



**NOTICE**

**INVITING**

**EXPRESSION OF INTEREST**

for

**DEPLOYING & OPERATING SUITABLE  
VESSELS / BARGES FOR FIXED SCHEDULE  
SAILING ON WEST COAST CANAL (NW-3)  
FROM KOTTAPPURAM TO KOLLAM,  
KERALA**

EOI Ref No. SCI / EOI / NW-3 / 2025, dated 23<sup>rd</sup> April, 2025

**THE SHIPPING CORPORATION OF INDIA LTD.**

**(LINER & PASSENGER SERVICES DIVISION)**

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## **EXPRESSION OF INTEREST**

### **FOR DEPLOYING AND OPERATING CARGO SERVICE ON FIXED SCHEDULE SAILING BETWEEN KOTTAPPURAM TO KOLLAM, WEST COAST CANAL, NW-3, KERALA**

*This notice is issued only to elicit an Expression of Interest (EOI) from parties interested in the project and does not constitute any binding / commitment from SCI / ICSL to invite any or all the parties in the subsequent process, if any!. SCI will not be responsible / liable to any party in any way for costs associated in preparation & submission of EOI. SCI is also not obliged to share clarification related questions with other bidders / participants than the one which seeks clarification.*

#### **A) BACKGROUND:**

Kerala has five National Waterways (NW-3, NW-8, NW-9, NW-59, and NW-13) with total length of 465 km, of which 260 km are navigable. This means about 56 % of waterways in Kerala are navigable. NW-3 West Coast Canal (Kottapuram - Kollam) is one of the predominantly operational waterway with ongoing development & maintenance by IWAI. Based on consultations, & assessment of secondary reports and data received from IWAI, it is understood that majority of cargo movement is happening through NW-3.

In this regard, sealed offers (EOI) are invited from **reputed Vessel Operators / Owners, interested in deploying & operating Fixed Scheduled Service for cargo movement in West Coast Canal (NW-3) between** Kottapuram – Kollam, Champakkara canal & Udyogamandal canal **with** operating distance of around 205 KM. Only those interested Operators / Agencies who wish to deploy Cargo Vessel(s) and operate Fixed Scheduled Service between the nine (9) IWAI Terminals viz; Kottapuram, Aluva, Maradu, Vaikom, Thannermukom, Alappuzha, Thrikunppuzha, Kayamkulam & Kollam may participate in this EOI. Agency should be in possession of valid Document of Compliance (DOC) to operate Cargo (Bulk Carrier and / or Containerized) Vessels as appropriate.

#### **B) OBJECTIVE:**

The Objective of inviting this EOI is to identify Vessel Operators / Agencies interested in deploying & operating Fixed Scheduled Service for cargo movement between Kottapuram & Kollam and to understand business modalities / proposals.

#### **C) ROLES & RESPONSIBILITIES OF THE OPERATOR:**

Operator may own (or) lease Vessels (Bulk carrier and / or Containerized).

Operator shall liaise with Inland Waterways Authority of India (IWAI) & Kerala Maritime Board (KMB) towards infrastructure e.g., LAD, Night Navigation, Dredging, Pilot Navigation, Terminal Facilities, Tariffs etc. for efficient implementation of Scheduled Service at all nine (9) Terminals in West Coast Canal, NW-3. Private Operator(s) would be responsible for full range of investment and all aspects of Commercial, Operational & Technical operations not limited to cargo booking, Freight collection, loading, unloading, manning, operation and maintenance of vessel.

Roles & responsibilities of the Operators are set out below:-

- ✓ The Operator shall have responsibility to provide Scheduled Service viz., all aspects of acquisition of vessel(s) (or) leasing, all aspects of Commercial, Operational, Technical operations not limited to manning, cargo booking, Freight collection, loading, unloading, vessel maintenance etc.
- ✓ Mobilization of funds required for development of Project
- ✓ Commencement of Scheduled Service in a timely efficient & effective manner
- ✓ Obtain all necessary clearances, approval etc. from respective Agencies i.e. IWAI, KMB for commissioning & operation of Scheduled Services.

