategic intent behind this decision.	
2	<p>a) The conditions of this tender have been prepared in a way that gives special advantages to someone who is not currently engaged in this business.</p> <p>b) The Frymur vehicles currently in service are manufactured in Europe and they run at a rate of almost two kilometers per liter of diesel. However, if an outsider uses vehicles manufactured in India (TATA, LEYLAND), they run at a rate of more than three kilometers per liter. Currently, these vehicles are used in Europe because they are required for the Badulla, Kotagala, Haputale and Peradeniya routes.</p> <p>c) Since such shortcomings are included in these tender conditions, I request that this be extended by a month until they are renegotiated and adjusted.</p>	<p>a) Not relevant to the scope of this tender/bidding document.</p> <p>b) Not relevant to the scope of this tender/bidding document.</p> <p>c) A 3-week extension has already been granted.</p>
3	<p>a) Anyone who has worked in any transport service for two years is eligible for this tender.</p> <p>b) However, petroleum transportation is a special case and since it transports dangerous petroleum, a group of specialized drivers and assistants such as firefighter training work here. A group that does not bear any responsibility for this can join this because of the fact that they have two years of experience in any transport service. This is a big risk. Since there are a number of such issues regarding this tender, I kindly request you to postpone this until it is reconsidered and discussed.</p>	<p>a) Yes, a minimum of two (2) years of experience in handling transport contracts is required. Please refer ITB clause 1.3 b).</p> <p>b) Not relevant to the scope of this tender/bidding document.</p>

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4	a) We all protest this because this is unfair to all bowser owners. Please clarify this tender systems as there is no clue uunderstanding of it. We now understand that is the this system is implemented what happens to the rice mafia will also happen to oil. Therefore,i kindly request to tetemporarily stop this and discus with bowser owners and make a decision.	a) Not relevant to the scope of this tender/bidding document.														
5	a) Dear sir, I attended the pre bid meeting and I presented a question about how the loaded cost per kilometer-Fixed at LKR 163.28 has been calculated. But so far didn't receive a reply from you. Price is the main factor for the bidder. But still I can not get a Clear idea how you have calculated it and it is not been calculated with the current price formula. So pls let me know the answer to decide to obtain bidding documents.	<p>a) The Fuel Cost Component of LKR 163.28 has been calculated as follows.</p> <table border="1" data-bbox="651 685 1331 862"> <tr> <td rowspan="2">Price of diesel as at 01.07.2025</td><td>With VAT</td><td>289.00</td></tr> <tr> <td>Without VAT</td><td>244.92</td></tr> <tr> <td colspan="2">Consumption of 1L of diesel</td><td>3Km</td></tr> <tr> <td colspan="2">Fuel cost per km (<i>Diesel price without VAT</i>)</td><td>81.64</td></tr> <tr> <td colspan="2">Fuel cost per loaded km (up & down)</td><td>163.28</td></tr> </table>	Price of diesel as at 01.07.2025	With VAT	289.00	Without VAT	244.92	Consumption of 1L of diesel		3Km	Fuel cost per km (<i>Diesel price without VAT</i>)		81.64	Fuel cost per loaded km (up & down)		163.28
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6	<p>We refer to the fuel transport tender published under reference KPR/40/2025 and kindly request clarification on the following points to ensure our proposal is in full compliance with the tender requirements:</p> <p>a) Formula for Derived Fixed Cost: Please clarify the exact formula or method used to derive the Fixed Cost component (Rs. 163.28) within the tender evaluation. This will assist us in accurately calculating and submitting the required financial details.</p> <p>b) Fuel Transport Permit Requirement for New Browsers: In the event of deploying new browsers for this contract, kindly confirm whether a valid fuel transport permit is required at the time of tender submission.</p>	<p>a) The Fuel Cost Component of LKR 163.28 has been calculated as follows.</p> <table border="1" data-bbox="651 1547 1331 1724"> <tr> <td rowspan="2">Price of diesel as at 01.07.2025</td><td>With VAT</td><td>289.00</td></tr> <tr> <td>Without VAT</td><td>244.92</td></tr> <tr> <td colspan="2">Consumption of 1L of diesel</td><td>3Km</td></tr> <tr> <td colspan="2">Fuel cost per km (<i>Diesel price without VAT</i>)</td><td>81.64</td></tr> <tr> <td colspan="2">Fuel cost per loaded km (up & down)</td><td>163.28</td></tr> </table> <p>b) Not required.</p>	Price of diesel as at 01.07.2025	With VAT	289.00	Without VAT	244.92	Consumption of 1L of diesel		3Km	Fuel cost per km (<i>Diesel price without VAT</i>)		81.64	Fuel cost per loaded km (up & down)		163.28
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	<p>c) Status of Existing Fuel Transport Permits: If existing fuel transport bowzers (already operating under valid fuel permits) are allocated to the contract as part of the contracted bowser fleet, will the current transport permits be canceled by the Ceylon Petroleum Storage Terminals Ltd (CPSTL).</p> <p>d) Dual Use of Existing Fuel Transport Bowzers: Please clarify whether it is permissible to allocate currently operational fuel bowzers for this contract while continuing to use the same bowzers for other fuel transport operations outside the contract scope, or whether they must be dedicated solely to the contract during the period of performance.</p> <p>e) Proof 2 Years Experience of Transport Sector: Please clarify how to send the proof of 2year transport experience for qualify the bidding process.</p> <p>We would appreciate it if you could provide your responses at your earliest convenience to enable us to proceed with our tender submission in an informed and compliant manner.</p>	<p>c) Existing transport agreements will be freezed, and a fresh agreement will be signed for this tender.</p> <p>d) Bowzers allocated under this tender must be dedicated solely to this contract.</p> <p>e) Bidders shall submit descriptive details/ documentary evidence of transport contracts handled over a 2-year period.</p>

Key Points:

- Pre-bid meeting minutes & addenda (*if any*), will be circulated as soon as possible. The source of the inquiry will not be disclosed.

The meeting concluded at 11:30 hrs.