

SI No	MR No
	Date:
TENDER FOR ENGAGEMENT OF DISTRIBUTOR-CUM-TR. FORDISTRIBUTION OF MILK & MILK PRODUCTS ROUTE/CLUSTER UNDE	IN ANGUL TO PALLAHARA MARKETING
Tender submitted for the Route/Cluster: ANGUL TO PALLAH	ARA MARKETING ROUTE UNDER ANGUL DAIRY
Submission of filled Tender documents -	Up to 2.00 PM on 13/12/24
Opening of Tender-	3.00 PM on <u>27.12.2024</u>
Name of Tenderer	
Address:	
Telephone No	
	Cost of Tender document: - Rs.590.00
	(Including GST)

THE ODISHA STATE CO-OPERATIVE MILK PRODUCERS' FEDERATION LTD.

OMFED Angul Dairy, At. Panchamahala, PO.- Koradagadia, Dist. Angul-759132 , Odisha omfedanguldairy@yaoo.com

Sl.No.	ITEM	PAGE
01.	Tender Notice	03
02.	Milk Routes under Dairy and Type of Vehicle required	04
03.	Terms and conditions for appointment of Distributor-cum-Transporter.	04-06
04.	Tender Application Form / Price bid form	07-09
05.	Form of the agreement to be signed between OMFED & Successful bidder	10-13



TENDER NOTICE FOR THE ENGAGEMENT OF DISTRIBUTOR-CUM-TRANSPORTERS _ FOR OMFED ANGUL DAIRY

OMFED invites sealed offers for the engagement of Distributor-cum-Transporters having 1500 ltr. Carrying capacity insulated vehicles for the distribution of Milk and Milk products in **Angul to Pallahara Marketing Route/Cluster under Angul Dairy**. Interested parties shall have to submit their offer **on a per liter of milk commission basis** for transportation & distribution of milk including milk products for **03 years**.

Interested parties shall have to purchase & submit a complete set of Tender documents, duly signed on each page indicating their desired commission per Liter of Milk sale, for transportation and distribution of milk and also milk products in Angul to Pallahara Routes/Clusters. The tender document can be purchased from the respective Dairy of OMFED on payment of Rs.590/- only in cash on any working days from 13/12/24 to 27/17/24 within office hours or be downloaded from the website www.OMFED.com & submitted with D.D of Rs.590/- in favor of OMFED payable at Angul Dairy towards the cost of Tender paper. Filled in the tender paper along with EMD of Rs. 5,000/- along with the required documents/certificates should reach OMFED Angul Dairy on or before dtd.27/12/24 up to 3.00 PM and the offers will be opened on the same day at 3.00 PM at Angul Dairy in presence bidders or their authorized representatives. For details, please visit the website www.OMFED.com. If required, the corrigendum/amendment to this notice shall be published only on the OMFED website and will not be published again in the newspaper.

OMFED reserves the right to accept or reject any of all the offers without assigning any reason thereof.

Managing Director OMFED

ELIGIBILITY OF BIDDER

- 1. The party should be Financially sound.
- 2. 2-3 years' experience in dairy products Transportation & Distribution in Perishable Goods like Milk, Milk Products
- 3. The firm/Agency/Party shall have its own Go down Facilities.
- 4. The firm/Agency/Party shall furnish the IT return of the last 2 years.
- 5. The firm/Agency/Party should have its vehicle/leased vehicle preferably insulated.
- 6. The firm/Agency/Party should produce the vehicle registration document (R.CBook).
- 7. The firm/Agency/Party shall have to submit a vehicle Fitness certificate
- 8. The firm/Agency/Party shall have a valid Insurance certificate for the Vehicle
- 9. The firm/Agency/Party shall have Cold Chain facilities like freeze, bottle cooler, etc.
- 10. The firm/Agency/Party shall have adequate field staff.
- 11. The firm/Agency/Party shall have a valid GST Number.
- 12. The firm/Agency/Party shall have a valid *FSSAI* license.
- 13. The firm /Agency /Party should not adopt any unfair means for allotment of said Distributor cum Transporter.
- 14. The firm/Agency/Party may submit the record in respect of having several vehicles and drivers at his disposal to ensure plying the vehicle, in case of breakdown of the original vehicle.

