

**EXPRESSION OF INTEREST (EOI)**

**FOR**

**REGISTRATION OF VENDORS FOR PROVIDING  
END TO END SERVICE IN THE FIELD OF FREE  
TRADE WAREHOUSE ZONE (FTWZ)**

<b>BHEL</b>	<b>BHARAT HEAVY ELECTRICALS LTD</b> <b>( A Govt. of India Undertaking)</b> <b>14<sup>th</sup> / 15<sup>th</sup> Floor, World Trade Centre I,</b> <b>Cuffe Parade,</b> <b>MUMBAI – 400 005</b> <b>Ph.Nos. : 022-22171320 /22171321/22171322</b> <b>E-mail : <a href="mailto:varne@bhelrmb.co.in">varne@bhelrmb.co.in</a></b> <b>Website : <a href="http://www.bhel.com">www.bhel.com</a></b>
	<b>Expression of Interest (EOI) invited from Vendors in a sealed cover in the prescribed application format for registration of vendors for providing End to End service in the field of Free Trade Warehouse Zone (FTWZ)</b>
	<b>Application Form and Pre-qualifying requirements can be downloaded from Website : <a href="http://www.bhel.com">www.bhel.com</a>. Alternatively, details can be obtained from the Office of General Manager, BHEL, 14<sup>th</sup> / 15<sup>th</sup> Floor, W.T.C. 1, Cuffe Parade, Mumbai – 400 005. The last date for issue is 15/09/2012.</b>
	<b>Vendor may submit Expression of Interest (EOI) duly filled, in a sealed cover to the Office of General Manager, BHEL, 14<sup>th</sup> / 15<sup>th</sup> Floor, W.T.C. 1, Cuffe Parade, Mumbai -400 005 on or before 15/09/2012, 17 00 Hrs.</b>
<b>Date:24/08/2012</b> <b>Place : Mumbai</b>	<b>Sd/-</b> <b>General Manager</b>

**BHARAT HEAVY ELECTRICALS LIMITED**  
**REGIONAL OPERATIONS DIVISION**  
**MUMBAI.**

No.: RE/MUM/IMP/8T/5214  
Date : 24/08/2012

Expression of Interest (EOI) is invited for registration of Vendors for providing End to End service in field of Free Trade Warehouse Zone (FTWZ) facilities and who meet our qualifying criterion. Tenders will be issued to only registered parties as and when BHEL intends to utilize the services of FTWZ.

BHEL, a Government of India Undertaking, a "Nav Ratna" Company, invites you to become a partner in our progress.

BHEL is the largest engineering and manufacturing enterprise in India catering to the core sectors of the Indian economy viz. Power generation, transmission, industry, Telecom, Renewable Energy, Defence etc.

BHEL Mumbai & Chennai offices support various manufacturing units of BHEL for custom clearance of Imported goods and also for exports to various countries. During the last year the import of 4615 Bills Entry of Sea and Air Shipments having total tonnage of 73655 MT have been handled and export of 457 Shipping Bills weighing 27593 MT were also handled by ROD, BHEL, Mumbai office. Our Chennai Office have handled imports of 1605 shipments weighing 244757 MT and exported 655 Shipping Bills weighing 103700 Frt. Tons.

BHEL intends to utilize the facilities of FTWZ for their imported and exported goods. For imported goods this shall include movement of containerized or Break bulk cargo from the port of entry, customs clearance, storage, de-stuffing, re-packing, labeling, etc. as required, transportation to the manufacturing units / projects sites. For goods being exported, this shall include, transportation from the units to the FTWZ, storage facilities for consolidation of containerized / break bulk cargo, re-packing, labeling, etc., customs clearance and shipping out to the required destinations

The EOI documents are available on BHEL website: [www.bhel.com](http://www.bhel.com)

**The Pre Qualifying Requirements (PQR) for EOI are as under:**

- 1) Copy of Notification to set up FTWZ from Ministry of Commerce and Industry in the name of proprietor/firm/company.
- 2) Shall have achieved an Average Annual Turnover of at least Rs. 1300 Lakhs on FTWZ operations for the last three financial years.
- 3) Shall have achieved a net profit (after tax) for the last financial year.
- 4) Current ratio more than 1 for the latest financial year.
- 5) Positive Net worth for the last financial year.
- 6) FTWZ agency shall have capacity for storage and handling of about 10000 Frt for Mumbai Operation and/or 25000 MT for Chennai operation and/or 1000 MT for Delhi operation.

