



HARYANA AGRO INDUSTRIES CORPORATION LIMITED

(A Haryana State Undertaking)

CIN No. U51219HR1967SGC041080

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Website: haic.co.in

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Registered Office:

Bays No. 15-20, Sector-4,
Panchkula.

Invitation for Expression of Interest

Expression of Interest is invited from reputed Manufacturers / Supplier companies for entering into MOU on consignment basis through Haryana Agro Industries Corporation Limited for supply of following branded crop protection products:-

- Pesticides/Insecticides
- Fungicides
- Weedicides

The document containing details of terms & conditions are available on Haryana Agro Industries Corporation Limited Website www.haic.co.in . EOI document fee of Rs.5000/- may be deposited through Demand Draft drawn in favor of Haryana Agro Industries Corporation Limited, Panchkula or through online bank transfer. The Shortlisted applicants will be subsequently contacted for further discussion/presentation.

The interested parties may download the document and submit the EOI along with all the documents and proof of fee payment, within due date addressed to Managing Director, Haryana Agro Industries Corporation Limited, Sector-4, Panchkula or through email haicpkl@gmail.com upto 02.07.2021 at 5:00PM.

**MANAGING DIRECTOR,
HAICL, PANCHKULA**



Details of the Expression of Interest

Haryana Agro Industries Corporation Limited is a State Govt. Undertaking which was set up on 30 March, 1967 under the provisions of Companies Act, 1956. The Authorized share capital of the Corporation is Rs.10.00 Crores and paid-up share capital is Rs.414.04. It is now intended to introduce branded crop protection products in Haryana Agro Industries Corporation Limited (HAICL) sales network by making MOU with reputed manufacturers/supplier companies. The technical assessment criteria for short listing of applicants in this regard will be as under:

Technical assessment criteria:

Sr.No.	Minimum Criteria
1	Turnover
1A	The annual turnover of the applicant should be minimum 100 Crore at least in one financial year out of last 3(three)financialyears (FY 2020-21, FY 2019-20 and FY 2018-19) particularly for their crop protection products.
2	Experience of the applicant
2A	Number of Years of Experience of sale of crop protection products In Haryana. Applicant with experience of Less than one year will not be considered.

Marking Scheme

Technical assessment criteria:

Sr. No.	Criteria	Max. score	Marking scheme	Documents to be submitted in the Techno-Commercial Bid	Remarks
1	Turnover	30			
	The annual turnover of the applicant should be minimum 100 Crore at least in one financial year out of last3(three) financialyears (FY 2020-21, FY 2019-20 and FY 2018-19) particularly for their crop protection products.		>= 100 & <150 Crores : 10 marks >=150 & < 200 Crores : 20 Marks >=200Crores : 30 marks	1. Audited annual accounts along with a certificate from statutory auditor certifying the turnover during the said last three financial years. 2. Product wise annual sales turnover for the said last three financial years shall be submitted by the applicant.	The crop protection products which are duly permitted by the Competent Authority in India for sales in agriculture use will only be considered for assessing the sales turnover.
2	Experience of the applicant	20			



	Applicant with Less than one year experience of sale of crop protection products in Haryana will not be considered.		<p>>=1 Years and < 3 Years : 10 Marks</p> <p>> = 3 Years: 20 Marks</p>	<p>Any appropriate proof of the claim of said experience.</p> <p>Example: copies of sales bills of plant production products sold to farmers/ distributors/ Institutions of Haryana.</p>	-

The other terms and conditions of Memorandum of Undertaking (MOUs) will be as under:

1. Rates:

The rates offered should be F.O.R. destination i.e. various Farmer service centres/ other retail stores of HAICL in Haryana and inclusive of all taxes, i.e. entry tax freight, GST, Octrol, loading, packing charges and transit insurance etc.

2. Security Amount:

The supplier will have to give a refundable security amounting to Rs. 2.00 Lacs per season i.e. Kharif Season and Rabi Season (thus total 4 lacs) through RTGS/NEFT in favour of Haryana Agro Industries Corporation Limited (HAICL) Pesticides, Taraori no interest shall be payable on this security.

