

ANDHRA PRADESH STATE
AGRO INDUSTRIES DEVELOPMENT CORPORATION LTD.

(A GOVT. UNDERTAKING)

Admn.Office: D.No.55-17-2 to 4, C Block, 5th Floor, Stalin Corporate Building, Lane No.2, Industrial Estate, Autonagar, Vijayawada-520 007
Ph:0866-2556803, Fax:0866-2556804
E.mail: apagrospehi@gmail.com

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**REQUEST FOR EXPRESSION OF INTEREST FOR SUPPLY OF SPODOPTERA
FRUGIPERDA PHEROMONE LURES
DURING 2018-19**

Ref. Notification No:HO/ARSK/EOI/LURES/18-19 Dt.5.12.2018

PREAMBLE:

Technical Bids & Price Quotations are invited from reputed manufacturers only for supply of the said Lures under the schemes of Department of Agriculture during 2018-19 .

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 schedule. The Schedule can also be downloaded from our website 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 **13.12.2018 up to 12.00 Noon** and the Technical bids shall be opened on the same day at **2-00 PM**.

Submission of Applications:

Applications should be submitted in **a single cover** with two separate covers as under viz.,

- 1) Technical bid and
 - 2) Price Quotation
- (In two separate sealed envelopes).

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SCHEDULE

NAME OF THE WORK: SUPPLY OF SPODOPTERA FRUGIPERDA PHEROMONE LURES

ELIGIBILITY CRITERIA

- 1. The supplier shall be a Primary manufacturer of the above products.**

Primary manufacturer means :

1. The manufacturing unit may be in the name of the sole Proprietor/ Partnership/Company.
 2. If the unit is taken on lease, the firm (Lessee) that has taken the unit on lease should procure raw material in the name of the firm and take up manufacturing process on its own. Further the finished product should be invoiced on the Firm bills and all the stocks should be accounted for in the name of Lessee.
 3. All business transactions should be carried out by the Lessee in his name with all statutory licenses as required.
 4. The lessee should be in a position to ensure that all Statutory duties/ Taxes/ Cess etc. are directly paid by them to the concerned Authorities.
 5. The product manufactured by the Lessee should have its own brand name.
 6. Submission of the supporting documents for the above items.
2. Copy of Certificate of Registration for manufacturer of the said Lures issued by Industries Department (SSI Certificate/EM Part-II) to be enclosed
 3. Manufacturing Firms outside the State should have a branch office in Andhra Pradesh who is authorized to take care of marketing/business of A.P. including invoicing the goods within the State of A.P and should have GST Registration. They should furnish the Office address in AP compulsorily.
 4. The Applicant shall clearly state their production and marketing experience in the business of the said lures along with a **declaration for about (5) years.**
 5. The originals of all the related documents need to be made available on the day of Technical scrutiny.

6. The Applicant shall enclose the performance certificate from the Organization(s)/ Department(s) for the products which they have offered in Application for the last five years, if conducted business.
7. The Applicant should furnish a self certificate stating that his firm is not black listed.
8. The Applicant must have well equipped manufacturing facility with capability to produce and supply the required quantities. The applicant should produce list of lab equipment and machinery certified by concerned State Commissioner of Agriculture / concerned District Joint Directors of Agriculture and also a certificate stating that the manufacturing unit has got well equipped laboratory and well trained personnel for manufacturing the said Pheromone Lures and also should submit a certificate from concerned District JDAs so as to prove that the firm is actually manufacturing the said LURES and also impregnating the lure with the chemical which is imported in their units only.
9. 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 documents, machinery, technical personnel and other facilities which include financial back ground and capacity to execute orders, the EOI application is liable for cancellation/rejection.
10. The firm shall supply the indented material to the JDAs/ADAs/AOs/mandal headquarters as per the purchase orders.

