

National Aluminium Co. Ltd.

[NALCO]

EXPRESSION OF INTEREST
FOR
DESIGN, ENGINEERING, SUPPLY & INSTALLATION
OF
ALUMINA SHIPLOADER
AT
NALCO PORT FACILITIES
VISAKHAPATNAM (INDIA)

NAME OF THE CONSULTANT:
M/s HOWE (INDIA) PVT. LIMITED,
NEW DELHI – 110 019

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INVITATION FOR EXPRESSION OF INTEREST

Date: 31/03/2012
NO:NALCO/SL/86/2/EOI

1.0 Introduction

1.1 National Aluminium Co. Ltd. (NALCO), a Government of India Undertaking and a Navaratna Company own and operate a large integrated Mines-Alumina-Aluminium Complex in India. It has multi-locational operations as follows:

- | | |
|-----------------------------|-------------------------------|
| a. Mines & Alumina Refinery | Damanjodi, Orissa. |
| b. Aluminium Smelter | Angul, Orissa. |
| c. Captive Power Plant | Angul, Orissa. |
| d. Port Facilities | Visakhapatnam, Andhra Pradesh |

1.2 NALCO's Port Handling Facilities at Visakhapatnam handles export of Alumina and import of Caustic Soda Lye. Calcined Alumina is exported in bulk to various customers located all around the world. The existing alumina handling capacity of NALCO'S Port Facility is 1 million TPY. The quantity of alumina to be handled is likely to increase and attain a peak of 2.7 million TPY by 2014-15.

1.3 The existing Alumina Handling System including Alumina Ship Loader was commissioned in 1987. The Shipping of Alumina from the silos to Ships berthed at WQ-5 berth of VPT is carried out through 2200 TPH Shipping side Belt conveyors & 2200 TPH Mechanized Ship Loader.

1.4 The Ship Loader consists of:

- a) A gantry which travels along wharf.
- b) A boom slew able and luffing with respect to the gantry. The boom has a span of about 22m.
- c) A telescopic chute hinged at the boom end.
- d) On the ship loader the product is handled by two air slides, one on the gantry, the other on the boom. The product is then loaded into the shipload via a de-dusted telescopic chute.
- e) The material handed is alumina with a bulk density of approximately 0.85 to 1.05, and a particle size of 0.1.
- f) The telescopic chute and the two air slides are connected to a common dust removal device located on the gantry.

- 1.5 The existing system has been handling Handymax class of vessels in the inner harbor of Visakhapatnam Port. The ports Authorities have now deepened the inner harbor so as to handle higher capacity Panamax Class of Vessels.
- 1.6 Since the existing Ship Loader has completed about 23 years of its life and in order to cater to the new requirements as follows, NALCO is proposing to replace its existing Ship Loader with a new Ship Loader of latest technology:
- a) Loading Alumina into Panamax Class and Handymax Class of Vessels.
 - b) Improve the dust mitigation measures for meeting the emission norms as laid down by the statutory authorities such as Andhra Pradesh Pollution Control Board (APPCB), Central Pollution Control Board (CPCB), Dock Labour Board (DLB), etc.
 - c) Handling of the increased alumina quantity.
- 2 Howe (India) Private Limited, New Delhi (HIPL) have been engaged by NALCO as the EPCM Consultant for the replacement of ship loader.
- 3 The design, engineering, supply and installation of Alumina Ship Loader shall be carried out on a lumpsum turnkey package basis, for which the tender documents shall be issued separately in due course.
- 4 However, in order to finalize the technical specifications, HIPL on behalf of NALCO invites the interested parties of global repute with sound technical and financial capabilities who are willing to be considered for the job and are meeting the following eligibility criteria to submit their Expression of Interest (EOI).
- 5 ELIGIBILITY CRITERIA
- The Eligible Criteria is as follows:
- 5.1 Experience : Design, manufacture, supply, erection, testing and commissioning of at least One (1) Shiploader for handling powdery material of rated capacity of not less than 1500 TPH during the past 7 years and is in successful operation for at least one year since commissioning.
- 5.2 Project Value: One single similar installation executed shall not be less than Rs.200 Million (USD 4 Million) in the last 7 years.
- 5.3 Financial Turnover : Average Annual Financial Turnover during the last 3 years ending 31st March 2011 shall be at least Rs.200 Million (USD 4 Million).
- 5.4 The Financial Net worth of the firm shall be positive. For Central Public Sector undertakings of India, the net worth condition shall not be applicable.
6. NALCO requires observing the highest standards of transparency during procurement & execution of such contracts ensuring the Value for Money simultaneously ensuring upgradation of Technology and Capacity building.

7. On receipt of the proposals of EOI from the bidders the same shall be scrutinized/evaluated by HIPL/NALCO. The shortlisted manufacturers/suppliers, who are prima facie considered technically and financially capable of executing the proposed work of replacement of the ship loader shall be invited either to the Consultant's office at New Delhi or Port Facilities of NALCO at Visakhapatnam or NALCO's Corporate Office at Bhubaneswar for technical discussions/presentations. During these technical discussions stage the agency may add those other stake holders in the discussions who could add value to the discussions. The agencies shall be allowed to present their credentials/capability to undertake the job. During the meeting, HIPL/NALCO shall seek all relevant technical details from all such parties who can undertake similar jobs in order to finalize the Technical Specifications & Evaluation Criteria. The decision shall be taken keeping in mind the following:-

- Acceptable Technical Solutions available
- Quality Benchmarks
- Warranty requirements
- Delivery milestones

Once the technical specifications and evaluation criteria are finalized, the second stage of tendering would consist of calling for techno commercial bids.

