

EXPRESSION OF INTEREST**Sub.: Invitation of “Expression of Interest” for the purpose of development of Rail Freight Terminals at Dedicated Rail siding available at Central Warehouse, Khandwa.**

Central Warehousing Corporation is Schedule ‘A’ Mini Ratna PSU and ISO 9001-2015, ISO 14001-2015, BS-OHSAS 45001-2018, ISO 37001-2016 certified pioneer Warehousing Agency established during 1957 undertaken by Ministry of Consumer Affairs, Food and Public Distribution, Government of India. CWC provides warehousing services ranging from agricultural produce to industrial products with logistics support to the agricultural and Industrial sectors. We also offer services of clearing, forwarding, handling & transportation, procurement, distribution, disinfestation, fumigation services and work as partner for smooth Functioning of EXIM trade of the country.

- ✓ Largest public sector warehousing operator in the country.
- ✓ Second largest public sector container terminal operator in the country.
- ✓ Category-I license holder from the Indian Railways for operating Container Train on PAN India and currently operating the same for EXIM containers.
- ✓ Operating 415 Warehouses across the country with a storage capacity of 101.44 Lakh MT providing warehousing services for a wide range of products ranging from agricultural produce to sophisticated industrial products.
- ✓ 30 ICDs/CFSS where composite services for containerized handling and movement of import/export cargo.
- ✓ Largest public sector Custom Bonded warehouse operator in country. Operating 66 public bonded warehouses.
- ✓ Cargo terminal Operator at 3 Integrated Check Posts of country. Facilitating the EXIM operations with the neighboring countries.
- ✓ Operating 03 Air Cargo Terminals.
- ✓ Rendering Best in Class, Pest Control Services (PCS) to major PSU’s Indian Railways with PAN India presence.

415 Warehouses	10.144 Million MT Storage across India
30 ICDs and CFSS	Industrial Warehousing
66 Public Bonded Warehouses	Food Grain Warehousing
03 Integrated Check Posts	End to End Logistics Solutions
03 Air Cargo Terminals	Container Rail Movement
	Pest Control Services

Salient Features of Central Warehouse Khandwa

1. Railway Siding- - 1 rakes at a time (with shunting)
2. Railway Siding Godown - 50000 MT (27881 Sq. mtrs)
3. Non-Railway Siding Godown - 40000 MT (22305 Sq. mtrs)

4. Open Space available - 10000 Sq. Mtrs (Approx.)
5. Electronic Lorry Weigh Bridge - 60 MT
6. CCTV Camera Surveillance - 24x7
7. DGR Sponsored Security - 24x7
8. Handling and Transport facility
9. Lush Green campus
10. ISO Certified.
11. FSSAI Compliant.

Salient features of the Railway Siding at CW Khandwa.

1. **Central Warehouse, Khandwa is having well maintained railway line inside the campus.**
2. Railway Siding Central Warehouse Khandwa having full featured facility of 50000 MT rail siding covered godowns and 40000 MT road fed godowns spread over 48 Acres of covered campus with 24X7 Security & CCTV monitoring.
3. Strategically located in the state of Madhya Pradesh, at the District Headquarters of Khandwa and geographically situated in the middle of the Country.
4. It is very close to North-South and East–West Corridor connecting major cities of the country in all the directions.
5. It is at the gateway to connect North to South and East to Western India being at strategic location in Satpura Mountains.
6. Connected by road through Major highways:
 - Khandwa- Indore State highway,
 - Khandwa- Mundi- Ashta State highway,
 - Khandwa- Amrawati Road.
7. Well Connected by Rail network:
 - Khandwa is a major railway junction under Bhusawal Division of Railways. Howrah- Allahabad- Mumbai line one of India’s highest traffic of railway lines, with daily connections to Mumbai, Pune, Delhi, Goa, Cochin, Kolkata, Indore, Bhopal, Patna, Prayagraj, Lucknow, Jammu, Hyderabad and Bangalore. Well connected to all major ports viz-a-viz every major city (Market).

Distance of Khandwa from Major cities (In KMs)

City	Air	Rail	Road	City	Air	Rail	Road
Guwahati	1630	2015	2050	Delhi	980	980	1000
Bhubneshwar	990	1220	1190	Mumbai	460	520	590
Kanpur	660	790	840	Kolkata	1240	1590	1490
Jaipur	570	955	706	Chennai	1050	1400	1350
Lucknow	725	860	870	Bengaluru	990	1400	1300
Chandigarh	990	1220	1250	Hyderabad	530	770	720
Patna	990	1150	1270	Pune	450	620	530
Srinagar	1370	1600	1820	Ahmedabad	411	690	520

Primary Catchment Area (upto 150 KMs)

Harsud, Neapanagar, Burhanpur, Pandhana, Jalgaon, Dewas, Harda, Bhusawal, Akot, Khargone, Indore, Dhar, Akola, Achalpur, Khamgaon, Pangri, Kheri, Mojwari, Bodul, Dudwas.

