

EXPRESSION OF INTEREST (EOI)

FOR

**Empanelment of Vendors/Manufacturers for Bulk handling of Cement / Flyash
from the ISO Containers.**

Ref. No.- CON/T/EOI/Bulk handling/Cement-Flyash/2023-24

Dated: 26.04.2023

Expression of Interest (EOI)
Container Corporation of India Limited
CONCOR Bhawan, C-3, Mathura Road, New Delhi-110076

1. **About CONCOR:-**

M/s. Container Corporation of India Limited (CONCOR) is a Navratna Public Sector undertaking of Ministry of Railways, Government of India. CONCOR is a multimodal logistics company having pan India footprints and having registered office at "CONCOR BHAWAN, C-3, MATHURA ROAD, NEW DELHI-110 076".

2. **Background of EOI:-**

CONCOR is the country leader in containerized cargo movement and has a major market share in the containerized traffic moved through rail. Presently, CONCOR has more than 37,000 ISO Containers and 16,000 Railway Wagons including high speed wagons.

Different types of commodities are handled and moved in these containers including cement. Presently, movement of Cement is carried out by CONCOR via rail/road in the packing of standard 50 kg bag stuffed in ISO standard containers.

CONCOR is planning to enter into bulk handling and movement of cement/ fly ash as per industry requirement. In this regard, discussions have been initiated with various stake holders i.e. suppliers of cement and flyash. CONCOR shall provide complete business solution to the industry for the movement of bulk cement/flyash.

Accordingly, this EOI is being floated for the empanelment of sources for the following

: -

- (i) Flexible Liners suitable for fitment in 20FT High Cube End Open Containers
- (ii) Equipment for Unloading of Cement/Flyash from 20FT High Cube End Open Containers

Note: "Interested Parties shall be free to quote/apply for empanelment for either Flexible Liner OR **Equipment for Unloading of Cement/Flyash** OR for Both (i.e. Flexible Liner & **Equipment for Unloading of Cement/Flyash**)".

3. **Objective of EOI:-**

This EOI is being floated for the empanelment of sources/vendors for the following:-

- (i) Flexible Liners
- (ii) Equipment for unloading of cement/flyash

Cement/Flyash shall be moved in the 20Ft High Cube End Open Containers. Flexible liners shall be fitted inside the containers. Dimension of the containers are placed below:-

EXTERNAL DIMENSIONS - External Dimensions of 20FT High Cube End Open container is as under:

Length		Width		Height	
6058 MM (+0, -6) MM	19 Ft 10 ½ Inch (+0, -¼) Inch	2438 MM (+0, -5) MM	8 Ft. (+0, -3/16) inch	2896 (+0, -5) MM	9 Ft. 6 Inch. (+0,-3/16) Inch.

INTERNAL DIMENSION - Internal Dimensions of 20FT High Cube End Open container is as under:

Length (minimum)	Width (minimum)	Height (minimum)
5867 MM (19 feet and 3 inch)	2330 MM ((91 ¾ inch)	Container External Height minus 241 MM (9 ½ inches)

Note: - Procurement of the flexible liner & unloading equipment shall be made from the empaneled sources.

Empanelment of vendors- General requirement :-

- (i) **For Flexible Liners:-**

Bidder shall design and manufacture Flexible liner to be fixed in 20FT ISO container (container dimensions are mentioned above). Bidder should be capable of designing the liner and also capable of carrying out suitable modifications as per the requirement of unloading machine.

One liner per container should be fixed suitably as per the fixing arrangements provided inside the container and should be capable of below:

- Bidder should be capable to design Flexible Liner and also should be capable of carrying out suitable modification as per the requirement of Unloading Equipment.
- Flexible liner should be capable to load/store 27 to 30 MT Flyash/Cement. Once the container is closed, liner should ensure the water/moisture tightness.
- Surface of the liner should be designed and manufactured in such a way that the cement/flyash should not stick to the surface.
- Flexible liner should be capable of withstanding the load/pressure during loading of 27MT to 30MT Cement/Fly ash from Cement/Flyash Silo/ bulker in ISO Container.
- Should be capable of withstanding the load of 27MT to 30MT Cement/Fly ash during movement on train/trailer.
- Flexible liner must have provision of suitable Inlet & outlet i.e. Spout for loading from the Top of the liner and unloading from the bottom of the liner.
- Should be capable of withstanding the load of 27MT to 30MT when container is tilted (upto 45°) during the unloading process.

Note: (i) To demonstrate the operations as per above, trial can be carried out at any CONCOR terminal(s) which shall be informed to the Bidder in advance. Bidder shall be empaneled after the successful trial.

