

**ANDHRA PRADESH STATE  
AGRO INDUSTRIES DEVELOPMENT CORPORATION LTD.  
(A GOVT. UNDERTAKING)**

**Admn.Office: D.No.55-17-2 to 4, C Block, 5<sup>th</sup> Floor, Stalin Corporate Building,  
Lane No.2, Industrial Estate, Autonagar, Vijayawada-520 007  
Ph:0866-2556803, Fax:0866-2556804  
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**REQUEST FOR EXPRESSION OF INTEREST FOR SUPPLY OF CHEMICAL  
PESTICIDES, WEEDICIDES, ETC, PHEROMONE TRAPS AND LURES &  
IPMKITS AND SWEEPNETS AND NEEMCAKE IN BLACK CAKE FORM  
DURING 2019-20**

**Ref. Notification No:HO/ARSK/EOI/19-20 Dt.26.8.2018**

**PREAMBLE:**

Technical Bids & Price Quotations are invited from **Reputed/MNC manufacturers only** for supply of the above category of products required under subsidy schemes of Department of Agriculture during 2019-20.

E.O.I. Applications can be obtained from our Regd.Office by payment of **Rs.5000/-** by way of DD in favour of **APSAIDC Ltd. payable at Vijayawada** for each schedule. The Schedule can also be downloaded from our website [www.apagros.org](http://www.apagros.org) and can be submitted duly enclosing the application cost DD for **Rs.5000/-**:

The last date for submission of filled-in Applications at our Registered Office is upto **12.00 Noon on 11.9.2019** and the Technical bids shall be opened on the **same day at 2.00PM**

**Submission of Applications:**

Separate Applications should be submitted in the following Schedules:

- a) **Schedule - I (for Chemicals pesticides, weedicides etc)**
- b) **Schedule - II (for Phermone Traps and Lures)**
- c) **Schedule - III (for Ipm kits and sweepnets)**
- d) **Schedule - IV (for Neem cake in Black Cake form)**

Each Application shall be submitted in a single cover with two separate parts in two separate sealed covers viz.,

- 1) **Technical bid and**
- 2) **Price Quotation**

**(In two separate sealed envelopes).**

**The Main cover containing the two covers ie one cover with schedule alongwith enclosures and EMD and application cost DD and the second cover with price bid only shall be superscribed as "Tenders for PP Chemicals/Traps&Lures/Ipmkits&Sweepnets/Neemcake-19-20"**

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**EXPRESSION OF INTEREST**

**SCHEDULE - IV**

**NAME OF THE WORK: SUPPLY OF NEEMCAKE (IN BLACK CAKE FORM)**

**ELIGIBILITY CRITERIA**

1. The Applicant shall be a **Primary manufacturer of the above product.**
2. The Applicant shall be a **Reputed/MNC manufacturer of the product. The Technical Committee will do the selection process based on the brand value most preferred by the farmers and/or yearly turnover value of the participating company in the last 3 years and subject to other criteria as per the schedule.**
3. The Applicants who have the valid **registration Certificate** for the product only, are eligible to participate in the EOI process.
4. The Applicants must enclose copies of the Valid Registration Certificates including amendments. The original of the Registration Certificates need to be produced on the day of Technical scrutiny for verification. **The applicant must possess valid Registration Certificates for the product offered by them, on the date of submission of EOIs, failing which they will be ineligible to participate in the EOI process.**
5. The material supplied under this contract shall conform to the Technical standards as mentioned in this schedule.
6. Manufacturing Firms outside the State of Andhra Pradesh should have a branch office in Andhra Pradesh who is authorized to take care of marketing/business of A.P including invoicing of goods and should have valid AP GST Registration. They should furnish the Office/billing address in AP compulsorily.
7. The Manufacturing Firm shall clearly state their production and marketing experience in **the Neem Cake (in black cake form)** business along with a **declaration for about (3) years.**
8. The supplier shall enclose the performance certificate from the Organization(s)/ Department(s) for **the cake form product** which they have offered in EOI Application for the **last three years.**