A. SELECTION AND ALLOTMENT

- 1. The firm/Agency/Party who fulfills the eligibility criteria shall furnish the required information in the prescribed application form available in the tender document.
- 2. The eligible firm/Agency/Party shall quote the price (Per liter commission) in the tender form of the tender document and submit the same in a sealed envelope within the scheduled time & date along with the tender document.
- 3. Work order shall be issued to the selected L₁ Bidder only after execution of the agreement, insulation, and branding of the vehicle within a month before deployment of the vehicle as Distributor cum Transporter.
- 4. In case of non-compliance with the above-mentioned criteria within the stipulated period, the EMD amount of the selected bidder shall be forfeited & blacklisted for participating in any tender in the future.

B. TERMS & CONDITIONS.

- 01. Sealed Tenders are invited from the interested persons for appointment of Distributor-cum-Transporter on per liter commission basis for the supply of Milk to the Retailers of Angul Dairy to Pallahara Route.
- 02. The commission margin quoted by the Distributor cum Transporter shall be valid for 03 years. Once the Commission of the Distributor-cum-Transporter is fixed, it cannot be changed during the contract period (subject to decision of OMFED Management).

- 03. The per litre of milk commission shall be released to the Distributor cum Transporter on weekly basis.
- 04. The Distributor-cum-Transporter is to purchase milk at the prevailing retailer price and milk products at Wholesaler's price, which may increase/decrease from time to time on revision of milk and product price.
- O5. The Distributor-cum-Transporter has to give one-day advance deposit towards the cost of Milk & products before raising invoices from the Operating Dairy. The amount is to be paid as per indent in the shape of cash/NEFT or through POS machines. In case of deposit in the Bank, the deposit slips are to be produced before lifting of milk and milk products.
- 06. If The Distributor-Cum-Transporter intends to avail credit facility for 7 days, the Bank Guarantee of the value of an average 15-day sale proceeding is to be submitted. The Bank Guarantee amount would be increased proportionately to the incremental growth of milk sales.
- 07. If The Distributor-Cum-Transporter intends to sell milk products along with milk, then an Undertaking (as annexed) will be submitted.
- 08. The Distributor cum Transporter will furnish an undertaking (as annexed) not to deal with other competitor brand milk & milk products.
- 09. It is mandatory for the Distributor-Cum-Transporter to carry the indented quantity of products of other Product distributors & Institutions of his allotted area/cluster.
- 10. The Distributor-Cum-Transporter will be awarded a 1% extra margin of the product value for delivery to other Product distributors & Institutions of his allotted area/cluster, which will be paid on a weekly basis.
- 11. The Distributor cum Transporter must agree to lift milk & Milk products as per market demand in the allotted route/cluster. She/He shall have to engage the required capacity of vehicle for both morning & evening marketing as per the market demand, wherever/whenever necessary. Otherwise, the Distributor-Cum-Transporter will be penalized to the extent of the value of un-lifted quantity.
- 12. The Distributor-Cum-Transporter shall have to arrange to cover untapped areas as instructed by the local OMFED Management from time to time.
- 13. The Distributor-Cum-Transporter will provide the detailed information of the registered agent/s regarding their de-growth, disloyalty, and involvement in illegal trade practice.
- 14. The Distributor cum Transporter should have valid GST No. for lifting of OMFED products at Wholesaler price.
- 15. The Distributor-Cum-Transporter should have valid FSSAI License.
- 16. The Distributor-Cum-Transporter shall have his own insulated vehicle. In case hired vehicle, the Distributor-Cum-Transporter has to furnish the related documents to this effect i.e. Agreement/Affidavits with the Leasing Transporter and Vehicle Registration Certificate in the name of Leasing Transporter.
- 17. The Distributor-Cum-Transporter shall have proper cold chain facility & to provide a certificate of vehicle insulated from appropriate agency (Insulated provider agency).
- 18. The Distributor-Cum-Transporter will have to submit his willingness for deposit of interest free Security Money of Rs.1.5 Lakh for average lifting of 1000 liters or less. For over and above 1000 ltrs, the additional security deposit to be deposited on the basis of Rs.1.0 Lakh per every 1000 ltrs. The said security Deposit is to be deposited in shape of DD.
- 19. Transportation, Distribution, loading and unloading of milk is at Distributor-cum-Transporter risk and cost. The Distributor-Cum-Transporter shall make necessary insurance for goods transported and distributed by him.
- 20. OMFED will not be responsible for any advance collection by the Distributor-cum-Transporter, from the retailers/Institutions/any other outlets.