Secondary Catchment Area (upto 151 to 500 KMs)

Betul, Ujjain, Rajgarh, Amravati, Shajapur, Bhopal, Vidhisha, Hingoli, Aurangabad, Nagpur, Godhara, Vadodara, Nashik, Ahemdabad, Ahemadnagar, Surat, Nizamabad, Jabalpur, Pune, Mumbai, Vasai Vihar, JNPT Port, Pipava Port.

Tertiary Catchment Area (More than 500 KMs)

Hyderabad, Vijapura, Jaipur, Ichalkaranji, Agra, Kanpur, Lucknow, New Delhi, Varanasi, Anantapur, Visakhapatnam, Chandigarh, Patna, Bhubneshwar, Mangaluru, Ludhiana, Chennai, Kathmandu, Kolkata, Mundra Port, Madurai, Thiruvananthapuram, Thimpu.

This notice is to call for Expression of Interest to operate, maintain and develop existing rail infrastructure available at Central Warehouse, Khandwa as Private Freight Terminal on license and revenue sharing basis for a period of 10 to 20 years. Interested business individuals, firms, companies, Joint ventures, consortium, SPVs should provide information demonstrating that they have the required qualifications and relevant experience to perform the operating, maintaining and developing the Private Freight Terminals as per the requirements and norms of operation and maintenance of railway sidings, freight booking, handling (loading/unloading) and customer services.

The current invitation of EOI is to explore the response from the prospective Respondents. Based on the responses the final Private Freight Terminal business model with revenue sharing and /or license fees pattern, maintenance terms, license period etc will be firmed up while the Technical and Commercial Bids are called for by Central Warehousing Corporation at a later date.

Qualified respondents have to make presentations and suitable date for this presentation will be communicated later on.

The requirements and conditions of the plan /operation/maintenance of the terminals and licensing etc briefly mentioned in this document for guidance of the respondents are subject to change based on the examination of responses received and in line with the Central Warehousing Corporation/ Railways' related standard norms, conditions, rules and policies. Central Warehousing Corporation may change any or all of the terms, conditions, parameters, specifications and measurement related to assignment variants, commercial/operational requirements in their final document from the ones, which are specified in the current invitation for Expression of Interest. The revised set of conditions and specifications that shall then be part of final Invitation for Bids document which will be published at the time of calling for bids.

Responses on prescribed format should be submitted online through mail rmbpl@cewacor.nic.in on or before [15.00 hrs of 04-01-2021]

1. Invitation for EOI

- 1.1 Central Warehousing Corporation seek for expression of interest for operations and maintenance of Private freight terminals with available infrastructure, professional and efficient terminal management, with the intent of traffic generation and throughput at Central Warehouse, Khandwa which in turn will expand the Private freight business horizon and cater to new traffic.
 - 1.2 Expressions of Interest are invited from entities with active interest in freight transport business and having experience in freight rail terminal operations, maintenance and management. The proposals should be based upon serious considerations and made with due diligence. Non-serious and / or frivolous proposals will not be considered.
 - 1.3 The proposals should be based on the understanding that the duration of agreement between the Central Warehousing Corporation and the partner shall not be less than 10 years; and all fixed assets in the Central Warehouse, Khandwa shall be the inalienable property of the Central Warehousing Corporation. The rail siding and other infrastructure/facilities will be handed over to Central Warehousing Corporation after the license period /extended period as per final bid.
 - 1.4 The proposers should also clearly and separately indicate the financial model they intend to propose for the project.
 - 1.5 Central Warehousing Corporation reserves the right to call for submission of additional documents or any specific document, etc. required to be submitted in reference to the purpose of this EOI.
 - 1.6 Central Warehousing Corporation reserves the right to use information received in the replies to EOI for the project. Mere fact of responding to the EOI, however, shall not confer any right on the parties to preferential treatment at the subsequent bid/operation and maintenance stage.
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2. Operation of the Railway siding and rail siding godown:
 - 2.1 The Railway siding and rail siding godown will be operated as a facility with non-discriminatory access.
 - 2.2 The role of licensee operator will be to Operate and maintain the rail siding and siding godown as Private Freight Terminal like market for freight booking/disposal, facilitate access for booking of goods for customers, handling, loading, unloading of goods and their transportation and arrangement of rakes etc.
 - 2.3 The PFT will be based on the revenue sharing model as finalized in the final bids to be decided at a later date.
 - 2.4 The Terminal Operator shall be governed by all prevailing commercial rules and other statutory requirements for a rail freight terminal in respect of environment, pollution clearances, mining issues, state royalties, transport permits etc binding on business entities involved in running such freight terminals and consigning or receiving goods there

from.