3. Undertaking of the rates:

The supplier will give an undertaking that the rates quoted by them are not more than the rates quoted to any of their customer/distributors/Govt. institutions during the contract period. However, if they ever feel constrained to quote lower rates to any of their customer during the said period, they undertake to intimate the same immediately to Haryana Agro Industries Corporation Limited (HAICL) and allow the same reduction in rates automatically to HAICL also. If they violate this undertaking and the Haryana Agro Industries Corporation Limited (HAICL) comes to know of such a reduction on their own/through their own resources, then the HAICL shall be entitled to recover the double the difference in such rates on the entire quantity sold along with cost and damages from supplier.

4. Stocking:

Supplier will inform on fortnightly basis to MD HAICL regarding stocking of material/sale/balance quantity in a prescribed Performa which will be developed by supplier and approved by HAICL.



5. Payment terms:

The payment shall be released on monthly basis of actual sale after receipt of payment/credit advice from concerned FSCs/others as per accounting procedure.

6. The shelf life of pesticides/Insecticides/Weedicides will confirm to the period approved by Central Insecticide Board/Registration Committee.

7. The registration number, batch number, date of manufacturing date of expiry should be printed on the container/packing as approved by the central Insecticides Board.

8. Lifting of unsold stocks:

The unsold stock will be lifted by the supplier from the HAICL stores/centres at their own cost. For any leakage/defect the supplier will be responsible.

9. Guarantee:

The manufacturer/ Supplier company shall stand guarantee about the stability of the emulsion / formulation. The company will also be responsible for complication arising, if any, after use of the material by the farmers supplied by them to consumer. Any issue about the ineffectiveness/defect/discrepancy, etc. of the product the company/supplier shall be informed for taking immediate remedial measures to sought out the problem/complaint. All the complaints/problems relating to efficacy of the product supplied will rest with the company/supplier even if the sample analysis of the product has been found satisfactory or conforming to the required specification by any Govt. approved lab.

In case the complaint is made by any person in the consumer court or before any other competent authority regarding ineffectiveness /defect/discrepancy of the product, the responsibility to defend the case legally or otherwise shall be of the company/supplier /distributor. All the expenses such as advocate fees/court fees or any type of fine/compensation will be by the suppliers.

General Terms:

1. The applicant will submit the said expression of Interest along with the duly authenticated copy of required documents including the list of products offered for supply through this channel along with the application fees Rs. 5000/- in the form of bank draft or through RTGS in favour of The Haryana Agro Industries Corporation Limited (HAICL), payable at Panchkula.
2. The pesticide/weedicide/herbicides offered by the parties must be permitted / recommended by the agriculture department Haryana and registered with central insecticide board of India.



3. HAICL reserved the rights to decide on the number of manufacturers/supplier companies to be considered for making the MOU. The products to be considered and taken up under this sales supply channel will be sole discretion of HAICL. HAICL may or may not enter into any MOU with the short-listed parties.
4. The MOU to be signed with to be finalized parties will be signed for the duration of one year initially and may be extended on the basis of sales and MD HAICL reserves the right in such manners.
5. The applicant may be called for discussion/presentation at the office of HAICL.
6. In case the applicant is not a manufacturer but is with channel Partner Company, then the manufacturer of the product will be part of the agreement through tripartite MOU.
7. Applying against EOI does not automatically give right to MOU.
8. The manufacturer/supplier company will submit an undertaking that they have not been blacklisted/de-barred by the Govt. /other PSUs/any ministry/any other Govt. Agency/any other department.
9. Each page of the application and enclosed documents should be duly signed with date and seal.
10. Self-attested copies of the valid registration certificates with Central Insecticides Board Faridabad for the product only for manufacturer who are applying in the tender. If the applicant is not the manufacturing company, then they will submit the attested copy of valid manufacturing license from Competent Authority and Registration Certification issued by the Central Insecticides Board Faridabad of the Principal supplier from whom the material will be arranged.
11. Self-attested copy of PAN No. of the applicant to be attached.
12. Self-attested copy of the GST Registration Number to be attached.
13. Proposal for branding to be enclosed
14. Proposal for product assortment and corresponding discounts to be enclosed
15. Presentation highlighting company profile and methodology to deliver according to scope mentioned in this document should be enclosed by applicant

The interested parties may download the document and submit the EOI along with all the documents and proof of fee payment in sealed envelope, within due date addressed to Managing Director, Haryana Agro Industries Corporation Limited(HAICL), Sector-4, Panchkula on any working day or through e-mail haicpkl@gmail.com up to **02.07.2021 at 5:00 PM.** For further query, kindly approach Operation Manager HAICL at 9317779909.