**D) QUALIFICATION & ELIGIBILITY CRITERIA:**

- ✓ Interested Bidders who wish to operate Scheduled Cargo Services (or) Bidders who shall entrust Operation and Management (O&M) with parties / partners having requisite experience & with valid DOC are eligible to submit or participate in subject EOI. Bidder(s) may be referred to as Operator / Owner / Company of the Cargo Vessel. In case of Joint Venture (JV), the principal Firm i.e., one who submits the BID / EOI will be referred to as Bidder & will take up liability/ be solely responsible for all contractual obligations.
- ✓ The Operator should be in possession of valid DOC for cargo vessels.
- ✓ The Owner / Operator should not be black listed / banned or disqualified list of Govt. of India, Kerala Maritime Board or any Government Agencies/ Companies.

#### **E) SUBMISSION OF EOI:**

Interested parties may submit their “**Expression of Interest**” in writing by **1700 hrs (IST) on 16<sup>th</sup> May, 2025** at the following address:

The DGM (Smile & ICSL)  
14<sup>th</sup> Floor, Shipping House,  
245, Madame Cama Road,  
Nariman Point,  
Mumbai - 400021, India

The cover containing EOI should be sealed and superscribed “Expression of Interest (EOI) for **DEPLOYING AND OPERATING SCHEDULED CARGO SERVICE BETWEEN KOTTAPPURAM TO KOLLAM**. The responses received will be **opened at SCI, Mumbai on 19<sup>th</sup> May, 2025**.

The offers of EOI should also consist of company profile, past experience, detailed business plan etc. The interested bidders/ participants may seek any clarification from the following officials:

- a) Ms. Archana Bharati, DGM (SCI); [archana.bharati@sci.co.in](mailto:archana.bharati@sci.co.in) / +91 22-22772470
  - b) Mr. Aniket Kumar, DM (SCI); [aniket.kumar@sci.co.in](mailto:aniket.kumar@sci.co.in) / +91-22-22772476
  - c) Director, IWAI, Kochi ; [dirkoc@iwai.gov.in](mailto:dirkoc@iwai.gov.in) / +91 484 2389804
  - d) Mr. Sanjeev Kumar, AHS (IWAI); [sanjeevkumar@iwai.gov.in](mailto:sanjeevkumar@iwai.gov.in) / +91 9717665021
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## **I. INSTRUCTIONS TO PROSPECTIVE BIDDERS:**

- 1) This is an invitation for EXPRESSION OF INTEREST and not a TENDER. No payment will be made to Bidder/ Responder of such Expression of Interest.
- 2) Experience and other details of participant should be provided in the format given in **Annexure-1** along with documents for proof, thereof.
- 3) Offers for EOI sealed in a Cover and Superscribed "**DEPLOYING AND OPERATING FIXED SCHEDULED CARGO SERVICE BETWEEN KOTTAPPURAM TO KOLLAM INCLUDING CHAMPAKKARA CANAL & UDYOGAMANDAL CANAL (NW-3)**" should reach SCI by 1700 hours of **16<sup>th</sup> May, 2025**. Offers will be opened on 19<sup>th</sup> May, 2025 at 1130 Hrs (IST), in SCI office, in the presence of Representatives of the bidders, if any.
- 4) It is the responsibility of the Participants / Bidders to see that their offers in Sealed Covers reach address mentioned earlier by due date and time. The fact that Offer has been posted in time will not bind SCI for considering Offer, in case such an Offer is delayed in post or mislaid / misdirected due to incomplete or incorrect address/ superscription or other causes.
- 5) An **Authorized** Representative of the Bidder may remain present at the time of opening of the Offers for Expression of Interest.
- 6) Person signing Expression of Interest document should duly authenticate errors or corrections in the EOI, if any. Over-writing will not be accepted.
- 7) Bidders willing to participate in this EOI have to attend EOI meeting (physical/digital), which will be scheduled in Mumbai.
- 8) At the time of EOI meeting, Bidder shall make a presentation (5-10 minutes duration) about proposed vessel / craft and operating module. Date and venue of EOI meeting will be communicated after evaluation of EOI documents.
- 9) SCI reserves the right to accept or reject any offer or the whole process without assigning any reason to Bidders, what-so-ever.
- 10) Any kind of canvassing with regard to offered products, services in connection with submission of EOI will lead to disqualification of Offers.
- 11) All expenses towards traveling for attending meetings pertaining to this EOI are to be borne by the bidders only.

