



SHORT EXPRESSION OF INTEREST

**FOR SELECTION OF O & M PARTNER
UNDER PUBLIC-PRIVATE PARTNERSHIP /
ON LEASE BASIS TO OPERATE AND MANAGE
INTEGRATED PACK HOUSE & VHT SYSTEM
ON REVENUE SHARING BASIS
AT TIRUPATHI, CHITTOR DISTRICT,
AP STATE, INDIA**



**ANDHRA PRADESH STATE AGRO INDUSTRIES
DEVELOPMENT CORPORATION LIMITED**
5th Floor, Stalin Corporate, Road No-2, Autonagar,
Vijayawada - 520007, A.P., India
Ph: 0866-2556802, 2556803, Fax: 0866-2556804

Application for O & M of VHT and Pack House

SHORT EXPRESSION OF INTEREST

A. P. S. AGRO INDUSTRIES DEVELOPMENT CORPN LTD

5th Floor, Stalin Corporate, Road No-2, Autonagar, Vijayawada - 520007,

A P., India - Email: bushanje@gmail.com, Website www.apagros.org

Ph: 0866-2556802, 2556803, Fax: 0866-2556804

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Ref.AP AGROS/VHTP - TPT/PPP/19-20

Date :26-07-2019

**The APSAIDC Ltd invites
offers from reputed eligible firms for
"Selection of PARTNER UNDER PUBLIC PRIVATE PARTNERSHIP REVENUE
SHARING BASIS/ON LEASE BASIS" to operate and manage the
" Integrated Pack House and Vapour Heat Treatment System" facility
at Tirupathi, Chittoor District, Andhra Pradesh, India as is where is basis.**

**Short Expression of Interest (EOI) Schedules may be obtained from
the Regd.Office**

FROM 29-07-2019 TO 14-08-2019 UPTO 11.00 A.M.

**by paying a sum of Rs.10,000/- in the form of demand draft
drawn in favour of APSAIDC Limited payable at Vijayawada**

between 10.00 AM to 5.30 PM

on all working days

The last date for receipt of EOI is

upto 2.00 PM on 14-08-2019 and same

will be opened at 3.00 PM on the same day.

The details can be visited on our website: www.apagros.org

**Sd/-
Vice Chairman and
Managing Director**

Purpose of the Expression of Interest : FOR SELECTION OF O & M PARTNER UNDER PUBLIC-PRIVATE PARTNERSHIP / ON LEASE BASIS TO OPERATE AND MANAGE INTEGRATED PACK HOUSE & VHT SYSTEM ON REVENUE SHARING BASIS/LEASE BASIS AT TIRUPATHI, CHITTOOR DT., AP STATE, INDIA.

Reference : AP AGROS/VHTP&TPT/PPP/19-20,
Dt:25-07-2019.

1. PREAMBLE

- 1.1 Andhra Pradesh State Agro Industries Development Corporation Limited (APAGROS), an Andhra Pradesh Government Undertaking, proposes to select O & M Partner under public-private partnership / on lease basis to Operate, Maintain, Market and Manage VHT and Pack House on revenue sharing basis at Tirupathi , Chittoor Dt. AP state, India.
- 1.2 The VHT system and pack house is situated in Tirupathi of Chittoor district of Andhra Pradesh. The Plant is easily accessible both by road as well as by rail link to all major destinations in the Country. The details of the proposed VHT & PACK HOUSE are as follows:

<u>Item</u>	<u>Detail</u>
1)Location of the INTEGRATED PACK HOUSE & VHT SYSTEM	Agriculture Market Yard, Thiruchanur Road, Tirupathi, Chittoor Dt. of Andhra Pradesh State, India.
2) Physical dimensions & Layout of INTEGRATED PACK HOUSE & VHT SYSTEM	As enclosed at Annexure - II
3)List of equipments in INTEGRATED PACK HOUSE & VHT SYSTEM	As enclosed at Annexure - III
4)Activities and services	Cleaning, sorting, grading, pre- cooling, ripening, Vapour Heat Treatment, cold storage.

