

## **Inland Waterways Authority of India**

### **Invitation for Expression of Interest (EOI) from Marketing Organizations for engagement as “Inland Water Transport Cargo Promotion Organization”.**

Inland water transport (IWT) is an economic, fuel-efficient and environment friendly mode of transport which in India has been left, largely untapped. The development of Inland Waterways for shipping and navigation is crucial for the country to promote this mode of transport and to decongest the rail and roads. To promote Inland Waterway Transport, the Government is adding to the list of National Waterways which at present are 3 in number.

The Inland Waterways Authority of India (IWAI), is an apex body for development and regulation of inland waterways under the Ministry of Shipping, Road Transport & Highways.

Whereas the responsibility of Inland Waterways Authority of India (IWAI) is to provide infrastructure (adequate fare way, 24 hrs navigation facilities, minimum LAD, and terminals with loading- unloading facilities at locations where cargo movement is expected), the operation of inland cargo vessels is mainly in the hands of private operators. Inland Waterway provides an opportunity to carry huge amount of cargo by being cost effective and at the same time being environmentally friendly (Presently IWT's share is 0.38% of the total cargo moved in the country). The barges can carry several times more volume of cargo than trucks on a unit basis, which besides turning out to be cheaper helps to ease there is a huge potential of cargo movement through inland waterways. Also, in order to ease heavily congested roads and the rail system. The mode is most suitable for bulk unperishable cargo like coal, cement, clinker, fly-ash, construction material, stone bitumen, jute, tea, over dimensional equipments and hazardous materials etc. The details of inland waterways can be seen on the website [www.iwai.nic.in](http://www.iwai.nic.in).

Inland Waterways Authority of India intends to invite expression of interest from marketing organizations/Corporates for supporting it as “IWT Cargo Promotion Organization” to increase the Cargo movement through Inland Waterways

Transport System. This mode works in more cost effective and efficient manner as an integrated multimodal transport system.

This invitation of EOI is not a part of the Bidding Process.

**Information Sought from Potential Respondents:** Applicants (in case of consortium, each member) must submit the following papers:

1. Company profile/s including details of ownership and evidence of incorporation.
2. Evidence of financial capability, Audited Financial Statements for the past three (3) years.
3. Relevant experience.
4. A Note on the Respondents Business Strategy for promoting cargo for IWT.

At this stage, IWAI intends to gather information about the technical and financial capabilities of interested companies/ joint ventures through this EOI before initiating the Bidding process. IWAI may organize an interaction meeting, at its own discretion, with selected companies/ joint ventures submitting the Expression of Interest sometime in the month of April 2009. Details for the same shall be posted on the website '[www.iwai.nic.in](http://www.iwai.nic.in)' and also communicated to the qualified respondents.

**Last date for receipt of EoI is 9.4.2009**

Title of the Envelope for EoIs sent by post/courier

**“EOI for IWT Cargo Promotion Organisation”**

**Address for submission of EoI:**

**Deputy Director (R)**

**Inland Waterways Authority of India (IWAI)**

**A-13, Sector-1Noida- 201 301U.P.**