INSTRUCTIONS TO APPLICANT MANUFACTURERS:

1. The manufacturer should submit their Application to the Corporation, on or before **13.12.2018 12-noon** along with the Demand draft for **Rs.2.00 lakhs** drawn in favour of APSAIDC Ltd., payable at Vijayawada, towards EMD. Application without the EMD will be rejected. Those who have earlier submitted the EMD DD in the previous/present year for traps and lures can submit a letter for exemption.
2. The technical information, which contains details of organization etc., and all document/evidences pertaining to the supply of the said Pheromone Lures, along with specifications and standards are to be furnished along with the Application.
3. The rates quoted shall be for each of the packed Lures. The rates quoted should be inclusive of all taxes, GST, duties. Cess, insurance, freight including loading and unloading etc., on **FOR freight paid destination basis** upto any Mandal head quarter in AP state. The rate shall also include interstate taxes if any. The rate should be quoted on GST paid basis only.
4. The manufacturer should also give declaration in Annexure – IV of application. All the pages of the Application & Annexures of Technical Bid are to be signed by the manufacturer and submit the same in sealed cover to Corporation along with the EMD.
5. The EMD of the participating firm whose application is not technically qualified will be returned on finalization of the EOI process. In case of technically qualified applicants, the EMD shall be refunded to the manufacturer only after satisfactory completion of contract without any interest. The EMD will be forfeited in case of defaulting suppliers during

contract period and also if the terms and conditions in agreement are violated by the manufacturers.

6. The applicant has to submit the samples of Lures along with the application for physical verification and analysis of lures. The cover containing lures must have the manufacturer's name, shelf life etc. The Lure should be **hermatically sealed** to avoid any leakage leading to loss of quality. Supply of sample after the prescribed **closing date and time** will not be accepted under any circumstances.
7. The last date for submission of EOI is **13.12.2018 up to 12:00 Noon**. The Technical Bids will be opened at **2:00pm** on the same day and preliminary scrutiny shall be conducted by the Technical Committee
8. The suppliers whose application is technically qualified, the price quotation will be opened after completion of the Unit inspections and if, after opening of Commercial bid, it is found that the lowest rate (L1) quoted is high and is not acceptable, the Committee shall have the right to call for negotiations and fix up **final L1 rates** for supply of the Lures.
9. The Application shall be signed only by the proprietor, if it is a proprietary concern. The necessary documents of ownership are to be enclosed.
10. If it is a partnership, one of the partners or a person authorized by the partners shall sign the EOI. **Copy of the partnership deed shall be submitted to know the person authorized to sign the document.**
11. If it is a public / private limited company, the EOI should be executed in the manner laid down in the said company's Articles of Association.
12. The authorized person representing the firm i.e. (a Director/Senior employee who can take decisions on behalf of the firm) shall invariably attach authorization letter (Annexure-VI) obtained from the competent authority as per rules of the firm/ company to Application for EOI to sign on the EOI and to participate in the process.
13. **Any representative shall represent only one Firm with the authorization letter and valid identity to participate in the EOI Process and the firms intending to apply should ensure this.**
14. The rates quoted in the price list offered by the firm should be firm and **valid up to one year from the date of the agreement or till next tenders whichever is earlier**. The Corporation will not entertain any upward price revisions during the validity period of contract. The validity of the rates may be extended as per mutual consent and with the permission of Commissioner and Director of Agriculture.
15. The firm should also furnish the annual production and the turnover for the product for the last five years.
16. All the columns of the Application shall be duly, properly and exhaustively filled in and the rates and units/packing size shall not be over written. The rates shall be both in figures and words.

17. 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.
18. The applicant should sign on each and every page of Application and on all the additional documents submitted.
19. The VC & MD of the Corporation and/or the Technical Committee reserves the right to reject the Application even after verification of Technical details or price details without assigning any reason whatsoever. Further, the Application can also be rejected due to delay in submission of documents sought for (or) if the supplier was a defaulter already in the previous transactions of Government supplies.
20. The successful Applicant shall execute an agreement duly incorporating the terms and conditions and specifications as decided by the Special Commissioner of Agriculture Guntur in the fixed format on Rs.200/- 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 by the Corporation.
21. The Applicant shall not sell products of same specification during the relevant period at a lower price than the rates offered to Corporation, to any agency or person anywhere in A.P. If such incident is noticed, the Corporation shall restrict all payments to such a lower rate and take further action as deemed fit.
22. The required product shall be supplied within 7 days on placement of purchase orders by Corporation from time to time during the contract period. **In case delay in supply is noticed in more than 3 instances during contract period, such firms will be deleted from the list.**
23. On placement and acceptance of Purchase order, if the supplier defaults his obligation as per the terms of supply order, such supplier will be blacklisted duly terminating the contract Agreement. The Corporation reserves all rights to make alternative arrangements to procure them from any alternative source and the difference of additional cost paid, if any, will be recovered from the defaulting supplier through appropriate action, besides forfeiting of EMD.
24. **The manufacturer is solely responsible for the quality of the stocks supplied under this EOI. In case, the materials supplied are found to be substandard or defective, the materials will be rejected and all payments due will be withheld until the matter is settled.**
25. The Applicant has to pay back the value of substandard stock supplied / held along with interest at bank / credit rate immediately, if the payment is already made and the supplier will be solely held responsible for any consequences arising in the field due to sub-standard materials. Such firms will be black-listed for supply of substandard material.
26. **The approved manufacturer shall ensure replacing the material due for expiry without waiting for information from Corporation/Department within a week time at his own cost.**
27. **The approved manufacturer shall not assign or transfer this contract or any part of it to other agencies/suppliers and has to supply his own products only.**

