

EXPRESSION OF INTEREST (EOI)
FROM
ESTABLISHED MANUFACTURERS
FOR PURCHASE
OF
DAP
(N:P:K:S :: 18:46:0:0)
TO
NATIONAL FERTILIZERS LIMITED
INDIA



Closing Date
09TH MARCH 2015 –Up to 15.00 Hrs.

General Manager
Central Marketing Office
National Fertilizers Limited, A-11, Sector-24, Noida-201301
District :- Gautam Buddha Nagar, Uttar Pradesh, INDIA



Expression of Interest for purchase of DAP/2015-16

Ref. No NFL/IT&BD//2015-16/01

Date : 05th Feb.2015.

1. About National Fertilizers Limited (NFL)

National Fertilizers Limited (NFL) is a Public Sector Undertaking under administrative control of Ministry of Chemicals and Fertilizers, Government of India and has its Registered Office at SCOPE Complex, Core III , 7 Institutional Area, Lodhi Road, New Delhi-110003 and Corporate Office/ Central Marketing Office located at A-11, Sector -24, Noida 201301.(UP).

NFL is the 2nd biggest manufacturer of Urea in India. The company has five gas based Urea plants at viz., Nangal & Bathinda in Punjab, Panipat in Haryana and two at Vijaipur in Madhya Pradesh. Total annual Urea installed manufacturing capacity of the Company is 35.68 LMT.

NFL's Marketing Network comprises of a Central Marketing Office at Noida, three Zonal Offices at Bhopal, Lucknow & Chandigarh, 13 State Offices and 38 Area Offices spread across the country. The company has a strong dealership network and all the fertilizers are marketed through dealers appointed from both the government and private sector.

NFL is engaged in marketing its Urea, Neem Coated Urea, Bio-Fertilizers (solid & liquid) under its brand "Kisan". NFL also manufactures and sells other allied Industrial products like Ammonia, Nitric Acid, Ammonium Nitrate, Sodium Nitrite, Sodium Nitrate etc.

NFL also trades in various agro-inputs like certified quality seeds, compost / Vermi compost manure, agrochemicals like insecticides / herbicides, Bentonite Sulphur, etc. in the domestic market.

2. About the EOI

NFL earned a sale revenue of Rs.8043.00 Crores (approx. USD 1318 Million) in 2013-14. In order to increase its revenue as well as to boost its slim bottom line, NFL has decided to use its marketing network optimally through Import & sale of DAP, etc. To ensure assured receipt of a quality product at the right time and at a transparently arrived at competitive price, NFL desires to tie-up with one or more established manufacturer/s for one year extendable by another one year on mutual agreement commencing 01.04.2015.

3. TERMS & CONDITIONS

- i) This Expression of Interest (Eoi) is a request for a pre-qualification proposal only and is issued with no commitment. NFL reserves the right to disqualify any interested party or right to withdraw or to amend any terms and conditions etc. at any stage, should it be so necessary.
- ii) Short-listed manufacturer/s would be formally invited to tender their technical and price bids at a later date.
- iii) Timing and sequence of events resulting from this Eoi shall ultimately be determined by NFL.
- iv) Applicants who are found to canvass, influence or attempt to influence in any manner the qualification or selection process, including without limitation, by offering bribes or other illegal gratification, shall be disqualified from the process at any stage.



Expression of Interest for purchase of DAP/2015-16

- v) Each applicant shall submit only one Expression of Interest.

4. RIGHTS TO THE CONTENT OF THE PROPOSAL .

For all the EOIs received before the stipulated last date and time of submission, the proposals and accompanying documentation of the EOI will become the property of NFL and will not be returned after opening.

5. ACKNOWLEDGEMENT OF UNDERSTANDING OF TERMS

While submitting an EOI, each interested party shall attach this document signed and stamped on each page as acceptance of NFL's terms and conditions as stipulated in this document.

6. REQUIRED PRODUCT

NFL invites the Expression of Interest (EOI) from prospective Fertilizer Companies (Herein after called Supplier), who are **manufacturing** Di Ammonium Phosphate (DAP :- **18:46:0:0**) fertilizer as per eligibility criteria.

- a) **Product and Packing** : Di-Ammonium Phosphate (18:46:0:0) in loose bulk.
- b) **Product Specifications:-** Di-Ammonium Phosphate (DAP) 18:46:0:0- As per Indian FCO (with latest amendments. The detailed specifications are annexed at **Annexure-1**. In case the cargo is not meeting the FCO specifications, the cargo will be rejected. The supplier shall refund the landed cost of cargo found unfit as well as all the consequential handling and the distribution cost thereof immediately on NFL's first demand with value date being the date of initial payment to the supplier, failing which penalty @ 18% p.a. shall be payable up to the date of actual remittance by the supplier.