9. **Any supplier whose product has been black listed in the past 3 years will be liable for rejection.**
10. The applicant must have well equipped manufacturing facility with capability to produce and supply the required quantities to the Department of Agriculture. The Technical Committee will have the right to inspect the manufacturing unit of the firm and if the Committee feels that the Company/ firm is not having the required machinery, technical personnel and other facilities which include financial back ground and capacity to execute orders, the EOI application is liable for cancellation/rejected.
11. **The manufacturers shall stock the product at their authorized dealer points on door delivery freight paid basis including loading and unloading charges. in all mandals for distribution on subsidy and they have to monitor closely the availability of the stock at all times for smooth distribution to farmers, as per the indents placed by the concerned JDAs/ADAs/MAOs**

INSTRUCTIONS TO APPLICANT MANUFACTURERS:

1. The Applicant should submit their EOI Application to the Corporation, on or before **12noon on 11.9.2019** along with the Demand draft for **Rs.5.00 lakhs** drawn in favour of **Commissioner & Director of Agriculture, AP, payable at Guntur**, towards EMD. **EOI application without EMD will be rejected.** Those who have earlier submitted the EMD to AP Agros shall apply for refund and the same would be refunded as per the terms of the agreement.
2. The technical information, which contains details of the manufacturing firm etc., and all documentary evidences pertaining to supply of the **Neem Cake (in black cake form)** along with specifications and standards as prescribed are to be furnished with the EOI Application.
3. **The rate quoted should be inclusive of insurance, freight including loading and unloading etc., on FOL freight paid door delivery destination basis to any JDA/ADA/AO/Mandal head quarter in AP. The rate shall include interstate taxes if any. The rate should be quoted on taxes paid basis only, as applicable, duly showing the basic cost and tax separately in the tax invoice. The quoted rate if supplied in bags with brand name should be inclusive of applicable tax.**
4. The applicant manufacturer should also give declaration in Annexure – III of application. All the pages of the EOI & Annexures etc., are to be signed by the manufacturer and **submit the same in sealed cover containing technical bid with EMD DD, application cost DD and all other relevant document copies in one cover and the detailed price bid in a separate cover.**
5. The EMD of the participating manufacturers whose applications are not technically qualified will be returned on finalization of EOI. In case of

technically qualified applicants, the EMD shall be refunded by the Department to the manufacturer, only after satisfactory completion of contract, without any interest. The EMD will be forfeited if the terms and conditions in agreement are violated by them.

6. The firm, at the time of filing the EOI itself, has to **submit one saleable sample of the product** as per the packing size indicated in the tentative requirement for which they offered the rate in the EOI Application for physical verification purpose (not for analysis purpose as each batch & each consignment will be analyzed by the Department before allowing for their distribution) failing which the EOI will be rejected. The sample should comply with all the requirements prescribed under FCO. **Supply of the sample after the prescribed closing date and time will not be accepted under any circumstances.**
7. The last date for submission of EOI is **12.00noon on 11.9.2019**. The Technical Bids will be opened on the **same day at 2.00PM** and Preliminary scrutiny shall be conducted by the Technical committee.
8. Price bids of the manufacturers whose EOIs are technically qualified, will only be opened and after opening of the price bids, if it is found that the **L1** rate quoted by any bidder is high and not acceptable, the Technical Committee shall have the right to go for negotiations and **the other technically qualified bidders can offer their willingness for empanelment to supply at the negotiated and finalized L1 price.**
9. If the applicant is a proprietary concern/partnership Firm/Pvt. Ltd/Public Ltd. Company, the proof of attested copies of the documents regarding the status of the company / Firm should be attached to the Application for EOI.
10. Any authorized person representing the firm ( a Director/Senior employee who can take decisions on behalf of the firm) shall invariably attach an authorization letter (Annexure-V) obtained from the competent authority as per rules of the firm/ company with the EOI Application to sign on the EOI and to participate in EOI process.
11. The rate quoted in the price list offered by the firm should be firm and **valid up to One year from the date of Agreement**. The Department will not entertain any upward price revisions during the validity period of the contract. The validity of the rate may be extended with the permission of Special Commissioner of Agriculture, Andhra Pradesh.
12. The firm should also furnish the annual production and the turnover details of the product as specified for the last **three** years.
13. All the columns of the technical bid shall be duly, properly and exhaustively filled in with the relevant information and the rates and unit/packing sizes shall not be over written. The rates shall be both in figures and words.