8. The bidder shall also submit the methodology for dismantling and disposal of the existing ship loader.

9. Tenderer shall submit their Expression of Interest in the prescribed format along with supporting documents in triplicate in sealed envelopes delivered by courier or registered mail as follows:

(i) Original plus one copy (hard copies) to:

Chief Mechanical Engineer

M/s Howe (India) Pvt. Limited

Howe India House, 81 Nehru Place

New Delhi – 110 019

Ph. No. +91 – 11 – 2641 1521; Fax No. +91 – 11 - 2646 7557

E-Mail: howe@howeindia.com or ucbansal@howeindia.com

(ii) One hard copy to:

General Manager (Port Facilities)

National Aluminium Company Limited

Port Area,

Visakhapatnam – 530 035, India

E-Mail : gmpport@nalcoindia.co.in

Ph. No. +91- 891- 2561 433; Fax No. +91 – 891 - 2561 598

Not later than: 15:30 Hrs, 15/05/2012 and be clearly super-scribing "Expression of Interest for Design, Engineering, Supply and Installation of Alumina Ship Loader" which shall be opened on the same day by 16:00 Hrs.

10. Submission of EOI doesn't entitle a bidder to automatically qualify for the second stage of tendering.
11. NALCO/ HIPL reserve the right to accept or reject any or all the applications without assigning any reason.
12. NALCO/ HIPL shall not be responsible for any expense incurred by the applicants in connection with the preparation and delivery of their applications or any other expenses incurred as regards the subject EOI.
13. Fax / E-mail applications shall not be accepted.

General Information

1.	Name of firm	
2.	Head office address	
3.	Telephone	Contact Person:
4.	Fax	Email ID:
5.	Place of incorporation / registration	Year of incorporation / registration

(SIGNATURE OF BIDDER)

General Experience Record

Name of Applicant :

Annual turnover data		
Year	Turnover	US\$ equivalent
1.		
2.		
3.		
4.		
5.		

DETAILS OF PAST EXPERIENCE DURING THE LAST SEVEN YEARS

SL NO	DESCRIPTION OF WORK WITH CAPACITIES	POSTAL ADDRESS OF CLIENT	STARTING DATE	SCHEDULED COMPLETION DATE	ACTUAL COMPLETION DATE	REASONS FOR DELAY, IF ANY	VALUE OF THE WORK

(SIGNATURE OF BIDDER)

Particular Experience Record and Details of Contracts of Similar Nature

Name of Applicant:

Use a separate sheet for each contract.

Sr. No.	DESCRIPTION	DETAILS
1.	Name of Project, location	
2.	Description of work	
3.	Ship Loader Capacity	
4.	Contact Details of Client	Name Postal Address Name & Designation of Person Phone Fax E-mail
5.	Contact Details of Consultant	Name Postal Address Name & Designation of Person Phone Fax E-mail
6.	Completion Dates	<ul style="list-style-type: none"> • Date of award : • Starting date : • Scheduled completion date: • Actual completion date : • Delay in months, if any : • Reasons for delay, if any :
7.	Years of operation	From : To :
8.	Whether the supplied/erected equipment is in successful operating condition during the last one year	
9.	Supporting Document Submission (Supporting Documents are required to establish that the subject work has been awarded to the agency and work has been completed in all respects.)	<ul style="list-style-type: none"> • Whether copy of work Order / Contract Agreement enclosed YES / NO • Whether Completion Certificate enclosed. YES / NO

Applicant to enclose evidence documents for work in progress or completed, only to the extent that it does not discourage the Applicant from submission of applications. Use of copy of certificates is recommended.

(SIGNATURE OF BIDDER)

Summary of Current Contract Commitments / Works in Progress

Name of Applicant:

Applicant shall provide information on their current commitments on all contracts that have been awarded, or for which a letter of intent or acceptance has been received, or for contracts approaching completion, but for which an unqualified, full completion certificate has yet to be issued.

Name of contract	Value of outstanding work (current US\$ equivalent)	Estimated completion date
1.		
2.		
3.		
4.		
5.		
6.		

(SIGNATURE OF BIDDER)

Equipment Capabilities

Name of Applicant

The Applicant shall provide adequate information to demonstrate clearly that it has the capability to meet the requirements A separate Form-V shall be prepared for each and supporting documents/catalogues etc. may be attached by the Applicant.

Item of equipment:		Minimum No. Required:
Equipment information	1. Name of manufacturer	2. Model and power rating
	3. Capacity	4. Year of manufacture
Current status	5. Current location	
	6. Details of current commitments	
Source	7. Indicate source of the equipment Owned Rented Leased Specially manufactured	

(SIGNATURE OF BIDDER)

Financial Capability

Name of Applicant:

Summarize actual assets and liabilities in INR or U.S. dollar equivalent (at the rates of exchange current at the end of each year) for the previous five years.

Financial information in INR/ US\$ equivalent	Actual: Previous years				
	2012 -2011	2011 -2010	2010 -2009	2009 - 2008	2008 -2007
1. Total assets					
2. Current assets					
3. Total liabilities					
4. Current liabilities					
5. Sales					
6. Ordinary Profits					
7. Profits before taxes					
8. Profits after taxes					

Attach audited financial statements.

(SIGNATURE OF BIDDER)