## **II. BRIEF TECHNICAL INFORMATION FOR THE PARTICIPANTS**

NW-3 has a navigational channel of 38 meter width in wider reaches and 32 meter width in narrow reaches with 2 meter depth for navigation. As on March 2024, IWAI has carried out dredging nearly 85 km shoal length. With this, the targeted depth of two meters has been provided in the entire NW-3, except widening of the navigation channel to the required width of 32 meters is yet to be completed in a length of 1.20 km near Chavara (Edapallykota-Kollam stretch). Further, maintenance dredging is also being undertaken at critical area by IWAI on NW-3.

Entire route length of NW-3 has been provided with aids to facilitate 24 hours navigation. Out of total 11 locations envisaged for setting up of Terminals, ~~eight~~ nine have already been constructed at Kottapuram, Aluva (Eloor), Maradu (Kochi), Vaikom, Thanneermukkom (Cherthala), Alappuzha, Thrikunnapuzha, Kayamkulam (Ayiramthengu) & Kollam. The Construction of Alappuzha terminal has been completed in July 2014.

Terminals at remaining two locations viz. Kakkanadu and Chavara are proposed to be constructed in the next phase after firming up the cargo availability. For effective utilization and to encourage private sector participation, Godown area of IWT terminals at Kottapuram, Aluva, Vaikom and Alappuzha have been provided on lease for a period of 7 years to KSWC (A Govt. of Kerala Undertaking).

### **Requirements of Cargo Vessel:-**

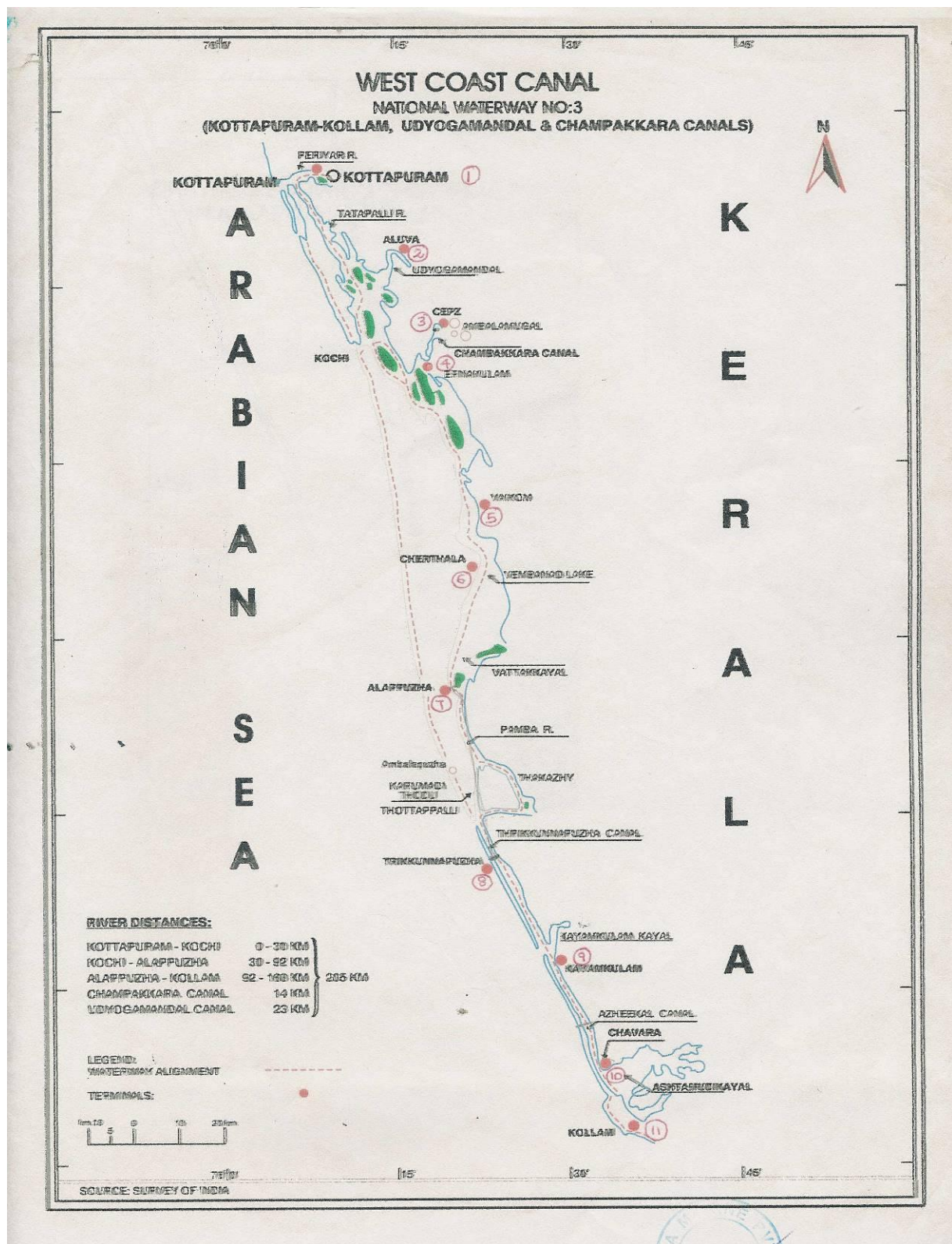
A Cargo Vessel with following specifications is most suitable / best fit for this operation:-