OR

To demonstrate the operations as per above, Bidder may call CONCOR to visit their plant/site to check the operations and trials to the full satisfaction of CONCOR. Bidder shall be empaneled after the successful trial. The brief scheme is given in Ann-II

- (ii) In case, if any bidder is having their existing set up at any place in India, wherein they are doing similar type of operations (i.e. Bulk Loading & Unloading of Cement from ISO Containers), they may also be considered for trial & empanelment may be done subject to meeting the performance parameters as per the requirement of CONCOR.
- (iii) Application for empanelment of vendors/manufacturers for bulk handling of cement/flyash from the ISO containers will be a continuous process & will be done throughout the year.

For Unloading equipment of Cement/flyash:-

Bidders shall design and manufacture the Unloading equipment which should be capable of following-

- Unloading of 27 to 30MT cement/fly ash from ISO container and conveying to Silo upto 30-35 meter high within 30 to 35 minutes, and
- Unloading of 27 to 30MT cement/fly ash from ISO container to Bulker in 30 to 35 minutes, and,
- Unloading of 27 to 30MT cement/fly ash from ISO container to desired place/pit in 30 minutes.

Equipment should ensure dust proof operations i.e. unloading of Cement/Flyash as per the above details should be carried out in a dust free manner. There should be no residue in the liner after evacuation.

To prove out the design of the equipment for the above operational requirement, the bidder should demonstrate the operations of their equipment to the CONCOR as per below:-

- (i) **To demonstrate the operations as per above, trial shall be arranged at the following CONCOR's terminal i.e. MMLP Raipur (Address).**

OR

“Vendor may be called the CONCOR official to visit at their site for the demonstration at their existing setup”.

- (ii) CONCOR SCOPE:-

Following assistance shall be provided by CONCOR to the bidders:

- For the purpose of this trial, Container, Flyash, electricity, RST for the loading & unloading of container & Forklift shall be provided by CONCOR.

- Bulker shall be provided for 2 days. For any additional requirement, bidder shall bear the charges for detention of bulker.
- Temporary silo (i.e. 4 to 5 high Container) shall be provided by CONCOR for witnessing the unloading operation.
- **BIDDERS SCOPE:-**Complete Equipment for the dustproof unloading of Flyash/cementshould be installed and commissioned at MMLP/Raipur.
- Flexible Liner as per the design requirement of unloading equipment.
- Tilter/Tipler, if required as per the design requirement of unloading equipment.

Once the trial is concluded successfully, equipment supplier shall be empanelled for the equipment offered.

4. **With a view to getting inputs from prospective supplier, you may fill the following format:-**

(i) **Details of the Company:**

S.N.	Parameters	Details
a	Name of the Company	
b	Country where the company is registered	
c	Contact person's name, authorization, number & email id for technical discussions	
d	Nature/Status of the company (i.e. Sole Proprietary/ Partnership/ Private Ltd./ Public Ltd./ Public Sector/ Consortium)	
e	Per annum capacity for the manufacturing of Flexible Liners.	
f	Per annum capacity for the manufacturing of Unloading Equipment.	

(ii) Suggestions for Technical & Financial Capability:

S.N.	Description	Year	In Figure	Remarks
a.	P&L Statement and Balance Sheet for the last three years (i.e. 2019-20, 2020-21, 2021-22)	2019-20		Turnover & net worth may be filled in the respective Column.
		2020-21		
		2021-22		
b.	Details of the Design, Manufacturing & Supply, if any, for similar items made in the last three years (i.e. 2019-20, 2020-21, 2021-22)	2019-20		
		2020-21		
		2021-22		

- (iii) **Additional suggestions. (If any)**:- (eg. regarding staggering of the quantities of monthly supplies, LD, payment terms, eligibility criteria etc.). Suggestions given herein shall be taken into account while finalizing technical & financial eligibility criteria in the forthcoming two packet open tender.

5. **Submission of EOI:-**

- (i) Prospective Indigenous Supplier may submit the response in hard copies as per Para 5 above.
- (ii) Prospective Supplier may submit their 'Expression of Interest' duly signed by the authorized signatory along with relevant details as sought in this EOI latest by **25.04.2024 till 13:00 Hrs**, addressed to "Executive Director/P&S, CONCOR BHAWAN, C-3, MATHURA ROAD, NEW DELHI-110076" in a sealed cover super scribing as "**EOI No. CON/T/EOI/Bulk handling/Cement-Flyash/2023-24**" to appear on sealed envelope. One scanned copy submitted in hard copy to CONCOR may also get uploaded on CPP Portal (<https://eprocure.gov.in/eprocure/app>).
- (iii) Prospective suppliers are to enclose their offers along with covering letter as perspecified format provided at **Annex-1**.
- (iv) EOI document can be downloaded from CPP Portal (<https://eprocure.gov.in/eprocure/app>), CONCOR website (www.concorindia.com), without any fee. There is no participation fee for participating in the EOI.