- c) **Colour of DAP:** Dark

NFL reserves the right to change the product specification (within FCO ambit) as and when situation warrants.

7. SHIPMENT

- a) **Estimated Quantity/:-** **1,80,000MT (+/-10%)**

Tentative shipment coast wise

- a. **East Coast = 60,000 MT (+/-10%)**
b. **West Coast = 1,20,000 MT (+/-10%)**

The estimated quantity shall be taken in one or more shipment to be received at one or many ports of India. NFL also reserves the right to order part quantity at its sole discretion. The quantities mentioned are indicative without any commitment at this stage.

- b) **Duration of Agreement:- Supply of fertilizer under this EOI shall be valid till 31.03.2016 with a provision for further extension for another one year at same terms and conditions based on mutual agreement.**

8. EVALUATION OF PRE QUALIFICATION PROPOSAL

Proposal will be evaluated as per the requirements specified in this EOI document and by adopting the pre-qualification criteria spelt out hereunder. The manufacturers are required to submit all documents specified below



Expression of Interest for purchase of DAP/2015-16

9. ELIGIBILITY CRITERIA

This EOI is open to all manufacturers who fulfil criteria as specified below. Documents evidencing each criterion are listed out in Annexure-II.

- a. **Should be a manufacturer of DAP fertilizers.**
- b. **Should** have been supplying DAP to international customers during last 2 years and must have supplied DAP to Indian customers (directly or through trader) in any one of the last two years.
- c. **DAP exported to India should** have passed quality tests based on FCO specifications and through quality certification obtained from Central Fertilizer Quality Control Laboratory, Faridabad.
- d. Should not have been blacklisted / banned for participation in any tender by Government of India or by any Government Undertaking for supply of fertilizers or otherwise in India.
- e. Should accept all terms and conditions of this Eoi document.
- f. Should disclose the name & address of their agent / representative including the commission being paid to them.
- g. Should provide the status of the company and submit annexure-II, completely filled.

10. Methodology

The methodology proposed to be adopted for selection of supplier will be in two stages comprising of Expression of Interest in the first stage. The EOI evaluation process based on responses will include pre-bid meetings and sharing, inter-alia the required product technical details etc. and prepare the response/clarification to the NFL's queries.

Stage 1: Expression of Interest (Pre-Qualification Criteria)

In this stage, bids shall be evaluated based on the eligibility criteria listed above and only those bids which are found eligible against the required criteria, shall be considered for the next stage which will be the final evaluation.

Stage-2: Request for Proposal for inviting techno-commercial bids

The second stage of tendering process will comprise of inviting techno-commercial bids by issuance of Request for Proposal (RFP). The RFP documents shall be drafted subsequent to the Pre-Bid meeting and shall be submitted to the Pre-qualified Suppliers well in advance before opening of Price Bid. Suppliers shall be asked to submit signed copy of draft MOU for acceptance of the terms along with the Price Bid.

11. Submission of Expression of interest (EOI)

- a) The EOI documents should only be down loaded from NFL's website www.nationalfertilizers.com. (under open Tender) Manufacturers shall submit Expression of Interest documents in original down loaded form, duly signed and stamped at each page as token of acceptance of all terms and conditions. Expression of Interest received over Fax/Email or copy of the Expression of Interest shall be summarily rejected. Each page has to be numbered consecutively and signed, which will become the part of the Contract.



Expression of Interest for purchase of DAP/2015-16

- b) Language of proposals:-The proposal and all correspondence and documents shall be written in English.
- c) No press advertisement shall be issued for issue of any updation/corrigendum/addendum. Prospective bidders are therefore advised to regularly visit these websites to update themselves.
- d) Last Date for submission of Expression of Interest:**
The last date for submission of the Expression of Interest is **1500 hours IST on 09th March, 2015.**

For any query/clarification with respect to this EOI, the correspondence or email can be exchanged at below mentioned address

**General Manager (Marketing),
National Fertilizers Limited,
Central Marketing Office, A-11, Sector-24, NOIDA,
District Gautam Budh Nagar (UP), PIN-201301**
Phone (Office): +91 120 2411528, Mobile: +91 9312876747, Fax: +91 120 2412201/2497048 **E-mail: imports@nfl.co.in**