14. The corrections, if any, must be signed by the applicant before submission itself. In the event of faulty information, the EOI is liable for rejection.
15. The supplier should sign on each and every page of EOI and on all the additional documents submitted.
16. The VC & MD of the Corporation and/or the Technical Committee reserves the right to reject the EOI application even after verification of Technical details or price details without assigning any reason whatsoever. Further, the EOI application can also be rejected due to delay in submission of documents/samples sought for (or) if the supplier was a defaulter already in the previous transactions of Government supplies.
17. The successful bidders shall execute an agreement with the Department of Agriculture in the fixed format Rs.200/- on Non Judicial stamp paper as per the existing procedure at his cost and submit along with the acceptance letter **within (7) days** from the date of communication of acceptance of application.
18. The supplier shall not sell products of same specification during the relevant period at a lower price than the rates offered to the Department, to any agency or person anywhere in AP. If such incident is noticed, the Department shall restrict all payments to such a lower rate and take further action as deemed fit.
19. The product as specified shall be supplied **within 7 days** on placement of indent by the Department from time to time during the contract period. In case if any delay in supply is noticed in more than 3 instances during contract period, such firms will be deleted from the list.
20. On placement of indent, if the supplier defaults his obligation, such supplier will be blacklisted duly terminating the contract Agreement. The Department reserves all rights to make alternative arrangements to procure them from any alternative source and the difference of excess cost paid, if any, will be recovered from the defaulting supplier through appropriate action, besides forfeiting of EMD.
21. The manufacturer is solely responsible for the quality of the stocks as per the prescribed standards, supplied under this EOI.
22. During the EOI process/contract period, the Department / Competent Authority shall have the right to draw the sample and get the quality tested to ascertain their conformity to the FCO standards.

**In case of Neemcake, immediately after receipt of material at Stock point, the QCI of that jurisdiction shall draw a Sample and send to Fertilizer Coding Centre to get the results of each batch in every**

**consignment and then allow for distribution if the lot/consignment is as per specifications prescribed.**

**Immediately after receipt of Neemcake from the stock points to the dealer premises at mandal headquarters/ADA(R) headquarters, the QCI of the jurisdiction should invariably draw the Samples from each batch in every consignment (There is no bar to send more number of samples even from the same batch may be due to more number of consignments of that particular batch) to check the quality.**

23.The cost of the samples and their analysis charges are to be borne by the manufacturer/dealer himself.

**24. Stock supplied without the printed batch no. and a copy of the satisfactory analysis report of the batch as mentioned above, shall not be accepted by the District JDAs/ADA/MAOs.**

25.The approved supplier shall ensure replacing the material due for expiry without waiting for information from Department within a week time at his own cost.

26.In the event of any materials failing to conform to the specifications on quality, the Department has the right to reject them outright and the payments for the stocks liquidated from the particular batch of material shall be withheld and the balance material shall be taken back by the supplier at his own cost, besides the supplier rendering himself liable for prosecution. The payments which are already released in respect of such mis-branded stock shall also be refunded to the Department without raising any objection until the case is finalized.

**27.The successful supplier shall not assign or transfer this contract or sublet or any part of it to other agencies/suppliers. The supplier has to supply his own product only under his GST invoices.**

28.The specified product should be manufactured within 60 days as on the date of supply.

29.The products supplied shall be with sound packing. Damaged packs, if any, shall be replaced by the supplier with sound packing at his own cost.

30.The supplier shall be liable for the quality and quantity deviations (sub-standard/under weight) of the material supplied.