6. Queries & Clarifications:

Prospective applicants may seek additional information and clarification related to this EOI, for which they may contact following officers of CONCOR:

(a) Sh. Ashish Bhargav (DGM/Tech.), email: abhargav@concorindia.com

7. Timelines for EOI:

- (i) Last Date & Time of Submission of duly signed EOI: **25.04.2024 at 13:00 Hrs.** and same will be opened on **25.04.2024 at 15:00 Hrs** at the Communication Address mentioned below.
- (ii) Date & Time of Interactive Meeting: **25.05.2023 at 15:00 Hrs** at Communication address or through VC.
- (iii) If an interactive meeting (Through VC) is to be held then it will be communicated through email. Prospective bidders may mention their email to the email: abhargav@concorindia.com, so that the VC link may be shared timely.

8. Communication Address:-

Executive Director (Project & Services) / Policy,
Container Corporation of India Ltd. (CONCOR),
CONCOR BHAWAN, C-3, Mathura Road,
New Delhi - 110076

DISCLAIMER:

Prospective Supplier (Applicant) to this EOI acknowledges and agrees that:

- CONCOR has issued this EOI with the best intention to explore the market for eligible and interested supplier. This EOI does not guarantee conversion of this EOI into any definitive participation in bidding process/ contractual agreements.

- CONCOR in its sole discretion, may reject any and all proposals made by respondent(s).
- Response to the EOI is purely voluntary action on its part and for any expenditure on this account shall be borne by respondent(s).
- CONCOR may change the conditions relating to the EOI or cancel this EOI at any time without assigning any reasons. CONCOR will have no obligation or liability to the respondent(s) in the event of cancellation of EOI.

Important Note:-

Prospective Supplier/Applicant are requested to remain updated for any notices/amendments/clarifications etc to the EOI document through the CONCOR website (www.concorindia.com). No separate notifications shall be issued for such notices/amendments/clarifications etc in the print media or individually. Intimation regarding notices/amendments/clarifications etc shall be updated only on CONCOR website (www.concorindia.com).

To
Container Corporation of India Ltd.
CONCOR BHAWAN, C-3 Mathura Road,
Opp: Apollo Hospital
New Delhi – 110 076 (INDIA)

Sub: Submission of EOI in response to Empanelment of Vendors/Manufacturers for Bulk handling of Cement/ Fly ash from the ISO Containers.

Dear Sir,

We the undersigned respondents having read and examined in detail the EOI documents for submission of EOI in response to Preparing the Prospective Indigenous Manufacturers for the forthcoming Competitive Bidding Process hereby submit our response to the EOI document.

I/We hereby declare that the terms and conditions mentioned in the EOI have been read & understood.

SEAL AND SIGNATURE.
DATE :

Duly authorised to sign bid for and on behalf of

(SIGNATURE OF WITNESS).

WITNESS NAME :

ADDRESS. :

Scheme of the schedule of requirement of the liner.

Sl. No.	Items	Scheme
01	Bidder should be capable to design Flexible Liner and also should be capable of carrying out suitable modification as per the requirement of Unloading Equipment.	Shall be done by the Bidder as per the advice of representative of CONCOR.
02	Flexible liner should be capable to load/store 27 to 30 MT Flyash/Cement. Once the container is closed, liner should ensure the water/moisture tightness.	The Flexible liner shall be installed in the Container and filled with the Flyash. Then it will be jointly sealed with representative of the Bidder and CONCOR & kept for 01 month in order to physically assess, the moisture and water ingress resistance of liner. This will ascertain this property of liner.
03	Surface of the liner should be designed and manufactured in such a way that the cement/flyash should not stick to that surface.	After 01 month of the trial as mentioned above, during Unloading of the commodity it will be visually seen that cement/ flyash does not stick in the surface of the liner.
04	Flexible liner should be capable of withstanding the load/pressure during loading of 27MT to 30MT cement/flyash from cement/flyash Silo bulker in ISO container.	This feature shall be visually observed if the liner capable of withstanding the load /pressure after a period of 01 month and the container door kept open for one day, in the container fitted with the liner.
05	Should be capable of withstanding the load of 27MT to 30MT cement/flyash during movement on train/trailer.	This parameter shall be evaluated by the transporting the container within the premises and observing the physically intactness of the liner.
06	Flexible liner must have provision of suitable inlet & outlet i.e., spout for loading from the Top of the liner and unloading from the bottom of the liner.	This provision shall be observed practically by stuffing the flyash/cement and de-stuffing the same during trial, i.e., ease of handling of product during operation.
07	Should be capable of withstanding the load of 27MT to 30MT when container is tilted (upto 45°) during the unloading process.	This feature shall be observed physically by keeping tilted angle upto 45° of the container stuffed with the flyash which was already store for one month as mentioned in Sr. No.2.

- A. Bidder shall responsible and shall indemnify all the risk for the safety of the manpower engaged in the work of the trial which is engaged by him.
- B. CONCOR reserve right to recover any consequential damage caused due to the failure of the liner from the Bidder.