The EOI can be posted/couriered at the above mentioned address well before the due date of opening by subscribing on envelope as "Expression of Interest for purchase of DAP". Alternatively, EOI can be submitted in the box kept in reception area of the office as per the address mentioned above for the said purpose and tender box inscribed as "**Expression of Interest for purchase of DAP**"



Expression of Interest for purchase of DAP/2015-16

ANNEXURE-I

PRODUCT SPECIFICATION Product:- Diammonium Phosphate (18-46-0-0)

Sr	Details	Value
1	Moisture per cent by weight, maximum	2.5
2	Total Nitrogen per cent by weight, minimum	18.0
3	Ammonical Nitrogen form per cent by weight, minimum	15.5
4	Total Nitrogen in the form of Urea per cent by weight, maximum	2.5
5	Neutral Ammonium Citrate soluble phosphates(as P ₂ O ₅) per cent by weight, minimum	46.0
6	Water Soluble Phosphate(as P ₂ O ₅) per cent by weight, minimum	41.0
7	Particle Size- not less than 90 per cent of the material shall pass through 4mm IS sieve and be retained on 1mm IS sieve. Not more than 5 per cent shall be below 1 mm size	
8	The Tolerance Limit	As per FCO

These above are FCO specifications as presently available with NFL. Supply shall be made strictly as per FCO specifications extant at the time of supply.

Sr	Eligibility Criteria	Documents to be submitted
1	Should be a manufacturer of DAP fertilizers.	a. Company Brochure. b. Details of installed capacity & brief manufacturing process on letter head pad duly self-certified. c. Registration certificates with various tax authorities or Government Departments, in their country of origin.
2	Should have been supplying DAP to international customers during last 2 years and must have supplied DAP to Indian customers (directly or through traders) in any one of the last two years.	a. Minimum one Bill of Lading(B/L) and corresponding invoice for each year supply clearly depicting manufacturer name. Out of these, one B/L must pertain to supplies to India. b. Details of total exports made in last 2 years country wise on letter head pad duly self-certified.
3	DAP exported to India should have passed quality tests based on FCO specifications and through quality certification obtained from Central Fertilizer Quality Control Laboratory, Faridabad.	Certified copy of analysis report as obtained from Central Fertilizer Quality Control Laboratory, Faridabad, India for any one of such shipments made to India in last 2 years.
4.	Should not have been blacklisted / banned for participation in any tender by Government of India or by any Government Undertaking for supply of fertilizers or otherwise in India.	The supplier shall have to submit an UNDERTAKING to this effect at the time of application for pre-qualification as well as each time while participating in a Tender that they have not been blacklisted / banned for participation in any Govt. tender. In case of submission of false declaration (found at any stage), such supplier shall be disqualified.
5	Should accept all terms and conditions of this EoI document	By signing, stamping and returning each page as a token of acceptance.
6	Should disclose the name & address of their agent / representative including the commission being paid to them.	By submitting the agreement entered with Indian agent along with a copy of terms & conditions of the appointment of the Indian Agents. In case there is no agent in India, the Supplier shall certify that they have no agents in India and no remuneration is to be paid to any Indian Party.
7	Should provide the status of the company.	Like Private limited, Proprietorship, Government, Public limited, Partnership, any other, etc (Documentary evidence in support of supplier may also be provided i.e Memorandum and Article of Association for Limited company, Partnership deed, affidavit for sole proprietorship.)



Expression of Interest for purchase of DAP/2015-16

Annexure-III

MANUFACTURER DETAILS

PARTICULAR	DETAILS
1. Name of the Producer/Manufacturer	
2. Address of the Producer/Manufacturer. Office: Factory :	
(attach extra sheet if required)	
3. Contact Person Name and Designation	
4. Phone/Mobile Nos	
5. Email Id/s.	
6. Fax Nos	
7. Registration Certificate of Company/ Firm/ Proprietorship	Attached Not Attached
8. Year of Establishment	
9. Specifications of fertilizers/DAP	Please attach separate sheet for detailed specifications.
10. Details of DAP production capacities, Actual Production, Total Export and Export to India in last 2 years. (in case of calendar year provide data for latest 2 years)	
Details	Figures ('000 MT)
Production Capacity	2012-13 _____ 2013-14 _____
Actual Production (attach documentary proof)	2012-13 _____ 2013-14 _____
Total Export (attach documentary proof)	2012-13 _____ 2013-14 _____
Export to India (attach documentary proof)	2012-13 _____ 2013-14 _____
11. Details of Accreditations	

Dated:-
Stamp of the Manufacturer

(Signature, name and designation
Date: of the authorized signatory)