(Sl Nos 3,4,5 & 6 are to be certified by Chartered Accountant)

- 7) Latest Solvency certificate from scheduled bank for Rs. 200 lakhs
- 8) FTWZ shall have Storage facility without payment of Customs duty and interest on Customs duty for period of 2-3 years.
- 9) FTWZ shall have exemption of Stamp Duty applicable on imported consignment.
- 10) FTWZ shall have exemption for Special Additional Duty on imports.
- 11) FTWZ handling charges shall have exemption from Service Tax.
- 12) FTWZ shall have adequate Customs office to get fastest clearance 24x7.
- 13) FTWZ shall have adequate facility for Safe Storage, Safe Handling, Transportation, Packing, Labelling, Carting,

**Strapping, Cutting, Palletization, Consolidation and refurbishment of imported and exported consignments.**

**14) FTWZ shall have 50000 Sq feet open space and 25000 Sq feet closed shed exclusively for storage of BHEL cargo.**

**15) FTWZ shall have round-the-clock handling & transportation facility inside FTWZ**

All interested service providers are requested to submit their proposal separately within **21** days from the date of EOI along with relevant credentials & supporting documents and proof of their having requisite experience in the field as mentioned in the PQR. On receipt of the proposals, parties may be invited for making the presentation /discussions for the same. After evaluation, successful shortlisted parties may be registered with BHEL and will be issued tender for such requirement.

The Application for EOI along with all required documents should be sealed in a envelope superscribed RE/MUM/IMP/8T/5214. The application may be submitted on or before 17 00 Hrs, 15/09/2012, addressed to General Manager, 14/15<sup>th</sup> Floor, BHEL, ROD, WTI-1, Cuffe Parade, Mumbai-400 005.

Thanking you,

Yours sincerely,  
For Bharat Heavy Electricals Ltd

-sd-  
General Manager

## **EOI FORMATS TO BE FILLED UP**

### **EOI FOR REGISTRATION OF VENDORS FOR PROVIDING END TO END SERVICE IN THE FIELD OF FREE TRADE WAREHOUSE ZONE (FTWZ)**

#### **ORGANISATIONAL INFORMATION**

ALL COLUMNS SHOULD BE PROPERLY FILLED IN THE SPACE PROVIDED FOR. WHEREVER IT IS NOT APPLICABLE PLEASE WRITE "NOT APPLICABLE". INCOMPLETE OR INCORRECT FORMS MAY NOT BE CONSIDERED.

#### **1.0 GENERAL INFORMATION :**

##### **1.1 NAME OF COMPANY :**

Copy of Notification to set up FTWZ from Ministry of  
Commerce and Industry in the name of  
proprietor/firm/company (to be enclosed)

##### **DETAILS OF REGISTERED OFFICE :**

ADDRESS :

TELEPHONE :

FAX :

E-MAIL :

WEB SITE :

#### **2.0 OWNERSHIP INFORMATION :**

##### **(DOCUMENTS TO BE FURNISHED)**

GOVT. OF INDIA UNDERTAKING :

OR

STATE GOVT. UNDERTAKING :

CERTIFICATE OF INCORPORATION

OR

MEMORANDUM AND ARTICLES OF ASSOCIATION

*PUBLIC LIMITED COMPANY*

OR

*PRIVATE LIMITED COMPANY,*

OR

PARTNERSHIP FIRM /PARTNERSHIP DEED

**3.0 MANAGEMENT INFORMATION :**

3.1 NAME OF CHIEF EXECUTIVE /PROPRIETOR / PARTNER & THEIR  
ADDRESSES :

3.2. OFFICIAL TO BE CONTACTED FOR CLARIFICATIONS IF ANY :

ALC O

DESIGNATION

AUUMCND

TELEPHONE NO. FAX NO.

3.3 TOTAL ORGANISATIONAL STRENGTH :

(ATTACH ORGANISATION CHART)

**3.4 DETAILS OF FTWZ OFFICE (Documentary evidence may pl. be attached)**

S. No	Details of office/s with address	Area in Sq. ft.	Owned or rented.	Total manpower

( USE SEPARATE SHEET IF REQUIRED)

**3.5 DETAILS OF FTWZ WAREHOUSES –OPEN (Documentary evidence may pl. be attached)**

S. No	Details of open warehouse	Area in Sq. ft.	Facility	Remarks

( USE SEPARATE SHEET IF REQUIRED)



**3.6 DETAILS OF FTWZ WAREHOUSES – COVERED (Documentary evidence may pl. be attached)**

S. No	Details of covered warehouse	Area in Sq. ft.	Facility	Remarks

( USE SEPARATE SHEET IF REQUIRED)

**3.7 DETAILS OF HANDLING EQUIPMENTS LIKE FORK LIFTS, HYDRA CRANE, HIGHER CAPACITY CRANE, TRUCKS, TRAILERS, HYDRAULIC TRAILERS etc (Whether own or hired (Documentary evidence may pl. be attached)**

S. No	Details of Fork Lifts, Hydra cranes, higher capacity cranes, trucks, trailers, Hydraulic trailers etc	Numbers	Capacity in MT	Whether diesel operated/battery operated

( USE SEPARATE SHEET IF REQUIRED)

**4.0 OTHER PARTICULARS :**

**4.1 IS THE COMPANY AN ISO 9001/14001 and OHSAS 18001 accredited**  
Yes/No  
(If yes, enclose Certificate)

**4.2 COMPLIANCE WITH CHILD LABOUR ACT : Yes/No**

**4.3 COMPLIANCE WITH INDIAN DOCK LABOUR ACT: Yes/No**

**4.4 NAME & ADDRESS OF CONCERN(S) HAVING SUBSTANTIAL INTEREST :**

(NAME AND ADDRESSES OF SUCH OTHER CONCERNS,  
COMMON DIRECTOR, PARTNER, OWNER ETC.)