- 1.3 The proposed VHT & Pack House is ready in all aspects for commercial usage.
- 1.4 The VHT & PACK HOUSE is a service facility which farmers, small scale food processors, exporters, importers, Government Departments and even industry can utilise on user charge basis.

- 1.5 AP AGROS raised all the finances required to set up and complete the VHT & PACK HOUSE.
- 1.6 The VHT & PACK HOUSE is equipped with standard and latest technology equipment.
- 1.7 The VHT & PACK HOUSE requirement of power and utilities etc., are arranged by APAGROS and it will be handed over in ready to operate condition.
- 1.8 Water required for VHT & PACK HOUSE and also for other domestic requirements will have to be met from bore wells/ supply from tankers to be arranged in the premises at the cost of O&M partner.
- 1.9 No harmful effluents are generated in the process. However, O & M partner shall make suitable arrangements for treatment / disposal of spillages etc.,
- 1.10 The proposed VHT & PACK HOUSE is well connected by road to facilitate transportation and with good accommodation facilities near by.
- 1.11 The objective of the proposed Expression of Interest (EOI) is to lease the VHT and Pack House for Operation, Maintenance, Marketing and Management of the facility. The pack house is proposed to be operated as common facilities for export of fruits and vegetables. The ownership of the facility will rest with APAGROS.

2. ELIGIBILITY CONDITIONS FOR APPLICANT

- 2.1 The Applicant must have at least 5 years experience in fruits and vegetables related trade / processing and must produce proof of same.
- 2.2 The Applicant must have annual turn over of more than Rupees one crore and shall have current net worth of at least Rs.1.50 crores and should submit copies of relevant documents in support of the above.
- 2.3 Preference will be given to applicants having experience in running cold rooms and VHT Systems.
- 2.4 The Applicant must have export registration with APEDA for export of fruits & vegetables.
- 2.5 The EOI will be scrutinized for eligibility and suitability of applicants to i) run the pack house (ii) run the Vapour Heat Treatment System (iii) Manage the backward & forward linkages involved in export of fruits / vegetables outside the country and in particular to Japan.

The eligible firms only will be invited to offer their prices after preliminary eligibility is confirmed.

3. INSTRUCTIONS FOR SUBMISSION OF EOI SCHEDULE

- 3.1 The concerned applicant(s) must submit the complete information with all documents indicated in Annexure-I in a separate sealed cover duly superscribing "EOI" for Selection of O & M Partner under Public Private Partnership / on Lease basis to operate and manage Integrated Pack House & VHT System on Revenue Sharing Basis at Tirupathi, Chittoor district, along with covering letter and E.M.D. draft as stipulated under item No.4.2 of the general terms & conditions.
- 3.2 The application shall be typed or written in indelible ink and an authorized signatory of the Applicant, as applicable, shall initial each page. The person(s) signing the application shall also initial all the alterations, omissions, additions, or any other amendments made to the application.
- 3.3 Applications should be submitted before due date and time, in the manner and form as detailed in this EOI.
- 3.4 AP AGROS may, in exceptional circumstances, and at its sole discretion, extend the above application due date by issuing an Addendum. Any Addendum thus issued will be sent in writing to all those who have purchased the Tender schedule document and would also be posted on the website.
- 3.5 If the applicant desires visiting the VHT & Pack House site for ascertaining the location, surroundings, or any other matter considered relevant, it will be facilitated at their cost.
- 3.6 AP AGROS reserves the right to inspect the premises of EOI applicant to ascertain the eligibility and suitability of applicant to run the VHT & Pack House, Tirupathi, during the EOI process or later.
- 3.7 The last date for submission of sealed application is **upto 2.00 PM on 20-08-2019**. The EOI schedule will be opened **at 3.00 PM on 20-08-2019** at the Regd.Office of the Corporation in the presence of applicants / authorized representatives.

4. GENERAL TERMS & CONDITIONS FOR THE APPLICANT/S

- 4.1 Initially the agreement period will be for period of 3 years from the date of Agreement. The Agreement period may be extended based on mutual consent of both parties.
- 4.2 Earnest Money Deposit (EMD) of Rs.2.00 lakhs (Rupees two lakhs only) shall be paid in the form of Demand draft only drawn in favour of APSAIDC Limited payable at Vijayawada. EOI without E.M.D. will be rejected.
- 4.3 The E.M.D. of unsuccessful applicant(s) shall be returned on finalization of applications.