1. Maximum loaded draft of Vessel shall be :- 1.5 m
2. Cargo loading capacity of Vessel shall be :- 100 – 200 MT

Cargo Vessel shall confirm / comply to:

- Inland Waterways Act 2021,
  - State Maritime / Inland Waterways Laws,
  - Certified by an IACS member recognized by Indian Administration,
  - Meeting Indian Merchant Shipping Rules (IMS) Class I / Class II / Class III / Class IV requirements or HSC Code as applicable,
  - Suitable for all weather operation,
  - Length - suitable for West Coast Canal,
  - Breadth - suitable for West Coast Canal,
  - Draft - suitable for West Coast Canal.
- Vessel must have valid H&M & P&I insurance covers in place before commencing cargo operations including insurance cover for cargo damage, third party damage etc.
- Vessel must comply with latest & relevant requirements of IWAI & KMB or any other regulatory Agencies.
- Vessel must have adequate propulsion power to deal with local current and tidal variations & maintain voyage schedule
- Vessel must be fitted with manoeuvring aid and should be capable to berth & un-berth safely without Tug assistance
- Vessel should be fitted with necessary Radio & Navigational equipment, LSA and FFA in compliance with applicable Statutory (FLAG) and Classification Society requirements for operating Scheduled Service on NW-3.

# Index Map





**GENERAL INFORMATION OF THE PARTICIPANT/ BIDDER**

<b>Sr. No</b>	<b>Element</b>	<b>Description required</b>
1	Name of participating Operator/ Bidder	
2	Postal address of Registered Firm & details of its Principal place of business	
3	Registered Postal Address of Firm & its Principal place of business.	
4	GST Number (pls. attach a copy of Certificate)	
5	PAN of Proprietor/ Partnership Firm (pls. attach a copy of certificate)	
6	Contact details (email/ phone/ fax/ website)	
7	Details of Contact Person viz., Position in the Company, Contact Number (Mobile No.) and E-mail	
8	Year Established	
9	Type of Organization - Company registered with ROC / Proprietorship/ Partnership/ Public Limited Company/ Government PSU/ Others (pls. attach a copy of registration certificate)	
10	Name(s) of Proprietor / Partners in case of Proprietary / Partnership Concern with postal address and Contact details (Mobile numbers).	
11	Whether your firm has branch offices at any other places. [If yes, furnish address, contact number & e-mail and PIC details]	
12	Business Profile in terms of types Of ships under operations	
13	Details of Collaboration if any, towards this EOI.	
14	Balance sheets for last three years duly certified by C.A.	
15	Bank Account details of bidders	

16	Details of Key Customers served in the Last 3 years.	
17	Whether your firm has been blacklisted/ disqualified by Govt. of India or any Government Agencies/ Companies any time in the past and present status there-of.	
18	Please state if the bidders have any relation with next of kin employed at The Shipping Corporation of India Ltd (SCI). If yes, please furnish details of employee at SCI.	
19	Following documents to be submitted. <ol style="list-style-type: none"> <li>1. GA Plan,</li> <li>2. Capacity Plan,</li> <li>3. Stability Booklet (relevant sheets pertaining to all loading conditions),</li> <li>4. Makers List,</li> <li>5. Major machinery details,</li> <li>6. Crew amenities,</li> <li>7. Copies of vessel certificates,</li> <li>8. Class Survey status (latest).</li> </ol>	

**Note: Particulars requested above may be furnished on separate sheets, if necessary**

\_\_\_\_\_  
(Signature of Tenderer)

Date: \_\_\_\_\_

Full Name: \_\_\_\_\_

Place: \_\_\_\_\_

Designation: \_\_\_\_\_

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