**4.5 DIRECTORS / PARTNERS / PROPRIETOR, IF RELATED TO ANY BHEL EMPLOYEE.**

NAME :

STAFF NO. :

DESIGNATION :

DEPARTMENT :

RELATIONSHIP :

**4.6 IF ANY EX-BHEL PERSONNEL IS EMPLOYED BY THE COMPANY,  
MENTION HIS / HER DETAILS OF LAST POSTING.**

NAME :

STAFF NO. :

DESIGNATION :

DEPARTMENT :

DATE OF LEAVING SERVICE :

(USE SEPARATE SHEET IF REQUIRED)

**4.7 WORK EXPERIENCE WITH GOVT. ORGINASION/PSU : YES/NO**  
(ENCLOSE WORK ORDERS)

**4.8 WORK EXPERIENCE WITH OTHERS : YES/NO**  
(ENCLOSE WORK ORDERS)

## 5.0 FINANCIAL INFORMATION

The Financial Data for 3 years to be certified by the Statutory Auditor (CA) on his Letter Head as under :- :- (Incase of 2011-12 being non-audited the figures for the last three audited years may please be given)

Sl.No	Description	2009-10	2010-11	2011-12
A	Total Turnover of Company			
B	Turnover for FTWZ			
C	Gross Profit			
D	Net worth (paid up share capital or partnership capital or proprietor capital + Reserves)			
E	Net Profit			
F	Current Ratio = (Current Assets/Current Liabilities)			
G	Total Tonnage handled			
H	No. of Clients handled			
I	Net worth positive			

## 6.0 Banking details of the Party /Company

Information of Bank Account of Company	Documents to be submitted	
<p>The following information of Bank Account of the Company, duly endorsed by the Bank (required for Electronic Fund Transfer – EFT/ RTGS) is to be submitted</p> <ol style="list-style-type: none"> <li>1. Name of the Company</li> <li>2. Name of Bank</li> <li>3. Name of Bank Branch</li> <li>4. City/Place</li> <li>5. Account Number</li> <li>6. Account type</li> <li>7. IFSC code of the Bank Branch</li> <li>8. MICR Code of the Bank Branch</li> <li>9. Details of other Bankers (for reference purpose only).</li> </ol>	<p>Information of Bank Account of the Company duly endorsed by the Bank</p>	

**Note:**

1. The application should be furnished in prescribed format only.
2. The filled up application has to be submitted along with the supporting documents on or before the due date and time-
3. Those parties who fulfil the essential criteria for EOI only will be qualified.
4. Submission of filled up EOI with the supporting documents does not automatically guarantee EOI. BHEL however does not automatically guarantee for EOI.
5. BHEL reserves the right to select parties for EOI as per its own systems/procedure, without assigning reasons/clarifications to any party.
6. For any clarification on the above, please contact over telephone No.022-22171320/22171321 on any working days.
7. All pages of this EOI form along with the attached documents is to be signed by authorised signatory along with his stamp and seal of the organisation.
8. Signing of the application form:

Type of firm	Who should sign the REGISTRATION form	Remarks
GOVT. OF INDIA UNDERTAKING	Person holding power of attorney	The power of attorney in original along with Notorised copy to be Forwarded with application
PROPREITORSHIP	Propreitor	-
PARTNERSHIP	The Partner holding power of attorney	The power of attorney in original along with Notorised copy to be Forwarded with application
LIMITED COMPANY	Persons holding Power of attorney	The power of attorney in original along with Notorised copy to be Forwarded with application

**LIST OF DOCUMENTS TO BE ATTACHED IN FOLLOWING SERIAL ORDER.**

9. Notarized copy of Sanction Letter to set up FTWZ from Ministry of Commerce and Industry in the name of proprietor/firm/company.
  - (i) Certificate from Chartered Accountant indicating the clauses as per the Clause No.5.
  - (ii) Audited Balance sheet for the last three financial years.  
(Financial Information). This is a shall and has to be enclosed along with the application for EOI.

(iii) Permanent Account No.(PAN) & copy of PAN Card.

(iv) Appreciation letters/testimonials issued by customers ( if available)---  
Copy

(v) Notarised copies of the following documents as applicable:

- Power of attorney & copies thereof
- Memorandum of Articles of Association
- Certificate of incorporation
- Partnership Deed

(vi) Proof of FTWZ Infrastructure : Please enclose Ownership documents/Lease document for FTWZ etc.