- 4.4 In the case of S.S.I.-Part II/ NSIC firms (proof of same may be enclosed) the applicant is exempted from payment of E.M.D.
- 4.5 The E.M.D. of successful applicant(s) shall be retained by the Corporation and refunded only after satisfactory completion of the agreement. The E.M.D. shall be adjusted against performance guarantee for successful applicant. This deposit will not carry any interest. The performance security shall be equal to quarterly average of contract value of concerned year.
- 4.6 The successful applicant shall furnish 1% of the asset value i.e. Rs.12.00 lakhs (total asset value is Rupees twelve crores) by way of irrevocable Bank Guarantee, issued by any Nationalised scheduled bank in favour of APSAIDC Ltd.
- 4.7 The E.M.D. shall be forfeited or the Bank Guarantee revoked in the following cases.
- a) If the Applicant withdraws his application during the interval between the application due date and till the date of finalization of successful applicant.
 - b) If the successful applicant fails to provide the performance security within the stipulated time or any extension thereof provided by AP AGROS.
 - c) If any information or document furnished by the applicant turns out to be misleading or untrue in any material respect; and
 - d) The 1% asset value Bank Guarantee shall be adjusted in case of damage to the machinery under operation.
- 4.8 The applicant shall submit duly notarized declaration along with the application as per the proforma furnished under Annexure-VI on Rs.100/- non-judicial stamp paper.
- 4.9 The authorized person representing the applicant who is signing on the EOI documents and also participating in the opening of EOI shall attach a copy of authorization along with EOI schedule from the appropriate authority of the firm as per the By-laws of the firm / Company.
- 4.10 The obligations of AP AGROS and O & M partner / Lease holder as furnished in Annexure IV should be adhere to.
- 4.11 In case of any dispute or difference arising out of the agreement between the two parties relating to any aspect of the agreement, the parties should attempt to settle the dispute through mutual and amicable discussions. If the dispute is not settled through such discussions, the matter shall be referred / settled as per provisions of Arbitration and Conciliation Act, 1996.
- 4.12 It is further to be agreed by both the parties that all differences and disputes if not resolved as above, shall be got resolved through the Court of Law of Vijayawada jurisdiction only.

- 4.13 AP AGROS at its sole discretion and without assigning any reason thereof, reserves the right to accept / reject any or all EOI applications at any stage of the process.
- 4.14 The notice for EOI & contract agreement shall be treated as one composite agreement in so far as the successful applicant is concerned.
- 4.15 EOI schedule shall be rejected if at any stage of the process it comes to our knowledge that any applicant is involved in any fraudulent practice or misrepresentation of the facts or tried to influence the selection process or indulged in any corrupt activities in competing with other firms and E.M.D. will be forfeited.

ANNEXURE-I

CONDITION OF ELIGIBILITY FOR APPLICANT (ATTESTED COPIES WHEREVER RELEVANT TO BE ENCLOSED)

1. (a) Name of Applicant

(b) Address of the office(s)

(c) Date of incorporation and/or commencement of business
2. Brief description of the Applicant's main lines of business.
3. Name, Designation, Address and Phone Numbers of Authorised Signatory of the Applicant.
 - (a) Name :
 - (b) Designation :
 - (c) Company/Firm (Regd./Partnership/Pvt./Pub.) :
 - (d) Address :
 - (e) Telephone number :
 - (f) E-mail address :
 - (g) Fax number :
 - (h) Mobile number :
4. Details of APEDA registration (Xerox copy to be enclosed) :
5. Details of E.M.D.
6. Details of experience in fruits / vegetables related trade / processing for past 5 years, including volumes (proof to be enclosed).

Year	Variety of fruits / Vegetables		Volume (in M.tonnes)	Value in Rupees
	processed	Traded		
2014-15				
2015-16				
2016-17				
2017-18				
2018-19				

7. Profile of Organisation, including details of any / all experience as per Clause 2.5 of EOI (proof to be enclosed)

8. Details of experience as per Clause 2.3 of EOI schedule (proof to be enclosed).

S.No.	Details of Similar VHT Pack House facility	Client	Value	Time Period	Year
1.					
2.					
3.					