28. The Lures supplied should be under limit of shelf life considering the usage of Lure by the farmer.
29. The product supplied shall be with sound packing as per the specifications.
30. The Applicant shall be accountable for the quality and quantity (sub-standard/under weight) of the material supplied.
31. The Corporation reserves the right to accept/ reject/modify any or all the clauses 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 the rate with applicable GST and other duties/cesses.**
33. In case of any dispute or difference arising out of this process and terms of agreement between the two parties, 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 Commissioner and Director of Agriculture, A.P, who shall conduct arbitration as per provisions of Arbitration & Conciliation Act, 1996 and whose decision is final and binding on both the parties.
34. It is further agreed by both the parties that Courts of Hyderabad/Vijayawada as applicable alone have jurisdiction.
35. If, at any stage of EOI process, it comes to knowledge that any supplier 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 others, the agreement can be rejected / cancelled and the EMD forfeited.
36. The Applicant shall be liable for blacklisting and further prosecution, if he fails to adhere to the above conditions.
37. The Corporation representative(s)/Department Officials shall have the right to inspect randomly the quality of the material to ascertain their conformity to the prescribed standards of the material.
39. Calling of Applications shall not confer any right on the supplier to insist for supply orders.
40. The Applicant shall furnish the prescribed documents mentioned in Annexure-III & V.
41. Corporation reserves the right to accept or reject in part or full or all the offers without assigning any reasons whatsoever.
42. The manufacturer should furnish the technical brochure, including items, usage, advantages of the products to the farmers.
43. The indent quantity may be decreased/ increased as per the requirement from the District JDAs. The firms don't have any right to demand on quantity.

44. Depending on the seasonal conditions, the Department of Agriculture may require huge quantity of material in short period to supply in the 13 districts. In view of this, those firms who have filed the EOI, technically qualified and are willing to supply the material at the L1 rate finalised, will be empanelled to supply the item for which they have offered.

45 Generally, the Department will endeavour to distribute the total indented/supplied quantities under the subsidy schemes. In case due to any seasonal failures or other unforeseen conditions/reasons, certain stocks are leftover, such leftover quantities at each destination supplied by the firms shall be taken back by them without raising any objection or claiming any payment for such leftover stock and all the incidental charges for taking back the stock to be borne by the supplier without any objection.

TERMS OF PAYMENT:

1. Payment for the stocks supplied shall be made on receipt of the supplier's tax invoices duly certified by the Corporation branch officers based on the proofs of stock receipt by the consignees to be furnished by the suppliers with the tax invoices and also after receipt of Utilization Certificates for the invoiced quantities and to the extent of both subsidy and non-subsidy components received from the Department.
2. The Corporation shall not be liable for any delay or payment of interest due for the delays in the receipt of the subsidy and non-subsidy for the stock supplied due to unavoidable circumstances or due to circumstances beyond the purview of the Corporation.

**VICE CHAIRMAN AND
MANAGING DIRECTOR**

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

Signature of the Supplier
With seal of firm

Place:

Date:

List enclosures:

Annexure-I : List of Documents to be enclosed.

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

Annexure- : Affidavit on Rs.20/- Non Judicial stamped paper as the firm/ sister concern are not black listed.

Annexure-V : Authorization letter from the firm.