31. The Corporation/Technical Committee reserves the right to accept/reject/modify any or all the clauses at any stage without assigning any reasons what so ever and its decision will be final.

- 32. The manufacturer shall specify the billing point, whether local supply or interstate supply and accordingly quote the applicable rate for AP inclusive of all applicable Taxes if any including freight, loading and unloading charges.**
- 33. The approved manufacturer shall communicate the billing Points for all practical purposes to meet the regulatory requirements of Department of Agriculture.**
34. In case of any dispute or difference arising out of the EOI process and terms of agreement between the manufacturer and the Department, the parties shall first attempt to settle the dispute through mutual and amicable discussions. If the dispute is not resolved through such discussions, the matter shall be referred to an arbitrator who will settle as per provisions of Arbitration & Conciliation Act, 1996 and whose decision is final and binding.
35. It is further agreed by the manufacturer that the Courts at Vijayawada/Guntur in Andhra Pradesh alone have jurisdiction.
36. If, at any stage of EOI process/ contract period, it comes to knowledge that any supplier is involved in any fraudulent practice or misrepresentation of facts or tries to influence the selection process or indulged in any corrupt activities in competing with others, the application/ agreement can be rejected / cancelled and the EMD forfeited.
37. The supplier shall be liable for blacklisting and further prosecution, if he fails to adhere to any of the above conditions.
38. Invitation of EOI shall not confer any right on the supplier to insist for supply orders.
39. The supplier shall furnish the prescribed documents mentioned in Annexure- II & IV.
40. Corporation/Technical Committee reserves the right to accept or reject in part or full or all the offers without assigning any reasons whatsoever.
41. The manufacturer should furnish the technical brochure, including items, usage, advantages of the product to the farmers.
42. The requirements given in Annexure –I are only tentative. The quantity may be decreased/ increased as per the requirement of District JDAs depending on the field conditions and does not ensure placement of orders. The firms don't have any right to demand on quantity.
- 43. Depending on the seasonal conditions, the Department of Agriculture may require huge quantity of material in short period to supply in their respective districts. In view of this, those firms who have filed the EOI, technically qualified and are willing to**

**supply the stock at the finalised L1 rate, will be given an opportunity/empanelled to supply the product for which they have offered the EOI as per the choice of the Department.**

**TERMS OF PAYMENT:**

1. After obtaining the authorization slip from the concerned MAO, the farmer shall approach the authorized dealer of the manufacturer and purchase the inputs of his/her choice by submitting the authorization slip to the dealer along with the non-subsidy portion.
2. The dealer shall submit the copy of the invoices along with the authorization slips to the concerned MAOs at fortnightly intervals for affecting subsidy payments through NEFT/RTGS.
3. The MAOs after scrutiny of the bills and authorization slips shall submit consolidated information and utilization certificate along with beneficiary list through ADA(R) to the concerned JDA for effecting subsidy payments to the dealer through NEFT/RTGS.
4. The JDAs after verification of the information submitted by the MAOs/ADAs shall release the subsidy portion to the concerned dealer within a week.

**VICE CHAIRMAN AND  
MANAGING DIRECTOR**

I/We have gone through the above terms and conditions governing this EOI process and I/we would abide by the terms and conditions laid down in the application/ for supply of the products.

Signature of the Supplier  
With seal of firm

Place:

Date:

**List enclosures:**

Annexure-I : Product tentative requirement

Annexure-II : List of Documents to be enclosed.

Annexure-III: Declaration on Rs.20/- Non Judicial stamp paper

Annexure-IV: Affidavit on Rs.20/- Non Judicial stamped paper stating the firm is not black listed.

Annexure-V : Authorization letter from the firm.



ANNEXURE - I

TENTATIVE REQUIREMENT OF NEEMCAKE IN CAKE FORM TO BE SUPPLIED  
UNDER AGRICULTURE DEPARTMENTAL SCHEMES FOR THE YEAR 2019-20

Sl. No	Input	Tentative requirement Qty. (Kg's)
1	Neemcake ( <b>in black cake form</b> )	500000

Note: The requirement mentioned above are purely indicative and is subject to be modified at any time during the process depending upon the seasonal conditions during the crop period.