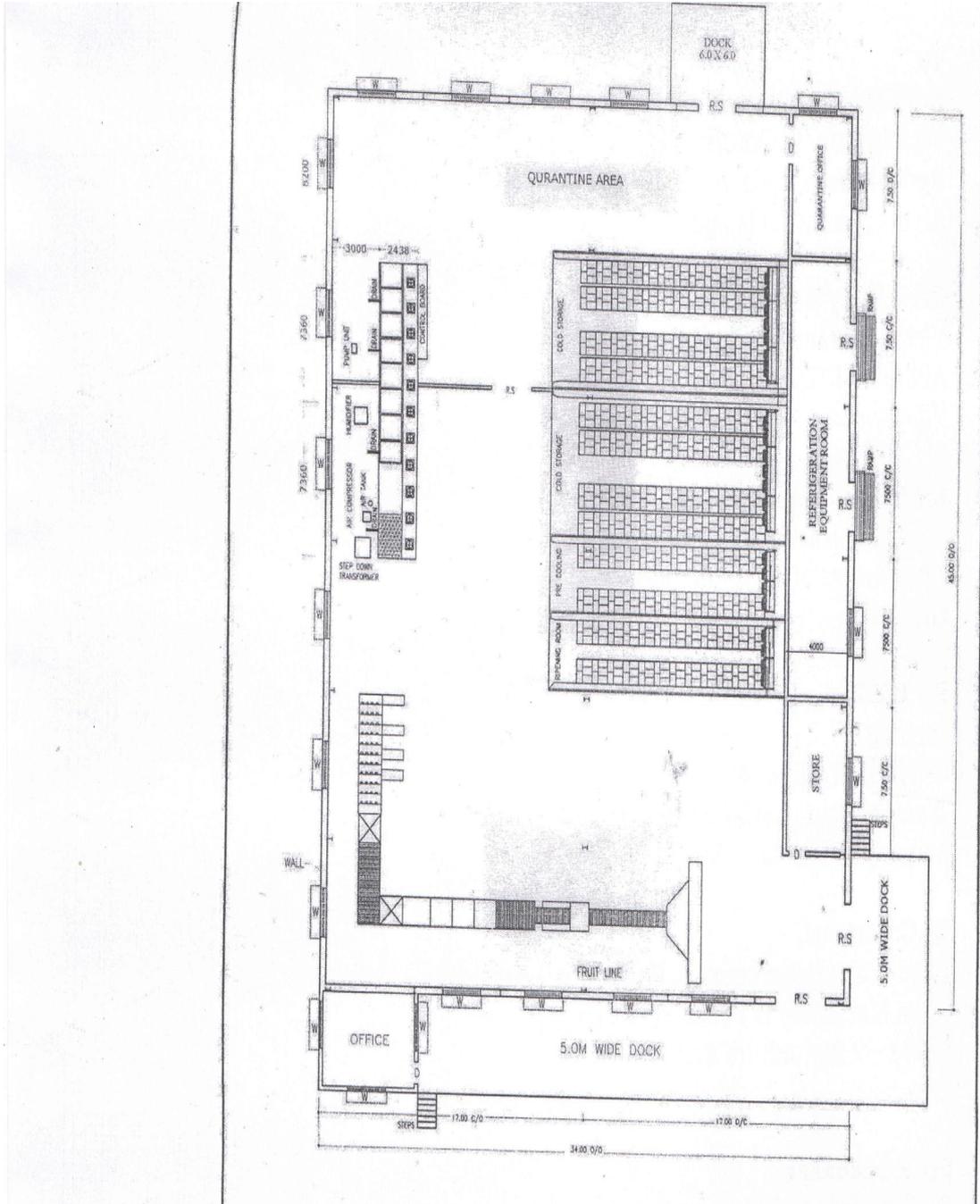
9. Financial Capability – Please enclose copy of audited accounts attested by Auditor for past 3 years