**TECHNICAL BID FOR SPODOPTERA FRUGIPERDA PHEROMONE
LURES**

TERMS AND CONDITIONS

1. Tender without EMD will be rejected.
2. The EOI applicant's manufacturing unit should produce list of lab equipment and machinery certified by the concerned state Commissioner of Agriculture / concerned District Joint Director of Agriculture and also a certificate stating that the manufacturing unit has got well equipped laboratory and well trained personnel for manufacturing Pheromone Lures.
3. Copy of certificate of Registration of the firm to be enclosed.
4. Partnership agreement or other concerned documents to be enclosed.
5. GST Registration certificate (valid) to be enclosed.
6. The EOI application is to be accompanied by one sample of the product along with quality test report from Govt.of India / any Research Institute must be submitted along with the Technical bid.
7. **Supplies to each destination should be accompanied with a copy of test report from any Govt of India Institution for each of the batch supplied to the department.**
8. R& D recognitions by Govt. of India.
9. The EOI applicants from out of State should have a Branch office with billing facility with GST registration in Andhra Pradesh. The Branch office should take care of A.P. Marketing business.
10. If any representative is participating, letter of authorization shall be submitted to participate in the EOI opening and participation in negotiation of rates for the item quoted, from the person who has signed the technical and commercial bids.
11. The firms should furnish self certificate stating that firm is not blacklisted.
12. The Supplier has to label all the products mentioning that the product is supplied to Dept. of Agriculture A.P., Guntur under **Subsidy programme of AP Govt.**, and the product is **not for outside sale.**

TECHNICAL BID

1. Name of the firm ::

2. a) Registered office address and Telephone No/ Telex/FAX ::

- b) Factory address and Telephone No/ Telex/FAX ::

3. Status of the Company / Firm ::

- i) How long the firm manufacturing the lures ::

- ii) Submit a certificate from concerned Dist. JDA so as to prove that the firm is actually manufacturing the pheromone Lures and also impregnating the lure with the chemical which is imported in their Units only. ::

- iii) 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 the quality test) ::

- iv) Technical know- how about lure manufacturing. ::

5. Whether price has been quoted for any where in AP ::

- If yes / No(If Yes please mention

- | | | |
|--|--------|-------------|
| 6. Whether the technical bid is accompanied :: if Yes
by E.M.D. | Amount | DD No &date |
| 7. Whether the Technical bid is accompanied
with GST Certificate | :: | Yes / No |
| 8. Whether the manufacturing organization
is an ISO certified unit
(Enclose the certificate) | :: | Yes /No |
| 9 Name of the Pheromone
Lures being supplied (Please mention
name (s)) | :: | |
| 10. Does the firm have at least 5 years past
Experience for supply of
lures to diff. State/ Central Govt.
Institutions (If yes, enclose relevant documents) | :: | Yes /No |
| 11 Whether the product applied has been tested
by any Govt. of India / ICAR institute and
and copies attached. | :: | Yes / No |
| 12. Whether the EOI is accompanied by samples
along with Quality conformity test report
from any Govt. of India /ICAR Institute. | :: | Yes /No |
| 13. Quantity offered to supply within 7 days
after receipt of indents. | :: | |
| 14. Quantity offered to supply within the season | :: | |
| 15. Whether the technical specifications
mentioned as under are fulfilled. | :: | Yes /No |

Spodoptera frugiperda Pheromone Lures: (SPECIFICATIONS):

The detailed specifications of the said Lure will be attached shortly in the Agro website after receipt of the same from the Special Commissioner of Agriculture, Andhra Pradesh, Guntur.

BID DETAILS

1	EOI Reference	No. Date
2	Name and Address of the EOI Applicant	
3	EOI document purchase details	DD No Date Amount Rs.
4	Details of EMD paid	DD No Date Bank Name Amount Rs.
5	Status of the Firm	Please tick the appropriate and furnish documentary proof as shown against each
	i) Registered firm	Registration Certificate
	ii) Sole proprietorship firm	Name address of the proprietor
	iii) Partnership firm	Partnership agreement, letter of consent and authorized by other partner to bid for this tender.
	iv) Private Limited Company	Certificate of incorporation and authorization from CEO if not represented by CEO.
	v) Government Organization / Undertaking/ Cooperative	Enclose certificate for proof
6	Name and Telephone, Mobile , Fax number of the authorized contact person who deals with this tender matters.	
7	Valid GST Tax certificate (Please enclose photo copies of registration certificate or latest renewal certificate)	No: Central Sales Tax No:
8	Valid Central Insecticide board Reg. certificate	

9	Valid License No./Principal certificate from Department of Agriculture.	
10	Income tax returns for last five years	
11	Indicate the turnover for last 5 years. Enclose copies	
12	Capacity of the firm for production of Pheromone lures for adult moths Pheromone sex lures per moth	
13	No. of persons employed Technical Non Technical	Technical : Non-Technical:
14	Technical data (Enclose statement)	
15	Performance report about your product preferably from Govt.Dept/ Agril.Universities and Recognized Research Centers. (Please furnish the published data from authentic source)	
16	Indicate the quality control mechanism for maintaining the quality of lures manufactured by the firm.	
17	Steps taken to prevent the degradation of chemical loaded in lure. (Please indicate)	