ANNEXURE - II  
LIST OF DOCUMENTS TO BE ENCLOSED

Sl. No	Documents to be enclosed to the EOI
1	Attested copies of requisite Manufacturing license, Marketing Permission in AP Principal Certificate, Registration Certificates issued by the competent Authority for the product offered by them as per the laws, rules and regulations in force.
2	Brief Profile of the Firm
3	Specifications of each product as per the regulations of FCO for that particular product.
4	Recent Analysis report/ Test report from the agency notified by the Government on the Products for which prices are offered.
5	Documents pertaining to GST No. etc., as applicable
6	Copy of PAN Card
7	Details of product wise quantities marketed in AP for the last <b>three years</b>
8	Annual production capacity of the firm (Quantity and value for each item to be indicated) for the <b>last 3 years</b>
9	Authorization letter from the Competent authority as per the rules of the firm in case of authorized person representing the firm.
10	Audited accounts balance sheet for the <b>last 3 years</b>
11	Income Tax assessment certificate for the <b>last 3 years</b>
12	Product's whole sale & retail price for <b>last 3 years</b>

On Rs.20/- Non Judicial stamp paper

ANNEXURE – III

D E C L A R A T I O N

1. I/We have read and understood the terms and conditions of EOI relevant to Notification no. **HO/ARSK/EOI/19-20 Dt. 26.8.2019** and I/We have submitted the Annexures in accordance with the terms and conditions of the above Notification.
2. I/We shall not sell the products being quoted through this EOI, at a lower price either to Government / Private in the States of Andhra Pradesh by way of giving any additional trade discount or incentives. If such indent is noticed the Department can restrict all payments to such a lower rate apart from initiating penal action.
3. The information furnished in the Application for EOI are true and factual and I/We clearly understood that our EOI is liable for rejection, if any vital information is found either not true or incorrect at any point of time.

PLACE:

DATE:

SINGATURE OF THE SUPPLIER  
WITH SEAL OF SUPPLYING AGENCY

On Rs.20/- Non Judicial stamp paper

ANNEXURE – IV

(DECLARATION FOR NOT BLACKLISTED)

To  
The VC & MD  
APSAIDC Ltd.,  
A.P., Vijayawada

Dear Sir/ Madam,

Sub:

Ref: \_\_\_\_\_

\* \* \* \* \*

I / We \_\_\_\_\_ hereby  
confirm that our firm has not been banned or blacklisted by any Government  
Organization / Financial Institutions/ Court/ Public Sector Unit/ Central  
Government.

Place:

Date:

Signature of the supplier

Name :

Designation :

Seal :

ANNEXURE – V

## (AUTHORISATION LETTER FROM THE FIRM)

To  
 The VC & MD  
 APSAIDC Ltd.,  
 A.P., Vijayawada

Dear Sir/Madam,

Sub: Ref:No. \_\_\_\_\_

\* \* \* \* \*

I / We \_\_\_\_\_ (manufacturer) hereby certify that Sri \_\_\_\_\_ working as \_\_\_\_\_ (Designation) in our company / firm and he is authorized to represent M/s \_\_\_\_\_ (Manufacturing company) is submitting the application for the Neem Cake and conclude the contract with you.

We are confident that Sri \_\_\_\_\_ is having ability to represent us and provide full support in making your empanelment successful. Further we authorized him to furnish any further technical details, negotiate and confirm the final price.