Financial Information in Rs. Equivalent	for year 2016-17	for year 2017-18	for year 2018-19
1. Total Assets			
2. Current Assets			
3. Total Liabilities			
4. Current Liabilities			
5. Profit before Tax			
6. Profit after Tax			
7. Annual Turn over			

Annexure-II

LAY OUT OF

INTEGRATED PACK HOUSE & VHT SYSTEM (Tirupathi, Chittoor DIST)



ANNEXURE-III

LIST OF EQUIPMENTS IN INTEGRATED PACK HOUSE & VHT SYSTEM

I.VHT System

a) General Specification	
1. Machine Model	MKE-5000P (Container Type)
2. Operation Capacity	5000 KG / 1 (Mangoes) per batch 12 pallets for one batch – at normal operating capacity
3. Size of Equipment	15000x5000x4000Hmm
4. Size of Chamber	14720x2438x2800Hmm
Includes:	
a. Heater	240kw (20kw x 12 sets)
b. Aux. Fan for Air Circulation	0.75kw x 12 sets
c. Air Compressor	11.0 kw
d. Pressurized Water Pulp	125w
e. Pressure Pump	3.7kwx2
f. PVC Piping	1 lot (inbuilt)
g. Exhaust Damper	1 unit (inbuilt)
h. Humidifier Unit	1 set (inbuilt)
i. Auto Transformer	1 no.
B. Control Panel	
1. Inside Temperature Control Device	Digital Type, Pt 1000
2. Humidity Control panel	Digital Type, Pt 1000
3. Temperature Recording Device and Alarm device	Digital Type, Pt 1000
4. Voltage	220V / 200V
5. Input Electric Power	300kw 3. Phase, 415 V \pm 5%
6. Frequency	50 Hz
7. Fruit Sensor	Pt: 1000x12point
C. Materials	
1. Interior walls	Stainless Steel
2. Exterior walls	Steel

D. Trays

1. All suitable Food Grade Trays for 3 batches	
a) Size	593x393x206mm for mangoes (432 pcsX 3 SETS)
b) Material	Polypropylene
2. Pallet (12 per batch)	12 pcs X 3 sets
3. Size	1200x1200x150mm (12 pcs)
4. Material	Polyethylene – Food Grade
E. Consumables	
1 Cooling Water Quantity	720 Lt/min ($2.0\text{kg}/\text{cm}^2$ for mango cooling after VHT / take direct to pre-cooler

II. LIST OF EQUIPMENTS IN INTEGRATED PACK HOUSE

(A) PACKING & GRADING LINE (3 MTS/HR)

S.NO	Description	Qty in Nos
1	De-Sapping Tables	10
2	Pre-Washing Tank with Elevator	1
3	Final wash tank with elevator	1
4	Brusher Unit	1
5	Scalder/Hot water Treatment Unit	1
6	Separator Unit(Simulator)	1
7	Mechanical Weight Sizer	1
8	Cross Belts	1
9	Electrical Panel	1
10	Mango Handling crates	1000
11	Hand Pallet Trucks	2
12	Pallets	25
13	Ethylene Gas Cylinders	2
14	Electronic weighing machines	2
15	Laboratory equipments	9
16	Stainless Steel Packing Tables	3

(B) COLD STORE & RIPENING SECTION

1. PRE-COOLING CHAMBER OF 10 MTs CAPACITY.
Made up of 80 mm PUF Panels and slabs, Gas tight insulated upward sliding door with Bitzer Compressor
2. RIPENING CHAMBER – 1 No.15 MTs CAPACITY
Made up of 80 mm PUF Panels and slabs, Gas tight insulated upward sliding Door with Ethylene injector and Bitzer Refrigeration Unit.

3. COLD STORAGEES - 2 Nos. 40 MTs CAPACITY EACH
Made up of 80 mm PUF Panels and slabs, insulated with sliding door with Bitzer Refrigeration Unit.

Also includes FRP Cooling tower, Humidifiers, Pumps, condensing units, Ethylene injector and Electrical Control Panel etc.