- 21. No return milk will be accepted after the invoices are raised. However, in case of any reasonable/justifiable ground if milk is returned in good condition, the same shall be adjusted after quality testing by Dairy and after deposit of 10% amount on milk cost as a penalty by the Distributor cum Transporter.
- 22. The ORCS scheme given to the registered OMFED agents is not applicable for the Distributor-cum-Transporter. List of non-registered agents, who sell more than 50 ltrs a day, shall be submitted time to time by the Distributor-Cum-Transporter for converting them for Registered Agents to avail the ORCS benefits.
- 23. The Distributor-Cum-Transporter will have to submit daily distribution sheet/s of both agents and non-agents with due acknowledgment.
- 24. The crates issued to the Distributor-cum-Transporter is to be returned to Dairy on the same day. For any outstanding of crate or short return of crate, the cost of the crates is to be recovered from the Commission Margin of the Distributor-cum-Transporter.
- 25. The Distributor-cum-Transporter cannot sell milk to the retailer either more or less than the retailer price fixed by OMFED.
- 26. The Distributor-cum-Transporter is not allowed to carry any items other than OMFED milk and milk products during travel to market for necessary distribution to OMFED Agents in his allotted route/cluster.
- 27. The Distributor-cum-Transporter has to execute an agreement in a non-judicial stamp paper worth Rs.100/-(Rupees one hundred) only
- 28. The Distributor-cum-Transporter will be given 1% extra (one packet) milk for every 50 litrs. (100 Pkts.) Of milk towards leaky replacement & also avail the scheme as implemented for the market by the OMFED
- 29. The Distributor cum Transporter will not encroach on the marketing operational areas of the existing product distributor.
- 30. The Distributor cum Transporter will create new outlets in his allotted route/cluster in consultation with the marketing in charge of the concerned Dairy.
- 31. Since OMFED duty is an essential service, the Distributor cum Transporter can disengage his vehicle only after serving 03-month advance notice. But he will have to operate in the allotted route / Cluster at the approved price till any alternative arrangement is made by OMFED for the continuance of milk & milk products supply. But OMFED has the right to terminate the contract by giving one month's notice in writing.
- 32. The decision of the Managing Director of OMFED in any manner in this respect is final and binding.

C. TERMINATION AND CANCELLATION OF CONTRACT:

OMFED has the right to cancel/terminate, if the allotted Distributor cum Transporter:

- (a) Does not start his business within 30 days of work order.
- (b) Involve in supplying competitor brand Milk and Milk Products other than OMFED.
- (c) Sells narcotic materials like Pan, Cigarette, Tobacco, Foreign Liquor etc.
- (d) Does not achieve the target fixed time to time by OMFED.
- (e) Sublets the work order to other.
- (f) Any other practice, which hampers the reputation, good will and business of OMFED.

Managing Director OMFED

APPLICATION FORM FOR DISTRIBUTOR cum TRANSPORTER					
A. F	PERSONAL DATA				
1	Name of the Applicant:-				
2	Father's / Husband's Name :-				Affix Passport
		4. Permanei	nt Address:-		Size Recent
3	Address for Communication: -				Colour Photograph
5	Proposed Route/Cluster of Distributorship:-	Angul to Pall	ahara of <i>Angi</i>	ıl Dairy	Тпособгари
6	Name of the District:-	Angul			
В. С	CREDENTIAL DATA				
1	Experience in Milk, Milk Products / FMCG				
2	Experience on dairy products transportation &				
	Distribution				
3	Any Experience in OMFED Business				
4	Existing Network				
5	Area of Operation				
6	Distribution Channel				
7	Annual Turnover (only of FMCG)				
C. F	EASIBILITY DATA				
	PARTICULARS	EXISTING	UTILISED	SPARE	PROPOSED
1	INFRASTRUCTURAL FEASIBILITY				
a)	Godown facilities (Area Space)				
b)	No. of freezer/ Bottle Cooler				
c)	No. of Insulated Vehicle				
d)	No. of field staff for distribution				
e)	Alternative arrangement for power failure				
f)	Others (if any)				
2	MARKETING FEASIBILITY				
a)	No. of agent				
d)	Cold Chain Facility to Agent				
e)	Own Advertisement				
f)	Sale Growth				
g)	Potential Customers (Hotel, Colony, etc)				
h)	Others (if any)				
3	FINANCIAL / STATUTORY FEASIBILITY		•	•	
a)	Constitution (Proprietorship / Partnership / Co)				
b)	Sales Projection for 3 Yrs.				
c)	I.T Return (Past 3 Yrs.)				
d)	SRIN/TIN/GST/CST No.				
e)	Food License No. (FSSAI)				
f)	Trade License (if any)				
g)	Source for Project Financing (Own/Bank)				
h)	Source of Working Capital(Own/Bank)				
I)	Others (if any)				