Signature of Authorized Representative:

Attested

Signature of the Manufacturer

Name :

Designation:

Seal :

**TECHNICAL QUOTATION FOR SUPPLY OF NEEMCAKE IN CAKEFORM**

<b>Sl. No</b>	<b>Particulars</b>	
1	Name of the firm	
2	a) Registered office address	
	Telephone No / Telex / Fax	
	c) Factory address	
	Telephone No / Telex / Fax	
3	Status of the company / firm	
	Since how long the company is manufacturing: i)Neemcake( <b>in black cake form</b> )	
	ii) Have the firm made any supply to Govt.Dept / Agril. University or Research Farms previously. If yes Please enclose supply data( enclose the certificate from the Purchaser (Govt. Agencies only) stating the total quantity supplied and have confirmed the standards in quality test)	
	iii)Technical know - how about : the Product should be mentioned.	
4	Whether price has been quoted for anywhere in A.P. State	Yes / No (If yes please mention)
5	EMD details	DD No. Date: Amount:
6	Whether the technical bid is accompanied with GST Tax certificate	Yes / No
7	Whether the manufacturing organization is an ISO certified unit (enclose the certificate )	Yes / No
8	Brand name used for the neem cake	
9	Does the applicant have at <b>least 3 years</b> past experience for supply of <i>above product</i> to diff. State / Central Govt institutions (If yes ,enclose relevant documents )	Yes / No
10	Whether the product applied has been tested by any Govt. of India /ICAR institute / FCO laboratory and copies attached	Yes / No
11	Whether application is accompanied by Sample of <i>above product</i> along with test report if any	

12	Quantity offered to supply <b>within 7 days</b> after receipt of indent	
13	Quantity offered to supply <b>within the season</b>	
14	Whether the technical specifications mentioned in the schedule are fulfilled	
15	Indicate the quality control mechanism adopted for maintaining the quality of <i>above product</i> manufactured by the firm.	
16	Steps taken to prevent the degradation of the Neem Cake (active ingredient in <i>above product</i> )	Please indicate

Place  
Date :

Seal & Signature of the Offeror

### **Declaration by the tenderer**

I have submitted this commercial bid against notification no. **HO/ARSK/EOI/19-20 Dt.26 .8.19** and as per the terms and conditions of the EOI document.

I have gone through the Terms and Conditions governing this EOI process and the rates have been quoted without any ambiguity in my mind and I would abide by the terms and conditions of this EOI schedule

Place:  
Date :

Seal & Signature  
of the tenderer

**PRODUCT SPECIFICATIONS**

**Neem cake (Cake form)**

The composition of the product shall be as per FCO 1985 standards as given below:

Sl. No.	Characteristics	Requirement
1	Moisture percent by weight, Max	10
2	Total ash, percent by weight, Max	15
3	PH	4.5 to 6.5
4	Conductivity	<4.0
5	Total Nitrogen % by weight Min.	1.5
6	Total Phosphate P2O5 % by weight, Min.	0.20
7	Total Potash K2O % by weight, Min.	0.50
8	Total Carbon % minimum by weight Min.	23.0

**PRICE BID FOR SUPPLY OF NEEMCAKE (IN BLACK CAKE FORM)**

<b><u>Sl. No</u></b>	<b>Name of the item</b>	<b>Supply rate inclusive all applicable central, state and local taxes for billing on freight paid and loading and unloading charges at destination basis upto mandal level in the state of Andhra Pradesh effective for the year 2019-20 (Rs.)</b>
7	<b>Neemcake(in black cake form )</b>	a)25kg: b)40kg:

Place  
Date:

Seal & Signature of the Offerer

**DECLARATION OF OFFERER**

I/We have gone through the Terms & Conditions governing the EOI and abide by the terms & conditions laid down in the EOI Application with regard to supply of above products.

Place: \_\_\_\_\_ Name \_\_\_\_\_  
 Date: \_\_\_\_\_ Signature \_\_\_\_\_  
 Address with seal \_\_\_\_\_

**QUANTITIES OFFERED**

<b><u>Sl. No</u></b>	<b>Name of the item</b>	<b><u>Packing</u></b>	<b>Quantity offered to supply within 7 days after receipt of indents</b>	<b>Quantity offered to supply with in the season</b>
<b>1</b>	Neemcake (in black cake form)	a)25kg: b)40kg:		

Place  
Date:

Seal & Signature of the Offerer