III. ELECTRICALS

1. APSPDCL SUPPLY WITH 400 KVA TRANSFORMER & H.T. YARD
2. D.G.SETS – 2nos of 400 KVA
3. ELECTRICAL PANEL ROOM WITH PCC PANEL, STANDARD D.G.SET PANEL & AMF PANEL
4. LIGHT AND OTHER ELE. FIXTURE INSIDE AND OUTSIDE PACK HOUSE

IV. CIVIL STRUCTURES

1	Integrated pack house with 1715 sq.mts. built up area with 5 mts width dock
2	Two RCC sumps of 25000 liters +50000 litres Capacities
3	RCC Panel Board Room
4	Generator Hard Stands (2 Nos).
5	Cooling tower pedestal
6	Compound wall
7	One bore well with pump set

V. Miscellaneous Assets

1. Office Furniture
2. Two (2) A.Cs. for VHT Panel Room and Quarantine Inspector's room
3. Change room material

**RANGE OF SERVICES AND CAPACITIES AVAILABLE
IN INTEGRATED PACK HOUSE & VHT SYSTEM**

S. No.	Section	Capacity
1	Cleaning, Washing, Grading line	3mts/Hr
2	Pre- Cooling	10 MTs/4 hrs
3	Ripening chamber	15 MTs
4	Cold store	80 MTs
5	Vapour Heat Treatment	5MTs/batch of 4 Hrs.

INVESTMENTS IN INTEGRATED PACK HOUSE & VHT SYSTEM

Sl. No.	Particulars	Cost (Rs. In lakhs) TIRUPATHI
1	Land & Site Development	57.00
a	Land 3 acres at Tirupathi	36.00
b	Drainage Storm water/waste water	1.50
c	Water tank and sump	8.50
d	Compound wall, security, Gate etc	11.00
2	PACK HOUSE Building including change rooms, Utility rooms, loading dock etc	120.00
3	Plant & Machinery	959.47
a	VHT System and Generator	721.03
b	Pack House equipment, Ripening, Cold rooms with Generator	238.44
4	Electricals	57.75
5	Miscellaneous Fixed Assets like Electronic weighing Machines, Desapping trolleys, pallet truck, pallets, crates	10.00
6	Contingencies @ 5%	54.47
7	Working Capital Margin	74.70
	Total	1333.39

ANNEXURE - IV

OPERATION (including Maintenance, Marketing) AND MANAGEMENT ARRANGEMENT UNDER PUBLIC PRIVATE PARTNERSHIP / ON LEASE BASIS FOR OPERATION AND MANAGEMENT OF AP AGROS INTEGRATED PACK HOUSE & VHT SYSTEM ON REVENUE/ PROFIT SHARING BASIS

I. Obligations of parties:

The **AP AGROS** will undertake following functions:

- 1) Establish the VHT & PACK HOUSE with all the required equipment and accessories excluding Manpower, consumables, spares, utilities, glassware, excluding the first set of consumables/spares, if any, supplied by APAGROS.
- 2) Unhindered access to the Private operator and his personnel during the contract period subject to the conditions of contract/agreement.
- 3) Assist in getting various registrations and approvals from the Govt. authorities.
- 4) Realizing the gestation period for development of business and investments in people and systems, allowing a contract period of 3(Three) years.
- 5) Fix the service charges for operation of facility based on the market norms and Government objectives to be met after discussing with Private operator.
- 6) Allow private operator to charge unit service rates for different fruits based on the service charges fixed by APAGROS.

The O&M **Partner under PPP / Lease holder** will undertake following functions:

- 1) Operate & Manage and maintain the VHT & PACK HOUSE as required by various laws/ accrediting institutions/ cGMP requirements and prevailing standards for exports at his own cost.
- 2) Generate business for the VHT & PACK HOUSE by marketing the facility to various industries/departments desirous of using the common facility for their fruits and vegetables export.
- 3) Provide the manpower required as per the industry norms at their own cost for Operation, Maintenance, business development, office work, maintaining of equipment, utilities, buildings, security etc.
- 4) The O & M partner under Public Private Partnership / on Lease basis can undertake any additional temporary structures with his own funds with prior written approval of A.P.AGROS. However, such structures have to be dismantled by P.P.Partner / Lease holder at the end of lease period. The APSAIDC will not bear the cost for erection or dismantling of such structures. Further, if at any time it is felt that the additional temporary structure is causing any obstruction or problem, the O & M partner / Lease holder has to dismantle the same within one week of written intimation of same by AGROS.
- 5) Purchase and maintain required crates, pellets, supplies, gas and other consumables for regular Operation and Maintenance.