NB:- The self-attested photocopies of relevant documents (as mentioned above) to be attached along with for verification.

PRESENT STATUS OF THE ANGUL - PALLAHARA ROUTE UNDER OMFED ANGUL DAIRY

SL NO	ROUTE NAME	VEHICLE	KM (To & Fro)	MILK /DAY	AVG PRODUCT SALE/DAY (in Rs)
1	ANGUL to PALLAHARA ROUTE	PICK UP	310	1100	30000

TENDER APPLICATION FORM FOR PRICE BID

				IVI IVICE I	<u> </u>	
То	The Plant N	_				
Sub: -	Tender for eng of Angul Dairy	•	utor Cum Transporter on per lite	er commission	basis in Angul to	o Pallahara
Sir.		•	nder published in/on dated orter on per Liter Commission ba		ving rate is quoto	regarding ed by me/us.
SI.N o.	Name of the Route/ Cluster	Approximate Distance covered in the Route/ Cluster.	Minimum Quantity of milk proposed to be lifted in liters. fromDairy per day	Type and capacity of the vehicle	Per Liter commission including all charges	Remarks
01.	Angul to Pallahara of Angul Dairy	,			J	
01	Cost of tend	ler paper Rs.590.00	//D details are furnished below:	dated _		
02. EMD of Rs.5, 000.00 deposited vide DD NodatedofBank. I/we hereby declare that I/we have gone through in detail the terms and conditions stated in the tender documents before filling up our rate & submission of the tender paper. I/we agree to abide by the terms and conditions stipulated by the Federation/Plant Manager, <u>Angul</u> Dairy.						
Name _.		Ad	dress		Full signa Applicant	

- **Encl:** 1- Original Money receipt/DD for purchase of tender paper.
 - 2- Original Bank Draft for EMD

Telephone No._

3- Xerox copy of the R C Book, Insurance, Driving license, etc. for Van & Valid GST No., PAN Card etc.4-Other if any

DRAFT AGREEMENT.

" T L	THIS AGREEMENT IS made on this day or
	ne Odisha State Co-operative Milk Producers' Federation Ltd.", an apex co-operative Body
_	gistered under the Co-operative Societies Act 1963 (under Act No.2) Vide Regd. No.06 dated
	01.1980 and having its registered office at D-2, Saheed Nagar, Bhubaneswar-7 in the state of
	ssa(hereinafter referred to as the Federation), (which expression shall unless it be repugnant to
the	e subject or context thereof, include its successors and assigns).
	AND
(2)	Cri. C/a
РО	P.S. Dist at present
	(hereinafter referred as the Distributor-cum-Transporter) which expression
sha	all, unless it be repugnant to the subject or context thereof, include its successors and assigns.
	D WHEREAS, the Dairy is interested to engage Distributor-cum-Transporter for
trai	nsportation and distribution of milk and milk products from its Dairy to
	route/Cluster.
	AND WHEREAS, the Distributor-cum- Transporter is agreed to provide and operate his insulated
	nicle bearing Regd.NoModelwith carrying capacity MT for
	nsportation and distribution of Milk on per liter commission basis and also other milk products on
wh	olesale price being produced and marketed by theDairy.
	NOW THEREFORE THIS AGREEMENT WITNESSES AS FOLLOWS:
01.	This agreement is valid for a period of 03 years commencing from dtdto
· - ·	@ Rsper liter towards commission for transportation and distribution of OMFED milk
	subject to the distributor-cum-transporter maintaining insulation of the deployed vehicle and
	abiding by the terms of the contract. The agreement period shall be extended or curtailed as per the
	discretion of the OMFED.
02.	Once the Commission of the Distributor-cum-Transporter is fixed, it cannot be changed during the
	contract period (subject to decision of OMFED management).
03.	The Distributor-Cum-Transporter shall have his own insulated vehicle. In case hired vehicle, the
00.	Distributor-Cum-Transporter has to furnish the related documents to this effect i.e.
	Agreement/Affidavits with the Leasing Transporter and Vehicle Registration Certificate in the name
	of Leasing Transporter.
04	The Distributor-Cum-Transporter shall have proper cold chain facility.
05.	Transportation, Distribution, loading and unloading of milk is at Distributor-cum-Transporter risk
05.	and cost. The Distributor-Cum-Transporter shall make necessary insurance for goods transported
	and distributed by him.
06.	The Distributor-Cum-Transporter will have to submit his willingness for deposit of interest free
50.	Security Money of Rs.1.5 Lakh for average lifting of 1000 liters or less. For over and above 1000 ltrs,
	the additional security deposit to be deposited on the basis of Rs.1.0 Lakh per every 1000 ltrs. The