Declaration by the Tenderer

1. I have read and understood the tender terms and conditions relevant to Tender notification No.**HO/ARSK/EOI/LURES/18-19 Dt. 5.12.2018** contained in EOI document and I have submitted the technical bid in accordance with the terms and conditions of the above notification and the document.
- 2 I shall not sell product being affected, at lower price any where in Andhra Pradesh, Government / Private that the price quoted to Dept of Agriculture A.P. even by giving any additional trade discount or incentives. If such incident is noticed, the Department of Agriculture A P. shall restrict all payments to such a lower rate and black list our company.

3. My company material supplied will bear a label indicating all the products duly written, printed or graphic matter in indelible ink as determined by Dept of Agriculture A P. mentioning that the product is supplied to Dept of Agriculture, A P. under **subsidy programme of Govt.of AP** and the product is **not for outside sale**.
4. Undertaking that My company is neither blacklisted nor any legal litigation with any State / Central Govt.
5. The information furnished in the technical bid are true and factual and clearly understood that our tenders are liable for rejection , if any information furnished is found to be not true and factual at any point of time.

Place
Date

Seal
Signature of the EOI
Applicant.

COMMERCIAL BID**Pheromone Lures****A) SPODOPTERA FRUGIPERDA PHEROMONE LURES**

S.No	Name of the pest	Supply Rate inclusive of all taxes on freight paid destination basis including loading and unloading at the destination Rs. Ps.Per Lure	Quantity/ No's offered for tender
1	<u>SPODOPTERA FRUGIPERDA</u>		

DECLARATION BY THE TENDERER

I have submitted this commercial bid against EOI notification No. **HO/ARSK/EOI/LURES/18-19 Dt.5.12.2018** as per the terms and conditions of the document.

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

Place:
Date

Seal & Signature
of the applicant

ANNEXURE – I

**TENTATIVE REQUIREMENT OF SPODOPTERA
FRUGIPERDA PHEROMONE LURES TO BESUPPLIED
UNDER SCHEMES OF AGRICULTURE DEPARTMENT FOR
2018-19**

SUPPLIED UNDER SCHEMES OF AGRICULTURE DEPARTMENT FOR 2018-19		
Sl.NO	INPUT	Tentative requirement Qty. (Nos)
1	SPODOPTERA FRUGIPERDA PHEROMONE LURES	7505000

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

ANNEXURE - II

LIST OF CROPS (AS PER REQUIREMENT)

Sl. No	Crops
1	Maize and Jowar

ANNEXURE - III

LIST OF DOCUMENTS TO BE ENCLOSED

Sl. No	Documents to be enclosed to the EOI
1	Certificate of Registration.
2	Brief Profile of the Firm
3	Specifications of the product as per the regulations in force given in the schedule)
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 registration, CST No. SSI registration etc., as applicable
6	Copy of PAN Card
7	Details of the product quantities marketed in AP for the last five years
8	Annual production capacity of the firm (Quantity and value for the item to be indicated) for the last 5 years
9	Authorization letter from the Competent authority as per the rules of the firm in case of authorized person representing the firm.
10	Consent of the applicant to deliver goods in time to the beneficiaries.
11	Audited accounts balance sheet for the last 5 years
12	Income Tax assessment certificate for the last 5 years

On Rs.20/- Non Judicial stamp paper

ANNEXURE – IV

DECLARATION

1. I/We have read and understood the terms and conditions of EOI relevant to Notification no. **HO/ARSK/EOI/LURES/18-19 Dt.5.12.2018**, 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 State of Andhra Pradesh by way of giving any additional trade discount or incentives. If such indent is noticed the Corporation 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 understand 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 – V

(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 – VI

(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
 _____ is working as _____

(Designation) in our company / firm and he is authorized to represent
 M/s _____ (Manufacturing company) is submitting the application
 for the said lure and conclude the contract with you.

We are confident that Sri _____ is having ability to represent
 us and provide full support in making your EOI process successful. Further we authorized him to
 furnish technical information and to quote and negotiate the price on our behalf and it is binding
 on us.

Signature of Authorized Representative:

Attested

Signature of the Manufacturer

Name :

Designation:

Seal :