- 6) Meet all the finances required for operation and maintenance from the service revenue of the VHT and Pack House facility and if it is insufficient from their own sources.
- 7) Procure and process Fruits and vegetables, as per the national and international best practices.
- 8) Apply, coordinate and obtain various approvals/certifications and accreditations for the facility and production batches as required.
- 9) Adequately stock spares and ensures maintenance of VHT & Pack house equipment at all times such that the condition of machines are as original subject to the wear and tear due to the regular operation.
- 10) Hand over the premises at the time of cessation of contract/agreement with all the fixtures, fittings, and all the equipment as per inventory at the time of handing over and additions made if any as per contract in the same working condition as at the time of handing over subject to natural wear and tear.

GENERAL

1. The VHT & Pack House is to be operated as Common facility for export of fruits and vegetables.
2. The ownership of the entire VHT & Pack house remains with APAGROS.
3. O & M partner / Lease holder shall operate the facility within 30 days of selection and due handing over. The bidder shall complete all formalities such as entering into agreement/contract, providing the Performance security amount for quarterly charges and Bank guarantee/security amount for 1% value of the Facility within this time of 30 days.
4. The PPP partner / Lease holder shall arrange documentation of all persons, commodities, quantity, origin and other related information about the using of facility, section wise/component wise and shall provide the same to AGROS when requisitioned.
5. The PPP partner / Lease holder shall be able to operate the VHT & Pack house round the clock during season.
6. The PPP partner / Lease holder shall be responsible to pay all taxes, fee and any other amount asked by any department/government etc.
7. AP AGROS reserves the right to terminate the agreement in the case of non availability of facility for common usage, lack of proper staff for operation and Management of facility, failure to pay the amounts due to APAGROS in time, and any other situation which may result in not being able to use the facility for which it is set up.

8. AP AGROS reserves the right to utilize 10% capacity of any section(s) of the Vapour Heat Treatment and Integrated Pack House facility for its own or for the farmers / farmers associations/Government Organisations & Departments at its discretion and the PPP partner / Lease holder shall process the same at the charges fixed as per point (5) of page 13 above under "Obligations of AP AGROS"

II. BASIS

The facility will remain the AP AGROS owned facility given to private operator for fixed period for OPERATION AND MANAGEMENT on REVENUE SHARING basis, with share of income on pre-committed annuity basis payable in quarterly installments.

ANNEXURE – V

FORMAT FOR FINANCIAL OFFER

Revenue sharing from operation & maintenance of Integrated Pack House & Vapour Heat Treatment facility at Tirupathi, Chittoor District.

A) PACK HOUSE:

Sl. No.	Year ending 31 st March of	Minimum guaranteed lease amount offered (in Rs.)	
		In Figures	In words
1.	2019-20		
2.	2020-21		
3.	2021-22		

B) VHT SYSTEM:

Sl. No.	Year ending 31 st March of	Minimum guaranteed use of VHT facility in MTs	Amount per year (Rs. In Lakhs)	
			In Figures	In words
1.	2019-20			
2.	2020-21			
3.	2021-22			

Note: Processing charges per M.tonne of Mangoes is Rs.8,000/- (Rs.5,000/- to PP Partner and Rs.3,100/- to AP Agros) on VHT processing.

ANNEXURE – VI

DECLARATION ON Rs.100/- NON JUDICIAL STAMP PAPER

1. I/We have read and understood the terms and conditions of EOI schedule relevant to "EOI notice" dated _____ and I/We have submitted Annexure - I in accordance with the terms & conditions of above EOI schedule.
2. I / We shall not leak / misutilise the information given in Annexure II & III pertaining to the details of pack house & VHT facility.
3. The information furnished in the Annexure I is true and factual and I clearly understand that our EOI is liable for rejection, if any information furnished is found not true and factual, at any point of time.

place :
Date :

SIGNATURE OF THE APPLICANT
WITH SEAL