said security Deposit is to be deposited in shape of DD.

07.	The distributor's margin money @per liter will be paid to the party on weekly basis on the basis of total milk quantity lifted during the last 7 days and on submission of the bill accordingly.
08.	The Distributor-cum-transporter should make an advance deposit in the bank at the prevailing retailers price for milk and prevailing distributor price for products & produce the deposit slip before lifting his indented quantity from Dairy. Whenever the rate of milk and products revises by OMFED that will be applicable to the distributor-cum-transporter.
09.	If The Distributor-Cum-Transporter intends to avail credit facility for 7 days, the Bank Guarantee of the value of average 15 days sale proceeding to be submitted. The Bank Guarantee amount would
	be increased proportionately on incremental growth of milk sale.
10.	If The Distributor-Cum-Transporter intend to sell milk products along with milk, then an Undertaking (as annexed) will be submitted.
11.	It is mandatory for the Distributor-Cum-Transporter to carry the indented quantity of products of other Product distributors & Institutions of his allotted area/cluster.
12.	The Distributor-Cum-Transporter will be awarded 1% of the product value of other Product distributors & Institutions of his allotted area/cluster, which will be paid on weekly basis.
13.	The Distributor cum Transporter must agree to lift milk & Milk products as per market demand in the allotted route/cluster. S/He shall have to engage the required capacity of vehicle for both morning & evening marketing as per the market demand, wherever/whenever necessary. Otherwise,
14.	the Distributor-Cum-Transporter will be penalized to the extent of the value of un-lifted quantity. In no case Milk/Products return will be entertained by Dairy. However, in case of any reasonable/justifiable ground if milk is returned in good condition, then the same will be adjusted after deposit of 10% penalty on the next day or after due approval from competent authority.
15.	It is the responsibility of the Distributor-cum-Transporter to lift milk fromDairy in insulated vehicle regularly in order to avoid any complain on milk quality and subsequently distribute same to OMFED agents at retailers price in area underroute and to create new outlets in his allotted route/cluster in consultation with marketing incharge of concerned Dairy.
16.	The Distributor-Cum-Transporter will provide the detail information of the registered agent/s regarding their de-growth, disloyalty and involvement in illegal trade practice.
17.	The Distributor-Cum-Transporter shall have to arrange to cover untapped areas as instructed by the local OMFED Management time to time.
18.	TheDairy shall at any point of time make necessary rescheduling of the route/cluster allotted in favour of the distributor-cum-transporter as mentioned herein, keeping in view its business requirement and convenience.
19.	The Distributor cum Transporter should have valid GST No. for lifting of OMFED products at Wholesaler price.
20.	The Distributor-Cum-Transporter should have valid FSSAI License.
21.	OMFED will not be responsible for any advance collection by the Distributor-cum-Transporter, from the retailers/Institutions/any other outlets.
22.	The distributor-cum-transporter will be fully responsible for the loss sustained or damage caused to men and materials of the Dairy or third party by the vehicle or personnel deployed by

cum-transporter shall also arrange for immediate replacement of the vehicle in the event of

the distributor-cum-transporter and indemnify for such type of losses/damages. The distributor-