3. The methodology for further development of such terminals is a significant step towards having a full-fledged terminal developed and operated through professionals' expertise.

4. Who should respond

Central Warehousing Corporation would welcome response to the EOI from:

- Logistics services providers,
- Port Terminal Developer/Operator,
- Real Estate Developers,
- Warehousing investors,
- Financial institutions,
- Warehouse Developers and Operators,
- Freight Forwarders
- Container Logistics Service Providers including Private Container Operators and
- Bulk Commodity Consolidators and Transporters

5. How to respond

5.1 The response to the EOI shall be submitted through mail at rmbpl@cewacor.nic.in before the last submission date and time. Bidders are requested to submit their EOI in advance and failure of last hour entry will not be entertained.

5.2 The EOI should be submitted in the format given at **Annexure**.

5.3 The language for submission of document shall be English.

5.4 All costs incurred by respondents in connection with the EOI shall be borne by respondents themselves.

5.5 Central Warehousing Corporation reserves the right to cross check and confirm the information/details furnished by the respondents in response to this EOI.

5.6 All the information submitted by the party through EOI will be kept as strictly confidential by Central Warehousing Corporation and will not be shared with any other party.

6. Respondent's Responsibility

It is expressed that before submitting the EOI, the respondent must have carefully examined the contents of all the documents. Any failure to comply to do so will be at the respondent's risk.

7. Amendment

Central Warehousing Corporation may modify the EOI by issuing an addendum before last date of submission of the Application. Any addendum thus issued

shall be part of EOI and shall be posted on the website. Participants desirous of getting notified of such corrigendum/addendum through email may send such request through email to rmbpl@cewacor.nic.in To give respondents reasonable time in which to take addendum into account in preparing their Applications, Central Warehousing Corporation may extend the last date of submission of response.

8. Disqualification

Central Warehousing Corporation would like to caution that respondents shall be ineligible to bid for or participate at the subsequent stage in the following cases:

- In regard to matters relating to the security and integrity of the country, any charge-sheet by an agency of the Government / conviction by a Court of Law for an offence committed by the company or by any sister concern of the company would result in disqualification. The decision in regard to the relationship between the sister concerns would be taken by Central Warehousing Corporation, based on the relevant facts and after examining whether the two concerns are substantially controlled by the same person/persons/Business entities.
- In regard to matters other than the security and integrity of the country, any conviction by a Court of Law or indictment / adverse order by a regulatory authority against the company or against any sister concern which relates to a grave offence, or would constitute disqualification. Grave offence is defined to be of such a nature that it outrages the moral sense of the community. The decision in regard to the nature of the offence would be taken on case to case basis after considering the facts of the case and relevant legal principles, by Central Warehousing Corporation.

9. Date and time of submission of the EOI

- 9.1 Last date and time of submission of the EOI shall be 04.01.2021 at 15.00 hours.
- 9.2 All EOI shall have to be submitted at rmbpl@cewacor.nic.in in the form provided for the purpose.
- 9.3 Valid EOIs received shall be acknowledged by 18.00 hours by the same date.

Information to be submitted along with Expression of Interest

1. Company Brochures
2. Profile of the Company (please provide not more than two page note including year of establishment, type of business of the company, experience of consultancy works etc.)
3. Annual Turnover of Company for Last Five Financial Years
4. Description/ Details of similar assignments carried out during last seven years. The definition of similar assignment is as below:
 - Freight terminal operator/developer (Rail, Port, Airport etc.),
 - Warehouse Developers and Operators,
 - Container Logistics Service Providers including Private Container Operators.
 - Freight Forwarders
 - Bulk Commodity Consolidators and Transporters etc

Following details for each assignment must be provided:

- a) Name of Work
 - b) Name of Client
 - c) Country (where work is executed)
 - d) Type of Organization like Railways
 - e) Brief description of scope of assignment, cost of work/project
 - f) Components of assignment
 - g) Type of Bidding
 - h) Award Date
 - i) Completion Date (if not completed, percentage of work completed so far and likely date of completion)
 - j) No. of man months
 - k) Project Cost
 - l) If executed in JV, % participation
 - m) Funding of the Project - Government, Multilateral / Bilateral (Name of Funding agency to be indicated), any other source (details to be provided)
5. Detail proposal in respect of operation and maintenance of railway siding at Central Warehouse, Khandwa on revenue sharing model.
 6. Any other information applicant may like to indicate that support their qualification to perform the services/assignment.