- accident of the vehicle engaged by him after intimating both orally and in writing to head of marketing division and ensure that services is not affected due to such accident.
- 23. The distributor-cum-transporter's vehicle shall report at Dairy dock as per loading and unloading schedule of the vehicle and immediately leave the Dairy premises after loading and unloading of the vehicle at Dairy dock as the case may be. Under no circumstances the vehicle will be allowed to be parked inside the plant premises before or after the loading/unloading excepting the time period required for the purpose.
- 24. OMFED shall have absolute right to check the vehicle at any time during the process of transportation/loading either through its designated officials/securities and imposed penalty in the event of detection of milk/other products in excess of quantity mentioned in the delivery challan/invoice during such checking/searching, which may lead to imposition of penalty/termination/cancellation of the agreement as will be decided by the OMFED.
- 25. The Distributor-Cum-Transporter will have to submit daily distribution sheet/s of both agents and non-agents due to acknowledgement.
- 26. The ORCS scheme given to the registered OMFED agents is not applicable to the Distributor-cum- Transporter. List of non-registered agents, who sell more than 50 ltrs a day shall be submitted from time to time by the Distributor-Cum-Transporter for converting them for Registered Agents to avail of the ORCS benefits.
- 27. In case of delay in delivery, short delivery, and non-delivery of milk/products by the Distributor-cum-Transporter to the retail point causing loss sustained by the retailer. _____Dairy shall have the regist to impose a penalty on the distributor-cum-transporter which shall be recovered from his bill.
- 28. The crates issued to the Distributor-cum-Transporter are to be returned to Dairy on the same day. For any outstanding of crate or short return of crate, the cost of the crates is to be recovered from the Commission Margin of the Distributor-cum-Transporter.
- 29. The Distributor-cum-Transporter is not allowed to carry any items other than OMFED milk and milk products during travel to market for necessary distribution to OMFED Agents in his allotted route/cluster.
- 30. The Distributor-cum-Transporter will be given 1% extra (one packet) milk for every 50 litrs. (100 Pkts.) Of milk towards leaky replacement.
- 31. The Distributor cum Transporter will not encroach the marketing operational areas of existing product distributor.
- 32. Since OMFED duty is an essential service, Distributor cum Transporter can disengage his vehicle only after serving 03 month advance notice. But he will have to operate in the allotted route / Cluster at the approved price till any alternative arrangement is made by OMFED for continuance of milk & milk products supply. But OMFED has the right to terminate the contract by giving one-month notice in writing.
- 33. OMFED has the right to cancel/terminate, if the allotted Distributor cum Transporter:
- > Does not start his business within 30 days of work order.
- Involve in supplying competitor brand Milk and Milk Products other than OMFED.
- Sells narcotic materials like Pan, Cigarette, Tobacco, Foreign Liquor etc.
- Does not achieve the target fixed time to time by OMFED.
- Sublets the work order to other.
- Involve directly or indirectly on strike individually or jointly to affect the business of OMFED in any manner.
- Any other practice, which hampers the reputation, good will and business of OMFED.

- If the distributor-cum-transporter violates any of the terms and conditions, this agreement will be terminated immediately and the security will be forfeited pending finalization of bills.
- 35 In the event of either party failing to act in accordance with the provisions of the agreement, the aggrieved party shall at the first instance try to settle the dispute mutually and amicably without affecting to spirit of the agreement, failing such attempt the same shall be referred to the Managing Director, OMFED by either party, and the decision of the Managing Director, OMFED shall be final.
- 36. In case of any dispute pertaining to this agreement the jurisdiction of civil court at Bhubaneswar willapply.

IN WITNESS WEHER OF THE PARTIES HERETO HAVE HERE UNTO SET THEIR HANDS ON THE DATE, MONTHAND YEAR FIRST ABOVE WRITTEN.

By and for the Distributor-cum-Transporter

(Signature of the distributor-cum-	(For & on behalf of
the Transporter).	Orissa State
Cooperative	
	Milk Producers' Federation Ltd)
Full Name	
Address:	
Telephone No	
In the presence of	In the presence of
1. Signature	1. Signature
Full Name	Full Name
Address	Address
2. Signature	2. Signature
Full Name	Full Name
Address	Address